

Billboard

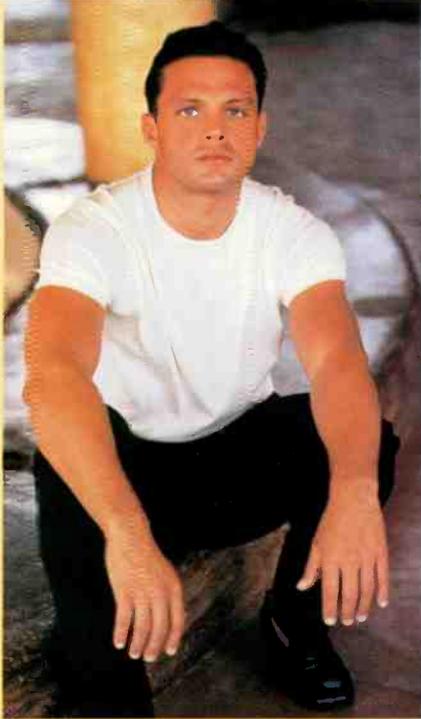
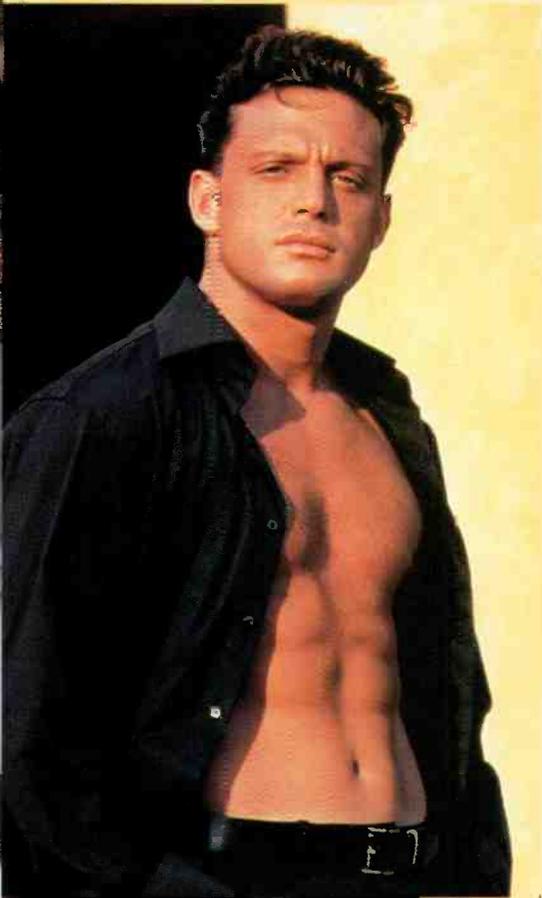
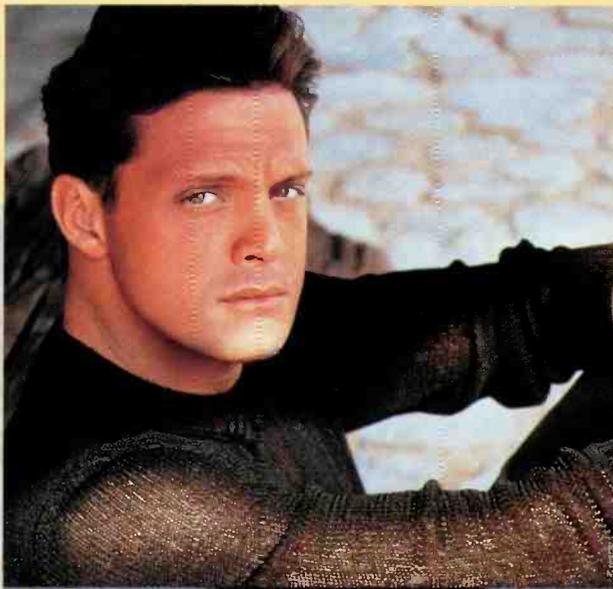
NEWSPAPER

#BXNCCVR ***** 3-DIGIT 908
 #90807GEE374EM002# BLBD 697 A06 B0061
 001 032500 2
 MONTY GREENLY
 3740 ELM AVE # A
 LONG BEACH CA 90807-3402

THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO, AND HOME ENTERTAINMENT AUGUST 28, 1999



\$5.95 US \$6.95 CANADA
 35 >
 0 74808 02552 7



LUIS MIGUEL

Billboard

NEWSPAPER

THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO, AND HOME ENTERTAINMENT

AUGUST 28, 1999

Ames' Global Outlook Key For Warner

BY DON JEFFREY

NEW YORK—Roger Ames' appointment as chairman/CEO of Warner Music Group is viewed by industry and investment observers as a positive move in reversing declines in the company's international and domestic market share.

Many sources say that Ames was the logical choice to head Time Warner's \$4 billion music company because he was one of the few available

seasoned executives with experience running a global record company. He had been president of PolyGram Music Group for nearly three years before its sale to Seagram late last year.

His appointment also technically conforms to Time Warner's ethos of promoting from within—although he has been with Warner Music only since April. After music and film company co-chairmen/co-CEOs Robert Daly and Terry Semel announced their joint resignations last month, Time Warner quickly

named insiders Barry Meyer and Alan Horn as chairman and president, respectively, of the film group (Billboard, Aug. 14).

Executives made it clear that they preferred to find their music chieftain from within as well.

Michael Nathanson, securities analyst with Sanford Bernstein & Co., says, "The problem with the industry now is the bench is pretty limited. There are only three or four guys who could do the job. [Ames] is one of the few who has run an international business and done it reasonably well. And

although he's not the ultimate insider, it'll keep people happy. I think it was a smart choice. It seems like a natural choice."

Richard Parsons, Time Warner's president, to whom Ames will report, says, "We were out to find the best person we could to give leadership to Warner Music Group, and we found that person in Roger Ames. We've put the ball firmly in his

(Continued on page 99)



AMES



PARSONS

Kris Kristofferson The Austin Sessions

all new recordings of his greatest songs including

"Help Me Make It Through The Night"
"Me And Bobby McGee"
"Sunday Morning Coming Down"

and featuring guest appearances by Jackson Browne, Marc Cohn, Steve Earle, Vince Gill, Mark Knopfler, Alison Krauss, and others

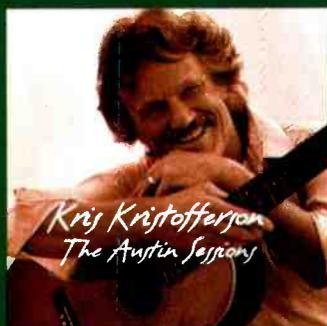


Photo: Bruce Weber

- TONIGHT SHOW 8/23
- REGIS & KATHIE LEE 8/25
- QVC 8/26
- CNN "ON THE ROOF" 8/27

IN STORES
AUGUST 24

Produced by Fred Mollin

www.atlantic-records.com
THE ATLANTIC GROUP
©1999 ATLANTIC RECORDING CORP.
A TIME WARNER COMPANY

Who Are 'Core' Country Acts?

This story was prepared by Phyllis Stark, managing editor of Country Airplay Monitor.

Five years ago, a handful of acts were widely considered to be country's core artists, often referred to as "the big seven": George Strait, Garth Brooks, Reba McEntire, Alan Jackson, Vince Gill, Brooks & Dunn, and Alabama. Many programmers also included Clint Black, Randy Travis, the Judds/Wynonna, and Travis Tritt on that list.

(Continued on page 109)



UMVD Takes \$18.98 Leap Merchants Worry That Other Labels Will Follow

BY ED CHRISTMAN

NEW YORK—Now that Universal Music and Video Distribution (UMVD) has increased its superstar equivalent list price level by \$1 to \$18.98, merchants say they

fear other labels will soon follow suit. In addition, retailers are concerned that the change in pricing structure will damage UMVD's mid-line product tier.

In a letter dated Aug. 13, UMVD announced an overhaul of its catalog pricing structure (Billboard Bulletin, Aug. 19). As part of that move, the company has effectively broken through the \$17.98 ceiling, thus establishing \$18.98 as the new frontline superstar pricing level.

According to one merchant, once

(Continued on page 105)

NEWS ANALYSIS

INSIDE THIS WEEK'S BILLBOARD

Exclusive:
Mellencamp On
His New Mercury
Album ... P17



BNA's Mindy
McCready
Bows Third
Set ... P36



HEATSEEKERS

Epic's Macy Gray Enjoys The Good 'Life' On Top Of Chart

See Page 24

IN THE NEWS

Universal Music Group's Earnings Rise In Fiscal '99

See Page 101

AESTHETICOM

POWER YOUR WEB INITIATIVE

180°

WWW.AESTHETI.COM

212.760.0000

INTERNET EXCLUSIVE VIDEOS • INTERACTIVE E-MAILS • WEB SITE VIDEO ON DEMAND • DVD CONTENT

ADVERTISEMENT

HEAR IT

(THE TWO CD SET)



FOR THE RECORD

Merle
Haggard

43

LEGENDARY HITS

"That's The Way Love Goes" - a duet with Jewel
SEPTEMBER 13 Radio Impact Date

Jewel appears courtesy of Atlantic Recording Corp.

This 2 CD set contains 43 legendary hits, including 5 brand new duets of Haggard classics with Jewel, Alabama, Brooks & Dunn and Willie Nelson.

**MERLE HAGGARD FOR THE RECORD
IN STORES AUGUST 24TH**

BNA
BNA RECORDS LABEL

SEE IT

(THE PAY-PER-VIEW)

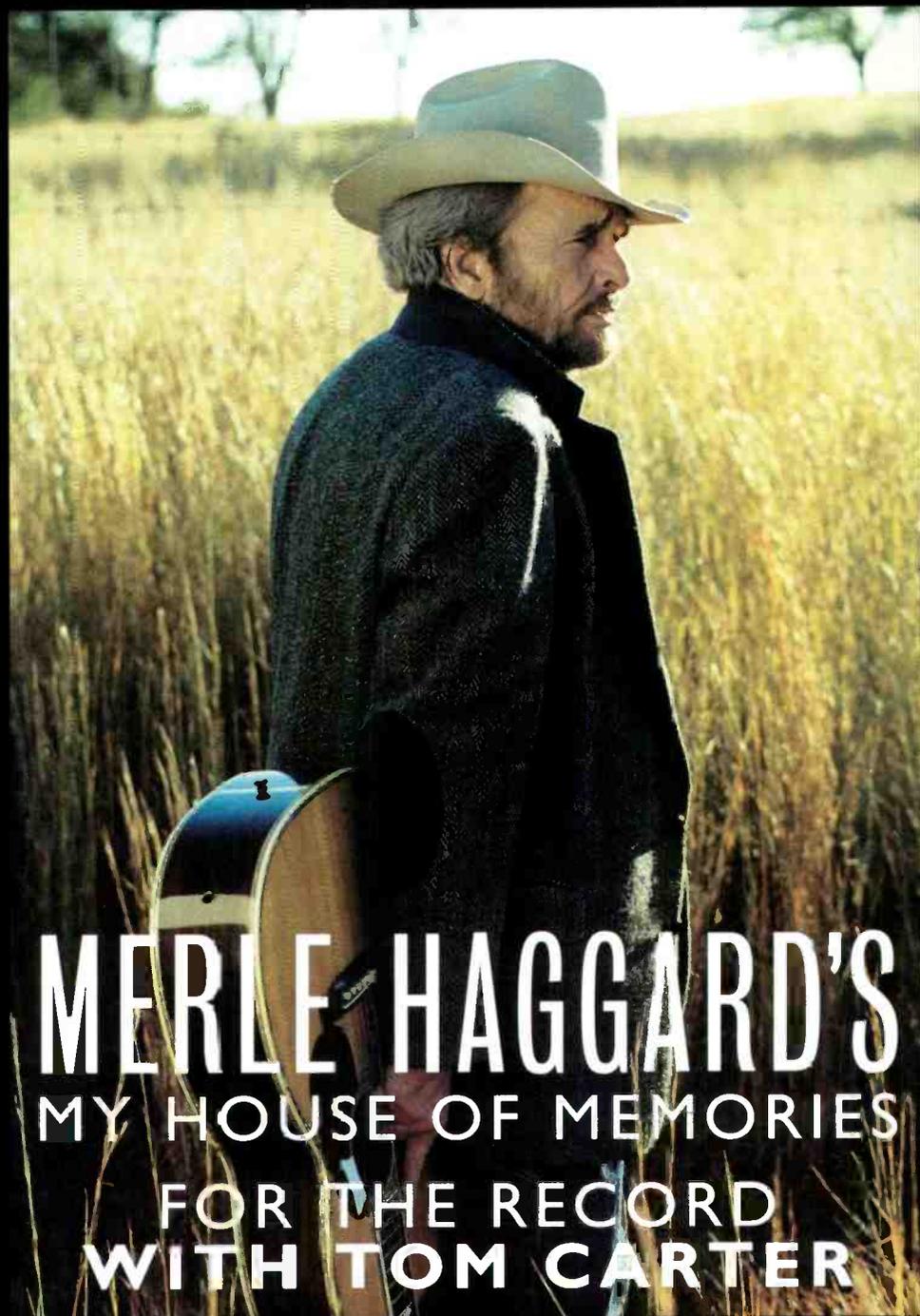
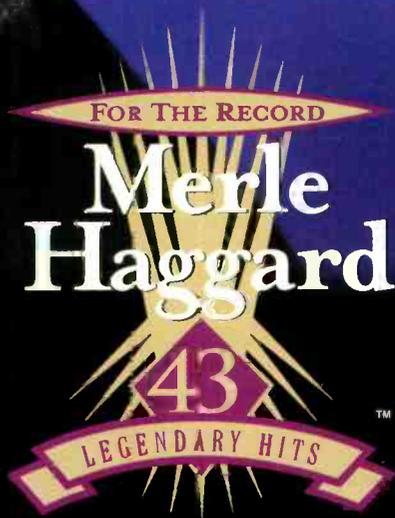
READ IT

(THE BOOK)

Merle Haggard
PERFORMING HIS LEGENDARY HITS
LIVE FROM THE LAS VEGAS HILTON
OCTOBER 2nd

**WORLD
PAY-PER-VIEW
PREMIERE**

Tickets on sale August 28th.
For ticket information call 1-800-222-5361.



**MERLE HAGGARD'S
MY HOUSE OF MEMORIES
FOR THE RECORD
WITH TOM CARTER**

"Here is a man with a story to tell—legendary, an American icon, Merle Haggard. We have been best friends since the early 1960s. I value his friendship more than any earthly thing. One year ago I was lying in the hospital slipping in and out of the coma of death. A man walked quietly into my room, he did not say a word. He walked to my bedside, leaned down, and put his arms around me. I lay there for a while, feeling his arms gripping me as if he was afraid he would have to let go. I slightly opened my eyes and said, 'Is that you, Hag?' He just nodded his head. He was only allowed to stay one minute, but that one moment is more precious to me than any time in my life."

Johnny Cash excerpt taken from Merle Haggard's My House of Memories

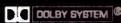
IN STORES 9/22

Now in his own words, Merle Haggard tells the incredible story of his amazing success and often troubled life.



Hilton

Starring: **MERLE HAGGARD AND THE STRANGERS**
WITH MANY OTHER SURPRISE GUESTS
Executive Producer: **MARC OSWALD**
Co-Executive Producers: **BCBBY ROBERTS, JOE GALANTE, BRIAN HUGHES**
Producer: **ROB COWLYN**
Co-Producers: **KEVIN VICKERY, JOHN RJBAY, JOHN M. BEST, ROSE WATERS**
Director: **JOHN M. BEST** Creative Director: **FREDDY POWERS**
Produced by **TBA TV**
Distributed by **SPRING COMMUNICATIONS**



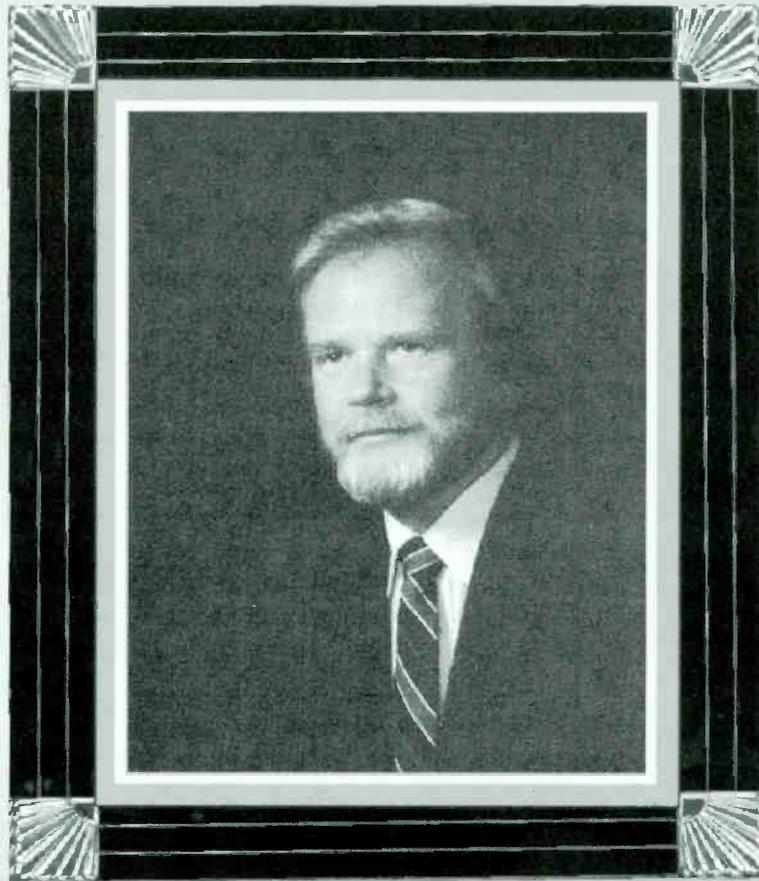
Contact your local cable or satellite service provider to order. For live stereo simulcast contact your local Jones Radio Network affiliate.

www.bmgmusicsservice.com



© 1999 BMG Entertainment.

The Academy of Country Music
deeply regrets the loss of our President.



Gene Weed
April 12, 1935
August 5, 1999

His creativity, determination and leadership
will always be in the fabric of
Country Music.

Editor in Chief: TIMOTHY WHITE

EDITORIAL

Managing Editor: SUSAN NUNZIATA
Deputy Editor: Irv Lichtman
News Editor: Marilyn A. Gillen
Director of Special Issues: Gene Sculatti; Dalet Brady, Associate Director; Porter Hall, Assistant Editor; Katy Kroll, Special Issues Coordinator
Bureau Chiefs: Chet Filipo (Nashville), Bill Holland (Washington), John Lannert (Caribbean and Latin America), Melinda Newman (L.A.)
Art Director: Jeff Nisbet; **Assistant:** Raymond Carlson
Copy Chief: Bruce Janicke
Copy Editors: Andrew Boorstin, Lisa Gidley, Carl Rosen
Senior Editor: Ed Christman, Retail (N.Y.)
Senior Writers: Chris Morris (L.A.), Bradley Bambarger (N.Y.)
Talent Editor: Larry Flick (N.Y.)
R&B Music: Gail Mitchell, Editor (L.A.)
Country Music/Nashville: Deborah Evans Price, Associate Editor
Jazz Music: Michael Paoletta, Editor (N.Y.)
Pro Audio/Technology: Paul Verna, Editor (N.Y.)
Merchants & Marketing: Don Jeffrey, Editor (N.Y.)
Home Video: Seth Goldstein, Editor (N.Y.), Eileen Fitzpatrick, Associate Ed. (L.A.)
Radio: Chuck Taylor, Editor (N.Y.)
Heatseekers Features Editor/Music Video: Carla Hay, Editor (N.Y.)
Editorial Assistants: Carrie Bell (L.A.), Rashaun Hall (N.Y.)
Special Correspondent: Jim Gessman
Contributors: Catherine Applefeld Olson, Fred Bronson, Lisa Collins, Larry LeBlanc, Moira McCormick, David Nathan, Dylan Siegler, Phyllis Stark, Steve Traiman

INTERNATIONAL EDITOR IN CHIEF: ADAM WHITE

International Deputy Editor: Thom Duffy
International Music Editor: Dominic Pride
International Associate Editor: Tom Fergusson
International Associate Editor: Mark Solomons
German Bureau Chief: Wolfgang Spahr
Japan Bureau Chief: Steve McClure
Contributing Editor: Paul Sexton

CHARTS & RESEARCH

Director of Charts: GEOFF MAYFIELD
Chart Managers: Anthony Colombo (Mainstream Rock/New Age) Ricardo Companioni (Dance, Latin), Datu Faison (Hot R&B Singles/Top R&B Albums/Rap/Gospel/Reggae), Steven Graybow (Adult Contemporary/Adult Top 40/Jazz/Blues), Wade Jessen (Country/Contemporary Christian), Mark Marone (Modern Rock/Studio Action), Geoff Mayfield (Billboard 200/Heatseekers/Catalog), Silvio Pietrolungo (Hot 100/Top 40 Tracks), Marc Zubatkin (Video/Classical/Kid Audio, World Music)
Chart Production Manager: Michael Cusson
Manager: Archive Research and Retail Charts: Alex Vitoulis
Assistant Chart Production Manager: Gordon Murray
Administrative Assistants: Keith Caulfield (L.A.), Mary DeCroce (Nashville), Gisle Stokland (N.Y.)

SALES

Associate Publisher/Worldwide: IRWIN KORNFELD
Advertising Directors: Pat Jennings (East), Jodie Francisco (West)
New York: Michael Lewis, Virginia Lujano, Adam Waldman
L.A.: Andy Anderson, Diana Blackwell
Nashville: Phil Hart
Advertising Coordinators: Hollie Adams, Evelyn Aszodi, Erica Bengtson
Advertising Assistant: Stacy Ricucci
Classified: Tracy Walker
Directories: Jeff Serrette
Associate Publisher/International: GENE SMITH
U.K./Europe: Christine Chirelli, Ian Remmer 44-171-323-6686
Asia-Pacific/Australia: Linda Matich 612-9440-7777. Fax: 612-9440-7788
Japan: Aki Kaneko, 323-525-2299
Italy: Lidia Bonguardo, 031-570056. Fax: 031-570485
France: Francois Millet, 33-1-4549-2933
Latin America/Miami: Marcia Olival 305-864-7578. Fax: 305-864-3227
Mexico/West Coast Latin: Daisy Ducret 323-782-6250
Jamaica/Caribbean: Betty Ward Reid, Phone/Fax 954-929-5120

MARKETING & LICENSING

Associate Publisher: HOWARD APPELBAUM
Promotion Director: Peggy Altenpohl
Promotion Coordinator: Amy Heller
Senior Designer: Melissa Subatch
Assistant Marketing Manager: Corey Kronengold
Special Events Director: Michele Jacangelo Quigley
Special Events Coordinator: Phyllis Demo
Circulation Director: JEANNE JAMIN
Group Sales Manager: Katia Duchene
Circulation Promotion Manager: Lori Donohue
Circulation Assistant: Mike Fouratt

PRODUCTION

Director of Production & Manufacturing: MARIE R. GOMBERT
Advertising Production Manager: Johnny Wallace
Advertising Manufacturing Manager: Lydia Mikulko
Editorial Production Director: Terrence C. Sanders
Editorial Production Supervisor: Anthony T. Stallings
Specials Production Editor: Marcia Repinski
Associate Specials Production Editor: Barry Bishin
Systems/Technology Supervisor: Barry Bishin
Senior Composition Technician: Susan Chicola
Composition Technicians: Maria Manlicic, David Tay
Directories Production Manager: Len Durham
Classified Production Assistant: Gene Williams

NEW MEDIA

Editorial Director: KEN SCHLAGER
Billboard Bulletin: Michael Amicone (Managing Editor), Carolyn Horwitz (News Ed.), Mark Solomons (International Ed.)

Billboard Online: Julie Taraska (News Editor), David Wertheimer (Web Site Designer), Sam D. Bell (Sales Manager), Rachel Wilson (Product Manager)

ADMINISTRATION

Distribution Director: Edward Skiba
Billing: Brigitte Wallace
Credit: Shawn Norton
Assistant to the Publisher: Sylvia Sirin

PRESIDENT & PUBLISHER: HOWARD LANDER

BILLBOARD OFFICES:

New York 1515 Broadway N.Y., NY 10036 212-764-7300 edit fax 212-536-5358 sales fax 212-536-5055	Washington, D.C. 733 15th St. N.W. Wash., D.C. 20005 202-783-3282 fax 202-737-3833	London 3rd Floor 23 Ridgmount St. London WC1E 7AH 44-171-323-6686 fax: 44-171-323-2314/2316
---	---	---

Los Angeles 5055 Wilshire Blvd. Los Angeles, CA 90036 323-525-2300 fax 323-525-2394/2395	Nashville 49 Music Square W. Nashville, TN 37203 615-321-4290 fax 615-320-0454
---	---

To Subscribe call USA: 800-745-8922, Europe: +44 (0) 1858435326
 International: 740-382-3322

BILLBOARD ONLINE: <http://www.billboard.com>
 212-536-1402, sbell@billboard.com



PRESIDENT: Howard Lander

Vice Presidents: Howard Appelbaum, Marie Gombert, Irwin Kornfeld, Karen Oertley, Ken Schlager, Joellen Sommer, Adam White

Buena Vista To Bow Animated Classics On DVD

BY EILEEN FITZPATRICK

LOS ANGELES—The wait is over. For the first time, Buena Vista Home Entertainment will release a select number of its animated classics on DVD.

Buena Vista's generous support of DVD marks a dramatic departure for the supplier, which had shied away from releasing its extensive family catalog in the format.

Nine titles will hit stores by the end of the year for a limited 60-day retail availability. The rollout begins Oct. 26 with "Pinocchio," which was the company's first sell-through VHS title back in 1985.

On Nov. 11, "101 Dalmatians," "Hercules," and "Mulan" arrive, followed by "Lady And The Tramp," "Peter Pan," and "Simba's Pride: Lion King II" on Nov. 23. "The Jungle Book" and "The Little Mermaid" complete the rollout on Dec. 7.

All titles will be priced at \$34.99, with a \$29.99 minimum advertised price. Added features will be limited to one or two foreign-language tracks, but the films will be presented in their original theatrical ratio with Dolby Digital and Dolby Surround Sound.

The titles will be touted as a "once-in-a-millennium" purchase. Mitch Koch, Buena Vista senior VP/GM, North America, says the company is not about to flood the market with Disney classics.

"Our release schedule will not be this robust heading into 2000," he says. "This is a one-time fourth-quarter program."

Koch wouldn't hint at what other titles will be taken from the vault, but the company does plan day-and-date DVD releases for future animated classics, which would include "Tarzan." That title will most likely be released during the first quarter.

The decision to release more family titles on DVD comes as Buena Vista has experienced more success with certain films.

"The early catalog didn't do that well," says Koch, citing 1993's "Homeward Bound" as an example. "We've had better luck with newer live-action titles [like 1999's "Mighty Joe Young"]."

Disney has released only two other catalog titles on DVD to date: "Beauty And The Beast Enchanted Christmas," an animated nontheatrical title, and "Mary Poppins." Released during the fourth quarter of 1998, "Beauty And The Beast Enchanted Christmas" reached No. 27 on

VideoScan's overall sales chart.

Other Buena Vista releases have been live-action day-and-date titles, such as "The Parent Trap" and "Mighty Joe Young."

But the outlook for animated product on DVD improved significantly with the release of "A Bug's Life," a Disney/Pixar

'This is a one-time fourth-quarter program'

- MITCH KOCH -

production.

According to VideoScan, the title stayed at No. 1 for two weeks when it was released in April and stayed in the top 20 until August.

"We've always said that when the market is big enough, we'll get into it," says Koch. "We tested it with 'Bug's Life,' and it did very well."



Pearl Jam Shows It Cares. Sony Music Entertainment executives and Pearl Jam members recently met with representatives from CARE, Doctors Without Borders, and Oxfam to present an initial donation of \$1 million, which comes from sales of the benefit album "No Boundaries." The set features Pearl Jam, Alanis Morissette, Rage Against The Machine, Neil Young, Korn, Black Sabbath, Bush, Ben Folds Five, Oasis, Sarah McLachlan, Indigo Girls, the Wallflowers, Jamiroquai, Tori Amos, and Peter Gabriel. On hand to present the donation, from left, are Polly Anthony, president of Epic Records/550 Music; Kelly Curtis, manager of Pearl Jam; Michele Anthony, executive VP of Sony Music Entertainment; Jeff Ament of Pearl Jam; David R. Glew, chairman of Epic Records Group; Mary Lightfine, a nurse with Doctors Without Borders; Ray Offenheiser, president of Oxfam; Marilyn Gist, senior VP of external relations of CARE; Eddie Vedder of Pearl Jam; and David Massey, executive VP of A&R, Epic Records/550 Music.

LETTERS

ARTIST SUPPORT IS INDUSTRY SUPPORT

Thanks to Larry Flick and Billboard for their support of Ann Klein (with whom I work as a publisher) and our unique way of doing business. Flick's article ("Ann Klein Takes A New Indie Route," Billboard, July 17) acts as verification that artists and companies need not be polite enemies but rather true partners. By allowing artists to retain ownership of their masters and copyrights, we are breaking old music-business styles. But artists are more sophisticated now; a knowledgeable artist is a comfortable artist, free to attain greater artistic heights. As always, Billboard is on top of a trend.

Sarah-Chandera, president
 Hacate Entertainment Group LLC
 New York

WHEN WOODSTOCK IS NOT WOODSTOCK

I had to drop a note to tell you how much sense Timothy White's column, "Sadly, The Times They Are A-Changin'" (Music To My Ears, Billboard, Aug. 14), made, and how sad that really is. I couldn't help thinking the same thing when I hear the subject matter of songs like "Nookie," and it's even sadder to hear women laugh it off as much as men. I used to blame my anti-Pepsi-Woodstock and anti-Woodstock '99 feelings on just having been to the "real" one, but White's comments brought the real reasons home: "bad vibes."

Walter J. O'Brien
 Concrete Management
 New York

I couldn't agree more that the industry has been dancing around its responsibility

In addition, with player penetration levels expected to hit 4 million by the end of this year and millions more consumers playing DVDs on their computers, "the time is right," Koch says.

The lack of blockbuster hits for the fourth quarter also created a window of opportunity, he says.

Marketing for the titles will include a new Disney Video Discs logo and full-color art on the top of the disc that will instruct children how to load the disc into set-top or computer drives to "broaden the demo," Koch says.

But as good as Buena Vista is at marketing its products, some industry observers doubt the supplier will see a sales windfall that could make up for diminishing VHS sales.

"Disney getting into the game certainly legitimizes the format and will most likely drive player penetration," says one industry insider. "But even in their wildest expectations, sales max out at 4 million or 5 million, and a good deal of DVD owners don't have kids."

for its products (Music To My Ears, Aug. 14) in a way that would do an NRA spokesperson proud. As the mother of a 6-year-old boy, I wonder what Woodstock promoters will consider entertainment in 10 years' time. We can continue this experiment, but I think the results are in.

Cindy Byram
 Shanachie Records
 New York

Re: Music festivals that are not Woodstock '69. Thank you, Timothy White, for your column in the Aug. 14 issue of Billboard. Large music events need not be an excuse for "rebellion," no matter how it is packaged.

Jeff Parks, president
 Musikfest
 Bethlehem, Pa.

Letters appearing on this page serve as a forum for the expression of views of general interest. The opinions offered here are not necessarily those of Billboard or its management. Letters should be submitted to the Letters Editor: Billboard, 1515 Broadway, New York, N.Y. 10036.

TOP ALBUMS

HOT SINGLES

TOP VIDEOS

THE BILLBOARD 200 ★ MILLENNIUM • BACKSTREET BOYS • JIVE	106
BLUES ★ ERIC CLAPTON • POLYDOR	40
CONTEMPORARY CHRISTIAN ★ (SPEECHLESS) • STEVEN CURTIS CHAPMAN • SPARROW	42
COUNTRY ★ COME ON OVER • SHANIA TWAIN • MERCURY	37
GOSPEL ★ THE NU NATION PROJECT • KIRK FRANKLIN • GOSPO CENTRIC	41
HEATSEEKERS ★ ON HOW LIFE IS • MACY GRAY • EPIC	24
INTERNET ★ MIRRORBALL • SARAH MCLACHLAN • ARISTA	64
KID AUDIO ★ 2 B. A. MASTER - MUSIC FROM THE HIT TV SERIES POKEMON • KOCH	62
THE BILLBOARD LATIN 50 ★ BAILAMOS • ENRIQUE IGLESIAS • FONOVISIA	45
POP CATALOG ★ LEGEND • BOB MARLEY AND THE WAILERS • TUFF GONG	63
R&B ★ VIOLATOR THE ALBUM • VARIOUS ARTISTS • VIOLATOR / DEF JAM	30
REGGAE ★ REGGAE PARTY VARIOUS ARTISTS • POLYGRAM TV / ISLAND	40
WORLD MUSIC ★ SOGNO • ANDREA BOCELLI • POLYDOR	40

THE HOT 100 ★ GENIE IN A BOTTLE • CHRISTINA AGUILERA • RCA	104
ADULT CONTEMPORARY ★ I WANT IT THAT WAY • BACKSTREET BOYS • JIVE	92
ADULT TOP 40 ★ ALL STAR • SMASH MOUTH • INTERSCOPE	92
COUNTRY ★ AMAZED • LONESTAR • BNA	39
DANCE / CLUB PLAY ★ MY LOVE IS YOUR LOVE • WHITNEY HOUSTON • ARISTA	35
DANCE / MAXI-SINGLES SALES ★ SEXUAL (LI DA DI) • AMBER • TOMMY BOY	35
HOT LATIN TRACKS ★ DE HOY EN ADELANTE • MILLIE • EMI LATIN	46
R&B ★ BILLS, BILLS, BILLS • DESTINY'S CHILD • COLUMBIA	32
RAP ★ JAMBOREE NAUGHTY BY NATURE FEATURING ZHANE • ARISTA	31
ROCK / MAINSTREAM ROCK TRACKS ★ SCAR TISSUE • RED HOT CHILI PEPPERS • WARNER BROS.	93
ROCK / MODERN ROCK TRACKS ★ SCAR TISSUE • RED HOT CHILI PEPPERS • WARNER BROS.	93
TOP 40 TRACKS ★ GENIE IN A BOTTLE • CHRISTINA AGUILERA • RCA	94

TOP VIDEO SALES ★ THERE'S SOMETHING ABOUT MARY COLUMBIA TRISTAR HOME VIDEO	66
DVD SALES ★ THERE'S SOMETHING ABOUT MARY COLUMBIA TRISTAR HOME VIDEO	66
HEALTH & FITNESS ★ BILLY BLANKS: TAE-BO WORKOUT • VENTURA DISTRIBUTION	67
MUSIC VIDEO SALES ★ HOMECOMING - LIVE IN ORLANDO BACKSTREET BOYS • JIVE / ZOMBA	63
RECREATIONAL SPORTS ★ WWF: HELL YEAH - STONE COLD'S SAGA CONTINUES WORLD WRESTLING FEDERATION HOME VIDEO	67
RENTALS ★ A CIVIL ACTION • TOUCHSTONE HOME VIDEO	67

No. 1 ON THIS WEEK'S UNPUBLISHED CHARTS	
CLASSICAL ★ ARIA - THE OPERA ALBUM • ANDREA BOCELLI • PHILIPS	
CLASSICAL Crossover ★ VOICE OF AN ANGEL CHARLOTTE CHURCH • SONY CLASSICAL	
JAZZ ★ WHEN I LOOK IN YOUR EYES • DIANA KRALL • VERVE	
JAZZ / CONTEMPORARY ★ CLASSICS IN THE KEY OF G • KENNY G • ARISTA	
NEW AGE ★ PAINT THE SKY WITH STARS - THE BEST OF ENYA • ENYA • REPRISE	

TOP OF THE NEWS

12 Israeli Justice Ministry officials meet with the U.S. attorney general about piracy.

ARTISTS & MUSIC

14 Executive Turntable: Ilene Davidow is appointed CFO of V2 Records North America.

18 Indigo Girls get comfortable on their new disc, "Come On Now Social."

18 The Beat: Rhino Records celebrates its 21st anniversary with the star-studded Retrofest.

20 Boxscore: Santana grosses more than \$2.3 million in Anaheim, Calif.

22 Soundtracks and Film Score News: Master P and DMX are ready to "light up" their mikes for a new soundtrack.



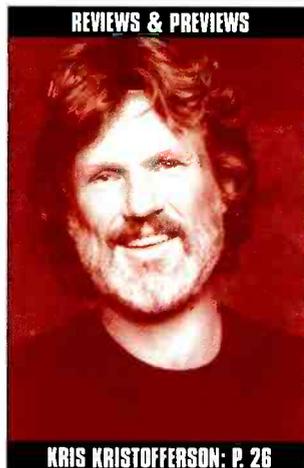
INDIGO GIRLS: P. 18

24 Popular Uprisings: Canada's Melanie Doane makes U.S. bow.

26 Reviews & Previews: Kris Kristofferson taps country roots with "The Austin Sessions."

29 R&B: Chico DeBarge proves he still has "The Game."

REVIEWS & PREVIEWS



KRIS KRISTOFFERSON: P. 26

31 The Rhythm Section: Ginuwine ranks high on Hot R&B Singles & Tracks without a commercial single.

34 Dance Trax: Cameroon royalty Princess Erika makes her international musical debut.

36 Country: Martina McBride ready to run away with CMAs and success.

40 Jazz/Blue Notes: The Matt Wilson Quartet offers jazz with a "Smile."

41 In the Spirit: Gospel's brightest shine at the Gospel Music Workshop of America.

42 Higher Ground: Spirit-Led Records continues in the praise and worship tradition.

43 Songwriters & Publishers: Howie Richmond looks back on 50 years in the publishing business at TRO Music.

44 Pro Audio: In the digital age, some recording engineers still sing analog's praises.

45 Latin Notas: Lideres Entertainment opens up shop in the U.S.

INTERNATIONAL

49 Sony Music Entertainment Japan launches its online music distribution site.

52 Hits of the World: Lou Bega's "Mambo No. 5" is still No. 1 on seven international charts.

53 Global Music Pulse: Asian rock bands making major noise at home.

MERCHANTS & MARKETING

57 DVD Audio will be in homes for the holidays.

60 Retail Track: Capitol Records decides not to release downloadable Garth Brooks single.

61 Declarations of Independents: Navarre Corp. looks to its future with Internet strategies.

62 Child's Play: Putumayo lets kids trot the globe with "World Playground."

64 Sites + Sounds: Emusic partners with AOL for digital downloading.

65 Home Video: Suppliers asked to enhance DVDs for the future.

66 Shelf Talk: "The Last Broadcast" takes off with Amazon promotion.

PROGRAMMING

90 Radio stations rise to the occasion with Billboard/Airplay



GINUWINE: P. 31

Monitor awards nominations.

93 The Modern Age: Pennywise slows things down... sort of.

94 AirWaves: Earth, Wind & Fire's star shines into the new millennium.

95 Music Video: BET music director exits his post at the network.



MARTINA MCBRIDE: P. 36

FEATURES

48 Update/Lifelines: Hip-hop acts donate songs for a compilation in support of California schools.

54 Classifieds
105 Hot 100 Singles Spotlight: Christina Aguilera fends off Enrique Iglesias to maintain the top spot.

108 Between the Bullets: The Backstreet Boys defy chart gravity in another week at No. 1.

109 This Week's Billboard Online

110 Chart Beat: Christina Aguilera ties Ricky Martin and Jennifer Lopez for longevity at the top.

110 Market Watch
110 Homefront: Billboard Books presents "The Encyclopedia Of Record Producers."

GUEST COMMENTARY

It's Time To Reassess For The Digital Revolution

BY TARA DONOVAN

In the "virtual world," artists can record, market, and distribute their recordings at the press of a button and at minimal cost. What role is there for a traditional record company in such a world?

To some, this may seem an overly simplistic and pessimistic question. However, the issue is real and one that gives rise to new areas of tension in the relations between record companies and their artists.

Traditionally, artists have needed record companies to finance the cost of making their recordings and to manufacture, distribute, and market those recordings. However, most of those needs are being eroded by the development of the online market. Marketing may be the exception and the savior of those record

companies that have a wealth of marketing experience and a track record of success. However, the relevant expertise need not be the preserve of the record companies.



'It may be appropriate to reassess the traditional structure of royalty provisions'

Tara Donovan is senior solicitor at the international law firm Denton Hall, based in London.

It is feasible that artists could outsource the services they require and pay for such services and the relevant expertise on a fixed-fee or limited-royalty

basis. This would be a novel concept for artists accustomed to being paid by a record company that dictates the pace and extent of their marketing.

Even if an artist and record company agree that their relationship should follow the traditional model, online distribution raises a host of new issues to be addressed. For example:

- If the record company's strengths lie in one method of distribution, should the grant of rights extend to all methods?

- If the artist does a split-territory deal with two or more record companies, and each record company has the right to promote and sell the recordings via its Web site, how will each party protect its investment?

Each record company will want to
(Continued on page 56)

Commentaries appearing on this page serve as a forum for the expression of views of general interest. The opinions offered here are not necessarily those of Billboard or its management. Commentaries should be submitted to Commentary Editor Marilyn A. Gillen, Billboard, 1515 Broadway, New York, N.Y. 10036.

WARNING: MP3.com has been found to be addictive. Prolonged use may lead to considerable discovery of new music. If conditions persist, increase dosage.



www.mp3.com

BMG Backs New DVD Audio Box

BY STEVE TRAIMAN

NEW YORK—BMG has joined Universal and EMI in expressing support for a new DVD Audio jewel box 1 inch higher but the same width as the current CD package.

BMG had initially said it would use a standard jewel box for the releases (*Billboard Bulletin*, Aug. 12), but it now is committed to the new packaging, says Lou Vaccarelli, VP of production/manufacturing and chief procurement officer for BMG Entertainment North America.

"The last thing we need now is confusion in the marketplace as to what the consumer is buying," Vaccarelli says. "BMG is currently in favor of a DVD Audio package that would be distinctly different from the CD and DVD Video packages, and the proposal for the 6-inch-height size satisfies that need."

"I'm disappointed that we could not come up with a consensus," he adds, "but would like to solicit more input from [the National Assn. of Recording Merchandisers]. BMG

will support whatever the ultimate package format may be."

The Warner Music Group is staying with the current CD jewel box—with "distinctive embellishments"—at least for the launch, while Sony Music Entertainment said at press time it was evaluating the options and anticipated making a decision by Aug. 20.

Speaking for Sony Music Entertainment, Leslie Cohen, VP of business development, says, "We are currently evaluating the DVD Audio packaging options to make sure that we launch this new format in the best possible way for retailers and consumers and expect to have a decision very soon."

One reason for a delay on a decision is that in September Sony is launching the Super Audio CD (SACD), which was co-developed with Philips and uses a super hi-fi recording format called Direct Stream Digital. Sony intends to give SACD its own "distinctive" packaging as well.

'The last thing we need now is confusion in the marketplace'

— LOU VACCARELLI —

Stein's Burning Battle Cry

BY DOMINIC PRIDE

COLOGNE—There is one—literally—burning issue facing the German music industry, said Thomas Stein, president of BMG Germany/Switzerland/Austria and Eastern Europe, who on Aug. 19 used his opening address here at the annual industry trade conference PopKomm to outline ways to fight back against the problem of "burning" music onto CD-R media.

The occasion was also a chance to campaign for action to protect the industry's rights in the digital era and to demand that radio pay more for using music. He also predicted an end to the harmonious relationship between labels and broadcasters.

Stein, also president of Germany's labels' federation BPW, urged government to take action over the rapid growth in CD-burner use and Internet piracy.

Yet legal steps were not enough, said Stein. "We need to create a simultaneous awareness of wrongdoing, a recognition that illegal copying is what it says it is."

In September, an awareness campaign will begin, with the involvement of major German stars including Sabrina Setlur and Die Fantastischen 4 band member Smudo.

"Artists will campaign for people to buy music legally, especially to

give up-and-coming acts a chance," said Stein.

His remarks came after BPW figures released this week showed the German market for the first half of 1999 to be almost 10% down compared with the same period in 1998 (*Billboard Bulletin*, Aug. 18). The use of CD-R machines has been widely blamed in Germany and other continental European territories for eroding the market, as "burned" pirate copies of CDs are especially popular with the youth market.

A blank media levy of 12 pfennigs (6.5 cents) is currently levied on CD-R discs, but, said Stein, private copiers "even avoid the laughable 12-pfennig levy ... because that only applies to blanks for CD recorders." Discs for computers, the key source of the problem, are currently exempt, he said.

Stein demanded that politicians adjust the legal framework to the current technological situation, calling it a "matter of life and death for the music industry" that the agreements of the World Intellectual Property Organization (WIPO), governing copyright in the age of the information society and negotiated at international level, finally be integrated into national legislation.

Stein cited not just the Internet, but the telecommunications and util-



STEIN

(Continued on page 100)

Israel Must Face Piracy Problem

BY BARRY CHAMISH

TEL AVIV—Israeli Justice Ministry officials are keeping tight-lipped about the outcome of an Aug. 13 meeting between Justice Minister Yossi Beilin and U.S. Attorney General Janet Reno concerning Israel's poor record on prosecution of copyright violators of American recording artists (*Billboard Bulletin*, Aug. 13).

Israel was protesting against its inclusion on a list of 16 countries added to the U.S. trade representative's Priority Watch List of nations violating copyright law. Countries included on the list face the possibility of trade sanctions.

A measure of how important Reno considered the emergency meeting can be gauged from the fact that she invited along Secretary of State Madeleine Albright and 12 legal advisers, far outnumbering Beilin's two embassy staff advisers. At the close of the meeting Beilin would say only that he had reviewed with Reno steps Israel would be taking to counter piracy. Reno gave no hint as to her reaction to the steps outlined by Beilin.

'The question is really, What is government going to do . . . to implement an anti-piracy strategy?'

— NEIL TURKEWITZ —

Last winter, the U.S. government placed Israel on the Special 301 Priority Watch List of the 16 worst manufacturers of counterfeit CDs and tapes, joining Brazil, Russia, China, and other nations known for their national piracy problems. The Americans announced that Israel would face \$170 million in trade sanctions this November unless piracy is finally curbed.

Observers suggest that the meeting may have been prompted by the recent change of government in Israel and the new administration's enthusiasm to deal with

issues inherited from the Netanyahu regime.

Jay Berman, chairman/CEO of the International Federation of the Phonographic Industry (IFPI), says Israel was on his organization's list of countries that caused the most concern with regard to pirated product. Berman believes Israel "most certainly belongs on the Special 301 list."

"The situation is beginning to improve marginally," he says. Last year Israel assembled a special unit to address the specific issues involved with investigating piracy and counterfeiting, but, says Berman, "it has not been fully funded."

As to why Beilin should have met Reno rather than gone through other government channels, Berman says, "In terms of the justice minister's brief, the attorney general is the logical counterpart."

Neil Turkewitz, international senior VP of the Recording Industry Assn. of America, says that Israel should have to show enforcement progress before being removed from the Priority Watch List. "While we are somewhat encouraged by recent developments, the question is really, What is government going to do in funding and overall resources to implement an anti-piracy strategy? We wouldn't contemplate any change in the status of Israel just on their commitment," he says.

In order to be removed from the Priority Watch List, Beilin would have to convince Reno that Israel is serious about cracking down on pirates and that the government has devised a plan of action. Beilin was able to present the text of a new intellectual property act that has passed its first reading in the Israeli parliament, the Knesset. The act will now be debated in the Knesset; it requires two more readings to become law.

Says Berman, "In terms of the subject matter that we believe was raised, the matter of enforcement, and the process of promoting the new copyright law, they're subjects we're quite happy with being discussed and ones which we've raised with the European Commission and the U.S. government."

The facts on the ground, however, will be tough to change. Yohanon Banon is head of the anti-piracy division of the Israeli national group of the IFPI. He claims that his organization has identified the sources of illegal CDs in Israel, yet "no one knows where these CDs go."

The cost to the Israeli police of surveillance and of raiding the hundreds of retail outlets selling the counterfeit products is well beyond its means. Successful closures are barely a pinprick in the thriving underground market. The local music industry is obliged to hire private security firms to track the pirates and prepare cases against them.

In the past year, 60 such cases have been tried in court. The

(Continued on page 105)



A Celebrated Commitment. To commemorate Jennifer Cohen's and Ruby Marchand's 20th anniversaries with Warner Music International (WMI), Warner executives recently gathered at a party hosted by Peter Ikin, senior VP of artist development at WMI. Shown, from left, are Ikin; Tom Ruffino, retired senior VP of international, Warner Bros.; Marchand, VP of A&R, WMI; Fran Lichtman, senior VP of international, Atlantic Records; Cohen, VP of product development, WMI; and Bill Berger, senior VP of international, Elektra.

RIAA Targets Illegal CD-Rs

BY BILL HOLLAND

WASHINGTON, D.C.—Pirate recordable-CD burners are getting burned themselves by the anti-piracy unit of the Recording Industry Assn. of America (RIAA), as shown by midyear anti-piracy statistics released Aug. 17.

Illegal CD-Rs are the newest pirate pests the RIAA faces, and seizures of that product are up from this time last year—from 23,858 to 155,496.

Frank Creighton, RIAA senior VP and director of anti-piracy, says that as more legitimate CD plants refuse suspect orders, the pirates are being forced underground to burn their bogus product.

Fortunately, Creighton says, these

CD-R "factories," many of them at-home basement operations, don't have the capacity to manufacture the same volume of material that large CD plants can.

In conjunction with counterfeit and pirate CD-R enforcement efforts, the RIAA has also announced a CD-Reward Program, which offers \$10,000 to any individual who provides information regarding illegal CD-R manufacturing locations (*Billboard Bulletin*, Aug. 18).

The midyear anti-piracy report indicates that Internet piracy is "on the wane," citing a 10% drop in the number of unauthorized music sites on university servers offering illegal downloads. Creighton credits

(Continued on page 108)



chanté moore
jesse powell
calvin richardson

Enjoy our quality responsibly.

SEAGRAM'S GIN • 100% NEUTRAL SPIRITS • DISTILLED FROM GRAIN • 40% ALC/VOL (80 PROOF) • JOSEPH E. SEAGRAM & SONS, NEW YORK, NY



TOUR SCHEDULE*

9/02/99	Orlando FL	Universal Studios CityWalk	9/17/99	Detroit MI	State Theatre
9/03/99	Myrtle Beach SC	House of Blues	9/18/99	Cincinnati OH	Bogart's
9/04/99	Tampa FL	Performing Arts Center	9/19/99	Virginia Beach VA	Willett Hall
9/05/99	West Palm Beach FL	Care Free Theatre	9/21/99	Cleveland OH	Odeon
9/07/99	New Orleans LA	House of Blues	9/22/99	Washington DC	Warner Theatre
9/08/99	Memphis TN	Orpheum Theatre	9/23/99	New York City NY	Apollo Theater
9/09/99	Atlanta GA	The Roxy	9/28/99	Philadelphia PA	The Keswick Theatre
9/11/99	Houston TX	Arena Theatre	9/29/99	Richmond VA	Carpenter Center
9/12/99	Dallas TX	Bronco Bowl	9/30/99	Baltimore MD	Mechanic Theatre
9/14/99	Indianapolis IN	Murat Centre	10/01/99	Columbia SC	Township Auditorium
9/15/99	Chicago IL	House of Blues	10/02/99	Birmingham AL	Boutwell Auditorium
9/16/99	St Louis MO	Khorassan Room	10/03/99	Jackson MS	Thaila Mara Hall

*Dates and Locations are subject to change.

Ritmo Latino Plans Awards Show

BY JOHN LANNERT

Mirroring the expansion of the Latino music industry, another Hispanic music awards show has been created: "Ritmo Latino Music Awards—El Premio De La Gente."

The first awards program whose honorees will be determined by public vote, the show is scheduled to make its debut Oct. 20 at the Universal Amphitheater in Los Angeles.

Record consumers will be able to select the winners from Aug. 25 to Sept. 26 by casting ballots at 329 Vons supermarkets in California and Nevada and at 31 outlets, mostly in California, of Ritmo Latino, a Neptune, N.J.-based Hispanic indie music retailer.

Both Vons and Ritmo Latino are providing financial support for the production. The executive producer of the ceremony is veteran Latino industryite Luis Medina.

Negotiations are under way for broadcast of the awards in November on U.S. Spanish network Telemundo. The Ritmo Latino awards show is the second Latino awards program to be announced in the past two months. In July, the National Academy of Recording Arts and Sciences announced the creation of the Latin Grammys.

There are now four stateside Hispanic music awards programs, including Billboard's Latin Music

'My customers—for the first time—[have] a legit way to recognize their favorite Latino recording stars'

— DAVID MASSRY —

Awards show, which is broadcast on Telemundo, and Premio lo Nuestro, which is broadcast on U.S. Spanish network Univision.

Marv Fisher, the marketing supervisor of the newest show, says he came up with the idea as a way to increase business for Ritmo Latino.

"I sold [Ritmo Latino president] David Massry the idea 2½ years ago of starting an in-house magazine for consumers to pick up at his stores so they could see what was on the shelves, and it helped his business," says Fisher. "So, a year and a half ago, I came to David with an idea which would bring more people into the stores—an awards program in which people would have to come to the stores to vote."

Massry notes that the awards show will boost the profile of his company "while providing my

customers—for the first time—a legit way to recognize their favorite Latino recording stars."

Though Medina acknowledges that most of the voters for the Ritmo Latino ceremony will be based in California due to the placement of the voting stations, he adds that negotiations have been undertaken to attempt to secure voting outlets in other parts of the U.S. He adds that Puerto Rico will not be included in the voting process this year.

The awards ceremony MC will be Laura Fabián, star of the Telemundo sitcom "Sólo En América."

Awardees will be culled from 15 different musical categories, including pop, ranchero, Tejano, salsa, merengue, and Spanish rock. The public also will vote on the winner of the La Opinión Tributo National Lifetime Achievement Award.

Except for the video and song of the year categories, nominees for the awards show were determined by their record sales as tallied by SoundScan from June 29, 1998, to July 31, 1999.

The video nominees were selected by executives from the Telemundo program "Tu Ritmo."

The song of the year nominees were chosen by 10 Latino radio program directors from the U.S. and Puerto Rico. The votes will be tabulated by the Los Angeles-based accounting firm Teasler & Co.

Entertainment Biz Anticipates Federal Probe

BY BILL HOLLAND

WASHINGTON, D.C.—August is vacation time for lawmakers, administration officials, and many bureaucrats here. But come next month, several federal agencies will be gearing up inquiries to investigate whether U.S. record companies and other entertainment industries market violent product to children.

Most worrisome for the industry are the ramifications of a June 1 announcement by President Clinton of a dual probe by both the Federal Trade Commission (FTC) and the Department of Justice (DOJ) to investigate the marketing plans of the movie, music, and video game industries to determine if violent product is aimed at children.

An industry source says that Recording Industry Assn. of America (RIAA) officials have already met with FTC staffers twice. The meetings were characterized as "cordial." The source adds, however, that although subpoenas have not been issued to date, the FTC is expected to request more information "soon—very soon." A representative of the Motion Picture Assn. of America (MPAA) says that no member companies have yet been contacted.

The president's announcement was seen as an appropriation of a conservative-minded congressional plan to investigate entertainment companies, driven by members who believe that media violence is connected to youth violence in the culture.

News of the investigations is being well-received outside the Beltway, however, among groups that deal with issues of teen and domestic violence.

"I definitely support the investigations of this issue," says Kate Cloud, executive director of Respond Inc., a Boston-based domestic-violence service organization. Cloud, who once worked for a group that monitored kids' TV shows that carried ads for war toys, says she finds such marketing to children "incredibly sinister."

Some critics of the investigations have complained of Clinton's "borrowing" of the probe idea and his sudden turnaround from his soft-gloved approach to the entertainment industry at a White House summit meeting on violence following the tragic high school shooting deaths in Colorado earlier this year.

Speculation on how deeply these probes will penetrate the issue is certainly one of the hottest topics

(Continued on page 98)



Slipping Up The Charts. Hardcore metal band Slipknot's self-titled album (I Am/Roadrunner Records) reached No. 1 on the Heatseekers chart in the July 17 issue. The band, which was part of the 1999 Ozzfest tour, is touring U.S. clubs and theaters with Coal Chamber and Machine Head. Upcoming tour dates include Aug. 29 in Amarillo, Texas; Sept. 7 in Chicago; and Sept. 11 in Cleveland. Pictured with their Billboard Heatseekers T-shirts, from left, are band members Shawn, Paul, Mick, Cory, Chris, Joey, Sid, Craig, and Jim. (Photo: Kevin Estrada)

Warner Int'l Tends To Net

This story was prepared by Emmanuel Legrand, editor in chief of Music & Media.

LONDON—Warner Music International (WMI) has created a new division to look after its Internet-related business outside the U.S.

The company's New Media Group will handle WMI's "future involvement in new media, including Internet sites and E-commerce," according to a statement. WMI has appointed Martin

Craig to the new position of VP of the New Media Group, effective immediately (*Billboard Bulletin*, Aug. 17).

London-based Craig will report to Mark Foster, VP of marketing for Warner Music Europe. Craig joined Warner Music U.K. in 1980 as a sales representative and was subsequently GM of its special project division Warner.esp.

Craig says he will have a strategic role in "formulating and coordinating the new-media activities of all the

[Warner Music] companies of the group in all territories [outside the U.S.]."

"Our goal is to make the best of all opportunities and the tools that are available to us," he explains. Craig adds that he will be working closely with Warner's U.S. labels.

Craig says he is gradually scaling down his current U.K. activities and will be fully operational in his new role "in a couple of weeks." Foster was unavailable for comment.

A WMI spokesman says Craig's reporting to Foster is a reflection of Foster's increasing involvement in all aspects of new media.

"Mark's job is VP of marketing for Warner Music Europe, and it remains his job, but during the past six months, he has been representing WMI in all the different meetings held by Warner Music on digital-media initiatives," the spokesman says. "He took the mantle on behalf of WMI, and he's been the main person involved in the matter."

'Our goal is to make the best of opportunities'

— MARTIN CRAIG —

EXECUTIVE TURNTABLE

RECORD COMPANIES. Ilene Davidow is appointed CFO of V2 Records North America in New York. She was acting CFO.

Alan Newham is named senior VP of finance and administration of Arista Records in New York. He was senior VP/CFO of EMI-Capitol Music Group North America.

Al Kiczales is named VP of administration and human resources at BMG Entertainment in New York. He was senior VP of finance and administration for Arista Records.

Erlinda Nicolas-Barrios is promoted to VP of finance at Fully Loaded Records in Santa Monica, Calif. She was controller.

Alberto Garcia is promoted to director of warehousing and distribution at Sony Music International in New York. He was manager of warehousing and distribution.

Ilene Santana is named direc-



DAVIDOW



NEWHAM



KICZALES



NICOLAS-BARRIOS



GARCIA



CARDONA

tor of corporate communications at BMG Entertainment in New York. She was an independent consultant.

Sparrow Label Group names Denise George director of artist development, Constance Rhodes marketing director, Jim Houser marketing director, and Chad Hodge director of Internet marketing in Nashville. They were, respectively, marketing director, product manager, director of

national promotion, and founder of MadBear Entertainment.

Sonya R. Brown-Chisley is promoted to licensing coordinator of Fully Loaded Records in Santa Monica, Calif. She was office manager/executive assistant to the CFO/GM.

PUBLISHING. Olga Cardona is named director of U.S. Latin operations at BMG Songs in Miami. She was director of writer/pub-

lisher relations for SESAC Latina.

RELATED FIELDS. Paula Kaplan is promoted to VP of talent at Nickelodeon in Los Angeles. She was VP of talent relations.

Cindy Faith Ross is named director of Asia and Latin America for Warner Bros. Worldwide Publishing, Kids WB! Music, and Warner Bros. Interactive Entertainment in Burbank, Calif. She was senior account executive.

THE GREATEST CUBAN DANCE BAND IN THE WORLD!

LOS VAN VAN!

LLEGO... VAN VAN VAN VAN IS HERE



ALBUM IN STORES AUGUST 31ST.
"The Rolling Stones of Latin music" - *The New York Times*

ON TOUR FALL '99.

SEPT. 3 DENVER, SEPT. 4 ASPEN, SEPT. 6 BUMBERSHOOT FESTIVAL - SEATTLE, SEPT. 7 PORTLAND, SEPT. 11 UNIVERSAL CITY, SEPT. 12 SAN DIEGO, SEPT. 15 SAN FRANCISCO, SEPT. 16 SARATOGA, SEPT. 17 MONTEREY, SEPT. 18 SANTA CRUZ, SEPT. 22 MINNEAPOLIS, SEPT. 23 HOUSE OF BLUES - CHICAGO, SEPT. 24 COLUMBUS, SEPT. 25 BLOOMINGTON, SEPT. 28 TORONTO, SEPT. 29 MONTREAL, SEPT. 30 BURLINGTON, OCT. 3 BOSTON, & MORE

WWW.CALIENTEMUSIC.COM • WWW.HAVANACALIENTE.COM



SPECIALS

ADVERTISING OPPORTUNITIES

**CLOSING
AUGUST 24**

- Sale of the Century
- Solid State Logic
30th Anniversary

CALL NOW!

SELLING POWER OF SONG

The latest in a series, this supplement looks at the power of music in promotion and advertising. Editorial includes special markets success stories and the latest trends in relationships between publishers and advertising agencies.

Bonus distribution in ADWEEK & BRANDWEEK

Contact:

Pat Rod Jennings 212.536.5136

**ISSUE DATE: OCT 2
AD CLOSE: AUG 27**

COUNTRY MUSIC

This spotlight zeros in on the ever-growing popularity of country music, including the latest breaking acts and the market's future prospects. Also included, a photo gallery and profiles of this year's key pace-setters, a look at some veteran artists returning to the field and chart recaps. Don't miss this spectacular Billboard special!

**ISSUE DATE: SEPT 25
AD CLOSE: AUG 30**

Hollie Adams
615.321.4287

STUDIOS - AES

Billboard spotlights Recording Studios with a look at the status of studio acquisitions and consolidations and their transitions into new formats. Plus special Q&As with AES president Marina Bosi and the 107th AES convention keynotes speaker. Don't miss your chance to be seen by the industry's top decision makers!

**ISSUE DATE: SEPT 25
AD CLOSE: AUG 30**

Mike Lewis 212.536.5088
Aki Kaneko 323.525.2299

JUAN GABRIEL

Join Billboard as we celebrate 30 glorious years of Latin legend, Juan Gabriel. This spotlight includes an in-depth interview with the artist whose career as songwriter, producer, recording artist, and performer is unmatched by any other artist in the market. Salute Juan Gabriel and his 30 years of making music.

**ISSUE DATE: OCT 2
AD CLOSE: SEPT 7**

Daisy Ducret
323.782.6250

UPCOMING SPECIALS

LATIN MUSIC 6 PACK V/BRAZIL - Issue Date: Oct 9 • Ad Close: Sept 14

DJ, DANCE & ELECTRONIC MUSIC - Issue Date: Oct 9 • Ad Close: Sept 14

AUSTRALIA - Issue Date: Oct 16 • Ad Close: Sept 21

SOUND OF FILM - Issue Date: Oct 23 • Ad Close: Sept 28

ATHENS - Issue Date: Oct 23 • Ad Close: Sept 28

DESMOND CHILD 20TH ANNIV. - Issue Date: Oct 30 • Ad Close: Oct 5

New York
212.536.5004

Los Angeles
323.525.2307

Nashville
615.321.4287

London
44.171.323.6686

Artists & Music

POP • ROCK • R&B • RAP • DANCE • COUNTRY • LATIN • CLASSICAL • JAZZ • PRO AUDIO

Top Vocalists Join Prine On Oh Boy! Set

BY CHRIS MORRIS

LOS ANGELES—Following a successful recovery from cancer surgery, singer/songwriter John Prine returns Sept. 14 with "In Spite Of Ourselves," a collection of classic country duets co-starring a cross-section of noted female vocalists, on Prine's Nashville-based indie label, Oh Boy! Records.

The set features Iris DeMent; Connie Smith; Lucinda Williams; Trisha Yearwood; Melba Montgomery; Patty Loveless; Irish vocalist Dolores Keane; Prine's wife, Fiona; and 1999 Billboard Century Award honoree Emmylou Harris. Prine and his guests duet on songs originated by George Jones & Tammy Wynette, Roger Miller, Hank Williams Sr., Charley Pride, Jim Reeves, Webb Pierce, Moe Bandy, Carl Smith, and others.

Prine says, "I've always wanted to do something like this, and I thought jumping in and doing a bunch of other people's songs was kinda infringing on my territory—instead of coming up with a dozen new John Prine songs. But I really love these songs, and I thought that would really show through."

Prine began working on "In Spite Of Ourselves" in the fall of 1997.

"I've been running around with this idea for years," he says. "I'd sit and bore people . . . and I'd never dig into it. It was gonna be all cheating songs, and I was gonna call it 'Meetin', Cheatin', And Retreatin'.' We made a long list of songs and a long list of artists, [co-producer] Jim Rooney and me . . . Artist-wise, I must have made a list of 45 different girls, and the first nine I called all said yes."

In late '97, after initial sessions for the album, Prine was diagnosed with cancer of the neck. Surgery, treatment, and recovery followed, and, he says, "I didn't even think about trying to go back in until the beginning of this year."

Among the gems on the finished collection is a remake of the 1963 Jones/Montgomery hit "We Must Have Been Out Of Our Minds," with Prine taking Jones' part opposite Montgomery herself.

Prine recalls, "It never occurred to me I'd be singing George Jones'

part with Melba Montgomery until the day we were cutting it. I was pretty much on my tiptoes doing the whole thing, you know?"

DeMent, who appears on four of the album's 16 tracks, praises Prine as a duet partner: "I love singing with John. I wish I was on all of the songs [on the album] . . . I'm a big fan, to put it mildly. It was a big thrill to sing with him."

The album's lone original, the title cut, is a Prine/DeMent duet written as the end-title song for the upcoming Billy Bob Thornton film "Daddy & Them." The feature, which stars Thornton, Prine, Laura Dern, and Andy Griffith, will be released by Miramax this fall.

Oh Boy! GM Dan Einstein says, "Obviously, we're launching a very heavy press campaign [for the album] and also going after [roots] radio, noncommercial triple-A, public, anybody who'll play it . . . I don't know, based on the state of commercial country [radio], if it's an instant [selection] for them, but if stations are interested, we'll certainly service them with the record."

Einstein anticipates retail programs with Tower, Best Buy, and Borders and with the Coalition of Independent Music Stores.

Prine is taping a "Sessions At West 54th" show for PBS and will appear on "Late Night With Conan O'Brien" on street date. Prine says he hopes to tape an "Austin City Limits" show with as many of his duet partners as possible.

Prine, who is managed and booked by Oh Boy! president Al Bunetta, will play what Einstein calls "strategic major-market dates" in the fall.

Prine, who returned to touring in April after a protracted layoff, says, "The road seems absolutely brand-new to me . . . I'm just having a real ball out there singing."

Allen Larman, roots music buyer at L.A.'s Rhino Records store, says the commercial forecast is good for "In Spite Of Ourselves": "It's a really amazing record. He has a strong fan base . . . Because of the guests, it'll appeal to people outside his fan base."



PRINE



Mellencamp Reaps 'Harvest'

Offers Stripped-Down Covers And Rarities On Mercury Set

BY JIM BESSMAN

NEW YORK—Mercury Records' final entry in its celebrated John Mellencamp catalog represents a fresh artistic insight instead of a final, familiar bow.

"Rough Harvest," which was released in the U.S. Aug. 17 and hit international markets Monday (23), offers unprecedented access to the star's recent private music making: intimate, stripped-down, acoustic-oriented versions of Mellencamp's favorite original and cover songs, casually recorded with his band in 1997 during a break between projects.

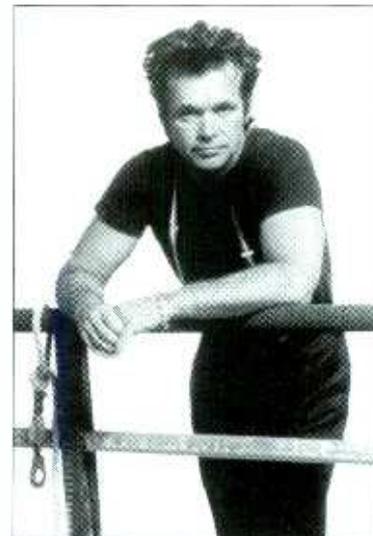
Also included are two bonus tracks: a live version of his hit Van Morrison cover "Wild Night" and "Under The Boardwalk," the Drifters' classic, which is the first radio single.

"We're so thrilled to be able to put this out for the fans," says Island Def Jam Music Group product manager Annie Balliro. "We get calls all the time, and it's the perfect companion piece to the greatest-hits compilation [1997's platinum "The Best That I Could Do"]. In fact, all our ads and sales materials carry the tag line: No John Mellencamp collection is complete without 'Rough Harvest.'"

According to Mellencamp, the songs on "Rough Harvest" were captured on tape during unique exploratory sessions recorded at his Bloomington, Ind., studio "the way they would sound if we played them for our own entertainment."

They also come closer to his songwriting approach.

"I basically write everything on acoustic guitar," says the self-published ASCAP writer, noting that instead of the more sophisticated rock



MELLENCAMP

BILLBOARD EXCLUSIVE

arrangements his regular studio albums are known for, these versions are more like their folkier acoustic origins. "It's a very organic, quiet, and simpler record—more about the feeling being conveyed than the intricacies of the melody and beat."

Besides the bonus tracks and a pair of Bob Dylan catalog-derived covers (the traditional "In My Time

Of Dying" and Dylan's own obscure "Farewell Angelina"), "Rough Harvest" focuses on Mellencamp songs like "Between A Laugh And A Tear" and "When Jesus Left Birmingham" that the writer feels were "overlooked" in their original releases.

"In my mind, it had to be the arrangements, because if I play them acoustically I know they're great songs," he says.

Mellencamp, who is booked by the William Morris Agency and managed by Hoffman Entertainment, says he will tour next year, performing "these types of songs" within a smaller group context consisting of guitarists Andy York and Mike Wanchic and violinist Miriam Sturm.

"I've been doing rock shows the last 25 years where people stand up and drink and fight, and I'm looking forward to also being able to sit down in a quieter setting and play to a whole different type of audience," he says.

Now signed to Columbia, Mellencamp joins co-sponsors Willie Nelson and Neil Young at the 1999 Farm Aid benefit concert Sept. 12 outside Washington, D.C., at the Nissan Pavilion in Bristol, Va. This year's guests include Dave Matthews, Trisha Yearwood, Steve Earle, the Mavericks, and Susan Tedeschi. On Oct. 12 in Louisville, Ky., Mellencamp begins the third leg of his Rural Electrification tour behind his gold self-titled label debut album, which launched Oct. 6, 1998 (Billboard, Sept. 12, 1998).

Elektra's Griffith Goes Orchestral

BY CHUCK TAYLOR

NEW YORK—When Nanci Griffith resolved to record highlights from her 20-plus-year career with the London Symphony for her new album, "The Dust Bowl Symphony," the singer/songwriter had definite ideas about what she hoped to accomplish.

"It's something I've been wanting to do since childhood," she says. "I was one of those kids who grew up watching 'Boston Pops.' I think my fondest memory was watching Judy Collins sing with them, thinking, 'I want to do that someday with my work.'"

Griffith's richly string-textured set is fragrant with side work from her longtime ensemble, the Blue Moon Orchestra. The result takes her folk/pop strains to a level



GRIFFITH

that not only redefines the moment in which they originated but brings on a grandeur that raises her introspective lyrics to a level that invites reinterpretation.

"It was very interesting, certainly," Griffith says from her sanctuary on a six-acre farm outside of Nashville. "I wanted it to be a true retro-

spective of my 20-odd years of writing and a piece of every era I've been through and every genre of music I've run amuck in. Stripping down the hoopla from the original cuts gave me a new appreciation of each song.

"I hope that listeners see a side of me that perhaps has been overlooked," she adds. "A side that shows that I am musically educated, not just a rhythm guitar player and backup chick singer/songwriter. I really have had creative consult throughout my career, and I feel very lucky that there's some angel wearing wings out there that has kept me from becoming a flavor of the month or from being pigeonholed."

"Artistically, this project has

(Continued on page 23)

Indigo Girls Get 'Social' On Seventh Set From Epic

BY LARRY FLICK

NEW YORK—In recording their seventh Epic collection, "Come On Now Social," Indigo Girls Emily Saliers and Amy Ray set out to create a communal studio atmosphere, wherein friends and colleagues could casually drop in and contribute bits of harmony or instrumentation.

The resulting album, due Sept. 28, has a comfortably loose, organic flow that is also remarkably cohesive. The set evolved from a jam session in London with Ghostland, a U.K. band that supported Sinéad O'Connor during the 1998 Lilith Fair tour.

"The chemistry between us was incredible," says Saliers, noting that the duo wound up hiring Ghostland leader John Reynolds to produce "Come On Now Social," as well as importing his bandmates Caroline Dale, Clare Kenny, and Carol Issacs to Southern Tracks Studio in Atlanta to play on the album. The sessions went so well that the band is backing Saliers and Ray during this year's Lilith Fair and on the duo's own fall tour of the States.

Also appearing on the album are Natacha Atlas; Luscious Jackson drummer Kate Schellenbach; Me-



INDIGO GIRLS

Shell Ndegéocello; Joan Osborne, who provides background vocals on the infectious, guitar-driven rocker

"Go"; and Sheryl Crow, who makes an appearance on the folk-spiced "Gone Again."

"We met most of them while doing the Lilith Fair, which is cool. They added to the free-flowing flavor of the album," says Ray, who credits Reynolds with seamlessly integrating the guest performers into the set's musical fabric. "He was great at ensuring that it didn't look like us saying, 'Hi, here are a few of our famous friends.' Everything had to make musical sense."

Ray and Saliers also acknowledge Reynolds' key role in harnessing the

stylistic direction of the set, which is perhaps the duo's most diverse to date. In addition to their signature folk/pop sound, Saliers and Ray dabble in punk-infused rock, reggae, Appalachian music, and blues. Prime cuts include the aggressive Saliers rocker "Trouble" and Ray's mournful, Celtic-spiked ballad "Faye Tucker," which was inspired by Karla Faye Tucker—who on Feb. 3, 1998, became the first woman to be executed by the state of Texas since the Civil War.

At the core of the project are lyrics (Continued on page 23)

Renee's Singing, Songwriting Talents Displayed On MCA Set

BY MICHAEL PAOLETTA

NEW YORK—For her MCA debut, dance/pop ingénue Nadine Renee had a strong desire to create a set that represented her both artistically and emotionally. The result is "Nadine," due on MCA Sept. 28.

Recorded in New York, Los Angeles, Miami, and Denmark, the album finds Renee collaborating with a wide array of producers and songwriters, including Diane Warren, Dave Hall, Tommy Faragher, Cutfather and Joe, and the team of Pablo Flores and Javier Garza.



RENEE

"Whenever you work with so many people, there's always the possibility that the result will lack cohesion," notes the artist. "But I believe the album's overall vibe is very consistent."

The half-Italian/half-Colombian Renee wrote and/or co-wrote 12 of the album's 13 tracks. Her songs are published by Warner/Chappell Music.

Songs like the effervescent "Sugar Kisses," the Latin-spiced "Caribe Sangre," the Evelyn "Champagne" King-sampled "Sexy D.J.," and the set's first single, the power ballad "Next To Me," reveal the singer's vocal command.

"What's so exciting about an artist like Nadine is that she is a singer and a songwriter," says Melissa Boag,

marketing director at MCA. "That's been a real bonus and selling tool for us, especially at radio."

"Next To Me" was delivered to radio the week of July 19; it will be released commercially Aug. 31. Early supporters of the single at radio include KHKS Dallas; WNKS Charlotte, N.C.; KHTS San Diego; KDWB Minneapolis; KZZP Phoenix; and WQVQ Nashville.

To introduce the singer to executives at radio and retail, MCA held three showcases last May in Los Angeles, New York, and Miami. "It was an eye-opening experience for everyone," says Boag.

Nadine concurs. "I don't think many people knew what to expect at the showcases. But I've been recording and touring since the mid-'90s. I'm constantly working on my craft."

Prior to signing with MCA, Renee issued two indie albums ("Never Say No" and "Let's Make Love"), which garnered airplay in Miami and various parts of Europe.

In 1996, Renee was the featured vocalist on Planet Soul's "Set U Free," a Miami bass track that she also wrote. Issued by Strictly Rhythm Records, the song peaked at No. 26 on The Billboard Hot 100.

"That was my first gold record," Renee says. "And not many people know that I had something to do with it. In fact, when I was shopping my new album, I never once mentioned Planet Soul to anyone. Then one day someone at MCA noticed that I had written a gold-selling single."

Rhino Gets Nostalgic With DeFrancos And Turtles In First (We Hope Not Last) Retrofest

LISTEN TO MY HEART POUND: For a child of the '70s like myself, there was no better place to be Aug. 13-15 than the Santa Monica (Calif.) Civic Auditorium—home to the Rhino Retrofest. Planned as a celebration of Rhino Records' 21st anniversary, the event featured musical artists and TV stars from the '50s, '60s, and '70s, including Berlin, Missing Persons, Ohio Players, Sam Moore, and the Sugarhill Gang, as well as Linda Blair, Leif Garrett, June Lockhart, Ed Asner, and Ken Osmond. There were also booths and vendors galore.

We'll fully admit we were there, however, to check out Tony DeFranco & the DeFranco Family. Performing for the first time in 20 years, they were part of the 90-minute Have a Nice Decade Revue. In addition to the DeFrancos, the show featured the Archies' Ron Dante, Al Wilson, Bobby "Boris" Pickett, and Tony Burrows, who deserves his own "Jeopardy!" category.

Burrows, as his introduction stated, was a "one-hit wonder" five times. He sang lead on White Plains' "My Baby Loves Lovin'," First Class' "Beach Baby," Edison Lighthouse's "Love Grows (Where My Rosemary Goes)," The Pipkins' "Gimme Dat Ding," and Brotherhood Of Man's "United We Stand." All groups were backed by Bo Donaldson & the Heywoods, who closed the show. The surprise was just how good everyone still sounded.

Donaldson, who put together the revue, had played with many of the acts intermittently over the past five years and has been in talks with Rhino for almost as long about trying to put together a tour sponsored by the label. "We'd really love to do a Have a Nice Decade tour. I think it looks pretty good," says Donaldson.

"It's something we're looking into," says Garson Foos, Rhino's senior VP of marketing.

The DeFranco Family is one of the few acts that hasn't jumped on the nostalgia bandwagon, although Tony DeFranco said, "a lot of people approach us. If the circumstances were right, we might do it." Even though he was the focal point of the group and the heartthrob, DeFranco nixed the idea of going out without his siblings. "I wouldn't want to do these songs without my brothers and sisters. I just feel naked up onstage without them."

DeFranco, who now runs a production company outside of Los Angeles, said he's in discussions about reissuing the DeFranco Family's two albums with MCA, which now owns the masters (the group originally recorded for 20th Century). "I've been negotiating with them for four or five months. We also have

seven or eight songs that were previously unreleased from the third album that never came out."

DeFranco is also considering a more '90s option. "Because of my production studio, I have the wherewithal to do two to four sides. I might just release them over the Web site [www.defranco.com]." He's also working on a book about his experiences as a teen idol.

Although the band basically disappeared from radio after 1974, DeFranco said they played the resort and fair circuit sporadically until 1979; then they hung it up for good... until now.



by Melinda Newman

Not surprisingly, 39-year-old DeFranco and his siblings were surrounded by autograph seekers after their performance. This was all much to the amusement of the group members' children, many of whom were clad in DeFranco Family T-shirts.

The biggest draw of the event was the always entertaining Turtles. According to the pair's Howard Kaylen, Sundaze will

reissue a number of their Flo & Eddie records next year, including their first two Warner Bros. sets, which have never been available on CD. They will later be included in a five-CD boxed set on Sundaze, which Kaylen hopes will be priced around \$29.95.

Kaylen and his partner of 37 years, Mark Volman, perform between 70-100 shows a year, said Kaylen. "People say, 'Why don't you mellow out?' But you gotta rock, you gotta have fun doing it," he says. "We can't do what we see some of these groups do—I won't say who—they get up there and say, 'Here's some new stuff we just recorded in Nashville.' Don't try to be 15 or 20 again. There are the turbo-purists out there that want to hear the old music. I have to assume a lot of these people haven't heard 'Happy Together' before live. Maybe it's been their wedding song. They need to hear it the way we recorded it."

While attendance for the three-day event was strong, Foos said, "I thought we'd do better than we did." He was thrilled, however, about a number of other elements. "The exposure was great. The publicity, both TV and print, was phenomenal. It was not a moneymaker this year, but I think we got our money's worth, if not beyond, in terms of the imaging we built for the label... I'm hopeful we'll be able to do it again."

Foos would ultimately like to take the festival on the road. "I don't know if we have the wherewithal to do that on our own. We'd have to hook up with a promotional sponsor. I think having the reel of this year's event will go a long way toward raising future sponsorship money."

SHURE MICROPHONES



Erykah Badu

ONE GREAT PERFORMER DESERVES ANOTHER.

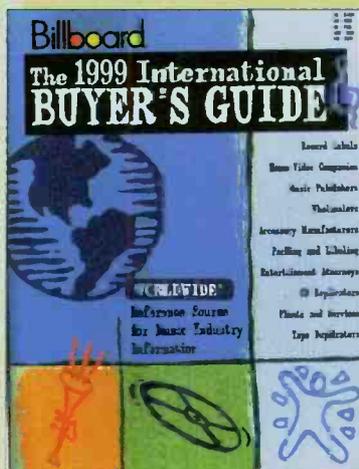
SHURE

THE SOUND OF PROFESSIONALS...WORLDWIDE.

Need a name?

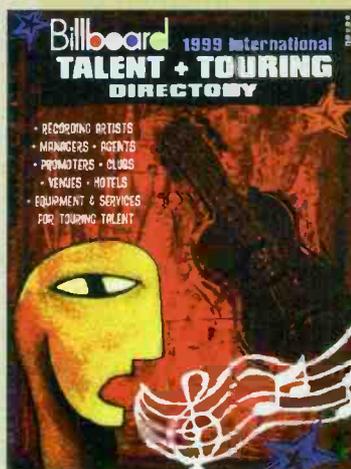
We've got every name you need to do business in the music & entertainment industry.

INTERNATIONAL BUYER'S GUIDE



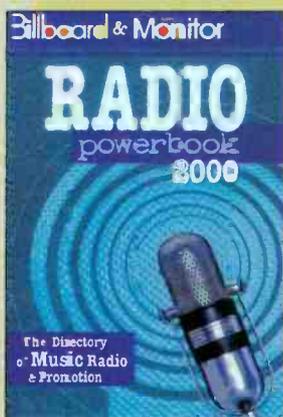
Now in its 40th year, the IBG is the industry's most complete source of information. More than 15,000 domestic and international listings. Record labels, music publishers, wholesalers, distributors, manufacturers, service and supply companies, home video companies, PR firms, schools, entertainment attorneys, duplicators, replicators and audio books. Names, addresses, phone numbers, e-mail addresses. \$139

INTERNATIONAL TALENT & TOURING DIRECTORY



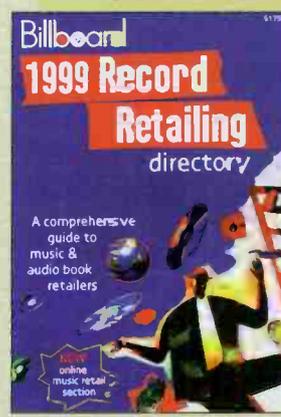
When the show hits the road, the industry turns to the ITTD. Updated for 1999 with over 27,000 worldwide listings. Artists, managers, venues, instrument rentals, booking agents, security services, staging & special effects, hotels. All in one easy to use reference source. \$109

THE RADIO POWER BOOK



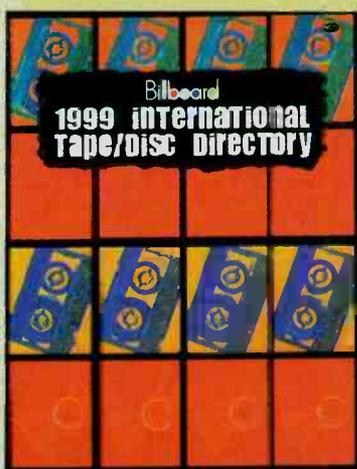
Comprehensive listings of 15 formats in all major markets. Arbitron ratings and history for top 100 markets plus a complete record label promotion executive directory. \$105

RECORD RETAILING DIRECTORY



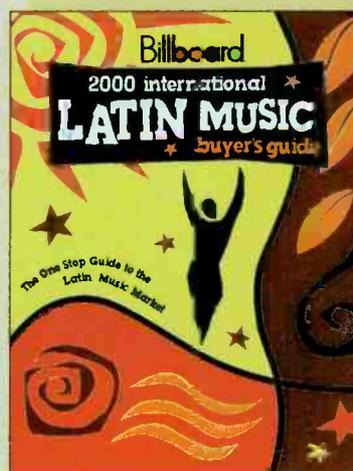
The essential tool for those who service or sell products to the retail music community. The RRD contains over 7,000 updated listings of independent and chain record stores, chain headquarters, online, and audio-book retailers. Store listings by state and key staff. \$175

INTERNATIONAL TAPE/DISC DIRECTORY



The exclusive source for information in the manufacturing area of the music and video business. Listings include CD, audio & video manufacturers, video production facilities, packaging & mailing suppliers, equipment manufacturers, tape duplicators & CD replicators, tape masters and more. \$75

LATIN MUSIC BUYER'S GUIDE



The most accurate reference source for the Latin Music marketplace. With over 3,000 listings from 19 countries, contacts include record company executives, music publishers, wholesalers and distributors, Latin music radio stations in the U.S., artist managers, agents and much more. \$85

Billboard Directories

To order, call: 1-800-344-7119

The definitive "who's who" for the music and entertainment world.

Customized listings now available on disk and mailing labels.

TO ORDER: call 800-344-7119 • (International 44-171-323-6686) • fax: 732-363-0338 Orders payable in U.S. funds only. All sales are final. To update your profile in any of the directories, contact us by e-mail: kforward@bpicomm.com.

www.billboard.com

BDZZCOM9

Tony Bennett Swings Through RPM Set Honoring Mentor Ellington

BY JIM BESSMAN

NEW YORK—Tony Bennett had no interest in another tribute-album concept—except when it came to Duke Ellington.

“I did all these salutes to singers like Fred Astaire, Billie Holiday, Frank Sinatra, and lady jazz singers, and I figured that was it,” he says. “But I really wanted to do one more: Ellington. He and I were very close, and he taught me a lot about performing.”

The set, “Bennett Sings Ellington: Hot & Cool,” is due worldwide on RPM/Columbia on Sept. 28. It features the Ralph Sharon Quartet—Bennett’s longtime backup group of Sharon on piano, drummer Clayton Cameron, bassist Paul Longosch, and guitarist Gary Sargent—with guest appearances by trumpeter Wynton Marsalis, trombonist Al Grey, and Juilliard String Quartet

first violinist Joel Smirnoff.

Bennett lauds Smirnoff’s “beautiful” solos on “Sophisticated Lady” and “Prelude To A Kiss” and singles out Marsalis’ “masterful job” on “Chelsea Bridge.” Other cuts the singer cites are “She’s Got It Bad (And That Ain’t Good),” for its interplay between Marsalis and Grey; “Mood Indigo,” for its unusual, “dying out” ending; and “Caravan,” for band leader Sharon’s chart and drummer Clayton Cameron’s playing.

“[The quartet] just *breathes* with me,” notes Bennett, here crediting studio engineer Tom Young for his innovative live studio monitoring design at New York’s Hit Factory.

“He set up the speakers from the ceiling in a completely different way, so the musicians didn’t have to listen to earphones to hear themselves,” says Bennett. “So, it was like a live



BENNETT

performance, which is the objective of a record: to get as close to live performance as possible.”

The sessions also resulted in a “musical landmark,” says Danny Bennett, the singer’s son and head of his management company, RPM Productions Inc., and new Columbia imprint, RPM Records. “Tony wouldn’t say this, but I think these are the definitive interpretations of this material.”

As Tony Bennett is a celebrated visual artist whose paintings have graced previous album covers, his pencil drawing of Ellington is also reproduced in the liner notes—though the cover is an Ellington photo taken by famed jazz photographer and longtime Bennett friend Herman Leonard. There will be limited signed and numbered reproductions of Bennett’s sketch for industry giveaways; the original will be awarded as a retail contest prize.

Additionally, a lottery-ticket-type promotion will be included in the first run of “Bennett Sings Ellington” CDs, with the winner being sent to Bennett’s Millennium Eve concert at the Desert Inn in Las Vegas.

Other upcoming Bennett concerts include a Sept. 17 performance with John Williams and the Boston Pops in honor of Arnold Palmer and an Oct. 6 tribute to Ellington at Carnegie Hall in New York.

Danny Bennett notes that the project is poised for widespread international approval, citing the BBC’s interest in having the elder Bennett spearhead a “massive” millennium celebration in the U.K. as evidence. The European campaign for “Bennett Sings Ellington” will begin with a performance during a satellite press conference in mid-September. The younger Bennett will also pursue a high-end corporate promotional tie-in similar to his father’s previous Visa ad campaign in the U.S.

Greg Linn, Columbia’s senior marketing director, sees “great marketing opportunities” surrounding Bennett’s scheduled concerts, as well as the heavy media connected to the current wave of Ellington centennial observances. With some 60 “phenomenal” hours of film shot during the recording of “Bennett Sings Ellington,” Linn expects to use the footage for promotional purposes, including a television ad campaign and a documentary project.

Linn also anticipates continued retail support from previous Bennett-friendly dealers. “This is the right record for their consumers,” he

says, anticipating that Bennett will want to do a New York in-store appearance, as is his wont.

Tower Records’ Lincoln Center outlet’s jazz department manager, Chris Osborne—who hosted Bennett’s 1998 in-store performance in support of his preceding children’s album, “The Playground”—is particularly excited about the timeliness of “Bennett Sings Ellington.”

“It’s the height of his centennial year, and this is a great way to extend it,” says Osborne. “It’s also exciting for Tony, because of his tremendous love of jazz: Even now, he comes in and buys Zoot Sims and Lester Young and all those great people. For him to have hooked up with Wynton, who’s kind of the flag-bearer for the Ellington celebration, is a great thing.”

Pointing to Ellington’s extraordinary self-confidence, Bennett says, “Duke once told me one of the most shocking things I ever heard anybody say. He said, ‘I think more of myself than any accolades or compliments anybody could ever give me!’ That’s true confidence, and it was reflected [throughout] his whole life. He wrote more music than anybody in history, and he chose artists for his orchestra like [trombonist] Lawrence Brown and [saxophonist] Johnny Hodges—and he wrote specifically for them. That’s the thing about him: He just made his own world up. He was completely original, and nobody was like him.”

amusement business		BOXSCORE		TOP 10 CONCERT GROSSES	
ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
SANTANA, MANA, OZOMATLI	Arrowhead Pond Anaheim, Calif.	Aug 11 14	\$2,333,546 \$55.00/\$45.50/ \$30.50	51,672 four sellouts	Niederlander Organization
'N SYNC, JORDAN KNIGHT, SHANICE, 3RD STOREE	Louisiana Superdome New Orleans	Aug 12	\$1,254,468 \$32.50	38,599 sellout	Beaver Prods.
LILITH FAIR '99: SARAH McLACHLAN, SHERYL CROW, INDIGO GIRLS, THE PRETENDERS, SUZANNE VEGA, ME'SHELL NDGEGECHELLO, MYA	Coca-Cola Lakewood Amphitheatre Atlanta	July 23-24	\$1,112,166 \$67/\$52/\$37/\$25	24,945 37,908 two shows	Universal Concerts
DAVE MATTHEWS BAND, OZOMATLI	South Park Meadows Austin, Texas	July 25	\$846,323 \$41.75/\$30.75	26,174 sellout	Universal Concerts
LILITH FAIR '99: SARAH McLACHLAN, SHERYL CROW, THE PRETENDERS, MYA, ME'SHELL NDGEGECHELLO	Jones Beach Theatre Wantagh, N.Y.	Aug 6	\$740,611 \$63/\$53/\$43	14,214 sellout	Delsener/Slater Enterprises
OZZYFEST '99: BLACK SABBATH, ROB ZOMBIE, DEFTONES, SLAYER, PRIMUS, GODSMACK, SYSTEM OF A DOWN	Thunderbird Stadium University of British Columbia Vancouver	July 16	\$679,474 (\$1,007,523 Canadian) \$40.13	16,894 30,000	Universal Concerts Canada
DAVE MATTHEWS BAND, OZOMATLI	Coca-Cola Lakewood Amphitheatre Atlanta	July 28	\$661,778 \$42.25/\$31.25	18,954 sellout	Universal Concerts
CHER, CYNDI LAUPER, WILD ORCHID	Air Canada Centre, Toronto	July 19	\$644,169 (\$960,300 Canadian) \$53.16/ \$39.74/\$26.32	13,867 sellout	Universal Concerts Canada
CHER, CYNDI LAUPER, WILD ORCHID	Sandstone Amphitheatre Bonner Springs, Kan.	Aug 5	\$581,976 \$75.25/\$27.25	12,498 18,000	Contemporary Prods
TIM MCGRAW, DIXIE CHICKS, WARREN BROTHERS, DERYL DODD	Riverport Amphitheatre Maryland Heights, Mo.	Aug 7	\$581,524 \$45/\$20	20,066 sellout	Contemporary Prods

Copyrighted and compiled by Amusement Business, a publication of Billboard Music Group. Boxscores should be submitted to: Bob Allen, Nashville. Phone: 615-321-9171. Fax: 615-321-0878. For research information and pricing, call Bob Allen, 615-321-9171.

Koz He Wants To: Dave Ready To 'Dance' On Capitol

BY MELINDA NEWMAN

LOS ANGELES—While making his new album, contemporary instrumentalist Dave Koz fell in love. But it was far from the traditional romance: Koz fell in love with his saxophone.

“I’m coming out of a period where I took myself out of the music business for a while,” he says. “There were definitely times when I thought I shouldn’t be a recording artist anymore. Over the past year, I found the saxophone again. It became very clear to me that I really loved the instrument, and I recommitted to it. I renewed our vows, if you will.”

The result is Sept. 28’s “The Dance,” Koz’s first Capitol Records set of new material since 1996’s largely acoustic “Off The Beaten Path.”

“The Dance” combines Koz’s lush romantic musings with an R&B sensibility, and it boasts a number of special guests, including Luther Vandross on “Can’t Let You Go (The Sha La Song),” BeBe Winans on “The Dance,” Burt Bacharach on “Don’t Give Up,” and Montell Jordan on a remake of Wham!’s “Careless Whisper.”

The multitude of guests should help the project, says George Daniels, owner of Chicago retail outlet George’s Music Room. “That should give him another demographic,” says

Daniels. “He’s smart. He knows what’s selling.”

Much of the album was fueled by a March trip Koz took to Havana as part of Music Bridges Cuba ’99, a cultural exchange that paired American and Cuban songwriters. The adventure inspired the snazzy, Latin-



KOZ

tinged “Cuban Hideaway” on the album and introduced him to both Bacharach and Jordan.

Says Jordan: “When I first saw him in Cuba, it was 3 or 4 a.m. People were drinking and smoking cigars, and he was playing along with a Cuban saxophonist, and I thought, ‘This is bad man right here!’ He sat down and asked me if I’d do ‘Careless Whisper’ with him, and I said,

‘Absolutely.’

“And from that point on, it was just a matter of doing the paperwork,” Jordan continues. “I feel like we’ve really made a warm 1999/2000 version of ‘Careless Whisper.’”

When it came to picking the first single, however, the label decided to go with the breezy instrumental “Together Again,” in part to re-establish Koz at his jazz/AC base. “We sort of ignored his base on the last record, and we have to get that back,” says Capitol president/CEO Roy Lott. “I view him as a worldwide pop instrumental artist with enormous commercial potential, but he is initially a [jazz/AC-type] artist.”

And for that, Paul Goldstein, VP of programming for San Francisco jazz/AC outlet KKSJ, is thankful. “‘Together Again’ is one of those records that’ll cross multi-formats. It’s a smooth jazz smash.” As far as Koz’s appeal, “He’s one of our favorite artists. We’re looking to help build stars in the format. Dave’s got what it takes to become a major superstar.”

While it’s been six years since Koz’s gold-certified CD, “Lucky Man,” was released, it’s only now that he feels truly blessed when it comes to his recording career. Last year’s change in leadership at the label,

(Continued on page 23)

Meredith Brooks Takes Control On Sophomore Capitol Set, 'Deconstruction'

BY CHRIS MORRIS

LOS ANGELES—With her sophomore album, "Deconstruction," due from Capitol Records Sept. 28, Meredith Brooks has taken the bull almost entirely by the horns.

The singer/songwriter/guitarist—whose No. 2 1997 hit, "Bitch," lofted her Capitol debut, "Blurring The Edges," to platinum status—co-produced the new album with David Darling of the Boxing Gandhis and wrote four of the set's 12 songs solo.

Capitol senior VP of A&R Perry Watts-Russell says, "With the success she had, specifically with 'Bitch' and also with that album, she's now coming into her own. She was so keen and had such a vision for how she wanted this record to be."

Of her decision to co-produce the album, Brooks says, "I actually felt almost kind of competitive. Every time I turned around, I was seeing my peers out there producing their stuff, and I thought, 'What is it they know that I don't know? How come they can do this?' And what I figured out is that they brought in great engineers or great co-producers who knew how to do some of the stuff. I've always had it in my head how I want my stuff to sound."

She adds, "I really took control on

this whole thing. Last time I was pretty much just like, 'Whoa.' One day I wasn't signed, and the next day I had this humongous deal, and I had no idea what had just happened. I'd been working my whole life, and all of a sudden it was like somebody shot me out of a cannon, and I didn't come back for three years."

She says that experience, and the decompression she experienced after the whirlwind that developed when "Bitch" hit, resulted in the often highly personal songs on "Deconstruction."

She explains, "When I came home, as they don't tell you in the rule book of rock'n'roll, there is this kind of fall-apart period, where you come back and you're like, 'OK, I've been in my house for three weeks straight now. That's the first time for three years now. All right. It's just me and my head. All of a sudden, the train comes to a stop, and you're for the first time able to digest and process everything that just happened."

Surprisingly, the first single off the album isn't a Brooks original (her songs are published by Kissing Booth Music/EMI Blackwood Music Inc. [BMI]) but a cover of Melanie's top 10 1970 hit "Lay Down (Candles In The Rain)."

The hip-hop-inflected rendition

features appearances by Queen Latifah, with whom Brooks performed Lilith Fair tour dates, and L.A.'s Crenshaw High School Elite Choir, which she met during a session she held at the school for the Anybody's Mentoring Program, a community-



BROOKS

service program she launched earlier this year (The Beat, Billboard, June 26).

"I grew up with that song," Brooks says. "I was lucky my sister was eight years older than me—I got all the big kids' music. She had [records by] Melanie, and I remember her playing that song as a kid. About 10 years ago, I started doing it live in my shows. I've always loved that song, and I always knew one day it would be timely again."

Watts-Russell says the song was released to the pop, modern AC, and

rock formats the week of Aug. 16. He adds, "I had not thought we'd actually go to rock radio, but according to my promotion department, they're saying that some rock radio people have heard it and said they'll play it."

He confesses, "There was a degree of anxiety, because she's written some great songs—it was, 'Oh, God, are people going to think she can't write songs if we start with a cover?' Ultimately, we thought that the version came out so brilliantly, and is so attention-grabbing, that we thought, 'Screw it; we'll come with the other songs that she wrote after that, but let's put what we think is our strongest foot forward.'"

Brooks will be doing a run of radio station promotional shows in advance of the album's release.

Regarding a formal tour behind the album, Watts-Russell says, "I believe that [manager] Lori [Level] and [agent] Mitch Rose [of Creative Artists Agency] are looking at different possibilities—either going out and headlining her own club show to begin with, because she recognizes that she doesn't have a huge live following, or to get her on an appropriate opening slot."

Both "Late Show With David Letterman" and "The Tonight Show

With Jay Leno" have expressed interest in having Brooks as a guest.

Brooks' Web site, Polyanne (<http://www.meredithbrooks.com>), is taking a promotional role in the album release.

"Every Monday in the lead-up to the release of the record, she is on the Web site, and she'll talk about a different song," Watts-Russell says. "Every Monday, they can log onto her Web site and hear her talking about what the song means to her, why she wrote it, and how they produced it, and then you actually get to hear a bit of it as well."

As part of the press campaign for "Deconstruction," Brooks will become only the fifth woman to be featured on the cover of Guitar Player magazine.

Brooks—who takes pride in her guitar work perhaps even more than in her abilities as a singer or writer—says she views this accomplishment as a blow against the "old-school, old-boy mentality" prevalent at the instrumental magazines.

"One magazine had never had a woman on the cover, and Guitar Player has only had four," she says incredulously. "Is that the craziest thing you've ever heard? 'Cause there's some really good guitar players out there."

The follow up to their critically acclaimed debut FOROSOCO
... it's worth the trip!

Available through KTD
1-800-328-6640
Your Local One-stop
Selection #4091-2
Available August 31, 1999

Getting There
THE BACON BROTHERS

The driving new cd from Kevin and Michael Bacon

Canada's MacMaster Sets Sights On U.S.

BY LARRY LeBLANC

TORONTO—A leading musical figure in her native Canada, 27-year-old fiddler Natalie MacMaster is seeking a U.S. breakthrough with her sixth set, "In My Hands."

The album is due Tuesday (24) in Canada from WEA and Sept. 28 in the U.S. from Rounder Records. It was issued Aug. 16 in most European territories by Green-trax Recordings.

Produced by Gordie Sampson, "In My Hands" is a significant departure from MacMaster's sparse 1998 set, "My Roots Are Showing," which earned her a Canadian Juno Award earlier this year for top instrumental album.

"In My Hands" combines both traditional Cape Breton, Nova Scotia, fiddling songs and contemporary originals, featuring MacMaster's first-ever vocal performance. Also appearing are U.S. fiddler Mark O'Connor, Canadian guitarist Jesse Cooke, Irish accordionist Sharon Shannon, and a vocal by a fellow Rounder artist, bluegrass sensation Alison Krauss.

"It's a beautiful record," says Paul Foley, VP of sales and marketing at Rounder. "Between Natalie's vocal track and her duet with Alison Krauss, this album is our opportunity for a breakthrough in the U.S."

MacMaster acknowledges that it was her idea to do the vocal on the title cut. "I wanted to represent myself vocally, and I thought, 'Why not write something and speak it?'"

Shipped to Canadian radio July 12, the title track entered the Broadcast Data Systems-derived pop adult radio chart at No. 71.

"Warner had never serviced us with Natalie MacMaster [product] before," says Jay Lawrence, music director of top 40 CKKL Ottawa. "We added it right away."

In Canada, being at the forefront of a surge of interest in Cape Breton fiddle music the past five



MACMASTER

years, as well as touring incessantly and being featured in a national TV commercial for Tim Horton Donuts, has led to MacMaster going from a regional attraction to a national star.

MacMaster, who began step-dancing when she was 5, started playing fiddle at 9. As a teenager,

'Natalie sells very consistently'

— CANDY HIGGINS —

she independently released two cassette-only albums, "Four On The Floor" (1989) and "Road To The Isle" (1991), which each sold 12,000 units in the Maritimes region, says Candy Higgins, domestic marketing manager at Warner Music Canada.

MacMaster's first WEA release, "Fit As A Fiddle" (1992), has sold 65,000 units to date in Canada, according to Higgins. It was followed by "No Boundaries" (1997), which has sold 70,000 units, and "My Roots Are Showing" (1998), with 40,000 units. "A Compilation," a 1996 set of repertoire from MacMaster's indie cassettes, has sold 15,000 units since being issued.

"Natalie sells very consistently," says Higgins. "Ontario and the Maritimes are the strongest mar-

kets, but she sells well across the country."

To date, Rounder has issued "A Compilation," "No Boundaries," and "My Roots Are Showing." MacMaster's U.S. profile has increased over the past two years from festival appearances, as well as from recording and touring with the Chieftains (she appeared on their "Tears Of Stone" album). She's also opened shows for Carlos Santana in the U.S.

"We think we have a real shot at triple-A with the track," says Foley, noting that the album's title cut will go to U.S. radio in late September. "Natalie has had NPR airplay, and we will go there again."

The Krauss duet, "Get Me Through December," should also provide MacMaster with further U.S. exposure. "It's a natural match," says Rounder president John Virant. "They did not know each other prior to this but were fans of each other's music."

Relatively isolated from outside influences, Cape Breton, which had steady immigration from Scotland between 1793 and the 1840s, remains the heartland of Scottish culture in Canada. Cape Breton's raw fiddling style, which MacMaster was exposed to while growing up, draws on a Highland Scotland fiddling repertoire of airs, strathspeys, marches, jigs, reels, and hornpipes from the 18th and 19th centuries but differs significantly from what is generally found in present-day Scotland.

MacMaster was also heavily influenced by the playing of such old-timers as her uncle Hugh "Buddy" MacMaster, Angus Chisholm, Dan J. Campbell, Winston "Scotty" Fitzgerald, and Dan Rory MacDonald.

"It's not a very common [fiddle] style," says MacMaster. "The only place you find it is on Cape Breton. It's such honest and natural music."

Despite the layered arrangements of some of the tunes, MacMaster says that because of the rigid nature of Cape Breton music, her album is not that much of a departure from her previous recordings. "I'm not an experimenter," she says. "[Cape Breton fiddle] music is such that you can add cuts and grace notes, but you stick close to the way the tune was written. I can, of course, play other accents too. On 'Olympic Reel' with Mark O'Connor, for example, I altered my style to the way he plays. If I had played naturally, it wouldn't have fitted."

While MacMaster has a home in Halifax, Nova Scotia, she's only spent about 100 hours there since the beginning of the year. She doesn't expect to be home much until July 2000 while she is supporting the album.

"My schedule is just crazy," says MacMaster. "The offers are getting better and better."

SOUNDTRACKS AND FILM SCORE NEWS

BY CATHERINE APPLEFELD OLSON

GO INTO THE 'LIGHT': Although the final song lineup is still a ways off, an impressive circle of street-cred artists have committed to providing material for the film "Light It Up," the story of a student protest turned hostage crisis at a high school in Queens, N.Y. Yab Yum/Elektra will release the soundtrack Oct. 19 and will build a street campaign throughout the fall that will be strongly linked to the back-to-school crowd.

Master P's title track and DMX's "Cats Don't Know" will be the first songs to make their way to radio. On tap with music for the film are Big Pun, 'N Sync, and Eminem, among others. "There is definitely strong interest in doing original material for the film because of the strength of the film," says Komeka Freeman, director of product management at Yab Yum Entertainment. "A lot of artists want to be associated with it."

Freeman says the album will cover many musical bases. "The movie cast has lots of different characters from different backgrounds, and we wanted the soundtrack to reflect that as well," she says. "We have DMX and Master P, but we also have a 112 record and an 'N Sync record, so there is potential to cross barriers and reach different communities."

"We have an urban crossover film that features a diverse cast representing a wide cross section of high school kids," says Tracey Edmonds, who co-executive-produced the album with Michael McQuarn. "We therefore compiled a diverse roster of the industry's hottest artists, such as 'N Sync, DMX, Ja Rule, Next, 112, Master P Featuring Silkk The Shocker, C-Murder, and Mystikal for the soundtrack," she says.

Due to the subject matter of the film and heightened sensitivity about violence in high schools in the wake of the Columbine High School tragedy, both the film company and label are working to deliver a positive message to teens, Freeman says. "The movie and the soundtrack are really about sending a strong message to kids about the importance of education and of nonviolence at the high school level," she says.

To help spread the word, Elektra is approaching Apple Computer Inc. and Motorola (Apple's products are featured heavily in the movie) about cross-promotions that could include essay contests and presentations to teen-oriented groups. "It is important to maintain responsibility in terms of marketing," she says.

FRIZZELL MAKES THE GRADE: "Teaching Mrs. Tingle" is a wicked comedy about a group of students who attempt to outsmart a mega-stickler of a teacher. When it came to composing the score for the film, John Frizzell found he almost had to outsmart time. Varèse Saraband will release Frizzell's score Sept. 14.

The composer, whose credits include "Beavis And Butt-head Do America" and "Alien Resurrection," had only five weeks to complete the score for Kevin Williamson's directorial debut. "The overall schedule was extremely tight," he says. "The film was more or less finished when I came in, and Kevin needed the music to add a whole new character and tone to the film. He wanted it to walk the line between the humor and seriousness of the film. The score is extremely playful, and then it turns and gets dangerous—that constantly happens in the film."

The tight deadline forced both composer and director to get creative in their communications. "Once we established a relationship, often my music editor would take in the demos, and I wasn't there some of the times he [Williamson] would listen to them," Frizzell says. "It's usually not done that way."

NEW TO YOU: Philip Glass' new "original" score to the 1931 film "Dracula" is due Aug. 31 on Nonesuch, the same day Universal Studios Home Video rereleases the movie on video (Keeping Score, Billboard, July 10). Since the original movie did not contain a score, Glass recently wrote the score and recorded it with the Kronos Quartet. They will be performing the score live while audiences watch the film in selected cities this fall.

Max Steiner's "King Kong" score comes to retail Aug. 31 courtesy of Turner Classic Movies Music/Rhino Movie Music. The album is divided into two parts. The first combines pivotal dialogue bits and some of Steiner's cues; part two is a symphonic suite culled from a variety of source materials.



EDMONDS



Carlos Wraps It Up. EMI-Latin artist Carlos Ponce recently completed his second album, "Todo Lo Que Soy" (All That I Am), due in stores Sept. 21. The set was produced by Emilio Estefan Jr., with much of the material co-written by Ponce. Pictured, from left, are Frank Amadeo, president, Estefan Enterprises; José Behar, president/CEO, EMI-Latin; Ponce; and Estefan.

ELEKTRA'S GRIFFITH GOES ORCHESTRAL

(Continued from page 17)

allowed Nanci to fully explore the depth of these songs," says Dane Venable, senior director of marketing for Elektra Records, Griffith's label since 1993. "They've been covered by different artists, and she's been doing a lot of them in concert for 10 or 15 years. This provides an opportunity for different interpretations, which, in a sense, allows the songs to become almost new again."

The 14-song set, due worldwide Sept. 14 from Elektra, includes classic Griffith tracks like "Love At The Five And Dime," with contributing vocals from Hootie & the Blowfish's Darius Rucker; "The Wing And The Wheel"; and "Trouble In The Fields."

Also included are three new cuts: Buddy Holly's "Tell Me How," Frank Christian's "Drops From The Faucet," and Griffith's own "1937 Pre-War Kimball," on which she is joined by Beth Nielsen Chapman.

The orchestra was directed by London Symphony conductor Andrew Jackman, and the album, her 15th, was produced by Peter Collins, who also helmed Griffith's 1994 Grammy-nominated "Flyer."

ALL MARKETING LEVELS

Marketing of the priority project will take place on all traditional levels: a mix of television, print, and radio, as well as sponsorships of NPR programming.

"On a purely marketing-driven end, we're able to present this as a greatest hits of Nanci Griffith, but with a really unique twist," says Venable. "There's no chance that people won't recognize the songs in their new arrangements; it just adds a luster that I think will be a treasure for any fan of hers."

Retail price-and-positioning campaigns will be pushed through the holidays, since "the Nanci Griffith buyer isn't usually the type to come out and buy the record the first week," Venable says.

"We've always done well with Nanci Griffith. She's a very authentic artist, very credible," says Eric Keil, a buyer for Compact Disc World in South Plainfield, N.J. "She has always been one of those artists who's hard to categorize, but she's

always found a fan base. From the looks of this compilation, you know her fans are going to be into it."

Which is a reason why Elektra will extend its broadcast advertising not only to triple-A radio stations but also to sponsorship of popular shows on NPR. "We're going for the harder-to-reach audience who may not be glued to a television or a commercial radio station," says Venable.

Griffith is scheduled for "Late Show With David Letterman" Sept. 13, the eve of the album's release, with pre- and week-of-release print advertising that includes Sunday magazines in a number of major markets.

In Europe, Elektra will introduce the album via what is anticipated to be a nationwide media blitz surrounding an upcoming gig with Griffith and the London Symphony Orchestra at Albert Hall in London.

Also coinciding with the album's issue is the release of a 60-minute home video, "Other Voices Too," featuring Griffith live. The video is culled from tapes of live performances supporting her album of the same name.

INSPIRATION FOR THE PROJECT

The inspiration for "The Dust Bowl Symphony" is rooted in an original production premiered by the Nashville Symphony and Nashville Ballet in early 1999. Called "This Heart," it set seven of Griffith's songs in a performance piece about one day and night of a relationship, with Griffith singing the vocals.

"That was the implanted seed, and it was a great undertaking. I knew I had to read my music and do everything exactly as scripted or else I might leave a dancer up in the air somewhere," she says with a laugh.

From there, the Grammy-winning artist took an orchestral version of what would evolve into "Dust Bowl Symphony" on the road, performing with a number of regional orchestras and at festivals in such cities as Seattle, Atlanta, and Washington, D.C. She then began to compile ideas for a recorded version of her vision.

Recording of the project took place at the famed Abbey Road studios in London, a thrill for Griffith.

"The fluorescent lighting was still

there from the days of 'Let It Be.' It was a dream come true," she says.

The location also bridged a gap between her dedicated fan bases in the U.S., the U.K., and Ireland—where her comfort level led to her buying a flat in Dublin. She spends several months a year there.

"I've had a lot of influence from that region," Griffith says. "All of my work with the Chieftains was recorded in Dublin and Belfast."

'IT WAS MY CHANCE'

On the new "Drops From The Faucet," Griffith was able to bring a classic jazz song into the '90s with the addition of velvety strings amid a flush of whispery snare brushes, piano, and bass, which dresses it up like Sunday's best.

"It's a song I've wanted to record for ages about a New Year's Eve where this guy gets stood up in New York City," she says. "I love the symphony and the arrangement. It was my chance, along with my song 'Waiting For Love,' to have this brief moment of being Edith Piaf."

And with the Buddy Holly track, "Tell Me How," a song he demo'd but never recorded for an album, she was able to bring to fruition a song that he intended to be an orchestral/pop arrangement. She sings it as a duet with Sonny Curtis.

"I just sat in the booth and cried after that one. Buddy Holly was never able to record it before he died in the way he envisioned it," Griffith says.

Her duet with Rucker, "Love At The Five And Dime," came together after he joined her onstage during a New York performance. "I had asked him if he knew the lyrics, and he said, 'Are you kidding? I know every lyric you've ever written.'"

GREATER MISSION

Beyond the joy of bringing new life to her staples, Griffith stresses that there's a greater mission at stake with "Dust Bowl Symphony."

"I hope to bring contemporary music into this adult world of orchestral music," she says. "That's going to be my main soapbox for the next couple years, to address the issue that music literacy is as important as reading literacy."

Griffith will take that mandate on the road through the fall and the holidays, with 10-20 dates in the U.S. and Europe that are still being developed. Through 2000, she intends to do performances with regional symphonies and the Blue Moon Orchestra, as well as traditional performances without the symphony.

Excited as she is about the opportunity to share her love of all things musical, Griffith still admits to looking toward a time when she will be able to relax, reflect, and take things a little slower.

"The lines in 'The Wing In The Wheel' are the truest lines about what my life has been," she says. "You'll be out there running, and I will be here to be still. I'm a busy child and really crave a time in my life where I will have more stillness."



Rod Gives LIFE. Rod Stewart recently presented LIFEbeat, the music industry AIDS awareness/relief organization, with a check for \$100,000 backstage at his PNC Bank Arts Center show in Holmdel, N.J. For every ticket purchased to the artist's All Rod . . . All Night . . . All the Hits tour, he donated 25 cents to LIFEbeat's Zero Transmission 2001, a campaign to reduce the rate of youth HIV transmission. Shown, from left, are Tim Rosta, LIFEbeat executive director; Stewart; Arnold Stifel, chairman, Stifel Entertainment; and Barri Cillie, LIFEbeat product manager.

INDIGO GIRLS GET 'SOCIAL' ON EPIC SET

(Continued from page 18)

cal themes that Saliers says are "typical Indigo Girls fare. The words are always earnest and heartfelt. We still make social commentary, and we still sing about love. We're just occasionally framing our words in different styles of music, and that keeps us fresh as an act."

The future of Indigo Girls will, no doubt, be called into question once word circulates that Ray is planning to cut a solo album within the next year. "It's just something I need to get out of my system," says Ray, who is eyeing the possibility of issuing the set on her own indie label, Daemon Records. "It's not going to be a big deal. I just want to make a punky little record."

The idea "sits just fine" with Saliers, who took her own solo steps earlier this year by dueting with Vonda Shepard on the AC radio hit "Baby Don't You Break My Heart Slow." "We love each other and support each other's desire and need to experiment. I can't wait to hear what she comes up with, quite frankly."

It will be several months before Ray has time to focus on the project, as she and Saliers prepare to begin promoting "Come On Down Social."

Epic will begin its radio campaign in early September, when a promo-only pressing of the uptempo, Saliers-fronted strummer "Peace Tonight" is shipped to triple-A, AC, and mainstream rock stations. The label is also planning to direct programmers toward the Ray-sung "Go" shortly before the album's release.

"These are the songs that radio finally 'gets,'" says Donna Shomen, assistant music director at KXST Santee, Calif. "They're as catchy as they are intelligent. I think [Indigo Girls] have gotten a raw deal at radio, mostly because they're not trendy. I hope pro-

grammers finally open their minds and their ears."

Ray says the duo would "happily welcome" airplay, but they no longer covet it. "It seems like formats are so narrow now that we'd never squeeze in. Also, we're not willing to make a record that panders and exists purely for radio. We prefer to please ourselves and our fans."

To that end, the heart of the label's marketing plan for the project is touring. "This is an act that thrives in a live setting," says Chris Poppe, VP of marketing at the label. "There is nothing like the energy of an Indigo Girls concert. The audience just adores them. Needless to say, they'll be touring well into the new year."

The Indigo Girls are booked by Frank Riley at Monterey Peninsula Artists, and they're managed by Russell Carter. Their songs are published by Godhapp/Virgin Songs (BMI).

Expectations are high for "Come On Now Social," which follows 1997's "Shaming Of The Sun." The latter set entered The Billboard 200 at No. 7, and it went on to sell 2.5 million copies, according to SoundScan. "This is such an important act to us," Poppe notes. "Besides being a superstar entity, they have a musical integrity that few in this industry can claim."

Saliers modestly laughs at such accolades. "Personally, I don't think we'll ever be accessible enough to catch a wave of mainstream consciousness," she says. "We've done well, but I don't view us as wildly successful."

Ray agrees. "But being called a superstar act feels kinda weird. I prefer to think of us as an act that's fortunate enough to write songs that connect with a respectable audience."

KOZ READY TO 'DANCE' AGAIN ON CAPITOL

(Continued from page 20)

which saw president Gary Gersh replaced by Lott, was a major turning point.

"I'm coming off five years of somewhat feeling like a fish out of water and feeling like my music wasn't understood," says Koz. "It was a dark period for the last several years for me. When Roy came in, here was a guy who respected and completely understood instrumental music that leaned toward pop and R&B. It was really a dream come true."

Koz, who is managed by W.F. Leopold Management and booked by Agency for the Performing Arts, is on a shed tour through the end of

August, opening for Al Jarreau. He may open for Michael Bolton in the fall and will then stage his third annual Dave Koz & Friends Smooth Jazz Christmas tour with David Benoit, Peter White, and Brenda Russell.

He'll be stopping at radio stations and retailers along his various tour routes to promote "The Dance" in addition to hosting his weekly, two-hour "The Dave Koz Radio Show," which is syndicated on more than 90 stations by AMFM.

Assistance in preparing this article was provided by Clay Marshall in Los Angeles.

BILLBOARD'S HEATSEEKERS[®] ALBUM CHART

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST	TITLE
1	3	3	MACY GRAY EPIC 69490* (11.98 EQ/16.98)	NO. 1 ON HOW LIFE IS
2	2	17	OLEANDER REPUBLIC 53242/UNIVERSAL (8.98/12.98)	FEBRUARY SON
3	6	11	TAL BACHMAN COLUMBIA 67956/CRG (10.98 EQ/16.98)	TAL BACHMAN
4	1	2	G. LOVE & SPECIAL SAUCE OKEH/550 MUSIC 69746/EPIC (11.98 EQ/16.98)	PHILADELPHONIC
5	7	21	TRAIN AWARE/COLUMBIA 38052/CRG (10.98 EQ/16.98)	TRAIN
6	5	7	SLIPKNOT I AM 8655/ROADRUNNER (10.98/16.98)	SLIPKNOT
7	4	10	IBRAHIM FERRER WORLD CIRCUIT/ONESUCH 79532/AG (10.98/17.98)	BUENA VISTA SOCIAL CLUB PRESENTS IBRAHIM FERRER
8	NEW		SHERRIE AUSTIN ARISTA NASHVILLE 18881 (10.98/16.98)	LOVE IN THE REAL WORLD
9	11	11	MOBY V2 27049* (16.98 CD)	PLAY
10	NEW		KOOL KEITH RUFFHOUSE/COLUMBIA 52000*/RED INK (10.98/16.98)	BLACK ELVIS/LOST IN SPACE
11	9	20	LO FIDELITY ALLSTARS SKINT/SUB POP 69654/CRG (7.98 EQ/13.98)	HOW TO OPERATE WITH A BLOWN MIND
12	10	10	JOHN MCDERMOTT/ANTHONY KEARNS/RONAN TYNAN MASTERTONE 8552/POINT (13.98/16.98)	THE IRISH TENORS
13	8	7	TRACIE SPENCER CAPITOL 34287 (10.98/16.98)	TRACIE
14	16	19	STATIC-X WARNER BROS. 47271 (11.98 CD)	WISCONSIN DEATH TRIP
15	NEW		ASLEEP AT THE WHEEL DREAMWORKS (NASHVILLE) 50117/INTERSCOPE (10.98/16.98)	RIDE WITH BOB
16	17	13	CHELY WRIGHT MCA NASHVILLE 70052 (10.98/16.98)	SINGLE WHITE FEMALE
17	12	9	SWAY & KING TECH INTERSCOPE 90292* (10.98/16.98)	THIS OR THAT
18	13	3	INTOCABLE EMI LATIN 21502 (7.98/12.98)	CONTIGO
19	21	8	SYSTEM OF A DOWN AMERICAN/COLUMBIA 68924/CRG (7.98 EQ/11.98)	SYSTEM OF A DOWN
20	15	19	MONTGOMERY GENTRY COLUMBIA (NASHVILLE) 69156/SONY (NASHVILLE) (10.98 EQ/16.98)	TATTOOS & SCARS
21	19	18	STAINED FLIP/ELEKTRA 62356/EEG (7.98/11.98)	DYSFUNCTION
22	25	3	BOYZONE RAVENOUS/MERCURY 559171/IDJMG (10.98/16.98)	WHERE WE BELONG
23	26	2	BASEMENT JAXX XL/ASTRALWERKS 6270*/CAROLINE (13.98/16.98)	REMEDY
24	35	11	CHRISTIAN CASTRO ARIOLA 66275/BMG LATIN (9.98/15.98)	MI VIDA SIN TU AMOR
25	20	23	SONICFLOOD GOTEE 2802 (15.98 CD)	SONICFLOOD

The Heatseekers chart lists the best-selling titles by new and developing artists, defined as those who have never appeared in the top 100 of The Billboard 200 chart. When an album reaches this level, the album and the artist's subsequent albums are immediately ineligible to appear on the Heatseekers chart. All albums are available on cassette and CD. *Asterisk indicates vinyl LP is available. Albums with the greatest sales gains. © 1999, Billboard/BPI Communications.

26	18	19	T.D. JAKES ISLAND INSPIRATIONAL 524630/IDJMG (10.98/16.98)	SACRED LOVE SONGS
27	31	49	SUSAN TEDESCHI TONE-COOL/ROUNDER 471164/IDJMG (10.98/16.98)	JUST WON'T BURN
28	22	47	SHAKIRA ● SONY DISCOS 82746 (10.98 EQ/15.98)	DONDE ESTAN LOS LADRONES?
29	32	21	A.B. QUINTANILLA Y LOS KUMBIA KINGS EMI LATIN 99189 (8.98/14.98)	AMOR, FAMILIA Y RESPETO
30	NEW		MR. DOCTOR BLACK MARKET 9929 (10.98/15.98)	BOMBAY
31	23	9	OUT OF EDEN GOTEE 2806 (10.98/15.98)	NO TURNING BACK
32	28	10	DELIRIOUS? FURIOUS?/SPARROW 51677/MIRGIN (11.98/16.98)	MEZZAMORPHIS
33	40	5	LIL' KEKE JAMDOWN 1011 (10.98/15.98)	IT WAS ALL A DREAM
34	29	17	PASTOR TROY MADD SOCIETY 8035 (10.98/16.98)	WE READY I DECLARE WAR
35	36	7	DRAIN STH THE ENCLAVE/MERCURY 546262/IDJMG (10.98/16.98)	FREAKS OF NATURE
36	37	6	DIDO ARISTA 19025 (10.98/16.98)	NO ANGEL
37	24	3	FACE TO FACE LADYLUCK 78048/BEYOND (16.98 CD)	IGNORANCE IS BLISS
38	33	8	GRENIQUE MOTOWN 53227/UNIVERSAL (8.98/12.98)	BLACK BUTTERFLY
39	27	5	RAZE FOREFRONT 25210 (15.98 CD)	POWER
40	30	10	SPORTY THIEVZ ROC-A-BLOK/RUFFHOUSE 63647*/CRG (10.98 EQ/16.98)	STREET CINEMA
41	34	4	INCOGNITO TALKIN' LOUD/BLUE THUMB 546371/VG (10.98/16.98)	NO TIME LIKE THE FUTURE
42	41	30	BURLAP TO CASHMERE SQUINT/A&M 541013/INTERSCOPE (8.98/12.98)	ANYBODY OUT THERE?
43	48	3	TANTO METRO & DEVONTE PENTHOUSE 1543*/VP (7.98/13.98)	EVERYONE FALLS IN LOVE
44	RE-ENTRY		VERTICAL HORIZON RCA 67818 (13.98 CD)	EVERYTHING YOU WANT
45	NEW		JOYDROP TOMMY BOY 1237 (12.98 CD)	METASEXUAL
46	44	17	JESSICA ANDREWS DREAMWORKS (NASHVILLE) 50104/INTERSCOPE (8.98/12.98)	HEART SHAPED WORLD
47	14	2	GUIDED BY VOICES TVT 1980* (10.98/16.98)	DO THE COLLAPSE
48	39	8	TWIZTID PSYCHOPATHIC/ISLAND 42099/IDJMG (10.98/16.98)	MOSTASTELESS
49	NEW		CHAD BROCK WARNER BROS. (NASHVILLE) 47071 (10.98/16.98)	CHAD BROCK
50	42	9	GOSPEL GANGSTAZ B-RITE 90096/INTERSCOPE (10.98/15.98)	I CAN SEE CLEARLY NOW

POPULAR UPRIISINGS[™]

BILLBOARD'S WEEKLY COVERAGE OF HOT PROSPECTS FOR THE HEATSEEKERS CHART • BY CARLA HAY

MELANIE'S DOMAIN: Canadian singer/songwriter **Melanie Doane** won the 1999 Juno Award for best new solo artist, and she makes her U.S. debut with the Tuesday



Peterson's 'Souvenir.' Minneapolis-based jazz keyboardist **Ricky Peterson** has worked with a wide variety of artists, including Prince, David Sanborn, Bonnie Raitt, and George Benson. His latest album, "Souvenir" (Windham Hill Jazz), features guest appearances from Sanborn, Robben Ford, and Lalah Hathaway. Hathaway duets with Peterson on the album track "All I Ask," an R&B ballad.

(24) release of her "Adam's Rib" album (Columbia Records). The singer, whose style has been com-

pared to **Sarah McLachlan** and **Paula Cole**, performed this month on select Lilith Fair tour dates. The album's first single, "Happy Homemaker," is set for release Tuesday (24) to triple-A stations.

In a promotional tie-in with clothing and perfume company **Tommy Hilfiger**, copies of "Happy Homemaker" were given away as part of the company's "New Releases" campaign, which included free CDs with the purchase of Tommy Hilfiger products.

FREDO FREEDOM: Another act that is part of a Tommy Hilfiger campaign is pop singer **Michael Fredo**. His debut album, "Introducing Michael Fredo," set for release Sept. 7 on AH/Qwest/Warner Bros. Records, is the first title from AH Records, which was founded by **Andy Hilfiger**, brother of famous fashion designer **Tommy Hilfiger**. The album's first single,

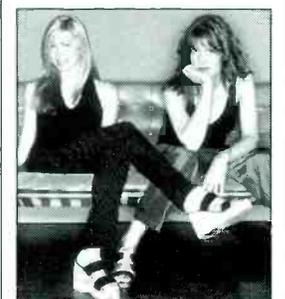


Blockx Party. German band H-Blockx brings its brand of hard rock/heavy metal to America with the Sept. 14 U.S. release of the group's "Fly Eyes" album (Risk Records). H-Blockx has released several albums in Germany, where the band's videos regularly get exposure on MTV Europe and Viva.

"This Time Around," is being featured in a nationwide ad campaign for **Tommy Jeans**. Fredo will also appear in the clothing line's print and TV ads. The singer is on tour with **Britney Spears**, appearing Aug. 30 in Essex Junction, Vt.; Sept. 1 in Boston; Sept. 2 in Syracuse, N.Y.; Sept. 4 in Baltimore; and Sept. 5 in Allentown, Pa.

Frolander.

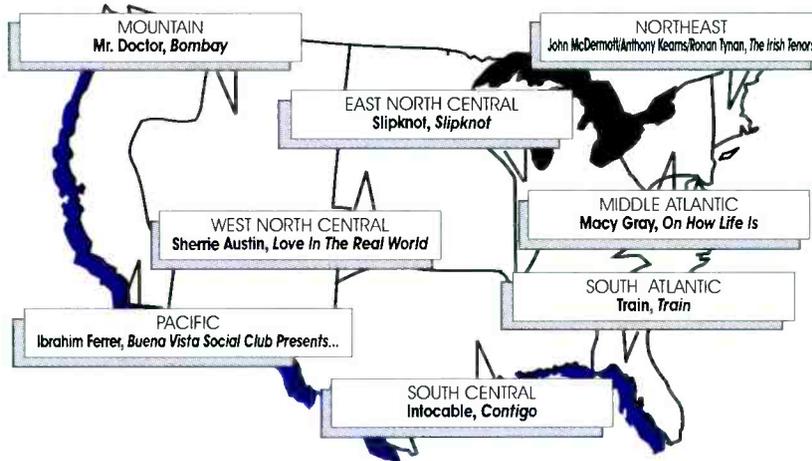
The band, which is on a North American club tour, will perform Sept. 16 in



Country Starlets. Redmon & Vale is a country duo whose self-titled debut album is due Sept. 7 on DreamWorks Nashville. Allison Redmon first worked with her singing partner, Tina Vale, as part of a trio. When they parted ways with the third member of the trio, the two singers decided to strike out on their own. "We're both perfectionists," says Redmon of herself and Vale. On making the album, she adds, "It was both intense and hilarious at the same time."

Boston, Sept. 17 in New York, Sept. 21 in Montreal, and Sept. 28 in Toronto.

REGIONAL HEATSEEKERS NO. 1s



THE REGIONAL ROUNDUP

Rotating top 10 lists of best-selling titles by new and developing artists.

EAST NORTH CENTRAL	SOUTH ATLANTIC
1. Slipknot Slipknot	1. Train Train
2. Tal Bachman Tal Bachman	2. Pastor Troy We Ready I Declare War
3. Macy Gray On How Life Is	3. Oleander February Son
4. Sherrie Austin Love In The Real World	4. Macy Gray On How Life Is
5. Oleander February Son	5. Tony Tun Tun Caminando
6. Train Train	6. Tal Bachman Tal Bachman
7. Lo Fidelity Allstars How To Operate With A Blown Mind	7. Gilberto Santa Rosa Expression
8. Static-X Wisconsin Death Trip	8. Christian Castro Mi Vida Sin Tu Amor
9. Tracie Spencer Tracie	9. Sherrie Austin Love In The Real World
10. Chely Wright Single White Female	10. Manny Manuel Lleno De Vida

The Billboard. WEATHER BUREAU

AUTUMN, 1999

BILLBOARD'S QUARTERLY FORECAST FOR DEVELOPING ARTISTS AND THE NEW MUSIC CLIMATE

SHE DAISY CRAZY!



TAL BACHMAN • INDIGENOUS • REGINA CARTER • SUSAN TEDESCHI
PLUS NEWS, REVIEWS & TOP-5 'RADAR' RANKINGS OF REGIONAL ARTISTS

*"A bolder, brighter look
and an even bigger
commitment to taking
our 'Regional Radar'
Heatseeker artists to
gold record status -
that's the forecast for
the Autumn & Winter
'99 editions of Billboard
WeatherBureau!"*

Timothy White
Editorial Director

ISSUE DATE: OCTOBER 23

AD CLOSE: SEPTEMBER 20

New York 212.536.5004

Los Angeles 323.525.2307

Nashville 615.321.4287

London 44.171.323.6686

Reviews & Previews

ARTISTS & MUSIC

ALBUMS

EDITED BY PAUL VERNA

POP

★ R. STEVIE MOORE

The Future Is Worse Than The Past

PRODUCER: Irwin Chusid
Megaphon/Pink 008

We can all celebrate the fact that R. Stevie Moore remains healthy and crazy. Heart problems a couple of years ago didn't make a dent in his musicianship or in the eccentric spirit that has made him one of the true originals. A staple of the New York/New Jersey underground who became a one-man cottage industry when he started a home-taping phenomenon eons ago, Moore has kept at it, churning out cassettes and LPs by the truckload. He was slow to embrace the digital era, finally breaking down in 1993 and releasing a CD compilation of recordings he'd made over the years. Now, under the guiding hand of music scholar and producer Irwin Chusid, Moore steps into the fore with yet another collection of lo-fi symphonies, including "Everyone, But Everyone," with its echoes of Harry Nilsson, Ben Folds, and Alex Chilton; the synth-spiced "Where We Are Right Now"; the Devo-esque "Academy Fight Song"; and the dreamy "Play Myself Some Music." Unsung by all save a small cult, Moore deserves a wider audience. Perhaps this fine release will help him find it. Contact: www.rsteviemore.com.

R & B

▶ COKO

Hot Coko

PRODUCERS: various
RCA 67766

Already in the top 20 on the Hot R&B Singles & Tracks chart with the noncommercial cut "Sunshine," Cheryl "Coko" Gamble—former member of popular trio SWV—sounds like she'll have no problem becoming a formidable talent in her own right. The artist stretches her wings on her first solo effort, co-writing several tracks and working with a host of producers, including the ubiquitous Rodney Jerkins (who produced "Sunshine"), Michael Powell (Anita Baker), and Brian Alexander Morgan (SWV's "Rain" and "Weak"). The self-proclaimed R&B singer stays true to her roots. In addition to the infectious "Sunshine," there's the assertive "Triflin'," featuring Ruff Ryders rapper Eve; a soulful cover of the Marvin Gaye/Tammy Terrell classic "If This World Were Mine," with labelmate Tyrese; and the ballad "So Hard To Say Goodbye," with backing vocals by Babyface and his brother Kevon Edmonds.

COUNTRY

PHILIP CLAYPOOL

Perfect World

PRODUCERS: Chris Leuzinger, Philip Claypool, Jerry Crutchfield, Michael Lloyd, Ron Aniello
Curb 77931

Philip Claypool is channeling the spirit of Ray Price—during his string-laden, country-pop-ish years—and other notables from that era. Unabashedly retro, Claypool brings a zest to country music's bedrock element—songs about everyday life and its little problems and joys, with simple and direct melodies cutting straight to the heart of the matter. The title track is a shining example of country music as wish fulfillment: It portrays a perfect romance "in a perfect world custom-made for you and I." Claypool has been around Nashville for years and in 1995 recorded

SPOTLIGHT



KRIS KRISTOFFERSON

The Austin Sessions

PRODUCER: Fred Mollin
Atlantic 83208

Measured quantitatively, Kris Kristofferson's song output is pretty good: two No. 1s and a handful of other hits for a number of country and rock stars. In less palpable but far more significant terms, Kristofferson is one of the giants of our times—a writer of uncanny observations who has penned signature hits by such larger-than-life artists as Johnny Cash and Janis Joplin; a self-styled country outlaw who has walked both the "in" and "out" sides of the establishment; a recording artist who, on his own and in collaboration, has exerted an enormous influence on his peers; an actor who projects the same intensity onscreen as he does in song; and a scholar who brings wit and humor to all he does. On this album, Kristofferson and his friends revisit such beloved tunes as "Me And Bobby McGee," featuring Jackson Browne; "Sunday Morning Coming Down," with Steve Earle; and "Why Me," Kristofferson's first No. 1 as a singer, with Alison Krauss and Vince Gill. Other singers and players who join Kristofferson include Matraca Berg, Marc Cohn, Catie Curtis, Stephen Bruton, and Mark Knopfler, who offers guitar and vocals on "Please Don't Tell Me How The Story Ends." In addition to the above cuts, the album features new versions of "The Pilgrim: Chapter 33," "The Silver Tongued Devil And I," "Help Me Make It Through The Night," and "For The Good Times." A must-have for anyone who appreciates a good song.

the Curb album "A Circus Leaving Town," and the title track from that set is reprinted here. He wrote or co-wrote 12 of these 14 cuts—the others are by Tony Arata and Carl Perkins, with co-writers—and Claypool proves himself an adroit writer. Plus, the world can always use another song based on Messrs. Jim Beam and Jack Daniels.

CLASSICAL

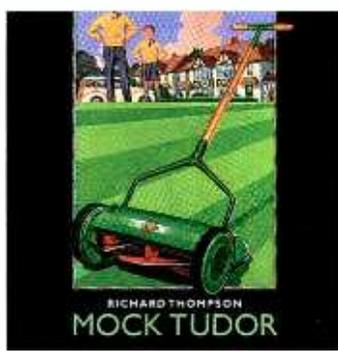
★ SZYMANOWSKI: COMPLETE PIANO MUSIC

Martin Jones, piano

PRODUCER: none listed
Nimbus 1750

Expert and indefatigable, pianist Martin Jones has recorded great swaths of repertoire for U.K. indie Nimbus—and none more valuable than his survey of Polish pioneer Karol Szymanowski (1882-1937), a hero to latter-day figures like Lutoslawski and Górecki. Rife with character and atmosphere, Szymanowski's piano pieces trace the whole of his career, from the post-Romanticism of his early years to a fruitful Impressionist period to his folk-accented final works. Jones' performances respond to the nuance in each style and are sharply presented in this four-disc boxed set. Fans of piano music from De-

SPOTLIGHT



RICHARD THOMPSON

Mock Tudor

PRODUCERS: Tom Rothrock & Rob Schnapf
Capitol 98860

On his latest album, well-traveled British folkie, rocker, and guitar icon Richard Thompson draws deep from his seemingly endless wellspring of ideas and comes up with his most focused and compelling release since 1991's incomparable "Rumor And Sigh." Every track here is a winner, starting with opener "Cocksferny Queen," an urban portrait that sets the tone for an album full of keen insights about the working class. Thompson finds sharp words and all the right notes to express matters of the heart in such songs as "Two-Faced Love" and the wrenching ballad "Dry My Tears And Move On." Character portraiture is another of Thompson's strong suits, as evidenced here by "Bathsheba Smiles" and "Sights And Sounds Of London Town." Other high points include the catchy, XTC-reminiscent track "Crawl Back (Under My Stone)" and the rollicking "Walking The Long Miles Home." Another album destined to find a prominent place in the Thompson canon and on the playlists of college, triple-A, and public radio stations.

bussy to Bartók will find much to love. Distributed in the U.S. by Allegro.

LATIN

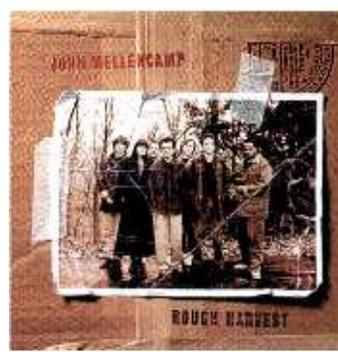
★ LAURA MILLER

Un Camino Para Ti

PRODUCER: Oscar Mediavilla
WEA Latina 272784

Explosively romantic and irresistibly rhythmic, this splendid dance pop premiere by the big-voiced siren from Argentina also boasts three svelte romantic bal-

SPOTLIGHT



JOHN MELLENCAMP

Rough Harvest

PRODUCERS: John Mellencamp & Mike Wanchic
Mercury 314 558 355

Any artist with an ample store of talent and a proven track record has the luxury of settling down at home to make private music that's not necessarily intended for fans. However, few artists handle that privilege with as much grace and panache as John Mellencamp demonstrates on "Rough Harvest." An album of home recordings, experimental studio cuts, and live tracks, "Rough Harvest" finds Mellencamp and his band members exploring facets of their musicality that do not always emerge on their "commercial" recordings. Included are renditions of Bob Dylan's "Farewell Angelina" and the traditional folk tune "In My Time Of Dying" (which was cut by Dylan on his 1962 debut album); a live rendition of Van Morrison's "Wild Night" featuring Me'Shell Ndegéocello, who had cut the tune in the studio with Mellencamp in 1994; and a cover of the Drifters' "Under The Boardwalk" coproduced by longtime cohort Don Gehman. The rest of the material consists of intimate versions of previously released Mellencamp tunes such as "Rain On The Scarecrow," "Human Wheels," "Jackie Brown," and "Key West Intermezzo (I Saw You First)." A portrait of the artist at home and at ease.

lads ideal for big-audience pop stations: "Ahora No," "Sin Tu Amor," and the title track, a moving, midtempo adaptation of Smokey Robinson's evergreen "Tracks Of My Tears." The balance of Laura Miller's evenly paced set throbs with chest-pounding shakers, including the strong leadoff single, "Vida," which is already a hit in Argentina; the perky "Di Que Si"; and

VITAL REISSUES®

ERNEST TUBB & THE TEXAS TROUBADOURS

New Year's Eve Live 1979

PRODUCER: Paul Christensen
Lost Gold Records 1979

Following Lost Gold's release last year of a rare live recording of a 1965 Ernest Tubb show, the label now unearths a live show from near the end of Tubb's performing career. The artist, who had developed emphysema from a lifetime of smoking, was forced to retire in 1982 and died in 1984. But this 1979 show finds him in the classic form of his latter career, at ease with his band and audience, especially since this was recorded at the Longhorn Ballroom, Dewey Grooms' famous Dallas country music mecca. Tubb grew up near Dallas and this was his home turf. This New Year's Eve show was broadcast live on KRLD, with DJ Larry Scott serving as MC. As Ronnie Pugh's liner notes point out, this

is a set of Tubb standards, with Tubb—begging off due to a "bad cold"—turning vocal duties over to bassist Ronnie Dale for "Auld Lang Syne." That's followed by Tubb expressing hope that American hostages in Iran would be released soon. The first 1,000 pressings of this album erroneously list the song "Fraulein" (which is not included in the set) as the 11th cut and list the hostage news as a separate cut.

TALKING HEADS

Stop Making Sense

PRODUCERS: Talking Heads
Sire/Warner Bros. 47489

To celebrate the 15th anniversary of the ground-breaking concert film "Stop Making Sense," the Talking Heads have remixed the movie's double-platinum soundtrack and added seven songs that were deleted from the original edition

the groove-drenched "Dame Todo Dame Nada." Given the current success of Spanish-language tunes in the dance sector, the sturdy remix of "Vida" should be given robust promotion at clubs and dance retail. "Di Que Si" merits a remix, while likable remixes of "Como Lo Hice Yo" and "No Puedo Dejar De Pensar En Ti" also deserve a dance push.

GOSPEL

▶ MISSISSIPPI MASS CHOIR

Emmanuel (God With Us)

PRODUCERS: Jerry Smith, David Curry, Jerry Mannery
Malaco 6031

With the flood of contemporary R&B acts that have taken this venerable genre by storm in recent years, it's easy to forget the abiding artistry and commercial viability of the traditional gospel choir. No ensemble epitomizes that grand art form with more exuberance and excitement than Mississippi Mass. After a decade atop the gospel charts, the 136-voice choir is as strong and stirring as ever. The producers cannily keep the sound strictly 21st-century, while leading the group—and its treasure trove of killer soloists—through an expansive repertoire. Get-down old school ("They Got The Word") slides smoothly into heavenly hymnody ("Emmanuel"). "He Can Fix What's Broke" is a heart-bending choral anthem, while "Psalm 34" and "Jesus Is Your Friend" are righteous R&B romps. Standards-in-the-making shine throughout the album like nuggets of gold.

▶ WINANS PHASE 2

We Got Next

PRODUCERS: various

Myrrh 080688593421/Epic 0746469881

The first offering from the adolescent children of gospel/R&B luminaries the Winans springs forth from what by all appearances is a bottomless gene pool of talent. With a family name synonymous with gospel music, the foursome does its elders proud, displaying a gamut of gifts that run from the lush vocal blend of '60s/'70s soul (Babyface's undeniable smash "Just For A Day") to aggressive, hold-on-tight hip-hop ("Real Love"). Big-name production talent (Rodney Jerkins, Narada Michael Walden, Cedric & Victor Caldwell, among others) steers the boys down a hit-strewn path that commands multi-format attention, with dual-label partnering boding well for widespread exposure. Original and inventive at every turn, Juan, Carvin, Michael, and Marvin Winans are more than ready to carry the family torch into the next century.

ALBUMS: SPOTLIGHT: Releases deemed by the review editors to deserve special attention on the basis of musical merit and/or Billboard chart potential. VITAL REISSUES: Rereleased albums of special artistic, archival, and commercial interest, and outstanding collections of works by one or more artists. PICKS (▶): New releases predicted to hit the top half of the chart in the corresponding format. CRITICS CHOICES (★): New releases, regardless of chart potential, highly recommended because of their musical merit. MUSIC TO MY EARS (JD): New releases deemed Picks which were featured in the "Music To My Ears" column as being among the most significant records of the year. All albums commercially available in the U.S. are eligible. Send review copies to Paul Verna, Billboard, 1515 Broadway, New York, N.Y. 10036. Send country albums to **Chet Flippo**, Billboard, 49 Music Square W., Nashville, TN 37203. Send Latin albums to **John Lannert**, 1814 Fern Valley Road, Louisville, KY 40219. Other contributors: **Irv Lichtman** (Broadway/cabaret/N.Y.); **Brad Bamberger** (classical/N.Y.); **Steve Graybow** (jazz/N.Y.); **Deborah Evans Price** (contemporary Christian/Nashville); **Gordon Ely** (gospel); **John Diliberto** (new age).

SINGLES

EDITED BY CHUCK TAYLOR

POP

► **MARIAH CAREY** *Heartbreaker* (no timing listed)
 PRODUCERS: DJ Clue, Mariah Carey, Ken "Duro" Ifill
 WRITERS: M. Carey, Jay-Z, S. Elliston, L. Chase, M. Walden, J. Cohen
 PUBLISHERS: Sony/ATV Songs/Rye Songs/EMI Blackwood/OB/O Lil Lulu/EMI Al Gallicco/WB Music/When Words Collide/Embassy Music, BMI; See No Evil, ASCAP
Columbia 42813 (CD promo)
 It's always an event when Mariah Carey releases the first single from an upcoming album—in this case "Rain-bow," due this fall from longtime label Columbia. On "Heartbreaker," a midtempo, rap-laced jam, she borrows heavily from the sound of her own 1995 No. 1 "Fantasy" via a persistent guitar lick that sounds as if it were gleaned right from that previous song, which itself copped a sample from Tom Tom Club's "Genius Of Love." Certainly, radio will be eager to introduce audiences to the latest from one of the staple artists of the '90s, even if this single doesn't represent a creative step forward. There's an identifiable chorus here, and some semblance of verses, but more than anything, this song comes across as a blur of jumbled voices in the background (à la Lauryn Hill), including Carey's own repetitive harmonies, which in this case sound more like a competition than a complement. The addition of rapper Jay-Z on one version of the cut will no doubt add to its radio appeal, while a remix featuring Da Brat, Missy Elliott, and DJ Clue will further associate the artist with the hip-hop leanings that defined much of her previous "Butterfly." This new track is more a groove than a song, which could alienate those who adore Carey for her rich catalog of perfectly crafted pop songs. Simply put: Yes, it's a hit, and her voice is in fine form, but "Heartbreaker" is a disappointment in terms of what we know she's capable of writing.

► **BACKSTREET BOYS** *Larger Than Life* (3:52)
 PRODUCER: Kristian Luther
 WRITERS: M. Martin, K. Lundin, B. Littrell
 PUBLISHERS: Zomba Enterprises/Grantsville Publishing/Rok Publishing, ASCAP
Jive 41672 (CD album)
 The infectious second single from Backstreet Boys' multi-platinum opus "Millennium" is the natural follow-up to the No. 1 Hot 100 Airplay track "I Want It That Way," marking a return to the signature beat-happy sound of past songs like "(Everybody) Backstreet's Back." Full of catcalling, with a groove that puts hot coals under your feet and a chorus as invigorating and fired up as the quintet's career, this track sounds like it will be the group's first No. 1 on The Billboard Hot 100, provided that Jive issues a commercial single this time around. (They did not for "I Want It," robbing the boys of a certain chart-topper.) Written by Max Martin, Backstreet Boy Brian Littrell, and Kristian Lundin, the song delivers the group's trademark explosive instrumentation, trade-off vocals, and groomed harmonies. "Millennium" is ever so rich in singles possibilities ("Show Me The Meaning Of Being Lonely" is a phenomenon waiting to happen)—these guys are just getting warmed up. How about that?

► **BRITNEY SPEARS** *(You Drive Me) Crazy* (3:16)
 PRODUCER: Max Martin
 WRITERS: J. Elofsson, P. Magnusson, D. Kreuger, M. Martin
 PUBLISHERS: BMG Scandinavia, STIM; Zomba Enterprises/Grantsville Publishing, ASCAP
Jive 42606 (CD promo)
 Our Miss Britney has come a ways

since her first hit, "... Baby One More Time," almost a year ago. Since then, Spears has become a consummate performer, with snappy dance moves, a clearly real—albeit young—and funkified voice, and a debut album that just won't quit, registering sales of 5 million so far. On "(You Drive Me) Crazy," her third single, Jive made the clever decision to rework this pop treasure into a Backstreet Boys-esque dance stomper, and the result is glorious. The Stop remix features a beat-blissful instrumental background, complete with additional electric guitars and a mean stop-and-start midsection that makes the song all the more appealing. A new vocal track, meanwhile, demonstrates Spears' own development, proving that the 17-year-old is finding her own vocal personality after so many months of steadfast practice. "Crazy" is a clear dynamo for radio in a week that boasts new releases from chart powerhouses Mariah Carey and labelmate Backstreet Boys. All the elements are here to make sure this one also rises to the top, furthering the teen queen's already explosive international career. While the original album version of "(You Drive Me) Crazy" is not on the promo single, it is also plenty radio-ready. Top 40 and the rest: This is one hot track; start your engines.

► **B*WITCHED** *Blame It On The Weatherman* (3:33)
 PRODUCER: Ray "Madman" Hedges
 WRITERS: Hedges, Brannigan, Ackerman, Caine
 PUBLISHERS: 19 Music Ltd./BMG Music, BMI; Chrysalis, ASCAP; Palan Music, PRS
Epic 42608 (CD promo)
 The enchanting third single from the U.K.'s B*Witched is the foursome's finest moment to date, with a relaxed pace, mature vocals, and a melody as silky and soft as swans gliding across a lake. Despite the song's sad lyric of wandering around with an empty heart, its savvy instrumentation and ravishing layered vocals are so uplifting and joyous that when it ends you'll feel not only like pressing replay on your CD player but like you're at a better place in your life. Although B*Witched is a youth act whose previous singles catered to teens, "Weatherman" is a song in full blossom, appropriate for massive top 40 mainstream acceptance and buoyant kudos from AC. Wow—with one spin you'll recognize it as one of the better ballads of the year and an instantly appealing add.

★ **PRINCE** *Extraordinary* (2:28)
 PRODUCER: Prince
 WRITER: Prince
 PUBLISHER: Controversy Music, ASCAP
Warner Bros. 9933 (CD promo)
 Prince previews his upcoming album of archival material recorded between 1986 and 1994, "The Vault . . . Old Friends 4 Sale," with this old-school R&B number that resembles his 1996 cover of the Stylistics' "Betcha By Golly Wow!" Written, produced, and arranged by the artist, fans all of things Prince will take extreme delight in this elegant, moonlight-savvy song that shows him mellowing out with a cascade of brushed percussion, piano, and strings. Prince's incomparably telltale voice dances from a cool falsetto that craftily borrows from Billy Paul's "Me And Mrs. Jones" to his traditional tenor, then suddenly cascades to his lower register. Gracefully performed and flawlessly executed, "Extraordinary" showcases Prince at a creative high and could ring true with adult R&B audiences and any station that embraces midnight love shows.

JULIAN LENNON *I Don't Wanna Know* (3:24)
 PRODUCER: not listed
 WRITER: not listed
 PUBLISHER: not listed
Fuel 2000 004 (CD promo)
 While Julian Lennon has always held a penchant for texturing his vocals in a similar fashion to his dad's, he takes

NEW & NOTEWORTHY

TORI AMOS *1,000 Oceans* (4:11)
 PRODUCER: Tori Amos
 WRITERS: T. Amos, Sword And Stone
 PUBLISHER: not listed
Atlantic 9050 (CD promo)

TORI AMOS *Bliss* (3:31)
 PRODUCER: Tori Amos
 WRITERS: T. Amos, Sword And Stone
 PUBLISHER: not listed
Atlantic 9860 (CD promo)
 Tori Amos introduces her fifth Atlantic album, "to venus and back," due Sept. 21, with two singles, one directed toward alternative, college, and triple-A, the other to hot AC, modern adult, triple-A, and college radio. The latter, "1,000 Oceans," is a beautiful, melancholy ballad about missing a special someone, guided by Amos' signature piano, brushed percussion, and strings, and is undoubtedly among the simplest, loveliest melodies she's yet conjured. One listen will leave you motionless, perhaps recalling her "Little Earthquakes" days, and wanting to hear it again and again to catch every word, sung with such deliberate conviction, in such a personal way, that you wholeheartedly believe that this was written with a specific person in mind. For those who feel that Amos has become increasingly abstract, this is a salve to ease such ideas and a meaningful journey that secures complete conviction in this artist's strengths and talent. The second release is "Bliss," a troubling work about a relationship with an abusive father, which builds upon Amos' role as an artist who has not only been brave enough to tackle taboo topics in her music but has also informed the world about her personal trials in the hopes that others may benefit. The lyric here is packed with thoughtful metaphors, while the melody is at times dark and fretful, at others joyous and liberated. As a whole, "Bliss" is more captivating and accessible than many of her more recent efforts. Both of these tracks merit a worthy shot at renewing radio's faith in an artist who continues to sell albums without the traditional necessity of hearty airplay support.

To add an extra spin to the release of "venus," "Bliss" has been made available at a number of online retailers via a secure digital Internet download—which Atlantic says is the first time a major label has offered limitless Internet retailers such a coup with a single. The move is an appropriate gesture, given Amos' rabid Web following and her ties to the many sites out there honoring her career and causes (Billboard, Aug. 21). Confirmed participants include Musicland, Warehouse, CDnow, Tower Records, Transworld Entertainment, and Virgin. Both songs will also be released in CD5 and CD, cassette, and vinyl single versions.

the whole kit and kaboodle to Beatlesland with this, his first single in a good while. "I Don't Wanna Know" is certainly melodic enough, with an appealing chorus and some interesting production elements, particularly at the song's midsection. But vocally, Lennon comes off as a lesser entity than those he strives to mimic here; the doubling of his voice tracks is more gimmicky than effective. Fans of John's older son may find this song a fine edition to the artist's catalog, but given its sometimes painfully pedestrian lyric and less-than-inspiring vocal, radio may hesitate to embrace it. We still haven't forgotten Lennon's brilliant 1984 debut top 10 hit,

"Valotte," or its wonderful follow-up, "Too Late For Goodbyes," making this effort all the more disappointing.

MELANIE G *Word Up* (3:40)
 PRODUCER: Timbaland
 WRITERS: L. Blackmon, T. Jenkins
 PUBLISHERS: PolyGram International, ASCAP; Songs of PolyGram, BMI
Maverick 9852 (CD promo)
 This latest bid at solo success for Spice Girl Melanie G seemingly has a lot going for it. First, there's no denying her group's success here, making Scary Spice a known entity to both radio and much of the public. The song is taken from one of the soundtrack hits of the summer, "Austin Powers: The Spy Who Shagged Me." It's also a remake, in this case, of Cameo's 1986 top 10 "Word Up." But all signs of hope fade with one spin of this downright annoying, abrupt, and camp-free version of a song that had potential to be fun the second time around. Facts is facts: Melanie's voice on its own is just not a pretty thing. It's harsh and grating, despite Timbaland's attempts at layering and bringing forth production elements that at least give the tune a cool beat and some interesting background effects. Unfortunately, there's little that could save this song, which would have better been left in the archives. It's likely the only ones who might take joy in this re-release are its writers, hoping for a dime or two in additional royalties.

R & B

BRANDY *You Don't Know Me (Like U Used To)* (3:59)
 PRODUCER: Rodney Jerkins
 WRITERS: R. Jerkins, Brandy, S. Bryant, I. Phillips, P. Davis
 PUBLISHERS: EMI/Blackwood Music/Bran-Bran Music, BMI; Jon Blaze Musi/Listen Listen Entertainment, ASCAP
Atlantic 8978 (CD promo)
 Brandy returns with a fifth single from her album "Never S-A-Y Never," the uptempo "You Don't Know Me (Like U Used To)." After the chart success of two ballads ("Almost Doesn't Count" and "Angel In Disguise"), the remix of this new single brings Brandy back to what we most love her for: a summery, you-can-sing-along-with-the-hook record. As with her debut smash, "I Wanna Be Down," the track is hypnotic. But—surprise—the clean-cut, girl-next-door image we see each week on her TV sitcom, "Moesha," is spiced up with some attitude here. Brandy's rougher-than-usual vocal style at times even sounds like Mary J. Blige. The remix features an intro, by new artist Shaunta, that could be interpreted as a response to Bad Boy artist Mase, who made disparaging remarks about the teen star in a magazine interview earlier this year. Shaunta says, "The playa's got a lot of nerve/After he done slip with a lot of birds . . ." "You Don't Know Me" also features a hard-edged rap on the bridge, performed by So So Def's Da Brat. Radio should like the new Brandy—both the song and the added attitude for flavor. Truth be told, the old Brandy was bordering on becoming just a little too sweet.

COUNTRY

► **GARTH BROOKS** *It Don't Matter To The Sun* (4:21)
 PRODUCER: Don Was
 WRITERS: G. Kennedy, W. Kirkpatrick, T. Sims
 PUBLISHERS: Universal PolyGram/Sondance Kid Music/Warner Tamerlane Publishing/Sell the Cow Music/BMG Songs, Bases Loaded Music, ASCAP
Capitol 7087 (CD promo)
 Here's the latest chapter in the Garth Brooks/Chris Gaines saga. Word is that, after Capitol Records released "Lost In You" from the upcoming album "Garth Brooks In . . . The Life Of Chris Gaines" (Billboard, July 31) to pop radio, country station programmers wanted something they could play too. So the label is serv-

ing them with "It Don't Matter To The Sun," a tender, stately ballad. Though it definitely leans toward AC, the affecting vocal performance sounds more like Garth than the fictional pop star he supposedly embodies on the album. The production is low-key, subtle, and gently shimmering, placing the focus squarely on the lyric. The song was penned by Gordon Kennedy, Wayne Kirkpatrick, and Tommy Sims, the Nashville triumvirate responsible for Eric Clapton's Grammy-winning "Change the World" (not to mention "Lost In You"). A poignant look at the painful end of a relationship with the realization that personal heartbreak doesn't have cosmic impact, this solid performance should help smooth the ruffled feathers at country radio caused by Brooks' bid for pop airplay.

★ **BRUCE ROBISON** *The Good Life* (3:08)
 PRODUCER: Bruce Robison
 WRITER: J. Dickens
 PUBLISHER: Denise Marie Music, BMI
Lucky Dog 42653 (CD promo)
 Anyone who hasn't checked out Bruce Robison's current Lucky Dog CD, "Long Way Home From Anywhere," doesn't know what they are missing. With passionate, heartfelt, country-to-the-core music, Robison delivers the goods and then some. Laced with Austin authenticity, Robison's work pays homage to country's best traditions while sounding freshly minted for a '90s crowd. This appealing single readily demonstrates this gifted singer/songwriter's musical charms. The production is lively yet understated, and Robison's vocal performance is right on target, dripping with good-natured sarcasm as he sings of "The Good Life"—"Sitting in a bar/Playing all these songs I love/Wondering where you are." Although playlists are tight, listeners could quickly warm to this fine artist if given exposure to his talent.

DANCE

► **SOULSEARCHER** *Can't Get Enough* (3:51)
 PRODUCER: Marc Pomeroy
 WRITER: M. Pomeroy
 PUBLISHER: Soulfur Music
 REMIXERS: Jazz-N-Groove; Robbie Rivera
Twisted America 13541 (CD5)
 Late last year, Florida-based Soulfur Records issued Soulsearcher's "Can't Get Enough" as a limited-edition promo-only 12-inch single. The disco-infused track was jumped on by many influential club DJs in both the U.S. and Europe. Although demand for the record was high, the label itself never released it commercially. Instead, Soulfur licensed "Can't Get Enough" to several European labels, including Defected U.K., which scored a top 10 pop record with the song earlier this year. Now, thanks to MCA-distributed Twisted America, it's the U.S.'s turn to get in on all the fun. Complete with effervescent disco effects, Basement Jaxx-like bassline stylings, and a spirited diva vocal (courtesy of former Snap! lead singer Thea Austin), "Can't Get Enough" happily straddles the fence of club culture and the pop mainstream. That said, in a perfect world, "Can't Get Enough" would surely extend beyond the dancefloor and find a nice home at radio. Our fingers are crossed.

SHERYL LEE RALPH *Here Comes The Rain Again* (4:52)
 PRODUCER: Darrell Martin
 WRITERS: D. Stewart, A. Lennox
 PUBLISHER: BMG Songs
Trax Recording (CD promo)
 This high-energy cover of Eurythmics' 1984 classic hits the mark with a killer vocal from dance diva Sheryl Lee Ralph, kooky production, and enough elements from the original to elicit endearing memories of days gone by. Foremost in the Main Radio mix is the ample use of sweeping and true-to-form synthetic strings throughout, which, united with a driving beat, raises this song above the myriad of base-level covers being spat

(Continued on next page)

SINGLES: PICKS (►): New releases with the greatest chart potential. CRITICS CHOICE (★): New releases, regardless of potential chart action, which the reviewer highly recommends because of their musical merit. NEW AND NOTEWORTHY: Highlights new and developing acts worthy of attention. Cassette, vinyl or CD singles equally appropriate for more than one format are reviewed in the category with the broadest audience. All releases available to radio and/or retail in the U.S. are eligible for review. Send copies to Chuck Taylor, Billboard, 1515 Broadway, New York, N.Y. 10036. Country singles should be sent to Deborah Evans Price, Billboard, 49 Music Square W., Nashville, Tenn. 37203. Contributors: Michael Paoletta (N.Y.)

Reviews & Previews

SINGLES

(Continued from preceding page)

out by so many indie dance labels. Ralph has a formidable voice, hearty and low-pitched, again distinguishing this track from cookie-cutter eye-rollers. There's also the Solar City Radio mix, which strips the strings but entertains with enough additional musical toys to keep the children busy on the dancefloor. All in all, this track has a smart, credible vibe and would be well-placed in week-end mix shows, where it will cock a brow or two from the musically savvy, with the potential to spread like cream cheese across major-market dance outlets to grand effect. An experimental spin is likely to surprise and delight. Contact: 323-822-0777.

AC

ROBERT PALMER True Love (3:52)

PRODUCERS: Robert Palmer, Pino Pischetola
WRITER: R. Palmer
PUBLISHER: not listed

Pyramid 7465 (CD promo)

Robert Palmer teases his new album, "Rhythm & Blues," with a track that shows that this long-innovative artist has yet to content himself with stereotypical production. He's come a long way from "Addicted To Love" with this offering that's part '80s, part sheer experimentation. His vocal is layered in double octaves, giving this midtempo love song a mysterious, exotic feel. Instrumentally, it features a persistent, assertive beat with a peppering of Asian influences and a solid hook that could hook the attention of reminiscent hot ACs. Fans will be delighted that Palmer remains vital and original, while radio may just have a pick to click.

ROCK TRACKS

► **MELISSA ETHERIDGE Angels Would Fall** (no timing listed)

PRODUCERS: Melissa Etheridge, John Shanks
WRITERS: M. Etheridge, J. Shanks
PUBLISHER: MLE Music/EMI Virgin Music/Line-One Publishing, ASCAP

Island 1033 (CD promo)

The first release from Melissa Etheridge's "Breakdown," due Oct. 5, evokes the kind of fondness one feels after hearing from an old friend. Sounding rejuvenated and as full of passion as ever, the singer/co-songwriter/co-producer delivers a midtempo pop/rocker about obsession over an unknowing would-be lover. Melodically, each note offers a pleasant surprise as the song weaves from its beautifully constructed verse to the simply sung but absorbing chorus, whose lyric turns her fixation into a near-religious experience: "I would not look upon your face/I will not touch upon your grace/Your ecclesiastic skin." Instruments surrounding her forceful voice include a potent dose of jangly guitars and a host of acoustic tools, proving that while Etheridge has taken on a bit more of a mature sound, she's still got the grit and the guts to remind us why she's been a force to be reckoned with for so many years now. Triple-A and adult top 40, take this one on home.

CAROLINE'S SPINE Attention Please (3:06)

PRODUCER: Roy Thomas Baker
WRITER: J. Newquist
PUBLISHER: 7th Kid Music, ASCAP
Hollywood 111452 (CD promo)

Attention, please, harder-edged modern rock radio! The shiny, singable melodic hook that punctuates this rock single sets it apart from the regurgitated heavy metal that's lately been making a comeback. More akin to grungy angst-rockers Live and Pearl Jam than newcomers Orgy or Buckcherry, Caroline's Spine's pounding guitar and turbulent percussion are its least effective elements, actually. Instead, singer Jimmy Newquist's unusual vocals,

straining and tugging at his range with credible passion, convey the catchy melody with conviction. The predictable structure of "Attention Please"—including a quiet bridge and a concluding reprise of the first verse—works here only because the catchy melody is actually something listeners will want to return to.

SKYCYCLE Last Girl On Earth (3:28)

PRODUCERS: Neil Avron, Skycycle
WRITER: S. Isaacs
PUBLISHER: not listed
MCA 4380 (CD promo)

Yes, that's Steve Isaacs of MTV fame on the mike, copping a post-ironic attitude and the chirpy, modern rock voice that goes with it. This track's instantly relatable refrain, "I wouldn't have you/... Even if you were the last girl on earth," could become an anthem among jilted high school boys eager for the opportunity to tell off their uninterested crushes. The old-fashioned melody—reiterated in the guitar line—is as hummable as a show tune, and the happy, major-chord cadences keep "Last Girl On Earth" from turning into Ugly Kid Joe's similarly themed "I Hate Everything About You." Count on this one as a back-to-school success.

GIFTHORSE Heather's Arrest (2:34)

PRODUCER: not listed
WRITERS: B. Levick, S. Spieker
PUBLISHERS: Night Daddy/Pinch Hit/Fifth Member Music, ASCAP

Pinch Hit 042 (CD promo)

It's a sad story: Heather's taste for smack has landed her in the joint, while her sober live-in boyfriend spends his time explaining the situation to her friends who come a-calling. He sure does miss her. But bluesy punk outfit GiftHorse turns this troublesome affair into a lively, upbeat track with an infectious bassline and a slyly simple rhyme scheme ("I'm half a man at best/Since Heather's arrest"). Live-style production lets layers of jangly guitars (with just enough wah-wah pedal) tackle the listener, and yeah-yeah sing-along choruses keep the ball rolling. This track is slicker and jazzier than the average modern rock track, but support from just a few creative programmers could introduce these indies to the world.

STRETCH PRINCESS Sorry (3:31)

PRODUCER: Sean Slade, Paul Q. Kolderie
WRITERS: Lloyd, Wright, Magee
PUBLISHERS: not listed

Capitol 13051 (CD promo)

London-bred, New York-based trio Stretch Princess—named for a short-lived stretch limo version of the Austin Princess, an inexpensive British car—is just the kind of candy rock that many young bands are serving to an 18- to 24-year-old audience these days. And as lead single from the soundtrack to the forthcoming Katie Holmes flick "Teaching Mrs. Tingle," due Friday (20), "Sorry" has the ideal vehicle to reach its core audience. The midtempo song features a clever lyric ("When you're high, I'm down on you/When you're gone, I'm around for you"), solid guitar work, crisp harmonies, and an appealing hook that could attract action at radio if the movie proves to be a success. No one's breaking ground here, but Stretch Princess has tuned its engines nicely to incite interest in its upcoming self-titled album.

DANGERMAN High Heeled Sneakers (3:18)

PRODUCER: Brendan O'Brien
WRITERS: C. Sciani, D. Borla, B. O'Brien
PUBLISHERS: April/Mugnut/EMI April Music, ASCAP
550 Music 42594 (CD promo)

"High Heeled Sneakers" is essentially a three-minute shout-out to swanky New York clubs Moomba, Veruca, Shine, and Life; all four venues are mentioned by name within a lyric insubstantial other than its call to party velvet-rope-style. Ironically, however, actual dance club-goers probably won't appreciate this ditty's deficient melody, embarrassingly outdated Steely Dan "high heeled sneaker" cliché, or novelty funk/rock structure.

And rock fans more likely to dig the song wouldn't be caught dead at the aforementioned Madonna-lovin' houses of style. These elements are hard to reconcile, and this song is hard to take.

RAP

TERROR SQUAD Watcha Gon Do (3:21)

PRODUCER: JuJu Gigante
WRITERS: C. Rios, J. Tineo
PUBLISHERS: Let Me Show You Music/6 Deep, ASCAP
Atlantic 8974 (CD promo)

While the rest of the world is mesmerized by Ricky Martin, the world of hip-hop has its own Latin contingent: Fat Joe, Big Pun, Cuhán Link, Triple Seis, Armageddon, and Prospect, who together make up the Terror Squad. After last year's smash hit "Don't Wanna Be A Playa" by Big Pun proved that Latin rappers could be accepted by hip-hop as well as R&B radio, it was only a matter of time before labels realized how massively large and virtually untapped the Latin hip-hop audience is. It's hungry for superstar artists to claim as its own, and new listeners are likely to be loyal once they get a taste of the up-and-coming genre. The first single from the Terror Squad, "Watcha Gon Do," features Fat Joe and Big Pun and is produced by the Beatnuts' JuJu Gigante. Unlike Pun's "Playa" or even the current hit "What Ya Want" by Eve and Nokie, "Watcha Gon Do" doesn't incorporate Spanish lyrics or Latin-flavored music. It's straight-up hip-hop with a hard-hitting track and phenomenal lyrical performance by heavyweights Fat Joe and Big Pun. But programmers be forewarned—this is not the party record that "Don't Wanna Be A Playa" was. It's a street anthem and has a male appeal. You won't hear Mom or Grandma singing along, as you did with the latter.



HOME VIDEO

BLACK SABBATH: THE LAST SUPPER

Epic Music Video
110 minutes, \$24.98

The 1999 reunion of the original Black Sabbath at once-banished band member Ozzy Osbourne's Ozzfest was a delirious dream come true for fans, and it resulted in Sabbath's first-ever live concert video. It's a shame that no commercial video exists from their early live shows, but with more than 30 years under their belt, the band truly defines the term "die-hard." Interviews with Osbourne, Geezer Butler, Tony Iommi, and Bill Ward weave through footage of the band performing most of its cult hits—"Iron Man," "Black Sabbath," "War Pigs," and "Into The Void," among them. In the context of hindsight and a career of controversial rule-bending, Sabbath's story of wanting to make the musical equivalent of a horror film is a success story indeed.

MUSIKLADEN: KOOL & THE GANG

Video Music Inc.
35 minutes, \$19.95

Lace up those boogie shoes and get ready to groove the night away. This live performance from 1982 is chock-full of the high-octane funk and R&B with which Kool & the Gang wrote an indelible chapter in music history. Dressed to the nines and swaying with all the appropriate energy, the members take viewers through eight party songs, including the show opener "Big Fun," "Get Down On It," and the once-omnipresent "Celebration."

HANDS ON A HARD BODY

Ideal Enterprises
97 minutes, no suggested price VHS, \$14.98 DVD
Despite its racy title, this thoroughly entertaining documentary about an annual contest for a new pickup truck is in fact a glorious representation of what's so hilarious, and heartbreaking, about human nature. The winner of numerous accolades on the festival circuit, "Hands" checks in with the down-home contestants in Longview, Texas, out to be the last one standing with a hand on a coveted Nissan truck after days of sleep deprivation. Filmmaker S.R. Bindler has an uncanny knack for sponging out the very essence of his interviewees, who include contestants, previous winners, judges, and psychologists. As the hours tick by and the camera rolls, viewers are treated to an unadulterated display of human drama and comedy. Contact: 612-447-7406.

ANOTHER GREAT DAY FOR SINGING

Sidewalk Productions/Library Video Co.
37 minutes, \$12.98

Portland, Ore., tunesmith James Durst reconnects with his guitar to present this follow-up collection of sing-along tunes for preschoolers. Both parents and children are likely to know the lion's share of the 14 songs, including "The More We Get Together," "Workin' On The Railroad," "The Green Grass Grows," and a classically tinged "Old King Cole." Durst proves himself both an able musician and showman, as he adds humor and some snappy visual effects to several of the selections. For "This Old Man," for example, a little old man pops onscreen and plays knock-knock while Durst sings. For several other numbers, he duets with his alter egos Eb and Flo. Contact: 800-843-3620.

HOLY SNAKES OF THE VIRGIN MARY

International Vision Video
47 minutes, \$19.95

The subject of this video would seem to be fodder for a great piece of fiction if it weren't packed with documented audiovisual proof. On the small Greek island of Kefalonia, each year a group of tiny, downright friendly snakes shows up at the same church and moves in for a short period of time. Even more bizarre than their mere appearance is the fact that the snakes look to have the sign of the cross on their heads and tongues. They also appear at the same time every summer—during the feast of the Virgin Mary. An investigative team probes the phenomenon, talking with authorities, local residents, and some of the thousands of visitors who journey to Kefalonia each year to witness what many believe is nothing short of a miracle. Contact: 904-733-3535.

ENTER*ACTIVE

BY CARRIE BELL

GUITAR.COM

www.guitar.com
Epigraph Entertainment is destined to become the leader in guitar-related Web programming with its just-launched Guitar.com. Incredibly comprehensive and easy on the eyes, the site functions on one hand as a magazine, with record reviews, news columns, and interviews with famous axe players. It's also a support system for guitar enthusiasts, with features like bulletin boards, artist gear lists with manufacturer links, and chord and scale generators, which really sets it apart from similar sites. Player-oriented columns deliver the nuts and bolts of such things as buying an acoustic guitar, gig preparation, or recording guitars in a studio. And if there's anything you seek that isn't covered specifically, you can E-mail the experts at the advice column segment of the site. There is even a daily comic strip—Gui-

tar People, by Chicago humorist Steve Lunn—to add a bit of levity. The creators have taken advantage of new technology, from MP3s to video streaming, making the site a truly interactive multimedia experience. Registration is free.

NCAA FOOTBALL 2000

EA SPORTS/Electronic Arts
PlayStation
It's hard to say how this updated version of Electronic Arts' (EA) classic college football game will do when it hits stores. On one hand, the game has a built-in audience after years of being a leader in the sports gaming world. The 2000 version takes off from where the 1999 title left off, with several improvements. The upgrades include 1,100 possible plays and a "coach cam" to view offensive routes and defensive matchups. The graphics have improved since 1999, although things such as crowd shots and player physics could have used a little more tinkering to increase detail and fluid gameplay. Dynasty Mode (the trademarked recruiting program) and Create-a-School (a feature that allows gamers to build a program from the ground up, including choice of mascot helmet color and fight song) add an extra dimension to this installment and will especially thrill hardcore football fans. Another feature that sets "NCAA Football 2000" apart from its competitors is the fact that it includes all 20 bowl games, with exclusive rights to the Nokia Sugar Bowl, the Fed Ex Orange Bowl, and the Tostitos Fiesta Bowl. Beware: This is a time-intensive game, but the more you play, the more bang you'll get for your 40 bucks.

AUDIOBOOKS

BY TRUDI MILLER ROSENBLUM

COERCION

By Douglas Rushkoff

Read by William David Griffith

Audio Renaissance

3 hours (abridged), \$17.95

ISBN 1-55927-560-X

In this intriguing audio, Rushkoff explains the carefully researched marketing strategies used by advertisers and store designers to persuade consumers to buy. He explores in detail how salesmen's pitches, TV commercials, and store layouts are carefully designed to work on consumers' subconscious minds. It's an eye-opening and fascinating listen. Narrator William David Griffith speaks with the ease and confidence of the author, and his pleasant, authoritative voice is well-matched to the material.

MARS AND VENUS: CONNECTING WITH YOUR SOUL MATE

By John Gray

Read by the author

3 hours (unabridged), \$17.95

ISBN 1-55935-316-3

Gray has made a career of his Mars and Venus theories about relationships. In this live seminar he offers a lot of sound advice that seems like common sense. He suggests that while it's fine to share common interests with your partner, it's also important to have differences so that the relationship remains stimulating and both people can grow. He also warns that women should not make the mistake of thinking that if a man is physically attracted to her it means he wants a relationship. True love and chemistry take time to grow and aren't necessarily related to immediate physical attraction, Gray points out. Some of his advice comes across as sexist, particularly his belief that men and women bond when the man shows that he's a good provider and buys gifts for the woman. Gray's voice is a bit thin and nasal, but he speaks in a friendly, natural way that listeners respond to.



702 Hits D.C. Motown act 702 recently visited WPGC Washington, D.C., while promoting its hit single "Where My Girls At?" The trio's next single slated for release is the Soulshock and Karlin-produced "You Don't Know." Flanking WPGC music director Maurice Devoe, from left, are 702 members Orish Grinstead, Irish Grinstead, and Kameelah Williams.

DeBarge's Got 'Game' On Motown

Artist's Third Album Marks Return To His Original Label

BY DAVID NATHAN

LOS ANGELES—Motown artist Chico DeBarge is back in "The Game" with his new Oct. 26 release of the same title.

Anticipation is already running high for the project. The first single—"Give You What You Want (Fa Sure)"—was unofficially leaked and getting immediate airplay in select markets before the Soulshock and Karlin-produced track's official Aug. 10 release date.

This marks DeBarge's third album—and a homecoming. He

launched his solo career in the late '80s on Motown. After a period of incarceration on a drug charge, he made good on his promising start with the 1997 Universal Records gold album "Long Time No See."

He also used that second album as a measuring stick for "The Game." Explains DeBarge, "I reached inside for what it was on that album that worked."

The singer/songwriter/musician/producer penned all but three of the tracks on "The Game." He also worked with brother El on a version of "Heart, Mind & Soul," which first appeared as the title track on the latter's 1994 Reprise album.

Motown labelmate Brian McKnight produced the cut "When Can I See You Again," while Vada Nobles worked with DeBarge on "Listen To Your Man," a duet with Jive recording artist Joe. A duet with Bobby Brown on the song "Talk About You" will also be included on the album, as will "Till Tomorrow," DeBarge's contribution to Motown's "Marvin Is 60" tribute album to Marvin Gaye. The album will also be enhanced with special graphics, an in-depth interview with DeBarge, and footage from the new video.

DeBarge says that much of the subject matter on "The Game" cen-

ters on "dealing with love issues during the 'dark' moments of life." As an example, he points to the title track: "It's about the temptations a man



DEBARGE

faces after he becomes an upstanding citizen. He's on parole [from incarceration], and his woman is making all these demands on him, [pressuring] him to where he's tempted to go back to 'the game.'"

Playing drums and keyboards on all the tracks he produced,

DeBarge intentionally created an acoustic flavor.

"There's a richness that you're not going to get with digital sound," he says. "I have great musicians on the record, like [renowned session

players] Freddie Washington on bass, Wah-Wah Watson on guitar, and Benjamin Wright doing string arrangements. Many of them played with legends like Curtis Mayfield and Marvin Gaye. Although I come from a different age group than Curtis, Marvin, and Stevie Won-

'There's a lot of room for me to grow as a writer, producer, and singer'

—CHICO DEBARGE—

der, I always loved what I heard of their music. What I'm doing is not a replica of what I heard... I'm trying to create the same musical atmosphere."

"People are really checking for him," says Roberto Gooden, urban music supervisor at HMV's Herald
(Continued on next page)

Interscope Ends Deal With Lil' Man; Future Uncertain For Teddy Riley's BLACKstreet

NO MORE BLACKSTREET? Interscope has ended its joint venture with **Teddy Riley's Lil' Man Records**; an Interscope representative declined to comment on the split. Also up in the air is the fate of the imprint's main act, **BLACKstreet**, of which Riley is a member. Sales of the group's third set, "Finally," have been less than stellar—the 5-month-old set has sold 369,000 copies, according to SoundScan. The group's 1996 title, "Another Level," is at more than 3.1 million units. There have also been rumors that the act is splitting, although Interscope again declined to comment.

While Riley could not be reached by press time, an MCA representative says that Riley is working on the **Guy** reunion album for the label. The project—which Riley is producing and performing on—is slated for a Nov. 9 release.

Other acts on Lil' Man include **Queen Pen**.

EMBARKING ON A NEW QWEST: Larry Davis has joined Qwest Records as VP/GM, reporting to founder/CEO Quincy Jones. Davis was formerly director of national promotion/urban music at A&M Records; prior to that, he was director of urban markets for CEMA (now EMI Music Distribution) and Epic's national promotion director. Former Qwest president **Mark Persaud** left the label in April.

First up on Davis' agenda: the Oct. 12 release of 21-year-old **ShanDozia's** self-titled album. The soul/hip-hop newcomer's first commercial single is "Baby I Like," due Sept. 28; his pending arrival and first non-commercial single—"Pink Pannies"—were announced via a promotional T-shirt accessorized by a pair of pastel pink unmentionables.

JAMMIN' HOLIDAY: Def Jam is ponying up \$100,000 in search of "hip-hop's biggest fan." The contest is part of a label strategy inaugurated last year: releasing new product during the holiday season. In '98 it was **DMX**. This year, it's five major releases between Nov. 23 and Dec. 27: **LL Cool J** (Nov. 23), **Method Man** (Dec. 7), **Redman** (Dec. 14), **DMX** (Dec. 21), and **Jay-Z** (Dec. 27).

President **Kevin Liles** says contest teasers will begin in September and October, with a "full thrust" in November and December. Partnership tie-ins include Yahoo! ("to make this more mainstream"),

magazines, retailers, and radio stations across the country. "This is not a contest of color," says Liles. "It's really about a culture that's becoming the most powerful music today."

Eleven finalists will match wits during a "Jeopardy!"-style hip-hop show on BET in January and February. The winner gets the cash and will be crowned Def Jam's hip-hop representative for the coming year.

NO BILLS: Detroit hip-hop artist **E-Dub** is making some national noise with his rebuttal to the **Destiny's Child** female anthem "Bills, Bills, Bills." His "No Bills Reply" on self-distributed label **Hundred Grand**

Entertainment warns, "I can't pay your bills, I can't pay your rent, and I can't take care of your son!"

Calling his take "just a reply, nothing personal," E-Dub says he's currently negotiating with several companies to secure a national deal. His stable of artists includes 13-year-old R&B singer **Ronnie and the Hundred Grand Soldiers**

... Speaking of bills, **Destiny's Child** is wrapping up the seven-city Minute Maid Soda Style Jam tour. A collective effort of Minute Maid, **Russell Simmons**, Source magazine, and others, the tour gives local youth the chance to audition as openers for the Columbia quartet with a dance routine and a fashion show. The free event stops next in Philadelphia (Aug. 31), with final dates in New York (Sept. 2) and Chattanooga, Tenn. (Sept. 12).

STAY TUNED: MCA artist **Mary J. Blige** and Secretary of Labor **Alexis Herman** will be honored Sept. 14 at journalist **Jamie Brown's** first annual Sister 2 Sister Inter-Generational Celebration luncheon in Washington, D.C. Guests include **Yolanda Adams**, **Gerald Levert**, and **Coko**...

Jay-Z cops three nominations—for urban/rhythm song of the year, artist of the year, and favorite driving song—for the WB Radio Music Awards, set for live broadcast Oct. 28 from the Mandalay Bay Resort & Casino in Las Vegas. Other multiple nominees include **TLC**, **Brandy**, **Dru Hill**, and **Lauryn Hill**.



by Gail Mitchell



BLIGE



Golden Silk. Elektra group Silk, opening for Brandy on her summer tour, was awarded gold plaques commemorating the gold certification of its "Tonight" album and the first single, "If You." On hand for the presentation at Long Island, New York's Jones Beach, in the back row from left, are Elektra senior VP of urban promotion Richard Nash, senior director of marketing Michelle Murray, senior VP of sales Steve Heldt, executive VP/GM Alan Voss, VP of promotion Bill Pfordresher, VP of crossover promotion Joe Hecht, Northeast regional promotion manager Monte Bailey, VP of multimedia and business development Camille Hackney, New York promotion manager Cord Himelstein, VP of urban promotion Mike Kelly, and director of A&R Rick Brown. In the front row, from left, are senior VP of marketing Steve Kleinberg and Silk's Big G, Jimmy, Lil' G, John John, and Timzo.

Billboard® TOP R&B ALBUMS™

AUGUST 28, 1999

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY **SoundScan®**

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST	TITLE	PEAK POSITION
◀ No. 1/Hot Shot Debut ▶						
1	NEW	1	1	VARIOUS ARTISTS	VIOLATOR/DEF JAM 558941*/DJMG (10.98/16.98) 1 week at No. 1	VIOLATOR THE ALBUM 1
2	2	1	3	HOT BOYS	CASH MONEY 53264*/UNIVERSAL (10.98/16.98)	GUERRILLA WARFARE 1
3	1	—	2	MEMPHIS BLEEK	ROC-A-FELLA 538991*/DJMG (10.98/16.98)	COMING OF AGE 1
4	4	3	41	JUVENILE ▲	CASH MONEY 53162*/UNIVERSAL (10.98/16.98)	400 DEGREEZ 3
5	3	2	3	DESTINY'S CHILD	COLUMBIA 69870*/CRG (11.98 EQ/17.98)	THE WRITING'S ON THE WALL 2
6	8	8	21	LIL' TROY ●	SHORT STOP/REPUBLIC 53278*/UNIVERSAL (10.98/16.98) HS	SITTIN' FAT DOWN SOUTH 6
7	5	5	22	GINUWINE ▲	550 MUSIC 69598*/EPIC (11.98 EQ/16.98)	100% GINUWINE 2
8	7	6	17	VARIOUS ARTISTS ▲	RUFF RYDERS 90315*/INTERSCOPE (11.98/17.98)	RUFF RYDERS: RYDE OR DIE VOL. 1 1
9	6	4	6	TOO SHORT ●	SHORT 41644*/JIVE (11.98/17.98)	CAN'T STAY AWAY 1
10	9	9	8	K-CI & JOJO ▲	MCA 11937* (10.98/17.98)	IT'S REAL 2
11	10	11	8	MISSY "MISDEMEANOR" ELLIOTT	THE GOLD MIND/EASTWEST 62232*/EEG (11.98/17.98)	DA REAL WORLD 1
12	11	12	12	JA RULE ▲	MURDER INC./DEF JAM 538920*/DJMG (10.98/16.98) HS	VENNI VETTI VECCI 1
13	16	17	21	SILK ●	ELEKTRA 62234*/EEG (10.98/16.98)	TONIGHT 8
14	NEW	1	1	COKO	RCA 67766* (10.98/16.98)	HOT COKO 14
15	19	19	17	B.G. ●	CASH MONEY 53265*/UNIVERSAL (10.98/16.98)	CHOPPER CITY IN THE GHETTO 2
16	13	13	3	BARRY WHITE	PRIVATE MUSIC 82185*/WINDHAM HILL (10.98/16.98)	STAYING POWER 13
17	17	14	12	TRU	NO LIMIT 50010*/PRIORITY (12.98/19.98)	DA CRIME FAMILY 2
18	15	15	17	CASE ●	DEF SOUL 538871*/DJMG (8.98/12.98)	PERSONAL CONVERSATION 5
19	12	10	5	SOUNDTRACK	JIVE 41686* (11.98/17.98)	THE WOOD 2
20	NEW	1	1	RAHZEL	MCA 11938*	MAKE THE MUSIC 2000 20
21	18	16	7	FIEND	NO LIMIT 50107*/PRIORITY (10.98/16.98)	STREET LIFE 1
22	14	7	4	EPMD	DEF JAM 558928*/DJMG (10.98/16.98)	OUT OF BUSINESS 2
23	24	27	39	WHITNEY HOUSTON ▲	ARISTA 19037* (11.98/17.98)	MY LOVE IS YOUR LOVE 7
24	21	21	16	ERIC BENET	WARNER BROS. 47072 (10.98/16.98)	A DAY IN THE LIFE 6
25	28	40	40	R. KELLY ▲	JIVE 41625* (19.98/24.98)	R. 1
26	23	28	25	TLC ▲	LAFACE 26055*/ARISTA (11.98/17.98)	FANMAIL 1
27	22	22	12	SLICK RICK ●	DEF JAM 558936*/DJMG (10.98/16.98)	THE ART OF STORYTELLING 1
28	25	24	25	EMINEM ▲	WEB/AFTERMATH 90287*/INTERSCOPE (11.98/17.98)	THE SLIM SHADY LP 1
29	20	—	2	LIL ITALY	NO LIMIT 50108*/PRIORITY (10.98/16.98)	ON TOP OF DA WORLD 20
30	30	29	14	SNOOP DOGG	NO LIMIT 50052*/PRIORITY (11.98/17.98)	NO LIMIT TOP DOGG 1
31	29	26	11	JENNIFER LOPEZ ▲	WORK 69351*/EPIC (11.98 EQ/17.98)	ON THE 6 8
32	32	30	9	702	MOTOWN 549526*/UNIVERSAL (10.98/16.98)	702 7
33	27	20	9	SOUNDTRACK ▲	OVERBROOK 90344*/INTERSCOPE (11.98/17.98)	WILD WILD WEST 4
◀ GREATEST GAINER ▶						
34	57	72	3	MACY GRAY	EPIC 69989* (11.98 EQ/16.98) HS	ON HOW LIFE IS 34
35	38	35	42	98 DEGREES ▲	MOTOWN 530956*/UNIVERSAL (10.98/16.98)	98 DEGREES AND RISING 34
36	26	18	6	LIL' CEASE	UNDEAS/ATLANTIC 92783*/AG (10.98/16.98)	THE WONDERFUL WORLD OF CEASE A LEO 3
37	40	39	42	FAITH EVANS ▲	BAD BOY 73016*/ARISTA (10.98/17.98)	KEEP THE FAITH 3
38	39	38	51	LAURYN HILL ▲	RUFFHOUSE/COLUMBIA 69035*/CRG (11.98 EQ/17.98)	THE MISEDUCATION OF LAURYN HILL 1
39	37	32	5	CHRIS ROCK	DREAMWORKS 50055*/INTERSCOPE (10.98/16.98)	BIGGER & BLACKER 23
40	41	33	20	NAS ▲	COLUMBIA 68773*/CRG (11.98 EQ/17.98)	I AM... 1
41	36	34	40	112 ▲	BAD BOY 73021*/ARISTA (10.98/16.98)	ROOM 112 6
42	44	47	42	DRU HILL ▲	DEF SOUL 524542*/DJMG (10.98/17.98)	ENTER THE DRU 2
43	31	31	7	TRACIE SPENCER	CAPITOL 34287 (10.98/16.98) HS	TRACIE 19
44	33	23	8	GZA/GENIUS ●	WU-TANG 11969*/MCA (10.98/16.98)	BENEATH THE SURFACE 1
45	46	45	47	TRICK DADDY ●	SLIP-N-SLIDE 2802*/WARLOCK (10.98/16.98) HS	WWW.THUG.COM 7
46	35	37	12	DAVE HOLLISTER	DEF SQUAD/DREAMWORKS 50047*/INTERSCOPE (10.98/16.98)	GHETTO HYMNS 5
47	34	25	5	GANG STARR	NOO TRYBE 47279*/VIRGIN (19.98/22.98)	FULL CLIP: A DECADE OF GANG STARR 11
48	42	36	22	SOUNDTRACK ▲	ROCK LAND 90314*/INTERSCOPE (11.98/17.98)	LIFE 2

49	51	61	46	DEBORAH COX ▲	ARISTA 19022 (10.98/16.98) HS	ONE WISH 14
50	NEW	1	1	NORMAN BROWN	WARNER BROS. 47300 (10.98/16.98)	CELEBRATION 50
51	50	48	35	DMX ▲	RUFF RYDERS 538640*/DJMG (11.98/17.98)	FLESH OF MY FLESH BLOOD OF MY BLOOD 1
52	48	43	7	MERCEDES	NO LIMIT 50085*/PRIORITY (10.98/16.98)	REAR END 12
53	43	52	12	JT MONEY	TONY MERCEDES/FREEWORLD 50060*/PRIORITY (10.98/16.98)	PIMPIN ON WAX 8
54	47	42	13	EIGHTBALL & M.J.G. ●	SUAVE HOUSE 53251*/UNIVERSAL (10.98/16.98)	IN OUR LIFETIME 1
55	49	46	8	VARIOUS ARTISTS	MOTOWN 549520*/UNIVERSAL (10.98/16.98)	MARVIN IS 60: A TRIBUTE ALBUM 20
56	45	44	5	VARIOUS ARTISTS	BLACK HAND 54329*/LIGHTYEAR (11.98/17.98)	BLACK GANGSTER — ORIGINAL SOUNDTRACK 34
57	54	53	12	CHANTE MOORE	SILAS 11674*/MCA (10.98/16.98)	THIS MOMENT IS MINE 7
58	52	49	7	KENNY G ●	ARISTA 19085 (11.98/17.98)	CLASSICS IN THE KEY OF G 27
59	61	56	65	DMX ▲	RUFF RYDERS 558227*/DJMG (11.98/17.98)	IT'S DARK AND HELL IS HOT 1
60	58	77	3	SOUNDTRACK	WARNER BROS. 47485 (11.98/17.98)	DEEP BLUE SEA 58
61	60	41	9	SWAY & KING TECH	INTERSCOPE 90292* (10.98/16.98) HS	THIS OR THAT 30
62	62	62	47	JAY-Z ▲	ROC-A-FELLA 558902*/DJMG (10.98/16.98)	VOL. 2... HARD KNOCK LIFE 1
63	63	58	10	MC EHT	HOO BANGIN' 50021*/PRIORITY (10.98/16.98)	SECTION 8 5
64	55	55	16	NAUGHTY BY NATURE	ARISTA 19047* (10.98/16.98)	NINETEEN NAUGHTY NINE NATURE'S FURY 9
65	66	60	25	BONEY JAMES	WARNER BROS. 47283 (10.98/16.98)	BODY LANGUAGE 32
66	53	51	10	MASE ●	BAD BOY 73029*/ARISTA (11.98/17.98)	DOUBLE UP 2
67	64	66	19	PASTOR TROY	MADD SOCIETY 8035 (10.98/16.98) HS	WE READY I DECLARE WAR 45
68	59	54	11	BLAQUE	TRACK MASTERS/COLUMBIA 68987*/CRG (10.98 EQ/16.98)	BLAQUE 23
◀ PACESETTER ▶						
69	77	69	17	ANT BANKS PRESENTS T.W.D.Y.	THUMP STREET 9986 (10.98/16.98)	DERTY WERK 41
70	NEW	1	1	MOBB DEEP	LOUD/COLUMBIA 63715*/CRG (11.98 EQ/17.98)	MURDA MUZIK 70
71	65	63	52	THE TEMPTATIONS ●	MOTOWN 530937*/UNIVERSAL (10.98/16.98)	PHOENIX RISING 8
72	73	67	9	HEAVY D	UPTOWN 53260*/UNIVERSAL (10.98/16.98)	HEAVY 10
73	72	75	38	2PAC ▲	AMARU/DEATH ROW 90301*/INTERSCOPE (19.98/24.98)	GREATEST HITS 1
74	NEW	1	1	KOOL KEITH	RUFFHOUSE/COLUMBIA 52000*/RED INK (10.98 EQ/16.98)	BLACK ELVIS/LOST IN SPACE 74
75	70	71	47	KIRK FRANKLIN ●	GOSPO CENTRIC 90178*/INTERSCOPE (10.98/17.98)	THE NU NATION PROJECT 4
76	67	65	46	TYRESE ▲	RCA 66901* (10.98/16.98) HS	TYRESE 6
77	69	68	62	BRANDY ▲	ATLANTIC 83039*/AG (10.98/17.98)	NEVER S-A-Y NEVER 2
78	78	70	5	LIL' KEKE	JAMDOWN 1011 (10.98/15.98) HS	IT WAS ALL A DREAM 52
79	NEW	1	1	MR. DOCTOR	BLACK MARKET 9929 (10.98/15.98) HS	BOMBAY 79
80	76	81	59	MAXWELL ▲	COLUMBIA 68968*/CRG (10.98 EQ/16.98)	EMBRYA 2
81	75	76	8	GRENIQUE	MOTOWN 53227*/UNIVERSAL (8.98/12.98) HS	BLACK BUTTERFLY 49
82	74	80	15	JOE SAMPLE FEATURING LALAH HATHAWAY	PRA/GRP 9956/VG (16.98 CD)	THE SONG LIVES ON 53
83	71	73	38	JESSE POWELL ●	SILAS 11789*/MCA (10.98/16.98) HS	'BOUT IT 15
84	80	59	33	LES NUBIANS	OMTOWN/HIGHER OCTAVE 45997*/VIRGIN (10.98/16.98) HS	PRINCESSES NUBIENNES 25
85	56	50	4	SOUNDTRACK	OFF LINE/TVT SOUNDTRAX 8310*/TVT (10.98/17.98)	WHITEBOYS 50
86	68	57	8	DONNA SUMMER	EPIC 69910* (11.98 EQ/17.98)	VH1 PRESENTS LIVE & MORE ENCORE! 33
87	85	89	23	SHANICE	LAFACE 26058*/ARISTA (10.98/16.98)	SHANICE 15
88	89	90	28	TEAR DA CLUB UP THUGS OF THREE 6 MAFIA	HYPNOTIZE MINDS 1716*/RELATIVITY (10.98/16.98)	CRAZYNDALAZDAYZ 4
89	NEW	1	1	POETIC - 1 & D-DIGGS	MOBB STATUS 1999 (10.98/15.98)	SEX, DRUGS & RAP 89
90	86	85	39	SOUNDTRACK ●	DEF JAM 558925*/DJMG (11.98 EQ/17.98)	BELLY 2
91	81	92	53	KELLY PRICE ▲	T-NECK/DEF SOUL 524516*/DJMG (10.98/16.98)	SOUL OF A WOMAN 2
92	79	78	27	GLENN JONES	SAR 1001 (11.98/15.98)	IT'S TIME 51
93	88	86	46	OUTKAST ▲	LAFACE 26053*/ARISTA (10.98/16.98)	AQUEMINI 2
94	NEW	1	1	MARC DORSEY	JIVE 41664 (9.98/13.98)	CRAVE 94
95	95	84	13	VARIOUS ARTISTS	RAWKUS 50069*/PRIORITY (10.98/16.98)	RAWKUS PRESENTS SOUNDBOMBING II 6
96	96	93	38	BIG TYMERS	CASH MONEY 53170*/UNIVERSAL (10.98/16.98) HS	HOW YOU LUV THAT? VOL. 2 17
97	90	83	35	BUSTA RHYMES ▲	E.L.E.: EXTINCTION LEVEL EVENT: THE FINAL WORLD FRONT FLIPMOT/ELEKTRA 62211*/EEG (11.98/17.98)	2
98	NEW	1	1	HERCULEEZ & BIG TYME	WHITE LABEL 88007 (11.98/16.98)	CHUNKA-LUV 98
99	87	87	8	NATALIE COLE	ELEKTRA 62401*/EEG (11.98/17.98)	SNOWFALL ON THE SAHARA 64
100	NEW	1	1	MALONE	OFF DA ROCKA 0210*/STREET PRIDE (6.98/9.98)	INTRO TO VOL. 1 100

○ Albums with the greatest sales gains this week. ● Recording Industry Assn. of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. *Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. Greatest Gainer shows chart's largest unit increase. Pacesetter indicates biggest percentage growth. Heatseeker Impact shows albums removed from Heatseekers this week. HS indicates past or present Heatseeker title. ©1999, Billboard/BPI Communications, and SoundScan, Inc.

DEBARGE'S GOT 'GAME' ON MOTOWN

(Continued from preceding page)

Square store in Manhattan. "He's a real brother with a lot to say."

Gooden says DeBarge's last album "started slow but tripled in sales once the remix with Joe on the song 'No Guarantees' came out. It sold in significant numbers." Gooden also notes that airplay for the noncommercial lead single on WBLS New York is prompting people to ask for the track. It will be released as a commercial single Sept. 21, and the CD single will include five snippets from the album.

Skip Dillard, PD at WBLK Buffalo, N.Y., says the track has been airing for a few weeks, and "with Chico's track record, we expect it to do very well. His videos get a lot of attention, and his main demo is females 18-25."

Lynn Scott, Motown's director of marketing, says a clip for the current track has been lensed by director Billie Woodruff and went to BET and the Box on Aug. 16. It will go to local outlets Monday (23) and MTV Sept. 6.

"The Game" will be subject to a

major, companywide promotional and marketing push, says Scott. "We're doing a print ad run starting in September and running through November. We have a snipe campaign kicking off Sept. 21 in Chico's main markets: New York, Los Angeles, Atlanta, Chicago, Detroit, Philadelphia, San Francisco, Cleveland, Dallas, and Washington, D.C. We're also planning release parties in New York and Los Angeles the week of release. The full album will go to radio after the in-store date."

Managed by Capolle Parks of Capone Management and booked by the Soltic Group, DeBarge will do a six-week promotional tour starting in September, which will include performances with a live band. According to Scott, the label will send an all-female street team out in advance of DeBarge's visits to major markets.

A simultaneous release in Canada and Japan is planned for the album. International release dates for "The Game" are pending.

A SESAC writer whose songs are published by Joseph's Dream Music, DeBarge says his career is "not where I want it to be yet. There's a lot of room for me to grow as a writer, producer, and singer."

He says he was surprised at the response to his last album, noting, "I was unsure how people would respond to it. Now people know where I'm coming from musically. I don't want to be part of a [musical] movement that's not real or from the soul."

TITLE (Publisher - Licensing Org.) Sheet Music Dist.

Table of R&B singles A-Z with columns for rank, title, and artist.

Hot R&B Singles Sales

Compiled from a national sub-sample of POS (point of sale) equipped key R&B retail stores which report number of units sold to SoundScan, Inc. This data is used in the Hot R&B Singles chart.



Table of Hot R&B Singles Sales with columns for rank, title, and artist.

Hot R&B Airplay

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service. 105 R&B stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by gross impressions, computed by cross-referencing exact times of airplay with Arbitron listener data. This data is used in the Hot R&B Singles chart.

Table of Hot R&B Airplay with columns for rank, title, and artist.

HOT R&B RECURRENT AIRPLAY

Table of Hot R&B Recurrent Airplay with columns for rank, title, and artist.

Recurrents are titles which have appeared on the Hot R&B Singles chart for more than 20 weeks and have dropped below the top 50.

Cameroon's Princess Erika Arrives On Globe Trotter

FREE YOUR MIND: If, like us, you're still spending much time with Les Nubians' "Princesses Nubiennes," then it's high time to



PRINCESS ERIKA

investigate "Tant Qu'il Y Aura," the first international release by singer/songwriter Princess Erika.

Available from Sony Music International's Globe Trotter imprint and produced by Nick Patrick (Gipsy Kings, Les Innocents, and Mory Kante), the French-language album deliciously merges reggae, soul, hip-hop, and African beats.

Lyrically, Erika—an actual princess of Cameroon—strove for political, social, and spiritual ideas to convey life-affirming messages. Take the title track, for instance, which references Martin Luther King and Harriet Tubman. "I just meant as long as there is one hope, or just one breeze, there is hope for life to be," explains the artist.

Ditto for "Dans Une Station," which details a tragic incident that occurred near the singer's Paris home. The song opens with the following (in French, of course):



by Michael Paoletta

"Down in the station/Kids were killed and thrown away." But, notes Erika, the chorus—"On doit vivre heureuse" (One must live happily)—remains ever hopeful.

Offers Erika, "Even in a world of violence and hypocrisy, we must be happy. Allow time for mourning, but don't lose yourself in it. Don't abandon your dreams and ideals to it." Indeed.

Fans of Pizzicato 5, Cornelius, Kid Loco, Nuyorican Soul, and Ray Conniff (yes, that Ray Conniff!) should immediately seek out "Godsdog," the sophomore album by 12-member collective De-Phazz. Issued the first week of August on Mole Listening Pearls Germany, the 16-song, jazz-hued collection finds the band cleverly incorporating some easy-listening beats from the '70s into a decidedly near-millennial soundscape.

Truly mouth-watering moments include the Sergio Mendes & Brasil '66-splashed "Jazz Music," the Rotary Connection-styled "April Shower," the Ronnie Laws-colored "Time Slips," and the Love Unlimited Orchestra-sampled "Anchorless."

On a similar tip, albeit with a touch of quirky kitsch à la Fantastic Plastic Machine, is Ursula 1000's "The Now Sound Of Ursula 1000," which merges lounge vibes and big beats à la Esquivel and Fatboy Slim, respectively. The brainchild of Alex Gimeno, Ursula 1000 arrived Aug. 10 via Washington, D.C.-

based Eighteenth Street Lounge Music, the label helmed by Eric Hilton and Rob Garza of Thievery Corporation.

SINGLES FILE: The new dance-floor-driven single from Mariah Carey is waiting just around the corner. On Aug. 16, Columbia sent promotional copies of "Heartbreaker" to key club DJs. This will be followed by a commercial release Sept. 21.

In its original version, "Heartbreaker," which is culled from the singer's forthcoming "Rainbow" collection, is a jeep-ridin' jam that fondly recalls "Fantasy." Under the influence of remixer/producer Junior Vasquez, though, the track takes on a life of its own, actually evolving into another song in the process.

Midway through the epic club mix, Vasquez, with a wicked nod to yesterday, cleverly has Carey seamlessly segue from "Heartbreaker" to "If You Should Ever Be Lonely," the dance/R&B classic originally recorded by Val Young in the mid-'80s. Never have two songs been so geniusly interlocked by tales of broken hearts. Pure magic!

Speaking of classics from yesterday, "Tears" by Frankie Knuckles Presents Satoshi Tomiie has resurfaced with some serious restructurings by Full Intention. While not completely eschewing the song's original deep-house vibe, Full Intention has complemented the melancholia-hued rhythms with some major butt-twitchin' beats. Yes, a good song has been made better! Essential Recordings/London U.K. serviced DJs with a promo-only 12-inch last month. At press time, a commercial release date had not been confirmed.

Berlin-based act Studio 45, climbing up the Hot Dance Music/Club Play chart with "Freak It" on Nervous Records, doesn't believe in wasting any time. On Aug. 17, New York-based Definity Records released "I Like The Sounds" by Studio 45 Presents Le Pamp Play Housse. Like its predecessor, "I Like The Sounds" is built around a snappy sample. In this case, it arrives via Le Pamplemousse's disco nugget "Le Spank." Definity has licensed the track to Azuli U.K., which will issue the single Sept. 6.

Also bearing the Definity imprint is "Brazilian Rhyme" by Satoru Shionoya Featuring Harumi Tsuyuzaki. Although the samba-infused, Ibiza, Spain-ready track—which features an Earth, Wind & Fire riff—won't be commercially available until mid-October, that hasn't stopped the label from pressing up 50 promotional singles for a select group of club jocks—and one lone dance music editor.

NYC Dance Party Heats Up The Park

NEW YORK—On Aug. 7, New York's weekly downtown dance party, Body & Soul, headed uptown to the Central Park SummerStage for an afternoon of multi-culti artist performances, soulful DJ sets, and, naturally, nonstop dancing.

Erica Ruben, executive producer of Central Park SummerStage, says approximately 12,000 people attended the free show.

Providing the strong foundation for the event were Body & Soul resident DJs François Kevorkian,



GUILLAUME

Joaquin "Joe" Claussell, and Danny Krivit. In signature fashion, the trio displayed its creative turntable wares, deftly intertwining African beats, house divas, and Paradise Garage-era disco classics.

Rounding out the sweat-soaked, DJ-driven beats were lively per-



KEVORKIAN, CLAUSSELL, KRIVIT

formances by rare groove collective Abstract Truth, Haitian house artist Jephthé Guillaume and the Tèt Kale Orchestra, and the Afro-Cuban folkloric dance troupe Los Muñequitos De Matanzas.

HMV, which is a co-sponsor of SummerStage events and operates a retail tent on-site, was offering the Wave Music compilations "Body & Soul," volumes one and two, for sale at the event. Customized Body & Soul T-shirts were also made available for sale at the event in a venture with co-sponsor Heineken.

"We marketed this event to the Latin, Caribbean, African, world music, gay, and club communities," says Ruben. "We wanted to attract a wide variety of people for this event. In the end, we created a true multicultural New York experience, fully integrating club/DJ culture with the rhythms of world music. After all, these cultures aren't so different."

Hot summer in the city, indeed.

MICHAEL PAOLETTA

Everything But The Girl Gets 'Temperamental' On Atlantic

BY SALLY STRATTON

LONDON—Ben Watt, one half of dance/pop act Everything But The Girl, spent the past three years honing his DJ skills. At the same



EVERYTHING BUT THE GIRL

time, he was working with his partner, Tracey Thorn, on the duo's ninth studio album, "Temperamental." These two symbiotic activities have resulted in the act's most club-conscious album.

"In many ways, we were novices on [our last album] 'Walking Wounded,' but my DJ'ing changed all that," says Watt. "I learned how club records were made and what elements they needed in order to work in a club. While it's a different set of sonic rules, it was very important for us to not lose sight of the song and Tracey's voice in the process."

"Temperamental" is scheduled for a Sept. 27 worldwide release on Virgin; Atlantic will issue the 10-song set Sept. 28 in North America.

"With this album they're making music that will appeal to a broad cross-section of people," asserts Ashley Newton, co-president of Virgin Records America

and senior VP of A&R at Virgin Music Group worldwide. "Because of their songs and Tracey's voice, they manage to speak to a dance crowd as well as an older demographic."

Peter Galvin, VP of product development at Atlantic, agrees. "Their music crosses many borders, including alternative, dance, and pop," he says. "For us, that means more markets to tap into."

"Temperamental" will be preceded by the mid-September release of the single "Five Fathoms," which sports remixes by Kevin Yost, Club 69, and DJ Sneak. While club promotion will be an important element of the international marketing campaign, Galvin and Newton say that radio is also key.

On Thursday (26), Atlantic will ship the single to a variety of radio formats, including pop, alternative, triple-A, and AC.

"Tracey's got the most radio-friendly voice," notes Newton. "It's incredibly seductive on the radio, especially when coupled with the contemporary sonic foundation. While it's very progressive, radio knows the market won't be driven away by it."

"We play quite accessible stuff during the day," says Simon Sadler, head of music at Kiss 100 London, who adds that the duo has been a core act at the station since Todd Terry remixed "Missing." Sadler confirms that "Five Fathoms" is receiving "specialist play" on the station. "That means it's being played after 8 p.m. but hasn't been given full playlist status as yet."

Being hailed as a dance act may

(Continued on next page)

Billboard. HOT Dance Breakouts

AUGUST 28, 1999

CLUB PLAY

1. BODY ROCK LOUCHIE LOU & MICHIE ONE INTERSCOPE
2. LET IT GO RE-EDOG JELLYBEAN
3. PHUTURE 2000 CARL COX MOONSHINE
4. DON'T LOSE THE MAGIC SHAWN CHRISTOPHER 4 PLAY
5. GET, GET DOWN PAUL JOHNSON MOODY

MAXI-SINGLES SALES

1. MOVE ON VICKI SUE ROBINSON GROOVILICIOUS
2. SHAKE IT JARK PRONGO STAR 69
3. THE LAUNCH DJ JEAN GROOVILICIOUS
4. MAS-PITO MONGOBONIX SUBLIMINAL
5. BAILANDO ANGELINA UPSTAIRS

Breakouts: Titles with future chart potential, based on club play or sales reported this week.

				CLUB PLAY			
				COMPILED FROM A NATIONAL SAMPLE OF DANCE CLUB PLAYLISTS.			
THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE	ARTIST		
				IMPRINT & NUMBER/PROMOTION LABEL			
◀ No. 1 ▶							
1	2	5	6	MY LOVE IS YOUR LOVE ARISTA PROMO †	1 week at No. 1	WHITNEY HOUSTON	
2	4	9	8	CANNED HEAT WORK 79162/EPIC †		JAMIROQUAI	
3	3	4	8	BE YOURSELF TWISTED 55548/MCA		CELEDA	
4	1	3	9	BAILAMOS OVERBROOK 97104/INTERSCOPE †		ENRIQUE IGLESIAS	
5	7	11	7	NAKED WITHOUT YOU NEPTUNE PROMO/RIVER NORTH		TAYLOR DAYNE	
6	9	10	8	FREAK IT NERVOUS 20371 †		STUDIO 45	
7	10	12	7	A WOMAN'S GOT THE POWER UNIVERSAL 56313		JENNIFER HOLLIDAY	
8	5	6	8	IF YOU HAD MY LOVE WORK 79164/EPIC †		JENNIFER LOPEZ	
9	8	2	11	I WILL GO WITH YOU (CON TE PARTIRO) EPIC 79202 †		DONNA SUMMER	
10	14	16	7	ALWAYS YOU EDEL AMERICA PROMO/HOLLYWOOD		JENNIFER PAIGE	
11	6	1	11	RED ALERT XL 6273/ASTRALWERKS †		BASEMENT JAXX	
12	15	15	7	LOOK AT ME CAPITOL IMPORT †		GERI HALLIWELL	
13	16	19	7	DISCO INFERNO JELLYBEAN 2554		CYNDI LAUPER	
14	13	13	7	VERY IMPORTANT PEOPLE 4AD PROMO/WARNER BROS.		GUSGUS	
15	12	8	11	SOMEDAY NERVOUS 20361		CHARLOTTE	
16	19	27	5	BODYROCK V2 27595 †		MOBY	
17	21	35	5	ALL OR NOTHING WARNER BROS. IMPORT †		CHER	
18	17	24	6	LAST CHANCE FOR LOVE NO-MAD 1001		JOI CARDWELL	
19	22	39	3	WALKING ATLANTIC 84514 †		POCKET SIZE	
20	11	7	9	BEAUTIFUL STRANGER MAVERICK PROMO/WARNER BROS. †		MADONNA	
◀ POWER PICK ▶							
21	45	—	2	FIVE FATHOMS (LOVE MORE) ATLANTIC PROMO		EVERYTHING BUT THE GIRL	
22	20	26	5	FLOOR FILLER TUNE 4 PLAY 1025		DAVE AUDE	
23	23	36	4	THANK YOU ATLANTIC 84516		TRUE SOLACE	
24	27	38	4	ANYTHING FOR LOVE GROOVILICIOUS 088/STRICTLY RHYTHM		REINA	
25	35	40	3	BILLS, BILLS, BILLS COLUMBIA 79176 †		DESTINY'S CHILD	
26	34	48	3	YOU CONTAGIOUS 1006		JUDY ALBANESE	
27	39	—	2	RHYTHM IS MY BITCH WAVE 50046		KEVIN AVIANCE	
28	18	18	13	GOOD TO BE ALIVE HIGHER GROUND 79183/COLUMBIA		DJ RAP	
29	36	42	4	DEEVA FEEVA PLAYLAND 53489/PRIORITY		GLASGOW FUNK TRACS	
30	29	32	7	EQUITOREAL JIVE ELECTRO 42603/JIVE		DUBTRIBE SOUND SYSTEM	
31	25	17	10	FACEPLANT ELEMENTREE/F-111 44667/REPRISE		VIDEODRONE	
32	37	44	3	JUMBO JBO PROMO/V2 †		UNDERWORLD	
33	26	30	6	ON THE DANCE FLOOR VINYL SOUL 103/MUSIC PLANT		RICHARD ROGERS	
34	28	22	10	MOMENTS GROOVILICIOUS 064/STRICTLY RHYTHM		JOHNNY VICIOUS FEATURING MYNDY K.	
35	41	—	2	WER*SHIP NERVOUS 20387		DJ ESCAPE	
36	33	23	9	ANGRY INCH ATLANTIC 84513		HEDWIG & THE ANGRY INCH	
37	31	34	6	WE CAN GET THERE CURB 73082		MARY GRIFFIN	
38	42	49	3	NIGHTS OVER EGYPT TALKIN' LOUD 562193/BLUE THUMB †		INCOGNITO FEAT. JOCELYN BROWN & MAYSIA LEAK	
◀ HOT SHOT DEBUT ▶							
39	NEW ▶	1	1	HELL'S BELLS TWISTED 55541/MCA		MICHAEL T. DIAMOND	
40	48	—	2	KICK YOUR LEGS HIGHER TOMMY BOY SILVER LABEL 2003/TOMMY BOY		P.I.M.P. PROJECT	
41	38	31	8	JUST BECAUSE PLAYLAND 53464/PRIORITY		SHANNA	
42	47	—	2	CHANTE'S GOT A MAN SILAS PROMO/MCA †		CHANTE MOORE	
43	NEW ▶	1	1	JINGO (REMIX) SALSOL PROMO		CANDIDO	
44	NEW ▶	1	1	GIVE IT TO ME JELLYBEAN 2557		DRAMA KIDZ	
45	NEW ▶	1	1	ROY SAMSON PROMO		HAPPY RHODES	
46	NEW ▶	1	1	JOY 4 PLAY 1024		DENI HINES	
47	NEW ▶	1	1	I NEED A LOVE CRITICAL 1829/CUTTING		NICOLE ARRINGTON	
48	24	20	12	FEELING FOR YOU ASTRALWERKS 6263/CAROLINE		CASSIUS	
49	44	47	4	LOVE NEVER CHANGES CONTAGIOUS 1002		WENDY PHILLIPS	
50	30	14	12	WHAT YOU NEED STRICTLY RHYTHM 12570 †		POWERHOUSE FEATURING DUANE HARDEN	

				MAXI-SINGLES SALES			
				COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE, MASS MERCHANT, AND INTERNET SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY SoundScan®			
THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE	ARTIST		
				IMPRINT & NUMBER/DISTRIBUTING LABEL			
◀ No. 1 ▶							
1	1	1	14	SEXUAL (LI DA DI) (T) (X) TOMMY BOY 381 †	4 weeks at No. 1	AMBER	
2	2	4	5	BOOM, BOOM, BOOM, BOOM!! (T) (X) GROOVILICIOUS 089/STRICTLY RHYTHM †		VENGABOYS	
◀ GREATEST GAINER ▶							
3	23	42	3	BAILAMOS (T) (X) OVERBROOK 97104/INTERSCOPE †		ENRIQUE IGLESIAS	
4	3	2	9	BILLS, BILLS, BILLS (T) (X) COLUMBIA 79176/CRG †		DESTINY'S CHILD	
5	4	3	7	I WILL GO WITH YOU (CON TE PARTIRO) (T) (X) EPIC 79202 †		DONNA SUMMER	
6	6	7	40	BELIEVE (T) (X) WARNER BROS. 44576 †		CHER	
7	7	9	28	BLUE MONDAY (T) (X) ELEMENTREE/REPRISE 44555/WARNER BROS. †		ORGY	
8	5	5	13	IT'S NOT RIGHT BUT IT'S OKAY/I WILL ALWAYS LOVE YOU (T) (X) ARISTA 13680 †		WHITNEY HOUSTON	
9	10	—	2	SOL, ARENA Y MAR (X) WEA LATINA 29289		LUIS MIGUEL	
10	11	10	15	STRONG ENOUGH (T) (X) WARNER BROS. 44644 †		CHER	
11	12	12	56	THE ROCKAFELLER SKANK (T) (X) SKINT/ASTRALWERKS 6242/CAROLINE †		FATBOY SLIM	
12	13	13	25	PRAISE YOU (T) (X) SKINT/ASTRALWERKS 6254/CAROLINE †		FATBOY SLIM	
13	9	8	37	WE LIKE TO PARTY! (T) (X) GROOVILICIOUS 061/STRICTLY RHYTHM †		VENGABOYS	
14	8	6	11	IF YOU HAD MY LOVE (T) (X) WORK 79164/EPIC †		JENNIFER LOPEZ	
15	14	11	16	IT'S OVER NOW (T) (X) ARISTA 13656 †		DEBORAH COX	
16	15	16	51	SUAVEMENTE (T) (X) SONY DISCOS 82795 †		ELVIS CRESPO	
17	21	20	5	BODYROCK (T) (X) V2 27595 †		MOBY	
18	20	—	2	LET FOREVER BE (T) (X) FREESTYLE DUST 95999/ASTRALWERKS †		THE CHEMICAL BROTHERS	
19	22	21	64	PUSSY (T) (X) ANTLER SUBWAY 1031/NEVER		LORDS OF ACID	
20	16	15	26	BODY (T) (X) TWISTED 55528/MCA †		FUNKY GREEN DOGS	
21	19	17	17	GIVE IT TO YOU (T) (X) INTERSCOPE 97052 †		JORDAN KNIGHT	
22	45	—	2	NO MORE PAIN AND LIES (M) (T) (X) JWP 8885/ICU †		CHRIS MOUTAS FEATURING MR. SOOP	
23	17	19	47	MUSIC SOUNDS BETTER WITH YOU (X) ROULE 38561/VIRGIN †		STARDUST	
24	18	14	17	LIVIN' LA VIDA LOCA (M) (T) (X) C2/COLUMBIA 79153/CRG †		RICKY MARTIN	
25	25	40	3	ALL STAR (X) UNDER THE COVER 0995		SMACK	
26	26	22	34	SKIN (T) (X) NERVOUS 20356 †		CHARLOTTE	
27	28	23	11	HEY BOY HEY GIRL (T) (X) FREESTYLE DUST/ASTRALWERKS 66267/VIRGIN		THE CHEMICAL BROTHERS	
28	27	25	6	SMILE (T) (X) ELEKTRA 63749/EEG †		VITAMIN C FEATURING LADY SAW	
29	31	35	4	RED ALERT (T) (X) XL/ASTRALWERKS 6273/CAROLINE †		BASEMENT JAXX	
30	30	24	24	NOTHING REALLY MATTERS (T) (X) MAVERICK 44613/WARNER BROS. †		MADONNA	
31	29	27	30	ALL I HAVE TO GIVE (T) (X) JIVE 42563 †		BACKSTREET BOYS	
32	36	46	64	EVERYBODY (BACKSTREET'S BACK) (T) (X) JIVE 42515 †		BACKSTREET BOYS	
33	42	29	20	UNSPEAKABLE JOY (T) (X) NERVOUS 20358		KIM ENGLISH	
34	35	33	7	BETTER DAYS (AND THE BOTTOM DROPS OUT) (T) (X) WARNER BROS. 44697 †		CITIZEN KING	
◀ HOT SHOT DEBUT ▶							
35	NEW ▶	1	1	9PM (TILL I COME) (T) (X) RADICAL 99004 †		ATB	
36	24	18	3	A WOMAN'S GOT THE POWER (T) (X) UNIVERSAL 56313		JENNIFER HOLLIDAY	
37	34	26	28	I STILL BELIEVE (M) (T) (X) COLUMBIA 79104/CRG †		MARIAH CAREY	
38	33	38	12	ROLLERCOASTER (T) (X) EPIC 79180 †		B*WITCHED	
39	32	31	9	AM I SEXY...? (T) (X) ANTLER SUBWAY 1037/NEVER		LORDS OF ACID	
40	38	36	69	MY ALL/FLY AWAY (BUTTERFLY REPRISE) (M) (T) (X) COLUMBIA 78822/CRG †		MARIAH CAREY	
41	41	28	11	CANNED HEAT (T) (X) WORK 79162/EPIC †		JAMIROQUAI	
42	39	34	25	JACKIE'S STRENGTH (T) (X) ATLANTIC 84442/AG †		TORI AMOS	
43	50	45	30	TAINTED LOVE (T) (X) TWISTED 55530/MCA		SOFT CELL VS. CLUB 69	
44	NEW ▶	1	1	HERE COMES THE RAIN AGAIN (T) (X) TRAX 12225/DAMIAN		SHERYL LEE RALPH	
45	43	30	14	GEORGY PORGY (X) WARNER BROS. 44612 †		ERIC BENET FEATURING FAITH EVANS	
46	47	41	18	WINDOWLICKER (X) WARP 35007/SIRE †		APHEX TWIN	
47	RE-ENTRY	58	7	RAY OF LIGHT (T) (X) MAVERICK 44523/WARNER BROS. †		MADONNA	
48	RE-ENTRY	7	7	SOMEDAY (T) (X) NERVOUS 20361		CHARLOTTE	
49	40	—	64	THE BOY IS MINE (T) (X) ATLANTIC 84118/AG †		BRANDY & MONICA	
50	RE-ENTRY	53	7	DO IT AGAIN/MEN BEAT THEIR MEN (T) (X) GROOVILICIOUS 001/STRICTLY RHYTHM		RAZOR N' GUIDO	

Titles with the greatest sales or club play increases this week. Power Pick on Club Play is awarded for the largest point increase among singles below the top 20. Greatest Gainer on Maxi-Singles Sales is awarded for the largest sales increase among singles anywhere in the top 50. † Videoclip availability. Catalog number is for vinyl maxi-single, or CD maxi-single if vinyl is unavailable. On Sales chart: (M) Cassette maxi-single availability. (T) Vinyl maxi-single availability. (X) CD maxi-single availability. © 1999, Billboard/BPI Communications.

EVERYTHING BUT THE GIRL GETS 'TEMPERAMENTAL' ON ATLANTIC

(Continued from preceding page)

not harm the act's reputation in the U.K. and the rest of Europe, but Watt expresses concern about such a label in the U.S.

"If the American industry perceives 'Temperamental' as a dance record, then it's immediately starting on the back foot because it's then acknowledging all the problems that that [format] has had," says Watt. "But if, instead, the label says, 'This is a pop record with 10 great vocals that draws on incredibly contempo-

rary influences,' then it's approaching it in a more progressive way."

Together for nearly 20 years, Watt admits that he and Thorn are accustomed to being square pegs in round holes. "We were born and raised in the British music scene, which has always been multicultural," he says. "The seeds of our music were planted in the post-punk years of the early '80s, when non-rock music was so widespread. I think the reason we're surviving at the moment is because

we're in another non-rock age."

Thorn agrees, adding, "Dance music, in the U.K. at least, is largely the mainstream; we're living in a dance culture."

Everything But The Girl, whose songs are published by Sony Music, admits its transformation into a pop/dance act was something of a reaction against attempts to steer it in a more mainstream/easy listening direction at the start of the '90s—and "Temperamental" marks the

completion of the transition.

"On 'Walking Wounded' we had songs like 'Mirrorball' for the old-school fans," Watt says. "At the time, I thought that anybody who found the new sound difficult could cling to such tracks for dear life. But with the new album I thought, 'What if I set those people adrift as well and really make them take the album on its own merits?' Tracey and I really wanted to nail our colors to the mast and say, 'This is what we're into at

the moment, and we're not ashamed of it."

Managed by Jasmine Daines of London-based JFD Management and booked by Frank Riley of Monterey, Calif.-based Monterey Peninsula Artists and Andy Woolliscroft of London-based Primary Talent, Everything But The Girl is scheduled to embark Oct. 29 on a three-week European tour. The duo is working to confirm a tour of North America for early next year.

With 5 CMA Noms And A 'Runaway' Hit, RCA's McBride Poised For Takeoff

BY CHET FLIPPO

NASHVILLE—She's been lauded onstage by her female peers as the greatest woman country singer treading the boards today, but she's still been relatively unheralded.

Now—with five nominations for the Sept. 22 Country Music Assn. (CMA) Awards, with what her label describes as a new album knee-deep in singles, and with a single from the movie "Runaway Bride" breaking onto country, AC, and top 40 radio—Martina McBride seems poised for a quantum leap in her career.

And, importantly, her last RCA album's sixth single, "Whatever You Say," lingers strongly on the Hot Country Singles & Tracks chart after

due. It took a while to build the foundation, but it's solidly there now."

Her new album, "Emotion," to be released Sept. 14, is, says McBride, a collection that truly reflects that title word. "I've never been so moved by a collection of songs, by a group of songs that truly carry emotion and touch me," she says. Songs that fairly crackle with emotion on the album include "This Uncivil War" and "Love's The Only House."

"Uncivil War" was written by Gretchen Peters, who penned McBride's epochal single "Independence Day," which is still an anthem for battered women. "Uncivil War," says McBride, is not a conscious follow-up. Yet the frank depiction of the war

between the sexes, she says, is a very effective song.

"Love's The Only House," written by Tom Douglas and Buzz Cason, is that rare country song that addresses modern urban social concerns in an immediate way with an immedi-

ate beat. "I first heard it two years ago," says McBride, "but it's just as timely today, if not more so."

McBride adds that the inclusion of "I Love You" in "Runaway Bride" caught her by surprise. "[Producer] Paul [Worley] put that together for me," she says. "I had found 'I Love You.' Tammy Hyler [one of the song's three composers] played it for me, and I thought it was an awesome song; never knew about the movie, but we put the song on hold immediately. Then I had this little dream, in which I wanted the song to be in a movie. So I called Paul and he said, 'I know this woman who's putting together music about this movie about this bride.' He played it for them, and it all kind of fell into place.

"I have no desire to be in the movies," she adds, "so if my music can get in the movies, that's good enough for me."

"This is really Martina's time with this album," says RCA VP/sales Ron Howie. "The first song is setting up



McBRIDE

incredibly well. The movie gives it a great window, and we feel it's giving Martina a tremendous amount of visibility at retail and into the account programs, beyond the usual setup. The main thing now is to have product in place at retail for street date."

BMG Distribution, says Howie, is putting McBride into its high-priori-

ty programs usually reserved for pop acts. "This will broaden our activities," he says. "Martina will open the Kmart convention here in September. And Warehouse is doing a sampler with the single and three 30-second album snippets. Anderson is also doing a sampler with three cuts in a win-it-before-you-can-buy-it promotion in Wal-Marts."

Howie says RCA is also reintroducing McBride's 1998 "White Christmas" album, which will have two new songs on it, as well as a new cover. "A Christmas album is usually only a one-time buy at retail," he says, "with no re-buys. But there's still a demand for that record."

RCA Label Group chairman Joe Galante says that, far and away, McBride is setting industry standards. "Garth [Brooks] is setting the bar high on the marketing side," says Galante, "but Martina is continually raising the

bar on the artistic level. Her exposure on Lilith Fair is certainly helping also. In Phoenix, when she did 'Whatever You Say' at Lilith Fair, she got a standing ovation of one minute and thirty-two seconds. We timed the damn thing, because we wondered how long it would go on. And these are not people she's ordinarily exposed to as an audience. And she's not resorting to bombast, as some performers do. When she finally performs on the Grammys, it'll be, 'Katy, bar the door!'"

Galante says that McBride is beginning to get the international exposure she has needed to build career longevity. "The single is breaking through in places like Germany, Australia, and Canada," he says. "The platform is being built for her next album. She's in unbelievable shape for the future."

McBride is managed by Bruce Allen Talent and booked by Creative Artists Agency.

'Martina is prepared to go that next huge leap—she's a superstar in the making'

—MICHAEL CRUISE—

18 this issue.

"It's the perfect summertime record," says KASE Austin, Texas, PD Michael Cruise. "It wins a lot of our request shows, and it's the sound we love in the summertime. I think Martina is prepared to go that next huge leap—there's no doubt that she's a superstar in the making."

Concurring is WUBE Cincinnati PD Tim Closson. "I was just walking by my [assistant PD's] desk as that song was playing," he says, "and I said, 'That sounds terrific on the air.' It feels like a big hit, with obvious crossover appeal. Martina's vocal ability on the last couple of awards shows has been a notch above everyone else's. That's no knock on the others; it's just that she's so good."

This is her fastest start ever, notes RCA Nashville VP/promotion Mike Wilson. "She had six hits in a row off the last album [1997's "Evolution"] and this is faster," he says. "Radio has really embraced her. Over the last 12 to 18 months, we've really seen the growth at radio. She's a solid 'A' act now and one of the top female singers in the format. She's finally getting her

McCready Admits 'I'm Not So Tough,' Takes Control With Most Personal Album Yet

She burst upon the country music scene with a double-platinum debut album at a young age before she had really learned how to work a crowd. Seeing her struggle onstage through her Nashville debut at Fan Fair was a painful exercise in watching self-discovery at work. She learned quickly, though, and overnight became country's celebrated Next Big Thing, the industry's fresh darling.



McCREADY

Then she graduated to the gossip columns and the Hollywood scene, and the tabloids discovered her—and the music was moved to the back burner. The second album only went gold. Suddenly country's sweetheart was being described in hushed tones as being... *difficult*. Then the whispering began about what was really going on with her—or what was going on with the people around her.

Then, just when it seemed the industry had used her up and she would be seen no more, she found an inner courage and literally started her career over.

That could roughly describe any number of women singers in Nashville in recent years. Right now, it's Mindy McCready, who at age 23 is taking charge of her career with her third BNA album, which bears the self-revelatory title "I'm Not So Tough."

"Most people revamp their careers after 5 years or so," McCready laughs. "I had to change everything around after just three years. I'm doing it now for the love of the music and not being so worried about the record company being too overly involved and who's going to be choosing my songs for me to sing that I don't want to sing. I just had fun making this one."

"I really became jaded and cynical, but I'm learning how to be a woman with my own identity and my own personality and be willing to go ahead and plunge head-first into things without worrying so much, which was always my problem. I had seen my mother make so many mistakes that I decided I would never get into a relationship with someone because it'll just end. Which is so crazy to have such an attitude like that at a young age."

Her change came gradually, she says. "I was so empty

before I decided to take charge," she says. "I was so scared of everything. I wanted everything to be perfect. Now I'm over all that. The people that controlled me constantly said 'trust me' and constantly made mistakes. Inside me, I knew my last album was wrong—I didn't have the right singles—but I couldn't put my foot down. "It almost happened again with this record. I just stood up and said I'm *not* doing this again. Stop everything. This is all wrong for me, for my career. Just because someone else with a lot of money and power and push thinks it's right for me, that doesn't make it right for me. These people love me if I'm successful. If I'm not, they don't love me. I have to be who I am and tell the truth. The truth works. I did that with this album."

"I don't care about awards shows," she says. "What you don't realize in the beginning is that what is making the success happen is *you*.

And it's the people's love for what you're doing. I didn't think about that. All I thought about was what I was wearing or what song I was gonna sing."

"It's so funny—I had never really done a love song before 'Over And Over' on this album because it's not my personality. Singing 'It's Your Love' to



by Chet Flippo

a guy would make me vomit. But 'Over And Over' is one I *would* sing."

She and RCA Label Group chairman Joe Galante enjoy a frank professional relationship. "Mindy is 23 years old. A lot of it came too quickly for her," Galante tells Nashville Scene. "She reminds me of Dolly [Parton] a lot, and now what Mindy is doing onstage is what Dolly did—an acoustic set and talking to the fans and telling stories, and they love it. That's our entire strategy for her for now. Put her in front of her fans. I think it's working."

"Now I'm just being a normal person, the down-to-earth Mindy, and I answer all the questions that people have and tell stories about my life," she says. "I never had time to answer their questions before. The people are just loving it. So I'm doing these acoustic sets and talking more than singing. It's the coolest thing that I've ever done. I never thought it would be like this. It really truly is me—not a record company president telling me what to sing—and I think people appreciate the honesty. It's like therapy for me."



ASCAP Writes It Down. ASCAP in Nashville recently threw a party to celebrate the people behind George Strait's recent hit, "Write This Down," which was co-written by ASCAP writer Dana Hunt. Shown, from left, are Almo Music Group publishers Mary Del Scobey and David Conrad; co-writer Kent Robbins' widow, Kathy; Hunt; ASCAP VP Connie Bradley; Laticia Allen of Neon Sky Music; and producer Tony Brown.

Billboard TOP COUNTRY ALBUMS

AUGUST 28, 1999

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE, MASS MERCHANT, AND INTERNET SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY **SoundScan®**

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	PEAK POSITION
▶ No. 1 ◀						
1	1	1	93	SHANIA TWAIN ◆ ¹² MERCURY 536003 (10.98/17.98) 44 weeks at No. 1	COME ON OVER	1
2	2	2	81	DIXIE CHICKS ▲ ⁶ MONUMENT 68195/SONY (10.98 EQ/16.98) HS	WIDE OPEN SPACES	1
3	3	3	11	LONESTAR ● BNA 67762/RLG (10.98/16.98)	LONELY GRILL	3
4	4	4	15	TIM MCGRAW ▲ CURB 77942 (10.98/17.98)	A PLACE IN THE SUN	1
5	5	—	2	ALISON KRAUSS ROUNDER 610465/MERCURY (10.98/16.98)	FORGET ABOUT IT	5
▶ GREATEST GAINER ◀						
6	7	7	14	SHEDAISY LYRIC STREET 65002/HOLLYWOOD (10.98/16.98) HS	THE WHOLE SHEBANG	6
7	6	5	74	JO DEE MESSINA ▲ CURB 77904 (10.98/16.98)	I'M ALRIGHT	5
8	8	6	69	FAITH HILL ▲ ³ WARNER BROS. 46790 (10.98/16.98)	FAITH	2
9	9	8	24	KENNY CHESNEY ● BNA 67655/RLG (10.98/16.98)	EVERYWHERE WE GO	5
10	10	10	14	KENNY ROGERS DREAMCATCHER 004 (11.98/16.98)	SHE RIDES WILD HORSES	6
11	11	9	8	GEORGE JONES ASYLUM 62368/EEG (10.98/16.98)	COLD HARD TRUTH	5
12	12	11	39	GARTH BROOKS ◆ ¹² CAPITOL 97424 (19.98/26.98)	DOUBLE LIVE	1
13	13	12	24	GEORGE STRAIT ▲ MCA NASHVILLE 70050 (10.98/16.98)	ALWAYS NEVER THE SAME	2
▶ HOT SHOT DEBUT ◀						
14	NEW	1	1	SHERRIE AUSTIN ARISTA NASHVILLE 18881 (10.98/16.98) HS	LOVE IN THE REAL WORLD	14
15	16	13	7	LYLE LOVETT CURB 11964/MCA (10.98/17.98)	LIVE IN TEXAS	7
16	14	15	12	MARY CHAPIN CARPENTER COLUMBIA 68751/SONY (10.98 EQ/17.98)	PARTY DOLL AND OTHER FAVORITES	4
17	15	14	103	MARTINA MCBRIDE ▲ ² RCA 67516/RLG (10.98/16.98)	EVOLUTION	4
18	18	17	13	DWIGHT YOAKAM REPRISE 47389/WARNER BROS. LAST CHANCE FOR A THOUSAND YEARS: GREATEST HITS FROM THE 90'S		10
19	20	20	50	ALAN JACKSON ▲ ARISTA NASHVILLE 18864 (10.98/16.98)	HIGH MILEAGE	1
20	17	16	9	ALABAMA RCA 67793/RLG (10.98/16.98)	TWENTIETH CENTURY	5
21	21	19	67	MARK WILLS ▲ MERCURY 536317 (10.98/16.98) HS	WISH YOU WERE HERE	8
22	19	18	21	LILA MCCANN ASYLUM 62355/EEG (10.98/16.98)	SOMETHING IN THE AIR	5
23	22	21	10	CHRIS LEDOUX CAPITOL 99781 (10.98/16.98)	20 GREATEST HITS	17
24	NEW	1	1	ASLEEP AT THE WHEEL DREAMWORKS 50117/INTERSCOPE (10.98/16.98) HS	RISE WITH BOB	24
25	26	24	100	BROOKS & DUNN ▲ ² ARISTA NASHVILLE 18852 (10.98/16.98)	THE GREATEST HITS COLLECTION	2
26	25	22	13	CHELY WRIGHT MCA NASHVILLE 70052 (10.98/16.98) HS	SINGLE WHITE FEMALE	15
27	23	25	19	MONTGOMERY GENTRY COLUMBIA 69156/SONY (10.98 EQ/16.98) HS	TATTOOS & SCARS	10
28	24	26	15	STEVE WARINER CAPITOL 96139 (10.98/16.98)	TWO TEARDROPS	6
29	27	23	65	SOUNDTRACK ▲ ² CAPITOL 93402 (10.98/17.98)	HOPE FLOATS	1
30	28	27	12	JOHN MICHAEL MONTGOMERY ATLANTIC 83185/AG (10.98/16.98)	HOME TO YOU	16
31	29	28	57	TRISHA YEARWOOD ● MCA NASHVILLE 70023 (10.98/16.98)	WHERE YOUR ROAD LEADS	3
32	32	32	19	JOHNNY CASH COLUMBIA 69739/SONY (7.98 EQ/11.98)	16 BIGGEST HITS	18
33	33	33	51	ALABAMA ▲ ³ RCA 67633/RLG (19.98/28.98)	FOR THE RECORD: 41 NUMBER ONE HITS	2
34	30	29	53	VINCE GILL ● MCA NASHVILLE 70017 (10.98/16.98)	THE KEY	1
35	31	30	103	TRISHA YEARWOOD ▲ ³ MCA NASHVILLE 70011 (10.98/16.98)	(SONGBOOK) A COLLECTION OF HITS	1
36	34	31	21	PATTY LOVELESS EPIC 69809/SONY (10.98 EQ/16.98)	CLASSICS	6
37	35	35	21	JESSICA ANDREWS DREAMWORKS 50104/INTERSCOPE (8.98/12.98) HS	HEART SHAPED WORLD	31

○ Albums with the greatest sales gains this week. ● Recording Industry Assn. Of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time that exceeds 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. *Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. Greatest Gainer shows chart's largest unit increase. Pacesetter indicates biggest percentage growth. Heatseeker Impact shows albums removed from Heatseekers this week. HS indicates past or present Heatseeker title. © 1999, Billboard/BPI Communications, and SoundScan, Inc.

Billboard Top Country Catalog Albums

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE, MASS MERCHANT, AND INTERNET SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY **SoundScan®**

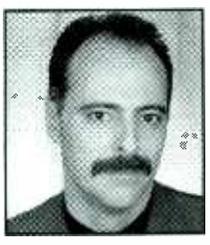
AUGUST 28, 1999

THIS WEEK	LAST WEEK	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	TOTAL CHART WEEKS
1	1	TIM MCGRAW ▲ ³ CURB 77886 (10.98/16.98) 5 weeks at No. 1	EVERYWHERE	115
2	2	SHANIA TWAIN ◆ ¹¹ MERCURY 522886 (10.98/17.98) HS	THE WOMAN IN ME	236
3	3	GARTH BROOKS ◆ ¹⁰ CAPITOL 29689 (10.98/15.98)	THE HITS	208
4	4	ALAN JACKSON ▲ ⁴ ARISTA NASHVILLE 18801 (10.98/16.98)	THE GREATEST HITS COLLECTION	199
5	5	HANK WILLIAMS, JR. ▲ ⁴ CURB 77638 (6.98/9.98)	GREATEST HITS, VOL. 1	271
6	7	CHARLIE DANIELS ▲ ⁶ EPIC 64182/SONY (5.98 EQ/9.98)	SUPER HITS	239
7	8	TIM MCGRAW ▲ ⁵ CURB 77659 (9.98/15.98)	NOT A MOMENT TOO SOON	281
8	6	PATSY CLINE ▲ ⁸ MCA NASHVILLE 12 (7.98/12.98)	12 GREATEST HITS	647
9	9	SHANIA TWAIN ▲ MERCURY 514422 (7.98/11.98)	SHANIA TWAIN	146
10	10	WILLIE NELSON ● COLUMBIA 64184/SONY (5.98 EQ/9.98)	SUPER HITS	258
11	13	PATSY CLINE MCA NASHVILLE 20265 (2.98/5.98)	HEARTACHES	35
12	12	HANK WILLIAMS MERCURY 536029 (7.98/11.98)	20 OF HANK WILLIAMS GREATEST HITS	96
13	15	GEORGE STRAIT ▲ ³ MCA NASHVILLE 42035 (7.98/12.98)	GREATEST HITS VOLUME 2	590

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	PEAK POSITION
38	40	44	16	CHAD BROCK WARNER BROS. 47071 (10.98/16.98) HS	CHAD BROCK	38
39	36	36	11	JOE DIFFIE EPIC 69815 (10.98 EQ/16.98)	A NIGHT TO REMEMBER	23
40	37	38	53	WILLIE NELSON LEGACY 69322/COLUMBIA (7.98 EQ/11.98)	16 BIGGEST HITS	29
41	41	42	11	BRAD PAISLEY ARISTA NASHVILLE 18871 (10.98/16.98) HS	WHO NEEDS PICTURES	29
42	43	57	18	SAMMY KERSHAW MERCURY 538889 (10.98/17.98)	MAYBE NOT TONIGHT	7
43	38	37	25	TRACY BYRD MCA NASHVILLE 70048 (10.98/16.98)	KEEPERS/GREATEST HITS	5
44	46	52	60	JOHN DENVER MADACY 4750 (5.98/7.98)	THE BEST OF JOHN DENVER	38
45	47	48	96	JOHN MICHAEL MONTGOMERY ▲ ATLANTIC 83060/AG (10.98/16.98)	GREATEST HITS	5
46	39	40	18	ANDY GRIGGS RCA 67596/RLG (10.98/16.98) HS	YOU WON'T EVER BE LONELY	15
47	44	43	47	LEE ANN WOMACK DECCA 70040/MCA NASHVILLE (10.98/16.98) HS	SOME THINGS I KNOW	20
48	50	47	43	TOBY KEITH ● MERCURY 558962 (10.98/16.98)	GREATEST HITS VOLUME ONE	5
49	51	46	63	BROOKS & DUNN ▲ ARISTA NASHVILLE 18865 (10.98/16.98)	IF YOU SEE HER	4
50	52	53	101	LEANN RIMES ▲ ⁴ CURB 77885 (10.98/16.98)	YOU LIGHT UP MY LIFE — INSPIRATIONAL SONGS	1
51	53	50	62	CLAY WALKER ● GIANT 24700/WARNER BROS. (10.98/16.98)	GREATEST HITS	9
52	49	45	53	THE WILKINSONS GIANT 24699/WARNER BROS. (10.98/16.98) HS	NOTHING BUT LOVE	16
53	42	41	55	DIAMOND RIO ● ARISTA NASHVILLE 18866 (10.98/16.98)	UNBELIEVABLE	9
54	55	51	29	ROY D. MERCER VIRGIN 46854 (9.98/15.98) HS	HOW BIG'A BOY ARE YA? VOLUME 5	13
55	54	54	57	VARIOUS ARTISTS ARISTA NASHVILLE 18850 (10.98/16.98)	ULTIMATE COUNTRY PARTY	12
▶ PACESETTER ◀						
56	64	70	23	MERLE HAGGARD LEGACY 69321/EPIC (7.98 EQ/11.98)	16 BIGGEST HITS	56
57	45	34	3	SUSAN ASHTON CAPITOL 97745 (10.98/16.98) HS	CLOSER	34
58	58	58	103	COLLIN RAYE ▲ EPIC 67893/SONY (10.98 EQ/16.98)	THE BEST OF COLLIN RAYE — DIRECT HITS	4
59	48	39	27	EMMYLOU HARRIS, LINDA RONSTADT, DOLLY PARTON ASYLUM 62275/EEG (11.98/17.98)	TRIO II	4
60	57	59	40	SOUNDTRACK ▲ 550 MUSIC 68971/EPIC (11.98 EQ/17.98)	TOUCHED BY AN ANGEL: THE ALBUM	3
61	62	55	42	SARA EVANS RCA 67653/RLG (10.98/16.98) HS	NO PLACE THAT FAR	11
62	61	60	90	GARTH BROOKS ▲ ⁶ CAPITOL 56599 (10.98/16.98)	SEVENS	1
63	56	49	44	BILL ENGVALL WARNER BROS. 47090 (10.98/16.98)	DORKFISH	16
64	60	62	63	REBA MCENTIRE ▲ MCA NASHVILLE 70019 (10.98/16.98)	IF YOU SEE HIM	2
65	63	63	26	GEORGE JONES EPIC 69319/SONY (7.98 EQ/11.98)	16 BIGGEST HITS	50
66	59	56	24	SAWYER BROWN CURB 77902 (10.98/16.98)	DRIVE ME WILD	10
67	68	67	67	LEANN RIMES ▲ CURB 77901 (10.98/17.98)	SITTIN' ON TOP OF THE WORLD	2
68	66	68	69	GEORGE STRAIT ▲ MCA NASHVILLE 70020 (10.98/16.98)	ONE STEP AT A TIME	1
69	67	65	94	ROY D. MERCER VIRGIN 21144 (7.98/12.98) HS	HOW BIG'A BOY ARE YA? VOLUME 3	31
70	69	64	69	ROY D. MERCER VIRGIN 94301 (7.98/12.98) HS	HOW BIG'A BOY ARE YA? VOLUME 4	19
71	65	61	65	TERRI CLARK ● MERCURY 558211 (10.98/16.98)	HOW I FEEL	10
72	75	—	63	GARTH BROOKS CAPITOL 94572 (44.98 CD)	THE LIMITED SERIES	1
73	70	73	69	STEVE WARINER ● CAPITOL 94482 (10.98/16.98)	BURNIN' THE ROADHOUSE DOWN	6
74	71	69	14	VARIOUS ARTISTS MADACY 6808 (10.98/15.98)	BEST OF COUNTRY: 16 ORIGINAL COUNTRY HITS	50
75	RE-ENTRY	42	42	TRACY LAWRENCE ATLANTIC 83137/AG (10.98/16.98)	THE BEST OF TRACY LAWRENCE	13

Catalog albums are 2-year-old titles that have fallen below No. 100 on The Billboard 200 or reissues of older albums. Total Chart Weeks column reflects combined weeks title has appeared on Top Country Albums and Top Country Catalog. ● Recording Industry Assn. Of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time that exceeds 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. *Asterisk indicates vinyl LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. HS indicates past Heatseeker title. © 1999, Billboard/BPI Communications, and SoundScan, Inc.

COUNTRY CORNER



by Wade Jessen

BRIDGING HISTORY: The last time a single spent seven weeks at No. 1 on Hot Country Singles & Tracks, **Lyndon Johnson** occupied the Oval Office, the year's biggest pop hit was "California Dreamin'" by the **Mamas & the Papas**, and the Country Music Assn. chose **Jack Greene's** "There Goes My Everything" as its single of the year.

It was 1966, and Greene's mournful ballad dominated the country chart for seven consecutive weeks. That feat hasn't been repeated until this issue, as **Lonestar's** "Amazed" (BNA) again fends off all challengers at the top of the chart page.

Obviously, Lonestar's accomplishment also chisels a new benchmark for weeks at No. 1 during the Broadcast Data Systems (BDS) era, which began almost 10 years ago. In 1997, **Tim McGraw's** "It's Your Love" (with **Faith Hill**) became the first title to spend six weeks at the top since we introduced BDS-based charts in January 1990. Prior to the BDS conversion, country hadn't seen a six-week chart-topper since 1977.

At Bonneville's KZLA Los Angeles, assistant PD/music director **Mandy McCormack** says the Lonestar title has been an exceptional record from the beginning. "We felt high passion for the song even before we began testing it in our weekly call-out [research]. Listener interaction on this song has been overwhelming, and [the album] has consistently ranked in the top five on the country SoundScan for this market."

SWING & SWAY: As **Sherrié Austin's** "Never Been Kissed" (Arista/Nashville) spends a third week atop Billboard's Top Country Singles Sales chart, her sophomore set, "Love In The Real World," seals the Hot Shot Debut envelopes on the Top Country Albums and Heat-seekers charts, entering at Nos. 14 and 8, respectively. With approximately 10,000 scans, the new set bows on The Billboard 200 at No. 150. On Hot Country Singles & Tracks, "Never Been Kissed" gains 120 detections to rise 35-33.

Meanwhile, with more than 6,000 units, **Asleep At The Wheel** enters Top Country Albums at No. 24 with the band's second multi-artist **Bob Wills** tribute set, "Ride With Bob" (DreamWorks). Issued by the now-shuttered Liberty imprint, Asleep At The Wheel's first Wills salute, "Tribute To The Music Of Bob Wills And The Texas Playboys," peaked at No. 30 in 1993. The new release features updates of Wills standards by **Lee Ann Womack**, **Lyle Lovett** and **Shawn Colvin**, **Dwight Yoakam**, **Merle Haggard**, the **Squirrel Nut Zippers**, and the **Manhattan Transfer** and **Willie Nelson**, among others.

THE ARTIST FORMERLY KNOWN AS: In an abrupt and unexpected move, Capitol serviced country stations with "It Don't Matter To The Sun" from **Garth Brooks'** forthcoming pop/rock project, "Garth Brooks... In The Life Of Chris Gaines." This track, which opens on the country radio list at No. 40, was issued and labeled exclusively as a Garth Brooks single for country radio. However, the song will appear commercially on Tuesday (24) as the B-side of "Lost In You," the Gaines adult contemporary/top 40 single, now No. 75 on the country radio list.

'Untamed' Yankees Crash Nashville On Monument

BY DEBORAH EVANS PRICE
NASHVILLE—After years of playing in and around the Cincinnati area in various—often competing—bands, the members of Yankee Grey came together slowly as each excited other bands to join the group. Due to enthusiastic response to their first single, "All Things Considered," the release date for their Monument debut, "Untamed," has been moved up to Sept. 21.

The current lineup is **Tim Hunt**, lead vocals and guitar; **Joe Caverlee**, fiddle and background vocals; **Matt Basford**, guitar; **Jerry Hughes**, keyboards and piano; **Kevin Griffin**, drums; and **Dave Buchanan**, bass and background vocals.

"They are like the [Dixie] Chicks. They came to us already a band in their own right that had been out touring and making a living off their touring for years," says **Mike Kraski**, Sony Music Nashville senior VP/sales & marketing. "I think that's the difference between Yankee Grey and other bands that end up contrived by the record companies. This is the real thing."

"The band has been a band for 13 years," says **Hunt**. "Not everybody has been in it for 13 years, but even the guys that we added had played in different bands around town, and we've known them for years. It's taken a long time to find a combination that really, really works."

By the time the band members began looking to Nashville to secure a label deal, they were performing 280-300 days a year, five hours a night. In addition to performing cover tunes, they were also writing their own songs.

An engineer friend, **Ronnie Thomas**, brought their music to the attention of publisher **Jerry Smith**. Smith went to Cincinnati, saw the band, and signed them to his publishing company, **Smith Haven Music**, via **Warner Chappell**, making each member of the band a writer with **Smith Haven/Warner Chappell**.

The band also caught the atten-

tion of **Cliff Audretch**, senior director of A&R at Sony Music Nashville, who hails from Cincinnati and saw the band perform during a visit home. "He came to see us and stayed the entire night," says **Hunt**. "He went back and played **Allen [Butler, Sony Nashville chief]** our



YANKEE GREY

demo tapes, and **Allen** completely freaked out."

The band's debut project was produced by **Josh Leo** and **Robert Ellis Orrall** (with **Ronnie Thomas** also sharing production credits on the single). "Sony gave us free rein in the studio," says **Hunt**. "We played everything on the album. We wrote eight out of 10 of the songs."

Yankee Grey is generating strong response at country radio. "All Things Considered" is currently at No. 36 on Billboard's Hot Country Singles & Tracks chart.

"I think we came out of the box on that, which is something we don't normally do," says **KSSN Little Rock PD Bill Dotson**. "We placed it in a daypart when we first started airing the song. We played it one time, from a request, outside the daypart we had it in. The phones lit up like Bic lighters at a **Lynyrd Skynyrd** concert."

Other programmers share **Dotson's** enthusiasm. "I love that song. I think it's killer," says **KFKF Kansas City PD Dale Carter**. "When you hit start to play that record, you just feel the electrical surge through your whole body in a good way."

WUBE Cincinnati PD Tim Closson isn't surprised at the attention

the band is generating. He and fellow B-105 staffers have been supporters of the hometown heroes for quite a while. In fact, they are previous winners of the station's battle of the bands contest.

"The first time I saw them, I thought, 'Wow! They are fantastic,'" says **Closson**. "They are a great bunch of guys and a great bunch of musicians. I can't help but love it. They are local boys."

The label is fueling the fire at retail via advertising in circulars and "more aggressive placement than you typically get on a new act," says **Kraski**. Monument also released a commercial single in mid-August.

Kraski says showcasing the band's strong live show is key in the marketing campaign. The band has been on an extensive radio promotional tour, and Monument also took programmers and media to Cincinnati for a showcase.

"All you have to do is see them perform and get to meet them, and you win big," says **Kraski**. "Two things you need if you are going to go out there and do the market-by-market radio visit tour: an act that can present itself very effectively in an acoustic setting and an act that has tons of personality. They are incredibly engaging, but most importantly it is about the music. It is about the artistry, and we knew they were a great live act."

According to **Kraski**, an industry showcase is planned in September in Nashville, and there will be an in-store event on the street date in Cincinnati. The band will also be performing in late September in front of the entire Sony Music distribution company. "There will be a very large percentage of our account base at those meetings as well," he says. "We're pulling out the stops to make sure as many people as possible are out there and they get it."

The group is booked by the **William Morris Agency** and managed by **Ted Hacker** and **Anita Hogin** of **International Artist Management**.

COUNTRY SINGLES A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE (Publisher—Licensing Org.)	Sheet Music Dist.
63 AFTER A KISS (EMI April, ASCAP/Sound Island, ASCAP/Windswept Pacific, ASCAP/Blakemore Avenue, ASCAP) HL	
72 ALBUQUERQUE (Songs Of Nashville DreamWorks, BMI/Cherry River, BMI/Bamey Building, BMI/Longitude, BMI) CLM/WBM	
64 ALL I WANT IS EVERYTHING (Hillbillith, BMI/Wedgewood Avenue, BMI/Windswept Pacific, BMI/Tall Girl, BMI/Bug, BMI)	
36 ALL THINGS CONSIDERED (Warner-Tamerlane, BMI/Smith Haven, BMI) WBM	
25 ALMOST HOME (Why Walk, ASCAP/Almo, ASCAP/BNC, ASCAP/Anwa, ASCAP) CLM/WBM	
1 AMAZED (Warner-Tamerlane, BMI/Golden Wheat, BMI/Careers-BMG, BMI/Silverkiss, BMI/Songs Of Nashville DreamWorks, BMI/Cherry River, BMI) CLM/HL/WBM	
41 ARE YOUR EYES STILL BLUE (Curb, ASCAP/Family Style, SESAC/Glacier Park, SESAC/EMI April, ASCAP) HL/WBM	
60 BABY'S GOT MY NUMBER (Notes To, ASCAP/Maverick, ASCAP/WB, ASCAP/EMI Blackwood, BMI/Song Island, BMI/Coby Rogers, BMI) HL/WBM	
31 CHOICES (Music Corporation Of America, BMI/So Bitty, BMI/Hillbillith, BMI/Boondocks, ASCAP/Makin' Friends, ASCAP/Mac Wadkins, ASCAP) HL	
34 CRAZY LITTLE THING CALLED LOVE (Queen, BMI/Beechwood, BMI) HL	
52 CRUSH (Chrysalis, ASCAP/Songs For Debin, ASCAP/EMI Blackwood, BMI/Singles Only, BMI/Starstruck Angel, BMI/Missoula, BMI) HL/WBM	
70 FOR CRYING OUT LOUD (Milen, ASCAP/Universal-PolyGram International, ASCAP/Ranger Bob, ASCAP) HL	
57 THE GIRLS OF SUMMER (Ocean Bound, BMI/Ensign, BMI/Mike Curb, BMI/That's A Smash, BMI) HL/WBM	
3 GOD MUST HAVE SPENT A LITTLE MORE TIME ON YOU (Music Corporation Of America, BMI/Bajun Beat, BMI) HL	
67 GOODNIGHT (EMI Blackwood, BMI/Flybridge, BMI/Neon Sky, ASCAP/Check Yes, ASCAP) HL	
43 THE GREATEST (New Don, ASCAP/New Hayes, ASCAP) WBM	
35 HER (Windswept Pacific, BMI/My Life's Work, BMI/Almo, ASCAP/Daddy Rabbit, ASCAP) WBM	
29 HOME TO YOU (Arlos Smith, SESAC/Good Ol' Delta Boy, SESAC/Mamamia, ASCAP)	
27 I'LL GO CRAZY (Sony/ATV Tree, BMI/Sony/ATV Cross Keys, ASCAP) HL	
15 I'LL STILL LOVE YOU MORE (Realsongs, ASCAP) WBM	
18 I LOVE YOU (Sony/ATV Cross Keys, ASCAP/Encore Entertainment, BMI/Scott And Soda, ASCAP/Bud Dog, ASCAP/Follazoo, ASCAP) HL	
23 I'M ALREADY TAKEN (Fleetside, BMI/EMI, BMI/Steve Warner, BMI) WBM	
71 I'M IN LOVE WITH HER (Wacissa River, BMI/MRBI, BMI/Built On Rock, ASCAP/EMI, ASCAP)	
40 IT DON'T MATTER TO THE SUN (Universal-PolyGram International, ASCAP/Soundance Kid, ASCAP/BMG, ASCAP/Bases Loaded, ASCAP/Warner-Tamerlane, BMI/Sell The Cow, BMI) WBM	
73 IT'S A LOVE THING (Coburn, BMI/Sony/ATV Cross Keys, ASCAP) HL	
65 I WANT A MAN (Careers-BMG, BMI/Sontanner, BMI/EMI Blackwood, BMI/Ly Land, BMI) HL	
2 LESSON IN LEAVIN' (Chappell & Co., ASCAP/Sailmaker, ASCAP/Sony/ATV Cross Keys, ASCAP/Blue Quill, ASCAP) HL	
32 LIGHTNING DOES THE WORK (McSpadden, BMI/Bluesabilly, BMI/Sony/ATV Tree, BMI/John Hadley, BMI) HL	
5 LITTLE GOOD-BYES (Without Anna, ASCAP/Magnolia Hill, ASCAP/Rushing Water, ASCAP/Colonel Rebel, ASCAP/Kentucky Thunder, ASCAP/ICG, ASCAP/Sony/ATV Tree, BMI/Kent Green, BMI) HL	
8 LITTLE MAN (WB, ASCAP/Yee Haw, ASCAP) WBM	
49 LIVE, LAUGH, LOVE (Gary Nicholson, ASCAP/MRBI, ASCAP/Built On Rock, ASCAP/EMI, ASCAP/Song Matters, ASCAP/Famous, ASCAP) HL	
26 LONELY AND GONE (House Of Integrity, BMI/Little Tornadoes, BMI/Nomad-Norman, BMI/Universal-Songs Of PolyGram International, BMI/Warner-Tamerlane, BMI) HL/WBM	
75 LOST IN YOU (Universal-PolyGram International, ASCAP/Soundance Kid, ASCAP/BMG, ASCAP/Warner-Tamerlane, BMI/Sell The Cow, BMI) HL/WBM	
61 LOVE IS FOR GIVING (EMI April, ASCAP/JKids, ASCAP/Into Wishin', ASCAP) HL	
54 LOVE TRIP (Saddle Tan, BMI/Ensign, BMI/Dreaming In Public, SOCAN/Nimby, ASCAP/Mo Fuzzy Dice, ASCAP/Famous, ASCAP) HL	
24 MAKE UP IN LOVE (Universal, ASCAP/O-Tex, BMI) HL	
50 A MAN AIN'T MADE OF STONE (Universal, ASCAP/Gary Burr, ASCAP/Warner-Tamerlane, BMI/Puckalesia, BMI/Nomad-Norman, BMI/Franne Gee, BMI) HL/WBM	
47 A MATTER OF TIME (Starstruck Writers Group, ASCAP/Aubrie Lee, ASCAP/Almo, ASCAP/Anwa, ASCAP/Daddy Rabbit, ASCAP) HL/WBM	
28 MISSING YOU (Markmeem, ASCAP/Paperwaite, BMI/Trio, BMI/Ailey, BMI)	
48 MY KIND OF WOMAN/MY KIND OF MAN (Vinnie Mae, BMI) WBM	
33 NEVER BEEN KISSED (Reynsong, BMI/Lucky Lady Bug, BMI/Bayou Boy, BMI/Wingsong, BMI/Chrysalis, ASCAP/Audacity, ASCAP) HL/WBM	
10 A NIGHT TO REMEMBER (Curb, ASCAP/Kinetic Diamond II, ASCAP/Rob 'N' Riley, ASCAP/Song Of Peer, ASCAP/Gramily, ASCAP) HL/WBM	
16 (NOW YOU SEE ME) NOW YOU DON'T (Famous, ASCAP/Almo, ASCAP/Twin Creeks, ASCAP/Jess Brown, BMI/Ken-Ten, BMI) HL/WBM	
56 ON MY WAY TO YOU (Miss Surrent, BMI/Blakemore Avenue, ASCAP/Windswept Pacific, ASCAP/Brensboy, ASCAP)	
37 ORDINARY LOVE (Sony/ATV Tree, BMI/Songs Of Peer, ASCAP/Almo, ASCAP/Daddy Rabbit, ASCAP) HL/WBM	
19 PLEASE REMEMBER ME (Sony/ATV Cross Keys, ASCAP/Blue Sky Rider, BMI/Irving, BMI) HL/WBM	
9 READY TO RUN (Woolly Puddin', BMI/Careers-BMG, BMI/Floyd's Dream, BMI/Bug, BMI) HL	
7 THE SECRET OF LIFE (Sony/ATV Cross Keys, ASCAP/Purple Crayon, ASCAP) HL	
51 SHE'S IN LOVE (EMI Tower Street, BMI/Little Cayman, BMI/EMI Blackwood, BMI/H Dreams Had Wings, ASCAP) HL	
12 WRITE THIS DOWN (Neon Sky, ASCAP/Irving, BMI/Cotter Bay, BMI) HL/WBM	
45 THE YODLIN' BLUES (Acuff-Rose, BMI) HL/WBM	
68 YOU CAN'T HURRY LOVE (Stone Agate, BMI/EMI Blackwood, BMI) HL	
30 YOU GO FIRST (DO YOU WANNA KISS) (Chater, BMI/Paddy's Head, SOCAN) WBM	
6 YOU HAD ME FROM HELLO (Acuff-Rose, BMI) HL/WBM	
38 YOU'RE LUCKY I LOVE YOU (Rio Bravo, BMI/Major Bob, ASCAP) WBM	
46 YOU'RE STILL BEAUTIFUL TO ME (Zomba, ASCAP/Sony/ATV Cross Keys, ASCAP) HL/WBM	
14 YOU'VE GOT A WAY (Universal-Songs Of PolyGram International, BMI/Loon Echo, BMI/Zomba, ASCAP) HL/WBM	
44 SURE FEELS REAL GOOD (Warner-Tamerlane, BMI/Fred Points, BMI/High Falutin, ASCAP) WBM	
74 THAT'S THE TRUTH (Pollywog, SOCAN/Windswept Pacific, ASCAP/In The Fairway, ASCAP) WBM	
17 THIS HEARTACHE NEVER SLEEPS (EMI Blackwood, BMI/Burg-Isle, BMI/Tim Johnson, BMI) HL	
69 THIS TIME (Universal-PolyGram International, ASCAP/Soundance Kid, ASCAP/Mail Train, ASCAP/Fun Attic, ASCAP/Owley, ASCAP/Kevin Morris, ASCAP) HL	
39 TROUBLE IS A WOMAN (Warner-Tamerlane, BMI/Big Giant, BMI/Starstruck Angel, BMI/Malloy's Toys, BMI/Sony/ATV Cross Keys, ASCAP/Kim Williams, ASCAP) HL/WBM	
21 WHAT DO YOU SAY TO THAT (Laudersongs, BMI/Mighty Nice, BMI/Blue Water, BMI/Caroljac, BMI/EMI, BMI) HL	
22 WHATEVER YOU SAY (Hamstein Cumberland, BMI/Baby Mae, BMI/New Haven, BMI/Music Hill, BMI) HL/WBM	
66 WHEN MY DREAMS COME TRUE (WB, ASCAP/Big Tractor, ASCAP/Pop-A-Whneeie, ASCAP/Lilywilly, ASCAP) WBM	
51 WHEN YOU LOVE SOMEONE (Smash Vegas, BMI/Picture, BMI/November One Songs, BMI/H Dreams Had Wings, BMI) WBM	
13 WHO NEEDS PICTURES (EMI April, ASCAP/Sea Gayle, ASCAP) HL	

Billboard HOT COUNTRY SINGLES & TRACKS

AUGUST 28, 1999

COMPILED FROM A NATIONAL SAMPLE OF AIRPLAY SUPPLIED BY BROADCAST DATA SYSTEMS' RADIO TRACK SERVICE. 154 COUNTRY STATIONS ARE ELECTRONICALLY MONITORED 24 HOURS A DAY, 7 DAYS A WEEK. SONGS RANKED BY NUMBER OF DETECTIONS.



THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST IMPRINT & NUMBER/PROMOTION LABEL	PEAK POSITION
1	1	1	21	No. 1 AMAZED D. HUFF (M. GREEN, A. MAYO, C. LINDSEY)	LONESTAR (V) BNA 65755 †	1
2	2	2	18	LESSON IN LEAVIN' B. GALLIMORE, T. MCGRAW (R. GOODRUM, B. MAHER)	JO DEE MESSINA CURB ALBUM CUT	2
3	3	4	18	GOD MUST HAVE SPENT A LITTLE MORE TIME ON YOU D. COOK, ALABAMA (C. STURKEN, E. ROGERS)	ALABAMA (C) (D) (V) RCA 65759 †	3
4	5	5	25	SINGLE WHITE FEMALE T. BROWN, B. CANNON, N. WILSON (S. SMITH, C. D. JOHNSON)	CHELY WRIGHT (C) (D) (V) MCA NASHVILLE 72092 †	4
5	4	3	27	LITTLE GOOD-BYES D. HUFF (K. OSBORN, J. DEERE, K. GREENBERG)	SHEDAISY (C) (D) LYRIC STREET 64025 †	3
6	6	7	20	YOU HAD ME FROM HELLO B. CANNON, N. WILSON (K. CHESNEY, S. EWING)	KENNY CHESNEY (V) BNA 65745	6
7	7	9	17	THE SECRET OF LIFE B. GALLIMORE, F. HILL (G. PETERS)	FAITH HILL WARNER BROS. ALBUM CUT †	7
8	9	10	14	LITTLE MAN K. STEGALL (A. JACKSON)	ALAN JACKSON (V) ARISTA NASHVILLE 13145 †	8
9	10	11	8	READY TO RUN P. WORLEY, B. CHANCEY (M. SEIDEL, M. HUMMON)	DIXIE CHICKS MONUMENT ALBUM CUT †	9
10	8	6	25	A NIGHT TO REMEMBER D. COOK, L. WILSON (M. T. BARNES, T. W. HALE)	JOE DIFFIE (C) (D) (V) EPIC 79118 †	6
11	13	17	10	SOMETHING LIKE THAT B. GALLIMORE, J. STROUD, T. MCGRAW (R. FERRELL, K. FOLLESE)	TIM MCGRAW CURB ALBUM CUT †	11
12	11	8	25	WRITE THIS DOWN T. BROWN, G. STRAIT (D. HUNT, K. M. ROBBINS)	GEORGE STRAIT (V) MCA NASHVILLE 72095 †	1
13	12	12	29	WHO NEEDS PICTURES F. ROGERS (B. PAISLEY, C. DUBOIS, F. ROGERS)	BRAD PAISLEY (C) (D) (V) ARISTA NASHVILLE 13156 †	12
14	14	13	11	YOU'VE GOT A WAY R. J. LANGE (S. TWAIN, R. J. LANGE)	SHANIA TWAIN MERCURY ALBUM CUT †	13
15	15	16	17	I'LL STILL LOVE YOU MORE T. BROWN, T. YEARWOOD (D. WARREN)	TRISHA YEARWOOD (V) MCA NASHVILLE 72089 †	15
16	16	18	13	(NOW YOU SEE ME) NOW YOU DON'T M. WRIGHT (T. LANE, D. LEE, J. BROWN)	LEE ANN WOMACK (V) MCA NASHVILLE 72111	16
17	17	19	19	THIS HEARTACHE NEVER SLEEPS M. WRIGHT (D. BURGESS, T. JOHNSON)	MARK CHESNUTT (V) MCA NASHVILLE 72090	17
18	20	30	5	AIRPOWER I LOVE YOU M. MCBRIDE, P. WORLEY (T. HYLER, A. FOLLESE, K. FOLLESE)	MARTINA MCBRIDE RCA ALBUM CUT †	18
19	18	15	24	PLEASE REMEMBER ME B. GALLIMORE, J. STROUD, T. MCGRAW (R. CROWELL, W. JENNINGS)	TIM MCGRAW (C) (D) (V) CURB 73080 †	1
20	21	24	11	SHE'S IN LOVE C. CHAMBERLAIN (K. STEGALL, D. HILL)	MARK WILLS (V) MERCURY 566746 †	20
21	27	34	7	WHAT DO YOU SAY TO THAT T. BROWN, G. STRAIT (J. LAUDERDALE, M. MONTGOMERY)	GEORGE STRAIT (V) MCA NASHVILLE 72108	21
22	19	14	26	WHATEVER YOU SAY P. WORLEY, M. MCBRIDE (T. MARTIN, E. HILL)	MARTINA MCBRIDE (V) RCA 65730 †	2
23	25	26	9	I'M ALREADY TAKEN S. WARINER (T. RYAN, S. WARINER)	STEVE WARINER (V) CAPITOL 58786	23
24	23	25	19	MAKE UP IN LOVE W. WILSON, D. STONE (D. ORTON, T. RAMEY)	DOUG STONE ATLANTIC ALBUM CUT	23
25	22	23	21	ALMOST HOME M. C. CARPENTER, B. CHANCEY (M. C. CARPENTER, B. N. CHAPMAN, A. ROBOFF)	MARY CHAPIN CARPENTER (C) (D) COLUMBIA 79148 †	22
26	26	27	13	LONELY AND GONE J. SCAIFE (G. CROWE, D. GIBSON, B. MCCORVEY)	MONTGOMERY GENTRY (C) (D) (V) COLUMBIA 79210 †	26
27	28	31	7	I'LL GO CRAZY D. MALLOY, J. G. SMITH (A. GRIGGS, L. WILSON, Z. TURNER)	ANDY GRIGGS RCA ALBUM CUT	27
28	34	40	4	MISSING YOU B. GALLIMORE, R. DUINN, K. BROOKS (M. LEONARD, C. SANFORD, J. WAITE)	BROOKS & DUINN ARISTA NASHVILLE ALBUM CUT †	28
29	29	37	7	HOME TO YOU G. FUNDIS (A. SMITH, S. LIGHT)	JOHN MICHAEL MONTGOMERY ATLANTIC ALBUM CUT †	29
30	30	35	8	YOU GO FIRST (DO YOU WANNA KISS) B. GALLIMORE (K. CHATER, L. G. CHATER, C. RAWSON)	JESSICA ANDREWS DREAMWORKS ALBUM CUT †	30
31	33	32	17	CHOICES K. STEGALL (B. YATES, M. CURTIS)	GEORGE JONES ASYLUM ALBUM CUT	31
32	32	33	15	LIGHTNING DOES THE WORK N. WILSON, B. CANNON (C. BROCK, J. HADLEY, K. GARRETT)	CHAD BROCK (C) (D) (V) WARNER BROS. 16984 †	32
33	35	39	15	NEVER BEEN KISSED E. SEAY, W. RAMBEAUX (S. AUSTIN, G. BARNHILL, W. RAMBEAUX)	SHERRIE AUSTIN (C) (D) (V) ARISTA NASHVILLE 13140 †	33
34	31	20	18	CRAZY LITTLE THING CALLED LOVE P. ANDERSON (F. MERCURY)	DWIGHT YOAKAM (V) REPRISE 16938 †	12
35	36	38	13	HER P. MCMAKIN, A. TIPPIN (J. STEELE, C. WISEMAN)	AARON TIPPIN LYRIC STREET ALBUM CUT	33
36	38	42	10	ALL THINGS CONSIDERED R. THOMAS, J. LEO, R. E. ORRALL (T. HUNT)	YANKEE GREY (C) (D) MONUMENT 79248	36
37	41	44	6	ORDINARY LOVE D. HUFF (B. DIPIERO, D. TRUMAN, C. WISEMAN)	SHANE MINOR (V) MERCURY 562291 †	37
38	40	41	14	YOU'RE LUCKY I LOVE YOU E. GORDY, JR. (N. THRASHER, M. CANNON-GOODMAN)	SUSAN ASHTON (V) CAPITOL 58787 †	38
39	42	43	12	TROUBLE IS A WOMAN S. HENDRICKS (T. JOHNSON, D. MALLOY, K. WILLIAMS)	JULIE REEVES (C) (D) (V) VIRGIN 38661 †	39

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST IMPRINT & NUMBER/PROMOTION LABEL	PEAK POSITION
40	NEW		1	HOT SHOT DEBUT IT DON'T MATTER TO THE SUN D. WAS (G. KENNEDY, W. KIRKPATRICK, T. SIMS)	GARTH BROOKS CAPITOL ALBUM CUT	40
41	45	50	7	ARE YOUR EYES STILL BLUE R. HERRING (S. MCANALLY, S. MANDILE, J. WOOD)	SHANE MCANALLY CURB ALBUM CUT	41
42	44	49	7	START OVER GEORGIA P. WORLEY, B. J. WALKER, JR., C. RAYE (C. RAYE, S. WRAY)	COLLIN RAYE EPIC ALBUM CUT	42
43	39	36	20	THE GREATEST B. MAHER (D. SCHULTZ)	KENNY ROGERS DREAMCATCHER ALBUM CUT †	26
44	43	45	10	SURE FEELS REAL GOOD R. E. ORRALL, J. LEO (M. PETERSON, G. PISTILLI)	MICHAEL PETERSON (C) (D) (V) REPRISE 16933 †	43
45	46	48	8	THE YODELIN' BLUES T. HASELDEN, R. ZAVITSON (S. EWING)	THE WILKINSONS GIANT ALBUM CUT/REPRISE	45
46	47	47	11	YOU'RE STILL BEAUTIFUL TO ME B. WHITE, D. GEORGE (R. J. LANGE, B. ADAMS)	BRYAN WHITE (C) (D) ASYLUM 64035 †	46
47	48	53	8	A MATTER OF TIME W. ALDRIDGE (J. SELLERS, A. ROBOFF, C. WISEMAN)	JASON SELLERS (C) (D) BNA 65784 †	47
48	37	29	14	MY KIND OF WOMAN/MY KIND OF MAN T. BROWN (V. GILL)	VINCE GILL WITH PATTY LOVELESS (V) MCA NASHVILLE/EPIC 72107 †	27
49	50	56	4	LIVE, LAUGH, LOVE D. JOHNSON, C. WALKER (G. NICHOLSON, A. SHAMBLIN)	CLAY WALKER GIANT ALBUM CUT/REPRISE †	49
50	54	68	3	A MAN AIN'T MADE OF STONE J. STROUD, B. GALLIMORE, R. TRAVIS (G. BURR, R. LERNER, F. GOLDE)	RANDY TRAVIS DREAMWORKS ALBUM CUT	50
51	49	67	3	WHEN YOU LOVE SOMEONE K. STEGALL (K. STEGALL, D. HILL)	SAMMY KERSHAW MERCURY ALBUM CUT †	49
52	51	61	5	CRUSH M. SPIRO (C. MAJESKI, S. SMITH, S. RUSS)	LILA MCCANN ASYLUM ALBUM CUT †	51
53	57	71	3	SMOKE RINGS IN THE DARK T. BROWN, M. WRIGHT (R. RUTHERFORD, H. ROBERT)	GARY ALLAN (V) MCA NASHVILLE 72109 †	53
54	52	57	4	LOVE TRIP S. BOGARD, J. STEVENS, S. HENDRICKS (J. KILGORE, G. GRAND, B. JONES)	JERRY KILGORE VIRGIN ALBUM CUT †	52
55	56	59	7	RUB IT IN B. J. WALKER, JR. (L. MARTINE, JR.)	MATT KING ATLANTIC ALBUM CUT	55
56	74	—	2	ON MY WAY TO YOU V. GILL (S. ISAACS, T. MENSY)	SONYA ISAACS LYRIC STREET ALBUM CUT	56
57	55	51	12	THE GIRLS OF SUMMER K. LEHNING (B. CARMICHAEL, R. BOUDREAU)	NEAL MCCOY ATLANTIC ALBUM CUT	42
58	60	58	6	SHE WON'T BE LONELY LONG E. CHERNEY (B. MCDILL)	LEE ROY PARNELL (V) ARISTA NASHVILLE 13175 †	57
59	63	—	2	STEAM J. SCAIFE (L. ANDERSON, B. REGAN)	TY HERNDON EPIC ALBUM CUT	59
60	67	65	3	BABY'S GOT MY NUMBER DELIOUS, A. SMITH (A. SMITH, R. COOK)	SOUTH SIXTY FIVE (C) (D) (V) ATLANTIC 84531	60
61	58	54	10	LOVE IS FOR GIVING M. SPIRO (R. E. ORRALL, D. TYSON)	JOHN BERRY LYRIC STREET ALBUM CUT	53
62	53	46	14	SHE WANTS TO ROCK C. FARREN (B. WARREN, B. WARREN, R. STONEY)	THE WARREN BROTHERS BNA ALBUM CUT †	37
63	NEW		1	AFTER A KISS B. DIPIERO (S. D. JONES, C. D. JOHNSON)	PAM TILLIS ARISTA NASHVILLE SOUNDTRACK CUT	63
64	72	—	2	ALL I WANT IS EVERYTHING B. J. WALKER, JR. (M. BERG, M. CHAPMAN)	MINDY MCCREADY BNA ALBUM CUT	64
65	NEW		1	I WANT A MAN C. FARREN, H. GATICA (R. GILES, T. NICHOLS, G. GODARD)	LACE 143 ALBUM CUT/WARNER BROS. †	65
66	65	66	7	WHEN MY DREAMS COME TRUE M. WRIGHT, G. DROMAN (T. BRUCE, J. D. MARTIN)	REBECCA LYNN HOWARD (C) (D) (V) MCA NASHVILLE 72120 †	65
67	NEW		1	GOODNIGHT D. CRIDER, S. BOGGUSS (C. BLACK, D. HUNT)	SUZIE BOGGUSS PLATINUM ALBUM CUT	67
68	71	74	3	YOU CAN'T HURRY LOVE P. ASHER (B. HOLLAND, L. DOZIER, E. HOLLAND, JR.)	DIXIE CHICKS COLUMBIA SOUNDTRACK CUT	68
69	59	52	12	THIS TIME P. WORLEY (G. KENNEDY, P. MADERIA, W. OWSLEY)	SHANA PETRONE (C) (D) EPIC 79212 †	45
70	66	73	5	FOR CRYING OUT LOUD J. E. NORMAN, A. COCHRAN (T. ROCCO, B. MCDILL)	ANITA COCHRAN (C) (D) (V) WARNER BROS. 16939 †	66
71	64	55	13	I'M IN LOVE WITH HER M. A. MILLER, M. MCANALLY (C. CANNON, A. SHAMBLIN)	SAWYER BROWN CURB ALBUM CUT	47
72	61	60	10	ALBUQUERQUE J. SLATE (C. LINDSEY, S. SEEKEL)	SONS OF THE DESERT (C) (D) EPIC 79199	58
73	NEW		1	IT'S A LOVE THING M. ROLLINGS (K. URBAN, M. POWELL)	KEITH URBAN CAPITOL ALBUM CUT †	73
74	70	62	20	THAT'S THE TRUTH C. FARREN (P. BRANDT, C. FARREN)	PAUL BRANDT (C) (D) (V) REPRISE 16985 †	47
75	62	64	4	LOST IN YOU D. WAS (G. KENNEDY, W. KIRKPATRICK, T. SIMS)	GARTH BROOKS AS CHRIS GAINES CAPITOL ALBUM CUT	62

Records showing an increase in detections over the previous week, regardless of chart movement. Airpower awarded to songs appearing in the top 20 on both the BDS Airplay and Audience charts for the first time with increases in both detections and audience. Titles below the top 25 are removed from the chart after 20 weeks. † Videoclip availability. Catalog number is for CD single, or vinyl single if CD single is unavailable. (C) Cassette single availability. (D) CD single availability. (M) Cassette maxi-single availability. (T) Vinyl maxi-single availability. (V) Vinyl single availability. (X) CD maxi-single availability. © 1999, Billboard/BPI Communications and SoundScan.

Billboard Top Country Singles Sales

AUGUST 28, 1999

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE, MASS MERCHANT, AND INTERNET SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY



THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE IMPRINT & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	1	14	No. 1 NEVER BEEN KISSED ARISTA NASHVILLE 13140	SHERRIE AUSTIN
2	2	2	21	PLEASE REMEMBER ME/FOR A LITTLE WHILE C.JRB 73080	TIM MCGRAW
3	3	3	14	GOD MUST HAVE SPENT A LITTLE MORE TIME ON YOU RCA 65759/RLG	ALABAMA FEAT. 'N SYNC
4	4	4	19	A NIGHT TO REMEMBER EPIC 79118/SONY	JOE DIFFIE
5	8	9	12	LIGHTNING DOES THE WORK WARNER BROS. 16984	CHAD BROCK
6	5	6	7	YOU'RE STILL BEAUTIFUL TO ME ASYLUM 64035/EEG	BRYAN WHITE
7	6	7	22	WHO NEEDS PICTURES ARISTA NASHVILLE 13156	BRAD PAISLEY
8	7	5	13	THAT DON'T IMPRESS ME MUCH MERCURY 172118	SHANIA TWAIN
9	10	12	8	LONELY AND GONE COLUMBIA 79210/SONY	MONTGOMERY GENTRY
10	9	8	20	SINGLE WHITE FEMALE MCA NASHVILLE 72092	CHELY WRIGHT
11	11	11	24	HILLBILLY SHOES COLUMBIA 79115/SONY	MONTGOMERY GENTRY
12	13	13	115	HOW DO I LIVE ▲ ³ CURB 73022	LEANN RIMES
13	14	14	18	ALMOST HOME COLUMBIA 79148/SONY	MARY CHAPIN CARPENTER

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE IMPRINT & NUMBER/DISTRIBUTING LABEL	ARTIST
14	15	15	5	WHEN MY DREAMS COME TRUE MCA NASHVILLE 72120	REBECCA LYNN HOWARD
15	12	10	26	WITH YOU ASYLUM 64052/EEG	LILA MCCANN
16	NEW		1	ALL THINGS CONSIDERED MONUMENT 79248/SONY	YANKEE GREY
17	16	16	22	LITTLE GOOD-BYES LYRIC STREET 64025/HOLLYWOOD	SHEDAISY
18	18	18	43	HOLD ON TO ME ATLANTIC 84197/AG	JOHN MICHAEL MONTGOMERY
19	23	22	4	TROUBLE IS A WOMAN VIRGIN 38661	JULIE REEVES
20	19	19	37	I DON'T WANT TO MISS A THING DECCA 72078/MCA NASHVILLE	MARK CHESNUTT
21	20	17	27	I WILL BE THERE FOR YOU DREAMWORKS 59021/INTERSCOPE	JESSICA ANDREWS
22	17	20	32	MEANWHILE/YOU HAVEN'T LEFT ME YET MCA NASHVILLE 72084	GEORGE STRAIT
23	NEW		1	SURE FEELS REAL GOOD WARNER BROS. 16933	MICHAEL PETERSON
24	21	23	16	BOY OH BOY GIANT 16896/WARNER BROS.	THE WILKINSONS
25	24	—	2	THIS TIME EPIC 79212/SONY	SHANA PETRONE

Records with the greatest sales gains this week. ● Recording Industry Assn. of America certification for net shipment of 500,000 units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum), with multimillion titles indicated by a numeral following the symbol. © 1999, Billboard/BPI Communications and SoundScan, Inc.

Matt Wilson Quartet Ready With A 'Smile'

HIS FACE LEERING from the CD cover, Matt Wilson looks as though he is waiting for someone to react to the punch line of a very funny and slightly blue joke. "I think we can present jazz without taking ourselves too seriously," says Wilson, whose "Smile," his third date as leader of the Matt Wilson Quartet, is due Aug. 24 on Palmetto. "At the same time, we take our music very seriously. That's a good contrast. If you can make people laugh, then



by Steve Graybow

Born in Illinois, the 34-year-old drummer has been a staple on the New York scene since arriving in the city in early 1992. In 1996 he formed the first version of the Matt Wilson Quartet with bassist **Yosuke Inoue**; their current partners-in-crime are tenor and soprano saxophonist **Joel Frahm** and altoist/bass clarinet player **Andrew D'Angelo**. "Smile" follows Wilson's previous quartet recordings, "Going Once/Going Twice" (1998) and "As Wave Follows Wave" (1996).

"One of my goals has always been to have a working band," says Wilson, who asserts that "great jazz has always been made by great bands." Although the quartet frequently plays together, Wilson believes that it is often the time spent between gigs that creates the most important bonds between musicians. "It all comes down to traveling together," he reflects, explaining that "when

people share the same close space together in a van or airplane, it brings them together very quickly. A band can play together for two years in town, and it will not have the same impact as going on the road together for a week."

The bond among the quartet's musicians is immediately evident on "Wooden Eye," the opening cut on "Smile." Jumping from the starting gate with a dynamic blast of free jazz worthy of Wilson's frequent employer **Dewey Redman**, the composition unexpectedly shifts to a slow, descending line reminiscent of **Led Zeppelin's** "Dazed And Confused" (albeit with an uncanny sense of swing) before muting into an undulating blues. "I've been checking out **Howlin' Wolf** records, listening to the grooves there," says Wilson. "The opening of this tune came from me sitting down and deciding to write 10 tunes in 30 minutes, and the groove was written several years ago. I like the contrast. It's not the usual head-solo-head arrangement."

The juxtaposition of contrary elements is key to Wilson's appeal. For every tongue-in-cheek, seemingly off-kilter idea, there is a beautifully executed melody, solo, or cover song that reaffirms the musician's dedication to jazz tradition. Along with compositions by Wilson and D'Angelo, "Smile" features an energetic take on **Monk's** "Boo Boo's Birthday" and the infrequently recorded **John Coltrane** composition "Grand Central," found on Trane's 1959 album "Trane And Cannonball," recorded with fellow saxophonist **Cannonball Adderley**. "I like playing swing, I like playing thrash metal beats, and I like playing standards and ballads," explains Wilson, who feels that "it all works together because it is honest."

Hand in hand with Wilson's desire to expand his musical palette beyond the usual influences is his desire to cultivate new jazz fans. "Somewhere along the line, jazz became less a music of the people," he says. "I feel that there are a lot of people who can be reached by playing in a heartfelt way."

In addition, Wilson feels that jazz artists can take a cue from pop artists when it comes to marketing their music. "We have a banner up when we play [which features the quartet's logo], and we do a tour program. We've had T-shirts printed. You have to let people know that there is more to the music than the notes we are playing."

While the quartet frequently performs in traditional jazz venues, Wilson makes a point of performing in high schools whenever possible.

"It's all about developing an audience for the future," he says. "I remember playing a gig where there were a ton of people, but no one even close to my age. It made me wonder who I would be playing for down the road if I didn't do something about it now. And we've yet to have an unsatisfied customer," he adds with a chuckle. "At least not one we're aware of."



WILSON

something intended to make them cry will make them cry. If you stay in one zone, people don't feel the whole performance."



Absolutely Purr-fect. It's all smiles at the recent 7N/House of Hits party to celebrate the release of Eartha Kitt's "Purr-fect Greatest Hits" album on Buddha Records. On hand to help celebrate, from left, are Frank Ursolo, national sales director of Buddha; Alex Miller, VP of Buddha; Kitt; and Paul Williams, president of 7N/House of Hits Records.

IMPORT & EXPORT

VP RECORDS

THE LARGEST DISTRIBUTOR OF REGGAE MUSIC. **HOTTEST 12" SINGLES**

MARCIA GRIFFITHS

Certified

1979

20TH ANNIVERSARY

1999

CALL TOLL FREE TO PLACE ORDERS 1.800.441.4041 FAX: 718.658.3573

MAIN BRANCH: 89-05 138TH STREET, JAMAICA, NY 11435 TEL: (718) 291-7058
 VP FLORIDA: 6022 S.W. 21ST STREET, MIRAMAR, FLORIDA 33023
 TEL: (954) 966-4744 FAX: (954) 966-8766

TOP REGGAE ALBUMS

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE IMPRINT & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	4	REGGAE PARTY POLYGRAM TW/ISLAND 565654/IDJMG	NO. 1 3 weeks at No. 1 VARIOUS ARTISTS
2	3	5	SPIRIT OF MUSIC ELEKTRA 62396/EEG	ZIGGY MARLEY & THE MELODY MAKERS
3	2	13	REGGAE GOLD 1999 VP 1559*	VARIOUS ARTISTS
4	4	18	EVERYONE FALLS IN LOVE PENTHOUSE 1543*/MP BS	TANTO METRO & DEVONTE
5	7	40	STRICTLY THE BEST 21 VP 1539*	VARIOUS ARTISTS
6	8	5	COMBINATION VIRGIN 47569	MAXI PRIEST
7	5	14	THE DOCTOR SHOCKING VIBES 1547*/VP BS	BEENIE MAN
8	6	9	DJ REGGAE MIX 2000 BEAST 5470/SIMITAR	VARIOUS ARTISTS
9	9	6	SCROLLS OF THE PROPHET — THE BEST OF PETER TOSH COLUMBIA 65921/CRG	PETER TOSH
10	14	65	REGGAE GOLD 1998 VP 1529*	VARIOUS ARTISTS
11	11	59	D.J. REGGAE MIX BEAST 5423/SIMITAR	VARIOUS ARTISTS
12	10	57	PURE REGGAE POLYGRAM TV 565122/IDJMG	VARIOUS ARTISTS
13	12	86	BEST OF BOB MARLEY MADACY 7420	BOB MARLEY
14	13	21	LABOUR OF LOVE III VIRGIN 46469	UB40
15	RE-ENTRY		DANCE HALL XPLOSION '99 JAMDOWN 40013	VARIOUS ARTISTS

TOP WORLD MUSIC ALBUMS

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE IMPRINT & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	20	SOGNO ▲ POLYDOR 547222	NO. 1 20 weeks at No. 1 ANDREA BOCELLI
2	2	100	BUENA VISTA SOCIAL CLUB WORLD CIRCUIT/NONESUCH 79478/AG BS	BUENA VISTA SOCIAL CLUB
3	3	99	ROMANZA ▲ ² PHILIPS 539207 BS	ANDREA BOCELLI
4	4	10	BUENA VISTA SOCIAL CLUB PRESENTS IBRAHIM FERRER WORLD CIRCUIT/NONESUCH 79532/AG BS	IBRAHIM FERRER
5	5	23	THE IRISH TENORS MASTERTONE 8552/POINT BS	JOHN MCDERMOTT/ANTHONY KEARNS/RODAN TYNAN
6	6	98	THE BOOK OF SECRETS ▲ QUINLAN ROAD 46719/WARNER BROS.	LOREENA MCKENITT
7	NEW		CAFE ATLANTICO RCA INTERNATIONAL 65401	CESARIA EVORA
8	8	2	KULANJAN HANNIBAL 1444/RYKODISC	TAJ MAHAL/TOUMANI DIABATE
9	11	18	SUENOS (WITH SPANISH TRACKS) UNIVERSAL LATINO 547224	ANDREA BOCELLI
10	9	59	INTRODUCING... RUBEN GONZALEZ WORLD CIRCUIT/NONESUCH 79477/AG	RUBEN GONZALEZ
11	7	13	VOLUME 2 RELEASE REAL WORLD 47324	AFRO CELT SOUND SYSTEM
12	10	25	TEARS OF STONE RCA VICTOR 68968	THE CHIEFTAINS
13	13	29	ROMANZA (WITH SPANISH TRACKS) UNIVERSAL LATINO 539638	ANDREA BOCELLI
14	12	5	SUBLIME ILUSION HIGHER OCTAVE WORLD 47494/VIRGIN	ELIADES OCHOA
15	14	7	NAMAHANA COCONUT GROVE 78203	HAPA

TOP BLUES ALBUMS

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE IMPRINT & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	5	BLUES POLYDOR 547178/UNIVERSAL	NO. 1 3 weeks at No. 1 ERIC CLAPTON
2	3	67	JUST WON'T BURN TONE-COOL/ROUNDER 471164/IDJMG BS	SUSAN TEDESCHI
3	2	21	THE REAL DEAL: GREATEST HITS VOLUME 2 LEGACY 65873/EPIC	STEVIE RAY VAUGHAN AND DOUBLE TROUBLE
4	4	43	WANDER THIS WORLD ● A&M 540984/INTERSCOPE	JONNY LANG
5	5	97	TROUBLE IS... ▲ REVOLUTION 24689/WARNER BROS.	KENNY WAYNE SHEPHERD BAND
6	6	7	HEART OF A WOMAN PRIVATE MUSIC 82180/WINDHAM HILL	ETTA JAMES
7	8	16	TAKE YOUR SHOES OFF RYKODISC 10479	THE ROBERT CRAY BAND
8	13	5	UNDISPUTED QUEEN MISS BUTCH 4009/MARDI GRAS	PEGGY SCOTT-ADAMS
9	7	11	BEST OF ETTA JAMES MCA 11953	ETTA JAMES
10	10	8	BLUES POWER - THE SONGS OF ERIC CLAPTON HOUSE OF BLUES 9565	VARIOUS ARTISTS
11	11	43	BLUES ON THE BAYOU MCA 11879	B.B. KING
12	12	14	BEST OF B.B. KING THE MILLENNIUM COLLECTION MCA 11939	B.B. KING
13	14	28	BLUES BLUES BLUES ATLANTIC 83148/AG	THE JIMMY ROGERS ALL-STARS
14	9	51	SLOW DOWN OKEH/550 MUSIC 69376/EPIC BS	KEB' MO'
15	15	90	DEUCES WILD ● MCA 11711	B.B. KING

● Albums with the greatest sales gains this week. ● Recording Industry Assn. Of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA Certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinums or Diamonds symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multi-platinum shipments by the number of discs and/or tapes. All albums available on cassette and CD. * Asterisk indicates past and present Heatseekers titles © 1999, Billboard/BPI Communications and SoundScan, Inc.

Top Gospel Albums™

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	TITLE
			NO. 1	
1	1	46	KIRK FRANKLIN ● GOSPO CENTRIC 90178/INTERSCOPE	46 weeks at No. 1 THE NU NATION PROJECT
2	2	19	T.D. JAKES ISLAND INSPIRATIONAL 524630/IDJMG	SACRED LOVE SONGS
3	3	25	VARIOUS ARTISTS ● VERITY 43125	WOW GOSPEL 1999 — THE YEAR'S 30 TOP GOSPEL ARTISTS AND SONGS
4	4	9	GOSPEL GANGSTAZ B-RITE 90096/INTERSCOPE	I CAN SEE CLEARLY NOW
5	5	69	FRED HAMMOND & RADICAL FOR CHRIST ▲ VERITY 43110	(PAGES OF LIFE) CHAPTERS I & II
6	6	12	RICHARD SMALLWOOD WITH VISION VERITY 43119	HEALING—LIVE IN DETROIT
7	9	57	TRIN-I-TEE 5:7 B-RITE 90094/INTERSCOPE	TRIN-I-TEE 5:7
8	8	17	VICKIE WINANS CGI 5325/PLATINUM	LIVE IN DETROIT II
9	11	40	T.D. JAKES WITH THE POTTER'S HOUSE MASS CHOIR INTEGRITY/WORD 69542/EPIC	LIVE FROM THE POTTER'S HOUSE
10	10	17	ANOINTED MYRRH/WORD 69616/EPIC	ANOINTED
11	7	13	VIRTUE VERITY 43122	GET READY
12	13	21	DOTTIE PEOPLES ATLANTA INT'L 10250	GOD CAN & GOD WILL
13	12	30	VARIOUS ARTISTS MALACO 1002	HERITAGE OF GOSPEL
14	15	73	CECE WINANS PIONEER 92793/AG	EVERLASTING LOVE
15	14	28	VARIOUS ARTISTS INTERSOUND 5315/PLATINUM	RAISIN' THE ROOF
16	16	81	VARIOUS ARTISTS ▲ VERITY 43109	WOW GOSPEL 1998 — THE YEAR'S 30 TOP GOSPEL ARTISTS AND SONGS
17	20	21	HELEN BAYLOR VERITY 43124	HELEN BAYLOR...LIVE
18	26	2	BISHOP PAUL S. MORTON, SR. B-RITE 90267/INTERSCOPE	CRESCENT CITY FIFE
19	19	35	JUANITA BYNUM SHEKINAH INTERNATIONAL 11659	MORNING GLORY VOLUME ONE: PEACE
20	18	25	VARIOUS ARTISTS EMI GOSPEL 20209	GREAT WOMAN OF GOSPEL VOLUME II
21	17	5	VARIOUS ARTISTS VERITY 43127	BRIDGES
22	29	29	MEN OF STANDARD MUSCLE SHOALS SOUND 8015/MALACO	FEELS LIKE RAIN
23	27	26	LEE WILLIAMS & THE SPIRITUAL QC'S MAJESTIC 7004	LOVE WILL GO ALL THE WAY
24	24	3	BRENT JONES AND T.P. MOBB HOLY ROLLER 7012/MCG	BRENT JONES AND T.P. MOBB
25	21	3	LAMAR CAMPBELL & SPIRIT OF PRAISE EMI GOSPEL 20246	I NEED YOUR SPIRIT
26	30	39	SOUNDTRACK DREAMWORKS 50050/INTERSCOPE	THE PRINCE OF EGYPT—INSPIRATIONAL
27	23	4	TAKE 6 REPRIZE 47375/WARNER BROS.	GREATEST HITS
28	25	48	YOLANDA ADAMS VERITY 43123	SONGS FROM THE HEART
29	NEW ▶		DEITRICK HADDON & V. O. U. TYSCOT 4074/PAMPLIN	CHAIN BREAKER
30	31	7	VARIOUS ARTISTS PLATINUM 5333	DIVAS OF GOSPEL
31	22	5	SONYA BARRY BORN AGAIN 1022	LATTER RAIN
32	33	93	KAREN CLARK-SHEARD ISLAND 524397/IDJMG	FINALLY KAREN
33	36	51	DAWKINS & DAWKINS HARMONY 1696	FOCUS
34	37	26	REV. JACKIE MCCULLOUGH GOSPO CENTRIC 90174/INTERSCOPE	THIS IS FOR YOU LORD
35	28	51	FULL GOSPEL BAPTIST FELLOWSHIP MASS CHOIR GOSPO CENTRIC 90176/INTERSCOPE	BOW DOWN AND WORSHIP HIM
36	RE-ENTRY		KIRK WHALUM FEATURING GEORGE DUKE & PAUL JACKSON, JR. WARNER GOSPEL 47113/WARNER BROS.	THE GOSPEL ACCORDING TO JAZZ
37	32	14	THE FLINT CAVALIERS FIRST LITE 4018	THE FLINT CAVALIERS LIVE IN CONCERT
38	NEW ▶		BEN TANKARD VERITY 43137	THE MINSTREL
39	35	9	GLADYS KNIGHT MANY ROADS 11713/MCA	MANY DIFFERENT ROADS
40	38	6	THE KENOLY BROTHERS NEXT GENERATION MINISTRY 7700	ALL THE WAY

Records with the greatest sales gains this week. ● Recording Industry Assn. of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. All albums available on cassette and CD. *Asterisk indicates vinyl available. HS indicates past or present Heatseeker titles. © 1999, Billboard/BPI Communications.

Artists & Music

Gospel Talent And Biz Join Forces At GMWA

THE EYES HAVE IT: Up to 22,000 gospel fans, musicians, manufacturers, and announcers joined some of the music's biggest names—including Kirk Franklin, Yolanda Adams, Fred Hammond, John P. Kee, the Georgia Mass Choir, and CeCe Winans—for the Gospel Music Workshop of America (GMWA), held Aug. 7-13 in New Orleans. The annual summer meet showcases the best and the brightest to come in gospel, while also providing a forum for its greatest exchange of information on a full range of issues, from music therapy to gospel theater to choir decorum.

Highlights included a free concert courtesy of Kirk Franklin and his Nu Nation, the seventh annual live recording by the GMWA Women Of Worship, and a rare performance from Winans, whose latest offering, "Alabaster Box," is due Oct. 19 on her own label, Well-spring Records (Billboard, Aug. 21).

A special award celebrating 75 years in gospel music was presented to the Dixie Hummingbirds by the Canton Spirituals during the eighth annual GMWA Quartet Showcase. The showcase, which featured the Hummingbirds, Willie Neal Johnson, Denise LaSalle, the Pilgrim Jubilees, the Jackson Southernaires, the Mighty Clouds Of Joy, the Christianaires, and the Williams Brothers, is one of the meet's most heavily attended events.

Gospel's growing legion of independent labels—including Shekinah Records, MarXan, Atlanta International Records, and MSG Records—took center court during the weeklong confab, dominating the majority of big-ticket luncheons and sponsored events within the Gospel Announcer's Guild, which serves as the group's industry track. The indie's presence was also noticeably increased at the convention center exhibit hall.

"For the last three to four years, there has been a growing independent presence," says Larry Blackwell, former Central South Gospel GM turned Verity Records national gospel sales director. "The majors know they can get what they need from radio through the year-round presence they maintain through promotion, whereas with the independents, it's critical. Then, too, they have been here enough to understand that they need to pool their resources for increased visibility. Of course, the bottom line for everyone is [for] the investment they make each year to be greater than the sales they get."

Mark Ballard, who's financed his 3-year-old label, MarXan Records, from revenues gleaned from the ownership of nine Cleveland-area Papa John Pizza franchises, notes that his co-sponsorship of a luncheon with Trinity Records was well worth the financial risk.

"Doing this showcase has positioned our company with gospel



by Lisa Collins

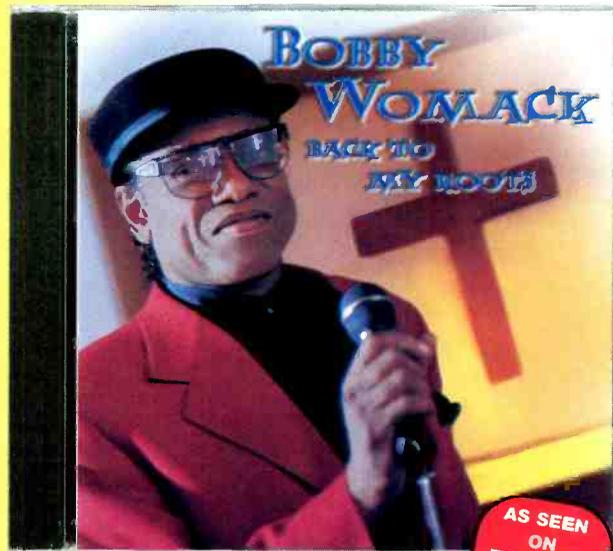
radio announcers and let the industry know that not only are we serious but we're in it for the long haul," says Ballard, whose roster

includes Charles Woolfolk.

James Bullard's massive exhibit-hall presence sent a similar message. Bullard, an industry veteran whose MSG Records celebrates its third year in November, struck it big with Lee Williams & the Spiritual QC's "Love Will Go All The Way," which has sold 37,000 units, according to SoundScan. The label is also enjoying success with Charles Fold's "One More Day."

(Continued on next page)

BOBBY WOMACK HIS FIRST EVER GOSPEL ALBUM



"...you could make a strong case that it is the best record he's made."

- Dave Marsh

FEATURING
THE SONGS:

STAND BY ME
OH HAPPY DAY
JESUS BE A FENCE
AROUND BE



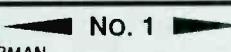
© 1999 The Right Stuff

Donald Malloy
& the
Columbia
Praise
Fellowship
Choir
Jesus Reigns

"Jesus Reigns", the newest hit release from Donald Malloy on the Savoy label, will be in stores September 28th. Already one of gospel musics best and most beloved artists, Donald just keeps getting better...
...to hear him is to believe.



Top Contemporary Christian™

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	TITLE
				
				
1	1	9	STEVEN CURTIS CHAPMAN SPARROW 1695/CHORDANT	(SPEECHLESS) 7 weeks at No. 1
2	3	9	VARIOUS ARTISTS MARANATHA/INTEGRITY 1583/WORD	WOW WORSHIP: TODAY'S 30 MOST POWERFUL WORSHIP SONGS
3	2	4	VARIOUS ARTISTS WORD 9776	WOW-THE 90S: 30 TOP CHRISTIAN SONGS OF THE DECADE
4	7	35	SIXPENCE NONE THE RICHER ● SQUINT 7032/WORD	SIXPENCE NONE THE RICHER
5	4	46	KIRK FRANKLIN ● GOSPO CENTRIC/INTERSCOPE 90241/WORD	THE NU NATION PROJECT
6	6	47	DC TALK ● VIRGIN/FOREFRONT 5195/CHORDANT	SUPERNATURAL
7	5	43	VARIOUS ARTISTS ▲ SPARROW 1686/CHORDANT	WOW-1999: THE YEAR'S 30 TOP CHRISTIAN ARTISTS AND SONGS
8	9	3	MXPX ROCK CITY/TOOTH & NAIL 1147/CHORDANT	LIVE AT THE SHOW
9	8	25	SONICFLOOD GOTEE 2802/CHORDANT	SONICFLOOD
10	13	11	VARIOUS ARTISTS WORD 5782	STREAMS
11	11	21	AVALON SPARROW 1687/CHORDANT	IN A DIFFERENT LIGHT
12	10	9	OUT OF EDEN GOTEE 2806/CHORDANT	NO TURNING BACK
13	14	10	DELIRIOUS? FURIOUS?/SPARROW 1677/CHORDANT	MEZZAMORPHIS
14	15	18	CAEDMON'S CALL ESSENTIAL 10486/PROVIDENT	40 ACRES
15	17	33	VARIOUS ARTISTS HOSANNA/INTEGRITY 1424/WORD	SHOUT TO THE LORD 2000
16	12	5	RAZE FOREFRONT 5210/CHORDANT	POWER
17	18	54	POINT OF GRACE ● WORD 5444	STEADY ON
18	20	43	BURLAP TO CASHMERE SQUINT/A&M 5562/WORD	ANYBODY OUT THERE?
19	22	9	GOSPEL GANGSTAZ B-RITE 6582/WORD	I CAN SEE CLEARLY NOW
20	16	4	VARIOUS ARTISTS INTEGRITY 1543/WORD	BEST SEATS IN THE HOUSE
21	19	25	THE SUPERTONES BEC 7415/CHORDANT	CHASE THE SUN
22	23	17	VARIOUS ARTISTS STAR SONG/SPARROW 0230/CHORDANT	PASSION BETTER IS ONE DAY
23	24	26	CHRIS RICE ROCKETOWN 5310/WORD	PAST THE EDGES
24	26	76	JENNIFER KNAPP GOTEE 3832/WORD	KANSAS
25	21	59	NEWSBOYS STAR SONG 0169/CHORDANT	STEP UP TO THE MICROPHONE
26	RE-ENTRY		THE KATINAS GOTEE 2804/CHORDANT	KATINAS
27	30	42	VARIOUS ARTISTS TIME LIFE 80401/MADACY	SONGS 4 LIFE — FEEL THE POWER!
28	25	13	GAITHER VOCAL BAND SPRING HILL 5475/CHORDANT	GOD IS GOOD
29	27	21	CARMAN SPARROW 1704/CHORDANT	PASSION FOR PRAISE VOLUME ONE
30	31	101	LEANN RIMES ▲ CURB 77885/CHORDANT	YOU LIGHT UP MY LIFE — INSPIRATIONAL SONGS
31	32	10	CLAY CROSSE REUNION 10008/PROVIDENT	I SURRENDER ALL (THE CLAY CROSSE COLLECTION VOL. 1)
32	28	63	JACI VELASQUEZ ● MYRRH 7026/WORD	JACI VELASQUEZ
33	RE-ENTRY		BILL & GLORIA GAITHER AND THEIR HOMECOMING FRIENDS SPRING HOUSE 2213/CHORDANT	KENNEDY CENTER HOMECOMING: A CELEBRATION OF OUR FAITH & HERITAGE
34	35	13	VARIOUS ARTISTS WORD 6622	SONGS FROM THE BOOK
35	RE-ENTRY		BILL & GLORIA GAITHER AND THEIR HOMECOMING FRIENDS SPRING HOUSE 2215/CHORDANT	SO GLAD!
36	33	84	AVALON SPARROW 1639/CHORDANT	A MAZE OF GRACE
37	38	40	SOUNDTRACK ▲ 550 MUSIC/MYRRH 5772/WORD	TOUCHED BY AN ANGEL: THE ALBUM
38	RE-ENTRY		MXPX TOOTH & NAIL 1122/CHORDANT	LET IT HAPPEN
39	39	57	TRIN-I-TEE 5:7 B-RITE 0072/WORD	TRIN-I-TEE 5:7
40	29	38	FFH ESSENTIAL 10498/PROVIDENT	I WANT TO BE LIKE YOU

Records with the greatest sales gains this week. ● Recording Industry Assn. of America (RIAA) certification for net shipment of 500,000 album units (Gold) ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerals following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. All albums available on cassette and CD. *Asterisk indicates vinyl available. **MS** indicates past or present Heat-seeker title. © 1999, Billboard/BPI Communications.

Artists & Music

HIGHER GROUND



by Deborah Evans Price

SPIRIT-LED LAUNCHES: The praise and worship music juggernaut continues with the launch of yet another new label devoted to the genre. Spirit-Led Records, a Nashville-based venture headed by **Rod and Susan Riley** (Provident's former corporate PR chief), will focus on praise and worship music from the local church level. The company will debut with an initial series of recordings that have harvested worship experiences in churches from Seattle to Indianapolis.

Spirit-Led's initial product line, *Portraits of Praise and Worship Live*, is slated for an Oct. 5 release. There will be two distinct series: "Portraits Of Praise Live," which will deliver upbeat praise music, and "Portraits Of Worship Live," with an emphasis on devotional songs. The first "Portraits Of Worship Live" recording will feature music from the Seattle-based **Westgate Chapel Choir** with **Geron and Becky Davis**. Volume two in the series will be a recording from the Franklin, Tenn.-based **New Song Christian Fellowship Choir** with **Dave Williamson**. The debut "Portraits Of Praise Live" will feature the Indianapolis-based **Calvary Temple Choir** with **James White**. The second in the series will be by the Columbus, Ohio-based **TurnPoint Church Choir** with **Mark Condon**.

Spirit-Led will be distributed by Provident Music Distribution. Brentwood-Benson Publishing, also a subsidiary of Provident Music Group, will co-promote Spirit-Led product via accompanying songbooks, musicals, and other vehicles targeted toward the church.

PROVIDENT REACTIVATES GREENTREE: In other Provident news, the company is reviving the long-dormant Greentree label. "Greentree Signature Songs" is slated to be the first in a series of more than two dozen new releases to be issued before the end of the year by Provident Music Distribution, which handles catalog development for the Provident system. The Greentree label originated in the mid-'70s and was home to such seminal artists as **Tim Shepherd, Reba Rambo, the Wall Brothers Band, and Dallas Holm**.

According to senior VP **Don Noes**, Provident has "a virtual gold mine in master recordings from cata-

logs of enduring artists on its in-house labels—Benson, Brentwood, Essential, and Reunion Records." The company will mine those extensive catalogs for future releases.

Wes King, Kim Hill, Al Denson, Michael James, Billy Sprague, and Michael Card are among the artists who will be featured on the six initial releases from the "Greentree Signature Songs" series. The projects will feature liner notes written by the artists themselves sharing their personal experiences.

The releases will be priced at \$9.99 for both CD and cassette. Customers will receive \$5 off the purchase of any two with an accompanying coupon. To promote the series, radio will receive the complete six-CD boxed set, and there will be ads placed in retail catalogs. In addition to the contemporary Christian acts featured in the series, future collections will spotlight inspirational and Southern gospel artists.

CARMAN SELLS CATALOG: Carman has sold his Some-O-Dat song catalog to Los Angeles-based Music & Media International and its subsidiary Lehsem Music for an undisclosed price. The catalog includes approximately 225 copyrights, among them such classics as "Lazarus Come Forth," "Serve The Lord," and "The Champion."

Carman's manager, **Joe Jones**, says they feel confident that Music & Media's **Billy Meshel** and his staff will be able to "broaden the uses" of the copyrights in the Some-O-Dat catalog. Meshel has an impressive publishing background, having founded Los Angeles' Arista Music Publishing in 1976. He later served as president of BMG Music Publishing in L.A. before becoming president/partner of All Nations Music (1988-97) prior to his current post as president/owner of Music & Media. He currently works with writers and catalogs that cover a variety of musical genres, among them **Petra's Bob Hartman, Even Stevens, Chris LeDoux, the Smithereens, Rick Hall Music, and John and Dino Elefante**.

NEWS NOTES: **Eric Mullett**, director of publicity and partnerships, has resigned from Musicforce.com... **Anointed** drew a record crowd of more than 4,000 during a recent performance at the Vista Ridge Mall in Lewisville, Texas. The group was appearing as part of the "Brown Bag Concert Series," sponsored by Christian station **KLTU Dallas**. The trio's performance marks the largest such event held by the station... "Listen: Louder," the youth-targeted version of Sparrow's "Listen To Our Hearts" series, will be released in October. Featured are cuts by **Delirious?, Newsboys, Jennifer Knapp, Audio Adrenaline, Switchfoot, the Waiting, Chasing Furies, Rebecca St. James, Luna Halo, RAZE, Sarah Masen, and Kevin Max with Sonic Flood**.

IN THE SPIRIT

(Continued from preceding page)

"Independents are definitely a force to be reckoned with," notes Bullard. "My prayer is that they will come together under one umbrella for economic strength while maintaining their individuality."

Jackie Ward, who founded her Miami-based label, Noah's Ark Music, in 1997, agrees. "Gospel is an "independent-friendly marketplace. We're able to thrive by knowing the marketplace, as well as strategic planning and partnering." Ward partnered with Detroit-based Inner Court Records and San Francisco-based Gospel Soul Music to host a luncheon.

"With the same money you can use to promote one project, you can do three," Ward continues. "We've partnered on a whole lot more than the workshop, and the results have

been increased sales and increased visibility in the marketplace."

The proof appears to be in the pudding for Ward, as initial sales on her Sacramento, Calif.-based **Genesis Choir** are in the 25,000-30,000 range.

Despite the onslaught of independents, the majors made their presence felt as well. Malaco kicked off the conference with its annual opening showcase, a musical marathon of its award-winning roster of acts, including **LaShun Pace**, the Georgia Mass Choir, and the Grammy-nominated **Mississippi Mass Choir**, whose latest project, "Emmanuel (God With Us)," was released this month and is expected to be Malaco's biggest seller yet.

CGI Records wowed announcers with a lavish luncheon that includ-

ed performances from **William Becton and Vickie Winans**, while also providing the backdrop for the Gospel Announcers Awards Ceremony. Verity pulled out all the stops for a late-night meet-and-greet with **Hammond, Kee, Virtue, Albertina Walker, Richard Smallwood, and Helen Baylor**.

Among the newer acts generating the most buzz were **Ametria** (MCA Records), **Winans Phase 2** (Myrrh Records), **Montrell Darrett** (EMI Gospel), and Atlantic Christian signee **Damita Haddon** (wife of **Deitrick Haddon**), who brought the house down with her spirited delivery.

So satisfied were the GMWA execs by the success of the convention that they've broken with tradition, planning next year's meet for New Orleans as well.

Songwriters & Publishers

ARTISTS & MUSIC

Howie Richmond Views Craft Of Song

Publishing Giant Celebrates 50 Years As TRO Founder

BY IRV LICHTMAN

NEW YORK—Fifty years since the founding of his still independent publishing company, TRO Music, with years prior to that as a major swing-era press agent, Howie Richmond is used to change on the music scene. For the most part, he applauds change and understands the necessity that it happen.

"We don't hear certain music because we turn it off," says Richmond, at 81 in retirement in Rancho Mirage, Calif. The company, based in New York, is operated by his son Larry Richmond.

"I remember back in the '60s when I was with my old friend songwriter Johnny Mercer in California, and I mentioned a song we were hearing in the background. I told him it was a big hit, but Johnny didn't know it. 'I've heard it a hundred times, but I turned it off,' he said to me.

"Rap is over my head, but I know it's close to folk music. There's a message there, a communication. A lot of the work of the '60s and '70s is experiences rather than songs. Today, we are fusing back to earlier rhythms, such as calypso and big-band swing.

"So much is returning with visual aspects. That's tremendous because it's a visual time. Films, for instance, are using music in a very creative way. You get the feel of a time from a recording. It's a different business, but I'm respectful of the fact that the public has found a lot of music it wants to hear."

The TRO catalog is certainly a bountiful case in point of songs that illuminate their times, not to mention their continuing relevance.

Its early days were dotted with novelty hits, and then came along a now-enviable folk catalog, a number of hit musical scores from England, calypso music, rock music, and many plain old pop evergreens.

Much of the company's extensive and varied music heritage is available in a new, lavishly packaged six-CD publisher promo package, "Fifty Years—With Songs And Songwriters."

With historic full-length recordings, the package includes the works of such folk greats as Lee Hays and

Pete Seeger, Huddie Ledbetter, John Lomax, Oscar Brand, and Ed McCurdy. TRO's world of rock, largely created through its U.K. ties, includes works by Pete Townshend, David Bowie, Justin Hayward, and others.

Key folk songs in the catalog, as arranged by a number of folklorists, are "We Shall Overcome," "Kisses Sweeter Than Wine," "On Top Of Old Smokey," "So Long It's Been Good To Know You," "Goodnight Irene," "If I Had A Hammer," "Tom Dooley," and "Rock Island Line."

Also from the U.K., TRO, which started life as Cromwell Music, acquired rights in the U.S. for such musicals as "Stop The World—I Want To Get Off," "The Roar Of The Greasepaint—The Smell Of The Crowd," and "Oliver!"

Pop standards include "Fly Me To The Moon," "Speak Low," "I Believe," "I'll Be Around," "Desafina-

II—he was hired by Glenn Miller, Frank Sinatra, Dinah Shore, the Andrews Sisters, Woody Herman—Richmond, whose father was a music publisher, returned from service in the war to a "special window of opportunity" in the music business. That was the changing perception of radio in the music industry.

Says Richmond, "The radio disc jockey was once thought to be competition for record sales, but now he was happening. It was a way to start a song, just like the Internet today, which sometimes gives merchandise away to establish new stars.

"It was a period in which there was a great chance to get your record played even from a dub. There seemed to be enough opportunity for everybody. The music business was a kind of a fraternity of similar interests. Everyone took advantage of new opportunities. One song-plugger would tell someone else about things. You sat around tables exchanging tunes."

Richmond's great respect for the craft of songwriting has taken two especially striking turns over the last 30 years.

Along with Johnny Mercer and Abe Olman, a TRO senior partner, he helped create the Songwriters' Hall of Fame in 1969. And this year, on the hall's 30th anniversary, he has donated \$1 million so that the hall can establish a Web site as part of its long sought-after goal of creating a Songwriters' Hall of Fame museum in New York.

Richmond's friends and associates in the publishing world have included legendary publishers such as Jack Mills, Jack Robbins, Buddy Robbins, and Lou Levy.

His memorable business relationships were those with Olman and the late Al Brackman, a record producer and song-plugger with whom Richmond shared an apartment in New York in the '30s.

Olman, who died in 1984, joined Richmond as a senior partner after his retirement from Robbins, Feist, Miller. It was from the same company that Brackman joined Richmond. Other key figures at Richmond included David Platz, who ran his U.K. operation, and, in the U.S., Marvin Cane, who went on to key publishing posts at Columbia Pictures and Famous Music, a wing of Paramount Pictures.

Brackman, who eventually served as general manager of the U.S. company until his death in 1992, is idolized by Richmond as "my closest, dearest friend."

"When he worked for Jack Robbins, Al was always the man who brought Jack back the facts. Even after Al left him to enter the Army in

(Continued on page 48)



do," "My Ship," "Oh, Look At Me Now," "Midnight In Moscow," and "For All We Know."

As for novelty songs, they played an important role in establishing his company, Richmond says.

In TRO's early years, such novelty hits as "Music! Music! Music!," "Hop Scotch Polka," "A Guy Is A Guy," and "Botcha Me," among others, helped put the company on the map.

Richmond says he favored them when the company was young. "You can get novelty songs started quickly. Ballads take a long time to develop, and that's expensive. The novelty song offered a chance [to quickly establish] a big hit."

Although his catalog is rich in both BMI and ASCAP-cleared songs, Richmond notes that BMI—formed in 1940 and seeking at the time to establish ties to writers and publishers who were not members of ASCAP, 26 years BMI's senior—was "offering opportunities and all kinds of new directions [for my young company] where ASCAP wasn't," such as reaching into folk, blues, and country music.

"[You could] pick a city and find a song. There had been limited places where you could go in publishing, and independents were few and far between."

A press agent before World War



Shown, from left, are Howie Richmond, Abe Olman, and Al Brackman.

NO. 1 SONG CREDITS

TITLE	WRITER	PUBLISHER
THE HOT 100		
GENIE IN A BOTTLE	Steve Kipner, David Frank, Pam Sheyne	Stephen A. Kipner/ASCAP, EMI April/ASCAP, Appletree/BMI, Griff Griff/ASCAP
HOT COUNTRY SINGLES & TRACKS		
AMAZED	Marv Green, Aimee Mayo, Chris Lindsey	Warner-Tamerlane/BMI, Golden Wheat/BMI, Careers-BMG/BMI, Silverkiss/BMI, Songs Of Nashville Dreamworks/BMI, Cherry River/BMI
HOT R&B SINGLES		
BILLS, BILLS, BILLS	Kandi Burgess, Beyonce Knowles, Kelendria Rowland, Le Toya Luckett, Kevin Briggs	Shak'em Down/BMI, Hitco/BMI, Kandacy/ASCAP, Air Control/ASCAP, EMI April/ASCAP, Beyonce/ASCAP, Le Toya/ASCAP, Kelendria/ASCAP
HOT RAP SINGLES		
JAMBOREE	K. Gist, V. Brown, A. Criss, Benny Golson	Naughty/ASCAP, WB/ASCAP, Celedia/BMI
HOT LATIN TRACKS		
DE HOY EN ADELANTE	Rudy Perez	Rubel/ASCAP, Universal/ASCAP

New CDs And Book Share Their Love Of NYC; ASCAP Announces Award Winners

SINGING NEW YORK'S PRAISES: Now that, to paraphrase a Cole Porter song, everyone once again happens to like New York, it's time to sing the city's praises, too.

That's just what two recent CD releases and a new book are doing. On July 6 Rhino Records released a compendium of New York songs leaning toward more contemporary material (Words & Music, Billboard, May 22).

Now there's a CD called "The Sidewalks Of New York—Tin Pan Alley" from Germany's Winter & Winter label (distributed in the U.S. by Allegro Corp.). The CD presents a collection of songs from the turn of the century, newly recorded (at

"Where Is My Little Old New York?," that recall a kinder, gentler city. But, then, as someone once said, the past is sometimes colored by poor memory.

ASCAP PAYOUTS: ASCAP's special awards panels have paid out about \$2 million in cash awards for 1999-2000, with a total of about \$40 million in awards since they began in 1960.

These awards have been granted to writers whose works are considered to possess "unique prestige value for which adequate compensation would not otherwise be received and to compensate those writers whose songs are performed

substantially in media not surveyed by ASCAP," the performance right society says.

Those receiving awards in the



by Irv Lichtman

new period include Horace Silver, Marshall Crenshaw, Craig Carnelia, Arturo Sandoval, Tom Paxton, Lucy Simon, Ned Rorem, Philip Glass, Meredith Monk, and George Perle.

ASCAP president/chairman Marilyn Bergman, the Oscar-winning lyricist and a former recipient of a special award herself, reported the awards. They are given in pop and standard (classical) repertoire.

Among the panel members is Billboard's West Coast bureau chief, Melinda Newman.

ASCAP president/chairman Marilyn Bergman, the Oscar-winning lyricist and a former recipient of a special award herself, reported the awards. They are given in pop and standard (classical) repertoire.

Among the panel members is Billboard's West Coast bureau chief, Melinda Newman.

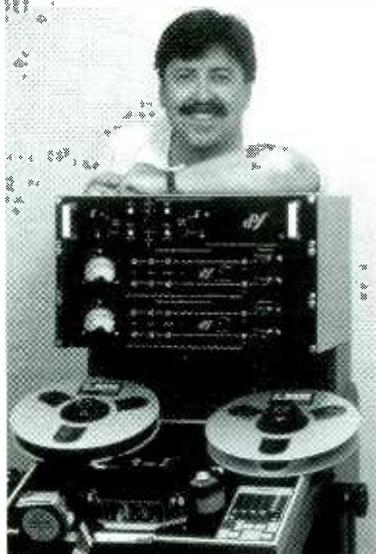
ASCAP president/chairman Marilyn Bergman, the Oscar-winning lyricist and a former recipient of a special award herself, reported the awards. They are given in pop and standard (classical) repertoire.

PRINT ON PRINT: The following are the best-selling folios from Hal Leonard Publishing:

1. Offspring, "Americana."
2. Shania Twain, "Best Of Shania Twain."
3. "Tarzan," soundtrack.
4. Goo Goo Dolls, "Dizzy Up The Girl."
5. Silverchair, "Neon Ballroom."

Stubblebine Sings Analog's Praises; Black Sings Yamaha's

PAUL STUBBLEBINE ain't afraid of ones and zeros. In fact, he's just as knowledgeable about high-resolution digital formats as any other world-class mastering engineer, and he goes to great lengths to digitally enhance and preserve the recordings that are brought to his San Francisco studio. Nevertheless, when it comes to get-



San Francisco-based mastering engineer Paul Stubblebine proudly displays his ATR-102 1-inch, 2-track analog recorder.

ting the biggest, richest, fattest sound out of music, there's nothing like analog, according to **Stubblebine**. Specifically, the Ampex ATR-102 1-inch, 2-track analog recorders customized by **Mike Spitz** at ATR Service Co. and fitted with custom electronics by **Tim de Paravicini** at EAR and custom heads by **Greg Orton** at Flux Magnetics.

"I've invested in 1-inch, 2-track analog because it is the highest-quality analog format available today," says **Stubblebine**. "I also encourage my clients to archive their master tapes to the highest-quality format possible. Analog is a format that has stood the test of time. As high-reso-



Party Like It's DVD99. Industry leaders gathered at the DVD99 Conference Aug. 4-5 at the Universal City Hilton in Los Angeles. Sponsored by the International Recording Media Assn. and Miller Freeman, the event was attended by approximately 900 people, according to organizers. Shown after a Music Producers Guild of the Americas panel on creative audio content at DVD99, from left, are moderator **Chris Stone**, CEO of the World Studio Group; **Dave Kusek** of Digital Cowboys; Grammy-winning producer/engineer **Al Schmitt**; **Bernie Grundman**, president of **Bernie Grundman Mastering**; and **Allen Sides**, independent producer/engineer and owner of **Ocean Way Recording and Record One**. (Photo: David Goggin)

lution digital formats improve, artists and producers can utilize the ultra-high fidelity this format provides to go to future higher-resolution digital masters."

Stubblebine and San Francisco musicians **David Denny** and **Carlos Reyes** recently held a listening test at Hyde Street Studios to prove their point. (**Stubblebine's** eponymous mastering facility operates within the confines of Hyde Street, the former headquarters of area legend **Wally Heider's** operation, and currently a recording/overdubbing facility that also houses **Denny's** rental outfit.)

With **Denny**—a former member of the **Steve Miller Band**—on guitar and **Reyes** on harp and violin, **Stubblebine** and session engineer **Mark Willsher** tracked the proceedings simultaneously to the ATR-102 running BASF SM 900 tape and two Tascam DA-88s: one fed by a Pacific Microsonics converter at 88.2 kilohertz and 24 bits and the other with an Apogee 96-kilohertz, 24-bit converter at the front end.

Stubblebine says the digital recordings "sounded great," but he adds that the analog version was "a remarkable step better. The 1-inch, 2-track analog has a much more tactile sound, with depth and texture that can't be captured even on high-resolution digital formats today."

Although the material was captured on a 24-bit digital multitrack recorder for future mixing, the listening session involved only stereo feeds from the studio into the control room.

In addition to purchasing a customized ATR-102 recorder, **Stubblebine** has a playback-only unit on order. He is the first West Coast engineer to acquire a **Spitz/de Paravicini** machine, following installations at **Avatar Studios** in New York, **Pink Floyd's** facility in the U.K., and **Bob Ludwig's Gateway Mastering** in Portland, Maine. **Stubblebine** says the machines provide a sound "a mile wide and a mile deep," with a frequency response "ruler flat from 10



by Paul Verna

hertz to 28 kilohertz."

IN OTHER ANALOG developments in the Bay Area, **Studio D** in Sausalito has just installed an Amek 9098i console, designed by industry luminary **Rupert Neve**. The board is the centerpiece of an upgrade that also includes installation of a **JBL 5.1-channel** surround system, the addition of an editing suite featuring a 24-bit **Pro Tools** workstation, the redesign of the control room acoustics, the reinforcement of the isolation booths, and such cosmetic improvements as new carpeting and paint.

The new gear complements **Studio D's** 30-foot-by-36-foot, skylit tracking area with 20-foot ceilings—a vast space that has attracted such clients as **Aretha Franklin**, **Soundgarden**, **Huey Lewis & the News**, and **Van Morrison**, who also value the facility's reputation for privacy.

"Our big room has always been our calling card," says **Studio D** co-founder and VP **Dan Godfrey**. "But the music business has changed so much in the last five, six years. To attract the top-name acts who can afford a big room, you also have to offer the best gear. The 9098i and the other improvements give us the complete package."

Studio D's other co-founder and chief engineer, **Joel Jaffe**, says, "You listen to this console, it's like standing outside on a clear day with nothing but sky above you, it's so open-ended. When you add frequency, it's not like you're coloring the track. There's virtually no phase incoherence with the 9098i equalizers. The virtual dynamics are awesome and the automation is very user-friendly."

The 56-module, 120-channel board features full dynamics and automation on all channels, four stereo input/return modules, top and bottom motorized faders, and 16 automated auxiliary sends.

WHEN IT CAME TIME to track a mostly acoustic album, country star **Clint Black** decided to keep things simple and homebound. He set up two **Yamaha 02R** digital recording/mixing consoles, a 24-bit **Pro Tools** system, **Opcode Studio Vision Pro** software

(used only for arrangement purposes), a **HHB CDR 850** CD recorder, and a collection of associated gear that includes **dbx**, **Drawmer**, **Roland**, and **Lexicon** units; a **Manley** amp; a **Neumann U-47** and **Audio Technica** microphones; and an **Ensoniq ASR-10** sampler.

"I know just enough to be dangerous and not enough to not need everybody else around me," says the singer/songwriter in a **Yamaha** statement. "So I'm enjoying the freedom and the power that I get from something as user-friendly as the 02Rs. They're sophisticated enough to do the job, but they're really easy to use."

PANASONIC PRO AUDIO is now shipping its **Max** software for its **DA7** digital mixer, according to a statement from the Los Angeles-based firm. Previewed in beta form at the Winter National Assn. of Music Merchants (**NAMM**) convention in Los Angeles, **Max** allows users to control many of the **DA7's** functions from a **Macintosh** computer, including fader automation, surround panning, channel on/off assignments, aux send levels, EQ, dynamics, and routing.

The **Max** package, which carries a suggested list price of \$495, will be available in a **Windows** version in the future, according to **Panasonic**.

PRODUCTION CREDITS

BILLBOARD'S NO. 1 SINGLES (AUGUST 21 1999)

CATEGORY	HOT 100	R&B	COUNTRY	RAP	DANCE SALES
TITLE Artist/ Producer (Label)	GENIE IN A BOTTLE Christine Aguilera/ David Frank Steve Kipner (RCA)	BILLS, BILLS, BILLS Destiny's Child/ Kevin "She'kspere" Briggs (Columbia)	AMAZED Lonestar/ D. Huff (BNA)	JAMBOREE Naughty By Nature Feat. Zane/ Naughty By Nature (Arista)	SEXUAL (LA DA DI) Amber/ The Berman Brothers (Tommy Boy)
RECORDING STUDIO(S) Engineer(s)	CANYON REVERB (Los Angeles) Paul Arnold Ryan Freeland	DIGITAL SERVICES (Houston, TX) Michael Calderon	THE TRACKING ROOM (Nashville) Jeff Balding	DA MILL (New Jersey) Darren Lighty	GALLERY (New York) Touch C.H. Berman
CONSOLE(S)/ DAW(S)	Logic Audio Soundcraft Spirit	SSL 6000 E/G+	SSL 4000	N/A	SSL 6000
RECORDER(S)	Mac 9600, Logic Audio software Pro Tools	Tascam DA-88	Sony 3348/Pro Tools	N/A	Studer A827
MIX MEDIUM	none used	Sony D-113	Quantegy 467	N/A	Ampex 499
MIX DOWN STUDIO(S) Engineer(s)	PACIFIQUE (Los Angeles) Dave Way	LARRABEE NORTH (Los Angeles) Kevin "KD" Davis	THE SOUND KITCHEN (Franklin, TN) Jeff Balding	DA MILL (New Jersey) Kay Gee Adam Kudzin	GALLERY (New York) Dr. Moe C.H. Berman
CONSOLE(S)/ DAW(S)	SSL 9000	SSL 9000J	Neve V3 Legend	N/A	SSL 6000
RECORDER(S)	Mac 9600, Pro Tools, Studer 827	#Studer A827	Sony 3348	N/A	Studer A827
MASTER MEDIUM	Quantegy GP9	Quantegy 499	Quantegy 467	N/A	Ampex 499
MASTERING Engineer	OASIS Eddy Schreyer	BERNIE GRUNDMAN Brian Gardner	MASTERMIX Ken Love	HIT FACTORY Chris Gehringer	ABSOLUTE Leon Zervos
CD/CASSETTE MANUFACTURER	BMG	Sony	JVC	BMG	WEA

© 1999, Billboard/BPI Communications. Hot 100, R&B & Country appear in this feature each time; Mainstream Rock, Modern Rock, Rap, Adult Contemporary, Club Play, and Dance Sales rotate weekly. Please submit material for Production Credits to Mark Marone, Telephone 212-536-5051, Fax 212-382-6094, mmarone@billboard.com

Artists & Music

Líderes Opens In U.S., Puerto Rico

LÍDERES MAKES ITS BOW: Líderes Entertainment Group has officially opened shop in the U.S. and Puerto Rico. Líderes already has opened offices in Colombia, Argentina, Brazil, Spain, and Venezuela, the company's home base.

Universal will distribute product from Líderes, whose president is **Rodolfo Rodríguez**, founder of prominent Venezuelan indie Rodven Records. In 1995, Rodven was acquired by PolyGram in a deal spearheaded by **Manolo Díaz**, the former president of PolyGram Latin America who now is chairman of Universal Music Latin America.

Líderes' creative president is industry veteran **José Luis Gil**.

The label's initial slate of releases due in September are by Spanish artists **José Miguel Díaz** and **Rebeca** and Venezuelan acts **Doble Filo** and **Roberto Antonio**.

COLOMBIA'S SHRINKING MARKET: During a recent visit to Colombia, I visited with several record executives there who are lamenting the fact that the home-grown industry is reeling, down 10% in the year's first six months compared with the same period last year.

That 10% decline comes on top of a previous 10% drop in sales in 1998, compared with 1997. According to the International Federation of the Phonographic Industry, Colombia's record industry in 1997 generated \$236.1 million in sales.

Apart from the well-publicized political strife that has helped drive Colombia's economy into its worst recession in 60 years, the country's record business is suffering because new acts are terribly difficult to break, most executives say.

Esteemed label brass such as Sony managing director **Carlos Gutiérrez**, Codiscos artistic division VP **Fernando López Henao**, and Discos Fuentes international A&R manager **Alvaro Arango** uniformly point out that they are stumped by the market's unwillingness to embrace new acts.

Indeed, the country's best-selling albums are compilations by established artists.

Even big-name Anglo acts are struggling to ring up significant numbers in Colombia. EMI managing director **Alvaro Rizo** points out that while **Backstreet Boys** sell hundreds of thousands of units in other Latin American countries, the band's latest disc, "Millennium," has not sold big numbers in Colombia.

Perhaps one reason for the weak sales tallies of English acts in Colombia, says Rizo, is that the well-heeled Colombian fans of English product can easily buy music in the U.S., where CDs are much cheaper.

Nonetheless, "Millennium" did reach gold status in Colombia on sales of 30,000 units. And Spanish singer/songwriter **Rosana** was able to hit gold as well with her 1998 disc "Luna Nueva."

As for home-grown acts, unlike



by John Lannert

Mexico or Puerto Rico, where high per-capita record consumption is the norm for both new and established artists, Colombia is more like Chile in the sense that it is a market that needs heavy priming from the record labels to generate interest in upstart acts. For instance, newer Colombian artists such as **Charlie Zaa** and **Los Tri-O** have scored much better sales in Spanish markets in Latin America and in the

It seems the future holds more promise for artists from Colombia who are willing to pull up stakes and leave for bigger Spanish-speaking markets

U.S. than in Colombia.

Sales aside, nightclubs are rolling in both Medellín and Bogotá. All types of music are rotated, ranging from *vallenato*, which still accounts for about 50% of all sales in Colombia, to salsa, merengue, Latin rock, and electronic dance music.

The Medellín nightery Escarcha hardly resembled its name, which means "frost," as it was rippin' inside with the steamy grooves of Codiscos' fine tropical act **El Combo De Las Estrellas** intertwined with trance music spun by the club DJ during the breaks. Warm thanks to Codiscos staffers **María Isabel Vasco**, **Catalina Elejalde**, and **John Jairo "Trooper" Trujillo** for dropping extensive knowledge of the music scene in Medellín and the rest of Colombia.

In Chío, just north of Bogotá, at the touristy club/restaurant **Andrés Carne De Res**, there was an ear-perking blend of recorded Colombian idioms, including some tasty Colombian-flavored jazz.

Too bad there are not more Colombians scooping up product from homebred artists. Of course, these days there are more pressing matters for Colombians to worry about—like the future of their country.

Given that scenario, it seems likely that the future holds more promise for artists from Colombia who are willing to pull up stakes and leave for bigger Spanish-speaking markets.

MEXICO NOTAS: As Latin artists continue to gain popularity

with English-language albums, Sony Mexico has now put **La Onda Vaselina** in the studio to record English covers of its greatest hits. The set will be released in Japan, Sweden, Denmark, and Turkey.

Fonovisa's **Banda El Recodo** will celebrate its 60th anniversary Sept. 2 with a concert at the 45,000-seat Plaza Mexico in Mexico City. The famed *banda* group's show will contain its greatest hits and songs by **Juan Gabriel**, with whom the band had recorded a disc.

Juan Gabriel, incidentally, is scheduled to perform Dec. 12 in the 110,000-seat Azteca Stadium in Mexico City as part of the events making up "Televisa Milenio." During the show, BMG's Mexican superstar will introduce a song he has written in dedication to the end of the millennium. The concert is expected to be released in longform video and as a live disc.

Having finished her hit TV Azteca *telenovela* "Tres Veces Sofía," actress/singer **Lucía Méndez** has split to Miami for some R&R before embarking in October on tour called *Lucía Mexicanísima*. "Tres Veces Sofía" can be seen on Telemundo in the U.S. Méndez is mulling over an offer to host a weekly talk show that was previously hosted by the late **Paco Stanley**.

Though popular in much of Latin America, Argentine pop group **El Símbolo** did not catch fire in Mexico until it performed in May at Aca-pulco '99. Since then, El Símbolo has scored a hit single, "1,2,3," and a platinum certification (for sales of 250,000). Given its newfound popularity in Mexico, El Símbolo's label, Fonovisa, is expected to drop the band's first two albums in the next few months.

SOUTH AMERICA ROUNDUP: Now on tour in Latin America is **Fito Páez**, whose new album, "Abre," was released July 26 by Warner Argentina in Argentina. Produced by **Phil Ramone**, the disc was immediately certified platinum for selling 60,000 units.

Jamiroquai is scheduled to play Friday (27) and Saturday (28) at Buenos Aires' Luna Park. The group's last disc, "Synkronized," has rung up 20,000 units.

Before entering the studio to record a new disc with producers **Humberto Gatica**, **Cachorro López**, and **Gustavo Santaolalla**, Universal's Argentinian singer/songwriter **Alejandro Lerner** is set to perform a series of concerts on Friday (27) at Buenos Aires' Teatro Opera. Lerner has just returned from Los Angeles, where he was invited to contribute the main love theme for director **Alfonso Arau's** upcoming film "Pickin' Up The Pieces," which stars **Woody Allen**, **Sharon Stone**, and **Fran Drescher**.

James Brown is set to return to Santiago, Chile, to play Sept. 12 at Víctor Jara Arena, which was for-

(Continued on next page)

THE Billboard Latin 50™

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE, MASS MERCHANT AND INTERNET SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY SoundScan®

THIS WEEK	LAST WEEK	WKS. ON	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	TITLE
No. 1					
1	1	12	ENRIQUE IGLESIAS	FONOVISA 0517	BAILAMOS
2	2	95	BUENA VISTA SOCIAL CLUB	WORLD CIRCUIT/NONESUCH 79478/AG	BUENA VISTA SOCIAL CLUB
3	3	8	MANA	WEA LATINA 27864	MTV UNPLUGGED
4	4	10	IBRAHIM FERRER	WORLD CIRCUIT/NONESUCH 79532/AG	BUENA VISTA SOCIAL CLUB PRESENTS IBRAHIM FERRER
5	6	4	VARIOUS ARTISTS	COLUMBIA 69989/SONY DISCOS	LATIN MIX USA VOL.2
6	5	70	ELVIS CRESPO	SONY DISCOS 82634	SUAVEMENTE
7	8	3	INTOCABLE	EMI LATIN 21502	CONTIGO
8	8	15	ELVIS CRESPO	SONY DISCOS 82917	PINTAME
9	7	8	LOS TIGRES DEL NORTE	FONOVISA 80761	HERENCIA DE FAMILIA
GREATEST GAINER					
10	14	11	CHRISTIAN CASTRO	ARIOLA 66275/BMG LATIN	MI VIDA SIN TU AMOR
11	10	24	SELENA	EMI LATIN 97886	ALL MY HITS TODOS MIS EXITOS
12	11	47	SHAKIRA	SONY DISCOS 82746	DONDE ESTAN LOS LADRONES?
13	13	21	A.B. QUINTANILLA Y LOS KUMBIA KINGS	EMI LATIN 99189	AMOR, FAMILIA Y RESPETO
14	12	79	RICKY MARTIN	SONY DISCOS 82653	VUELVE
15	15	14	ALEJANDRO FERNANDEZ	SONY DISCOS 83182	MI VERDAD
16	25	6	GILBERTO SANTA ROSA	SONY DISCOS 83016	EXPRESION
17	16	13	VARIOUS ARTISTS	SONY DISCOS 83231	BILLBOARD LATIN MUSIC AWARDS
HOT SHOT DEBUT					
18	NEW		LIBERACION	DISA 21878/EMI LATIN	SI ESTUVIERAS CONMIGO
19	18	25	NOELIA	FONOVISA 6080	NOELIA
20	19	28	LOS TRI-O	ARIOLA 58436/BMG LATIN	NUESTRO AMOR
21	21	17	DLG	SONY DISCOS 82924	GOTCHA!
22	20	65	PEPE AGUILAR	MUSART 1819/BALBOA	CON MARIACHI
23	32	53	SOUNDTRACK	EPIC 68905/SONY DISCOS	DANCE WITH ME
24	26	53	RUBEN GONZALEZ	WORLD CIRCUIT/NONESUCH 79477/AG	INTRODUCING...RUBEN GONZALEZ
25	23	21	CONJUNTO ALMA NORTENA	CDM 1037	ALMA
26	17	93	MARC ANTHONY	RMM 82156	CONTRA LA CORRIENTE
27	27	18	TONNY TUN TUN	CAIMAN 2986	CAMINANDO
28	28	7	MANNY MANUEL	MERENGAZO 82302/RMM	LLENO DE VIDA
29	22	47	ENRIQUE IGLESIAS	FONOVISA 08002	COSAS DEL AMOR
30	30	60	OZOMATLI	ALMO SOUNDS 80020/INTERSCOPE	OZOMATLI
31	36	2	LOS PALOMINOS	SONY DISCOS 83022	POR ESO TE AMO
32	33	28	PEPE AGUILAR	MUSART 2017/BALBOA	POR EL AMOR DE SIEMPRE
33	24	6	CHARLIE ZAA	SONOLUX 83272/SONY DISCOS	REMIXES
34	29	35	JUAN LUIS GUERRA 440	KAREN 930216/UNIVERSAL LATINO	NI ES LO MISMO NI ES IGUAL
35	31	97	MANA	WEA LATINA 20430	SUENOS LIQUIDOS
36	34	29	MARCO ANTONIO SOLIS	FONOVISA 0516	TROZOS DE MI ALMA
37	41	45	CHAYANNE	SONY DISCOS 82869	ATADO A TU AMOR
38	40	4	ELIADES OCHOA	HIGHER OCTAVE WORLD 47494/VIRGIN	SUBLIME ILUSION
39	37	41	LOS TEMERARIOS	FONOVISA 6078	15 EXITOS PARA SIEMPRE
40	43	22	EDNITA NAZARIO	EMI LATIN 59935	CORAZON
41	38	45	CONJUNTO PRIMAVERA	FONOVISA 9663	NECESITO DECIRTE
42	NEW		VARIOUS ARTISTS	COLD FRONT 6431/K-TEL	LATIN CLUB MIX 2000
43	NEW		LOS ANGELES DE CHARLY	FONOVISA 9863	LA MAGIA DEL AMOR
44	39	11	PUYA	MCA 11859	FUNDAMENTAL
45	35	7	GEORGE LAMOND	PRESTIGIO 83209/SONY DISCOS	ENTREGA
46	42	59	VICENTE FERNANDEZ	SONY DISCOS 82713	ENTRE EL AMOR Y YO
47	48	29	RAMON AYALA Y SUS BRAVOS DEL NORTE	FREDDIE 1770	20 EXITOS GIGANTES
48	NEW		BANDA MACHOS	WEA LATINA 28917	RANCHEROS DE ORO
49	NEW		SO PRA CONTRARIAR	RCA 68830/BMG LATIN	JUEGOS DE AMOR
50	47	8	VARIOUS ARTISTS	PUTUMAYO 149	CUBA
POP			TROPICAL/SALSA		
1	ENRIQUE IGLESIAS	FONOVISA	1	BUENA VISTA SOCIAL CLUB	WORLD CIRCUIT/NONESUCH/AG
2	MANA	WEA LATINA	2	IBRAHIM FERRER	WORLD CIRCUIT/NONESUCH/AG
3	VARIOUS ARTISTS	COLUMBIA/SONY DISCOS	3	ELVIS CRESPO	SONY DISCOS
4	CHRISTIAN CASTRO	ARIOLA/BMG LATIN	4	ELVIS CRESPO	SONY DISCOS
5	SHAKIRA	SONY DISCOS	5	GILBERTO SANTA ROSA	SONY DISCOS
6	A.B. QUINTANILLA Y LOS KUMBIA KINGS	EMI LATIN	6	DLG	SONY DISCOS
7	RICKY MARTIN	SONY DISCOS	7	SOUNDTRACK	EPIC/SONY DISCOS
8	VARIOUS ARTISTS	SONY DISCOS	8	RUBEN GONZALEZ	WORLD CIRCUIT/NONESUCH/AG
9	NOELIA	FONOVISA	9	MARC ANTHONY	RMM
10	ENRIQUE IGLESIAS	FONOVISA	10	TONNY TUN TUN	CAIMAN
11	OZOMATLI	ALMO SOUNDS/INTERSCOPE	11	MANNY MANUEL	MERENGAZO/RMM
12	MANA	WEA LATINA	12	CHARLIE ZAA	SONOLUX/SONY DISCOS
13	MARCO ANTONIO SOLIS	FONOVISA	13	JUAN LUIS GUERRA 440	KAREN/UNIVERSAL LATINO
14	CHAYANNE	SONY DISCOS	14	ELIADES OCHOA	HIGHER OCTAVE WORLD/VIRGIN
15	EDNITA NAZARIO	EMI LATIN	15	GEORGE LAMOND	PRESTIGIO/SONY DISCOS
REGIONAL MEXICAN			REGIONAL MEXICAN		
1	INTOCABLE	EMI LATIN	1	LOS TIGRES DEL NORTE	FONOVISA
2	LOS TIGRES DEL NORTE	FONOVISA	2	SELENA	EMI LATIN
3	SELENA	EMI LATIN	3	ALEJANDRO FERNANDEZ	SONY DISCOS
4	ALEJANDRO FERNANDEZ	SONY DISCOS	4	LIBERACION	DISA/EMI LATIN
5	LIBERACION	DISA/EMI LATIN	5	LOS TRI-O	ARIOLA/BMG LATIN
6	LOS TRI-O	ARIOLA/BMG LATIN	6	PEPE AGUILAR	MUSART/BALBOA
7	PEPE AGUILAR	MUSART/BALBOA	7	CONJUNTO ALMA NORTENA	CDM
8	CONJUNTO ALMA NORTENA	CDM	8	LOS PALOMINOS	SONY DISCOS
9	LOS PALOMINOS	SONY DISCOS	9	PEPE AGUILAR	MUSART/BALBOA
10	PEPE AGUILAR	MUSART/BALBOA	10	LOS TEMERARIOS	FONOVISA
11	LOS TEMERARIOS	FONOVISA	11	CONJUNTO PRIMAVERA	FONOVISA
12	CONJUNTO PRIMAVERA	FONOVISA	12	LOS ANGELES DE CHARLY	FONOVISA
13	LOS ANGELES DE CHARLY	FONOVISA	13	VICENTE FERNANDEZ	SONY DISCOS
14	VICENTE FERNANDEZ	SONY DISCOS	14	RAMON AYALA Y SUS BRAVOS DEL NORTE	FREDDIE
15	RAMON AYALA Y SUS BRAVOS DEL NORTE	FREDDIE	15		

Albums with the greatest sales gains this week. ● Recording Industry Assn. of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerals following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. Greatest Gainer shows chart's largest unit increase. [HS] indicates past and present Heatseeker titles. © 1999, Billboard/BPI Communications and SoundScan, Inc.

NOTAS

(Continued from preceding page)

merly known as Chile Stadium. Brown's Chilean debut in 1997 was opened by Sony Chile's rock stars **Los Tres**, who were not warmly received by the 4,000 concertgoers eager to hear something in a more soul/funk direction. There will be no opening act for Brown's Sept. 12 date.

Los Fabulosos Cadillacs will be supporting their new disc, "La Marcha Del Golazo Solitario," in Colombia with performances in Manizales (Sept. 2), Medellín (Sept. 3), and Bogotá (Sept. 4). Produced by **K.C. Porter**, the Cadillacs' latest disc blends salsa, tango, and *murga* rhythms.

HBO invited Sony Argentina artist **Javier Calamaro** to Woodstock to do backstage interviews. In Argentina, Calamaro's "10 De Corazones" already has sold 25,000 units and is expected to reach gold status (30,000 units sold) by September.

ON THE UNO: As noted in the June 12 Latin Notas, English hip-hop acts are showing that they are the real sonic alchemists of Anglo/Latin grooves by infusing their rhymes with Spanish and Hispanic Afro-Caribbean grooves and melodies.

Now rap maven **Puff Daddy** is set to drop "Forever" on Tuesday (24), another slamming effort containing the hip-hop *en español* track "P.E. 2000." The video to the thumping jam is already being rotated on BET, as is the clip to the top 40 hit "What Ya Want," a choppy, salsa-shaded shaker by **Eve & Nokio** whose video features a tropical *orquesta* backing the hard-rhyming, blond-coiffed Eve.

Already seen on BET in the past several months have been Latin-rooted rap thumpers from **Will Smith** and **Juvenile**. Look for more English-language rappers to be climbing aboard the Hispanic hip-hop *tren*.

Also, cheers to **Marc Anthony** for saving some Latino style for his superb, English-language leadoff single, "I Need To Know." His can't-miss English label bow on Columbia is due Sept. 28.

CHART NOTES, RADIO: U.S. Latin imprints have been more active than ever in making pop versions of Mexican-flavored songs in order to score more audience impressions.

But in an interesting and unprecedented twist of events, a Mexican version of **Millie's** hit pop ballad "De Hoy En Adelante" (EMI Latin) has helped her land her first No. 1 on Hot Latin Tracks with 15.4 million audience impressions, up 1.3 million from the previous issue. Of the 15.4 million, 4.2 million come from 32 stations reporting to the regional Mexican genre chart.

In fact, in this issue "De Hoy En Adelante" appears on all three genre charts, a rare feat, indeed.

Millie is one of the very few Puerto Rican balladeers to garner significant airplay on regional Mexican stations.



RMM's New Faces. New York tropical imprint RMM Records rolled out its up-and-coming talent at a showcase held recently at Club Monaco in Manhattan. Shown at the club, from left, are Corrine, Allen, and Leo, bandmates in Aleo; Robert Avellanet; Ravel; and Mickey Perfecto. (Photo: Rosa Sanabria)

EMI Latin president/CEO **José Béhar** credits Mexican airplay for assisting **Millie's** rise to the top. Béhar suggests that cutting Mexican renditions of pop tracks can only be done on a case-by-case basis, but he adds, "We will do them when appropriate."

Gilberto Santa Rosa's "Déjate Querer" (Sony Discos) rules the tropical/salsa genre chart for the third successive week with 10.9 million audience impressions, down from 11.4 million last issue.

Ricky Martin's "Bella" (Sony Discos), up 9-4 on Hot Latin Tracks as it takes aim at the top of that chart, retains top ranking on the pop genre chart on an unchanged audience count of 10 million.

Los Tigres Del Norte make a return appearance at the top slot on the regional Mexican genre chart with "Lágrimas" (Fonovisa), which moved back to No. 1 even though the song's audience impressions declined from 9.3 million to 8.8 million.

CHART NOTES, RETAIL: **Enrique Iglesias' "Bailamos"** (Fonovisa) drops 6% in sales to 20,500 pieces but easily retains first place on The Billboard Latin 50.

However, with more theaters picking up the docu-film "Buena Vista Social Club," the movie's CD name-sake on World Circuit/Nonesuch/AG closes the gap with "Bailamos" by rising 6% in sales to 16,500 units and stands at No. 2.

"Bailamos," which slips 67-69 on The Billboard 200, reigns over the pop genre chart for the sixth week in a row.

Likewise, "Buena Vista Social Club" stays perched atop the tropical/salsa genre chart for the sixth successive week.

After a one-week absence, **Intocable's** "Contigo" (EMI Latin) reclaims the throne of the regional Mexican genre chart, despite a 7% decline in sales to 6,000 units.

SALES STATFILE: The Billboard Latin 50: this issue: 182,500 units; last issue: 183,000 units; similar issue last year: 99,500 units.

Pop genre chart: this issue: 74,000 units; last issue: 74,500 units; similar issue last year: 38,500 units.

Tropical/salsa genre chart: this issue: 62,500 units; last issue: 63,000 units; similar issue last year: 34,000 units.

Regional Mexican genre chart: this issue: 39,500 units; last issue: 39,500 units; similar issue last year: 21,500 units.

Assistance in preparing this column was provided by Teresa Aguilar in Mexico City; Marcelo Fernández Bitar in Buenos Aires; Sergio Fortuño in Santiago, Chile; and Karl Troller in Bogotá, Colombia.

LATIN TRACKS A-Z

TITLE (Publisher - Licensing Orig.)	Sheet Music Dist.
5 DIAS (Wiz, BMI)	5 DIAS
ATADO A TU AMOR (World Deep Music, BMI)	ATADO A TU AMOR
BAILAMOS (Rive Droite, ASCAP/PRS, ASCAP)	BAILAMOS
BELLA (SHE'S ALL I EVER HAD) (F.I.P.P., BMI/Warner-Tamerlane, BMI/Estelán, ASCAP/A Phantom Vox, BMI)	BELLA
A CAMBIO DE QUE (Not Listed)	A CAMBIO DE QUE
CUANDO LA BRISA LLEGA (Gran Caiman Songs, BMI)	CUANDO LA BRISA LLEGA
DE HOY EN ADELANTE (Rubet, ASCAP/Universal, ASCAP)	DE HOY EN ADELANTE
DEJATE QUERER (PSO, ASCAP)	DEJATE QUERER
DESHOJO LA MARGARITA (H.R.M., BMI)	DESHOJO LA MARGARITA
EL NIAGARA EN BICICLETA (Redomi, BMI)	EL NIAGARA EN BICICLETA
EL PEOR DE MIS FRACASOS (Crisma, SESAC)	EL PEOR DE MIS FRACASOS
EN LAS NUBES (Caribbean Waves, ASCAP)	EN LAS NUBES
EN MI CORAZON (YOU'LL BE IN MY HEART) (Edgar Rice Burroughs, ASCAP/Walt Disney, ASCAP)	EN MI CORAZON
ESTABA SOLO (ADG, SESAC)	ESTABA SOLO
ESTAS ENAMORADA (JKE, ASCAP)	ESTAS ENAMORADA
IF YOU HAD MY LOVE (EMI Blackwood, BMI/Rodney Jerkins, BMI/LaShawn Daniels, ASCAP/Cori Tiffani, BMI/Sony/ATV Songs, BMI/Fred Jerkins III, BMI/Ensign, BMI)	IF YOU HAD MY LOVE
INGRATOS OJOS MIOS (EMI Blackwood, BMI)	INGRATOS OJOS MIOS
LAGRIMAS (Fononmusic, ASCAP)	LAGRIMAS
LIVIN' LA VIDA LOCA (A Phantom Vox, BMI/Warner-Tamerlane, BMI/DESMOPHOBIA, ASCAP/PolyGram, ASCAP)	LIVIN' LA VIDA LOCA
LOCO (M.A.M.P., ASCAP)	LOCO
ME ESTOY ACOSTUMBRANDO A TI (Rightsong, BMI)	ME ESTOY ACOSTUMBRANDO A TI
ME HACES MUCHA FALTA (Flamingo, BMI)	ME HACES MUCHA FALTA
ME VAS A RECORDAR (Not Listed)	ME VAS A RECORDAR
MI VIDA SIN TU AMOR (F.I.P.P., BMI)	MI VIDA SIN TU AMOR
MIL GRACIAS (Ernesto Musical, BMI)	MIL GRACIAS
NECESITO DECIRTE (Seg Son, BMI)	NECESITO DECIRTE
NO ME AMES (BMG Songs, ASCAP/Warner-Tamerlane, BMI)	NO ME AMES
OJOS ASI (F.I.P.P., BMI)	OJOS ASI
QUE TE VAS (Zomba Golden Sands, ASCAP/BMG Songs, ASCAP)	QUE TE VAS
SANTO, SANTO (F.I.P.P., BMI)	SANTO, SANTO
SE ME OLVIDO OTRA VEZ (BMG, ASCAP)	SE ME OLVIDO OTRA VEZ
SED DE CARINO (Not Listed)	SED DE CARINO
SI TU ME FALTAS (Gemini Star, ASCAP/Peermusic, ASCAP)	SI TU ME FALTAS
SOL, ARENA Y MAR (Warner-Tamerlane, BMI)	SOL, ARENA Y MAR
SUBLIME MUJER (Peermusic, BMI/Promociones Musicales HR, S.A., BMI)	SUBLIME MUJER
TIEMBLA (CD Elvis, BMI/Sony/ATV Latin, BMI)	TIEMBLA
TRAIGO UNA PENA (Warner/Chappell)	TRAIGO UNA PENA
TU (World Deep Music, BMI)	TU
TU SABES BIEN (Don Cat, ASCAP)	TU SABES BIEN
A VECES ME PREGUNTO (Milenio, ASCAP/Sir George, ASCAP/WB, ASCAP)	A VECES ME PREGUNTO

Hot Latin Tracks™



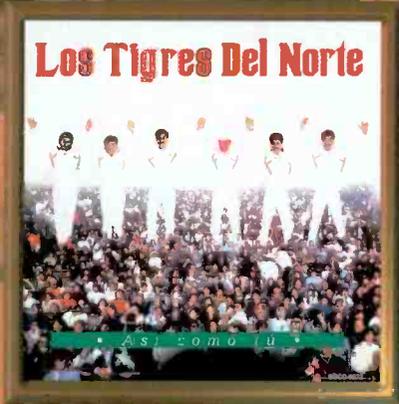
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE
				IMPRINT/PROMOTION LABEL	PRODUCER (SONGWRITER)
► No. 1 ◀					
1	2	2	12	MILLIE EMI LATIN	DE HOY EN ADELANTE R.PEREZ (R.PEREZ)
2	1	3	17	ALEJANDRO FERNANDEZ SONY DISCOS †	LOCO P.RAMIREZ (MASSIAS)
3	3	1	16	JENNIFER LOPEZ WITH MARC ANTHONY WORK/SONY DISCOS †	NO ME AMES D.SHEA, J.V.ZAMBRANO (G.BIGAZZI, A.CIVAI BALDI, M.FALAGIANI)
4	9	7	8	RICKY MARTIN C2/SONY DISCOS †	BELLA R.ROSA, G.NORIEGA (J.SECADA, G.NORIEGA, R.ROSA, L.GOMEZ ESCOLAR)
5	4	6	8	GILBERTO SANTA ROSA SONY DISCOS	DEJATE QUERER J.LUGO (D.POVEDA)
6	10	12	11	MANA WEA LATINA †	SE ME OLVIDO OTRA VEZ PHER & ALEX (J.GABRIEL)
7	5	9	13	MARCO ANTONIO SOLIS FONOVISA	EL PEOR DE MIS FRACASOS B.SILVETTI (M.A.SOLIS)
8	7	5	11	ENRIQUE IGLESIAS FONOVISA/INTERSCOPE/UNIVERSAL LATINO †	BAILAMOS THE GROOVE BROTHERS (P.BARRY M.TAYLOR)
9	6	14	32	CONJUNTO PRIMAVERA FONOVISA	NECESITO DECIRTE J.GUILLEN (R.GONZALEZ MORA)
10	8	—	2	LUIS MIGUEL WEA LATINA †	SOL, ARENA Y MAR L.MIGUEL (L.MIGUEL, A.PEREZ, F.LOYO, S.LOVO)
11	15	21	4	FRANCO DE VITA SONY DISCOS †	TRAIGO UNA PENA F.DE VITA, A.CUCCO PENA (F.DE VITA)
12	13	16	8	MANNY MANUEL MERENGAZORMM	EN LAS NUBES L.MARTI (H.GARCIA)
13	14	8	11	LOS TIGRES DEL NORTE FONOVISA †	LAGRIMAS LOS TIGRES DEL NORTE (R.RUBIO)
14	11	10	28	PEPE AGUILAR MUSART/BALBOA †	ME ESTOY ACOSTUMBRANDO A TI PAGUILAR (R.CERATTO)
15	12	4	14	CHRISTIAN CASTRO ARIOLA/BMG LATIN †	MI VIDA SIN TU AMOR K.SANTANDER (K.SANTANDER)
16	18	13	13	LOS TUCANES DE TIJUANA EMI LATIN †	ME HACES MUCHA FALTA G.FELIX (M.QUINTERO LARA)
► GREATEST GAINER ◀					
17	30	32	3	SO PRA CONTRARIAR & GLORIA ESTEFAN RCVA/BMG LATIN †	SANTO, SANTO E.ESTEFAN JR., R.BLADES (E.ESTEFAN, JR., R.BLADES, A.GHIRINO)
18	16	17	26	NOELIA FONOVISA †	TU M.AZEVEDO (ESTEFANO)
19	19	25	6	TONNY TUN TUN CAIMAN	CUANDO LA BRISA LLEGA T.TUN TUN (T.TUN, J.A.CASTRO)
20	21	40	3	CHAYANNE SONY DISCOS †	ATADO A TU AMOR ESTEFANO (ESTEFANO)
21	23	31	3	ELVIS CRESPO SONY DISCOS	TIEMBLA R.CORA (E.CRESPO)
22	17	11	12	EDNITA NAZARIO EMI LATIN †	TU SABES BIEN D.DEL INFANTE, E.NAZARIO (L.A.MARQUEZ)
23	20	—	2	LIMITE 21 EMI LATIN	ESTAS ENAMORADA E.TORRES SERRANT (J.BERMUDEZ, E.TORRES SERRANT)
24	24	23	4	RENE & RENNY ARIOLA/BMG LATIN	DESHOJO LA MARGARITA E.ROJO (R.MONTANER)
25	25	18	20	RICKY MARTIN C2/SONY DISCOS †	LIVIN' LA VIDA LOCA R.ROSA, D.CHILD (R.ROSA, D.CHILD)
26	29	28	6	BANDA MAGUEY RCVA/BMG LATIN	MIL GRACIAS E.SOLANO (E.SOLANO)
27	32	36	5	JENNIFER LOPEZ WORK/SONY DISCOS †	IF YOU HAD MY LOVE R.JERKINS (R.JERKINS, L.DANIELS, C.ROONEY, F.JERKINS III)
28	31	—	2	CORVO SONY DISCOS	A CAMBIO DE QUE NOT LISTED (NOT LISTED)
29	22	19	12	LOS TEMERARIOS FONOVISA	ESTABA SOLO A.A.ALBIA (A.A.ALBIA)
30	28	20	6	JERRY RIVERA SONY DISCOS	SI TU ME FALTAS R.SANCHEZ (M.LAURET)
31	35	29	8	AMANDA MIGUEL KAREN/CAIMAN	5 DIAS D.BASTONI (V.INCENZO, M.ZARRILLO, I.BALLESTEROS)
32	26	30	5	GRUPO INNOVACION GARMEX	SED DE CARINO NOT LISTED (NOT LISTED)
33	40	39	4	PHIL COLLINS WALT DISNEY/HOLLYWOOD LATIN	EN MI CORAZON R.CAVALLA, P.COLLINS, R.ROJO, J.PONTON (P.COLLINS)
34	27	22	4	SHAKIRA SONY DISCOS	OJOS ASI S.MEBARAK R., P.FLORES, J.GARZA (S.MEBARAK R., P.FLORES, J.GARZA)
35	33	27	19	VICENTE FERNANDEZ SONY DISCOS	SUBLIME MUJER P.RAMIREZ (M.E.TOSCANO)
36	37	—	2	DLG SONY DISCOS	A VECES ME PREGUNTO S.GEORGE (G.GARCIA, S.GEORGE)
37	38	—	2	LOS ANGELES DE CHARLY FONOVISA	ME VAS A RECORDAR NOT LISTED (NOT LISTED)
38	36	24	18	JUAN LUIS GUERRA 440 KAREN/CAIMAN †	EL NIAGARA EN BICICLETA J.L.GUERRA (J.L.GUERRA)
39	NEW	—	1	BANDA MACHOS WEA LATINA	INGRATOS OJOS MIOS B.LOMELI, M.BUENO, A.MARISCAL (B.VILLARREAL)
40	34	—	5	GEORGE LAMOND PRESTIGIO/SONY †	QUE TE VAS M.BONILLA (J.GABRIEL)

POP		TROPICAL/SALSA		REGIONAL MEXICAN	
22 STATIONS		16 STATIONS		65 STATIONS	
1	RICKY MARTIN C2/SONY DISCOS BELLA	1	GILBERTO SANTA ROSA SONY DISCOS DEJATE QUERER	1	LOS TIGRES DEL NORTE FONOVISA LAGRIMAS
2	MILLIE EMI LATIN DE HOY EN ADELANTE	2	MANNY MANUEL MERENGAZORMM EN LAS NUBES	2	CONJUNTO PRIMAVERA FONOVISA NECESITO DECIRTE
3	FRANCO DE VITA SONY DISCOS TRAIGO UNA PENA	3	JENNIFER LOPEZ WITH MARC ANTHONY WORK/SONY DISCOS NO ME AMES	3	LOS TUCANES DE TIJUANA EMI LATIN ME HACES MUCHA FALTA
4	MANA WEA LATINA SE ME OLVIDO OTRA VEZ	4	TONNY TUN TUN CAIMAN CUANDO LA BRISA LLEGA	4	MARCO ANTONIO SOLIS FONOVISA EL PEOR DE MIS FRACASOS
5	LUIS MIGUEL WEA LATINA SOL, ARENA Y MAR	5	ELVIS CRESPO SONY DISCOS TIEMBLA	5	ALEJANDRO FERNANDEZ SONY DISCOS LOCO
6	ENRIQUE IGLESIAS FONOVISA/INTERSCOPE/UNIVERSAL LATINO BAILAMOS	6	LIMITE 21 EMI LATIN ESTAS ENAMORADA	6	BANDA MAGUEY RCVA/BMG LATIN MIL GRACIAS
7	SO PRA CONTRARIAR & GLORIA ESTEFAN RCVA/BMG LATIN SANTO, SANTO	7	FRANCO DE VITA SONY DISCOS TRAIGO UNA PENA	7	LOS TEMERARIOS FONOVISA ESTABA SOLO
8	CHAYANNE SONY DISCOS ATADO A TU AMOR	8	MANA WEA LATINA SE ME OLVIDO OTRA VEZ	8	GRUPO INNOVACION GARMEX SED DE CARINO
9	ALEJANDRO FERNANDEZ SONY DISCOS LOCO	9	JENNIFER LOPEZ WORK/SONY DISCOS IF YOU HAD MY LOVE	9	VICENTE FERNANDEZ SONY DISCOS SUBLIME MUJER
10	NOELIA FONOVISA TU	10	JERRY RIVERA SONY DISCOS SI TU ME FALTAS	10	LOS ANGELES DE CHARLY FONOVISA ME VAS A RECORDAR
11	RENE & RENNY ARIOLA/BMG LATIN DESHOJO LA MARGARITA	11	RICKY MARTIN C2/SONY DISCOS BELLA	11	BANDA MACHOS WEA LATINA INGRATOS OJOS MIOS
12	EDNITA NAZARIO EMI LATIN TU SABES BIEN	12	DLG SONY DISCOS A VECES ME PREGUNTO	12	LOS HURACANES DEL NORTE FONOVISA EL PEOR DE TU MARIDO
13	TONNY TUN TUN CAIMAN CUANDO LA BRISA LLEGA	13	MILLIE EMI LATIN DE HOY EN ADELANTE	13	INTOCABLE EMI LATIN EL AMIGO QUE SE FUE
14	JENNIFER LOPEZ WORK/SONY DISCOS IF YOU HAD MY LOVE	14	GEORGE LAMOND PRESTIGIO/SONY DISCOS QUE TE VAS	14	MILLIE EMI LATIN DE HOY EN ADELANTE
15	CHRISTIAN CASTRO ARIOLA/BMG LATIN MI VIDA SIN TU AMOR	15	JUAN LUIS GUERRA 440 KAREN/CAIMAN EL NIAGARA...	15	A.B. QUINTANILLA & LOS KUMBIA KINGS EMI LATIN FUISTE MALA

Records showing an increase in audience over the previous week, regardless of chart movement. A record which has been on the chart for more than 20 weeks will not receive a bullet, even if it registers an increase in detections. Greatest Gainer indicates song with largest audience growth. If two records are tied in audience size, the record being played on more stations is placed first. Records below the top 20 are removed from the chart after 26 weeks. † Videoclip availability. © 1999 Billboard/BPI Communications, Inc.



**5 RIAA GOLD RECORD AWARDS*
In Just One Month**



FONOVISA

THE LEADER IN LATIN MUSIC

* GOLD AWARD IS ACHIEVED BY SELLING OVER 500,000 UNITS IN THE U.S.

GOOD WORKS

RAP FOR KIDS' SAKE: Dilated Peoples, Jurassic 5, Ugly Duckling, Cut Chemist & Miles, Styles Of Beyond, Ozomatli, Divine Styler, DJ Rhettmatic, Black Eyed Peas, and more have donated exclusive or previously unreleased tracks to a new hip-hop compilation, "The Funky Precedent," which raises money for depleted music departments in three California schools: Fremont High School and Manchester Elementary School in Los Angeles and Mission High School in San Francisco. It bows Sept. 21 on No Mayo/Loosegroove Records. No Mayo is a Bay Area record label and clothing line that supports music education in urban public schools. There are also plans for a Funky Precedent fall tour. Contact: Amy Bloebaum at 323-882-6548.

HOOP IT UP: On Aug. 28, the Christopher Wallace Memorial Foundation—founded by the mother of slain rapper Notorious B.I.G. to empower children with books instead of guns—will host the fund-raising B.I.G. Basketball Tournament for children ages 6-17 in Brooklyn, N.Y.'s

LIFELINES

BIRTHS

Girl, Sophia Aurora, to Lori and Bruce Sullivan, July 27 in Huntington Beach, Calif. Father is the drummer of Korn.

Boy, Chase Scott, to Angela Chase and Scott Chase, Aug. 14 in Tampa, Fla. Father is PD of adult top 40 WSSR Tampa.

DEATHS

Kevin Wilkinson, 41, in Wiltshire, England, July 17 of suicide. Wilkinson was the drummer for the Waterboys and had also played with Squeeze, China Crisis, Bonnie Raitt, and the Proclaimers. At the time of his death he was touring as a drummer with Howard Jones and had recently rejoined the Waterboys to record a new studio album. He is survived by his wife and three children.

Bob Herbert, 57, en route to Windsor, England, Aug. 9 in a car accident. Ellis was co-manager of RCA U.K. pop act Five and the man credited with bringing together Spice Girls. Herbert is survived by his wife, his daughter, and his son, Chris, with whom he co-managed Five. Herbert placed the 1994 ad in the magazine the Stage that led to the formation of Spice Girls.

FOR THE RECORD

Songwriter/producers David Frank and Steve Kipner were misidentified in photographs accompanying a story about them in the Aug. 21 issue.

Crispus Attucks Park. Shyheim, Madd Rapper, Charles Oakley, Lil' Cease, Rod Strickland, and Stefan Marberry are scheduled to perform or attend. Contact: Tracy Peluso at 212-714-3564.

CONCRETE PLANS: Concrete Marketing will celebrate its 15th anniversary with a charity concert featuring Megadeth, Puya, Type O Negative, and DDT on Sept. 1 at the Roseland Ballroom in New York. A star-studded Black Sabbath jam is in the planning. The evening will raise money for the T.J. Martell Foundation for the fight against pediatric AIDS. Contact: Chip Ruggieri at 610-323-0300 or Veronique Cordier at 212-736-7505.

SURF'S UP: EMusic.com and SurfDog Records will make two tracks from the upcoming "MOM 3" compilation—Brian Setzer and Brian Wilson's rendition of the Beach Boys' "Little Deuce Coupe" and Sprung Monkey's version of "Coconut"—available for MP3 download. Each song costs 99 cents, and proceeds will go directly to the SurfRider Foundation, a charity that works to protect and preserve the world's beaches and oceans. "MOM 3" also boasts songs by Butthole Surfers, Beck, Snoop Dogg, Rage Against The Machine, Lisa Loeb, Pearl Jam, Lit, Chris Isaak, the Beastie Boys, and more. Contact: Sharrin Summers at 818-560-6197.



MCA Turns Up The Heat. A number of MCA's rising stars took to the road this summer to promote their forthcoming albums on the Summer Heat tour. The tour, featuring Rahzel, IMx (formerly Immature), Avant, Ametria, Melky Sedeck, and Youth Edition, wrapped Aug. 3, the same date as the companion "Summer Heat" CD was released. Proceeds from the tour and CD benefit the United Negro College Fund. Shown gathering after a July 21 gig at Washington, D.C.'s BET Soundstage Restaurant, from left, are Bill Richards, Southeast regional director of sales, MCA Records; Azim Rashid, national director of R&B promotion, MCA Records, New York; Magic Johnson Music recording artist Avant; Eddie Barreto, director of R&B music retail marketing, MCA Records; Roots member Rahzel; IMx members Batman, Romeo, and LDB; Ametria; Ed Franke, national director of sales, MCA Records; Abbey Konovich, executive VP, MCA Records; and Mike Regan, senior VP of sales, MCA Records.

CALENDAR

AUGUST

Aug. 21, **Los Angeles Women In Music Presents CD Manufacturing/Cinram Plant Tour**, Cinram International, Anaheim, Calif. 213-243-6440.

Aug. 24, **Demo Tapes To Recording Contracts Workshop**, California Lawyers for the Arts Office, Oakland, Calif. 510-444-6351.

Aug. 25, **Music Publishing Workshop**, California Lawyers for the Arts Office, San Francisco. 415-775-7200.

Aug. 25-29, **Seventh Annual Cutting Edge Music Business Conference And Roots Music Gathering**, Contemporary Arts Center, New Orleans. 504-945-1800.

Aug. 28, **B.I.G. Basketball Tournament**, benefitting the Christopher Wallace Memorial Fund, Crispus Attucks Park, Brooklyn, N.Y. 212-714-3564.

Aug. 29, **Watts Renaissance**, a fund-raiser to launch the Wattstar Theatre and Educational Complex, Paramount Pictures Lot, Los Angeles. 323-566-7934.

Aug. 31-Sept. 3, **1999 National Assn. Of Broadcasters**, Orange County Convention Center, Orlando, Fla. 202-775-3511.

SEPTEMBER

Sept. 2-5, **Audio Engineering Society International Conference**, Villa Castelletti, Signa, Italy. 49-9131-776-303.

Sept. 8, **Third Annual Fund-Raiser For The Joni Abbott Music Foundation**, Supper Club, New York. 212-846-2535.

Sept. 9, **1999 MTV Video Music Awards**, Metropolitan Opera House, New York. 212-258-8000.

Sept. 10-11, **50th Anniversary Michigan Assn. Of Broadcasters Annual Conference**, Grand Hotel, Mackinac Island, Mich. 800-968-7622. www.michmab.com.

Sept. 14, **Negotiating With Live Performance Presenters Workshop**, California Lawyers for the Arts Office, Oakland, Calif. 510-444-6351.

Sept. 15, **Starting And Operating An Independent Record Label Workshop**, California Lawyers for the Arts Office, San Francisco. 415-775-7200.

Sept. 15-17, **National Assn. of Recording Merchandisers Fall Conference 1999**, Coronado Island Marriott Resort, Coronado, Calif. 609-596-2221. www.narm.com.

Sept. 16-17, **EntertainNet Marketing Convention**, Empire Hotel, New York. 888-670-8200. www.ienr.com.

Sept. 18, **Miracles Benefit**, for Childrens Hospital Los Angeles and Retinoblastoma International, Beverly Hilton Hotel, Beverly Hills, Calif. 310-550-7776.

Sept. 20, **Songwriter Network Meeting**, presented by the Songwriters' Hall of Fame and the National Academy of Popular Music, ASCAP, New York. 212-957-9230.

Sept. 22, **Managers Vs. Agents Vs. Attorneys Workshop**, sponsored by California Lawyers for the

Arts, Ken Edwards Center, Santa Monica, Calif. 310-998-5590.

Sept. 22, **The 33rd Annual Country Music Assn. Awards**, Grand Ole Opry, Nashville. 615-244-2840.

Sept. 23, **Songwriter Showcase**, presented by the Songwriters' Hall of Fame and the National Academy of Popular Music, Life Nightclub, New York. 212-957-9230.

Sept. 23, **SESAC Country Music Awards**, SESAC Headquarters, Nashville. 615-320-0055.

Sept. 24-26, **Focus On Video '99**, International Centre, Toronto. 416-531-2121. promex@sympatico.ca.

Sept. 24-27, **Audio Engineering Society Convention**, Jacob Javits Center, New York. 212-661-8528.

Sept. 25, **15th Annual Technical Excellence & Creativity Awards**, presented by the Mix Foundation for Excellence in Audio, Marriott Marquis, New York. 925-939-6139.

Sept. 25, **How To Start & Run Your Own Record Label Seminar**, New Yorker Hotel, New York. 212-688-3504. www.outersound.com/revange.

Sept. 25, **1999 Music Business Seminar**, sponsored by the California Lawyers for the Arts, Yoshi's Jazz Club, Oakland, Calif. 510-444-6351.

Sept. 25, **Society Of Professional Audio Recording Services 20th Anniversary Gala**, Statue of Liberty, New York. 800-771-7727. spars@spars.com.

Sept. 25-26, **10th Anniversary HAL Pre-Millennium Reunion And Awards**, honoring Universal Records' Jean Riggins, Universal Sheraton Hotel, Universal City, Calif. 310-274-1609.

Sept. 27, **New York City Gala For Project A.L.S.**, Hammerstein Ballroom, New York. 212-969-0329.

Sept. 27, **Consumer Kids: Discover, Invent, And Apply Marketing Strategies For Today's Kids Conference**, W Hotel, San Francisco. 888-670-8200.

Sept. 28, **DTV Summit: Building The Business Of DTV**, Beverly Hilton Hotel, Los Angeles. 703-907-7600. www.CEMAcity.org.

Sept. 28, **Recording Academy Tribute Dinner And Concert Honoring Les Brown**, benefiting MusiCares Foundation, Regent Beverly Wilshire Hotel, Beverly Hills, Calif. 310-392-3777.

Sept. 29-Oct. 3, **Mixshow Power Summit**, the National Hotel, Miami Beach. 212-340-4738.

Sept. 29, **Assn. Of Independent Music Publishers Presents A Luncheon With Mechanical Copyright Protection Society/Performing Right Society CEO John Hutchinson**, New York. 212-758-6157.

Sept. 30-Oct. 10, **Mammoth Music Mart For Lou Gehrig's Disease**, Old Orchard Center, Skokie, Ill. 312-751-5520.

OCTOBER

Oct. 1, **Fighting For Music Royalties Program**, presented by the Legal Strategies Institute, House of Blues, Los Angeles. 732-213-5842.

Oct. 2, **1999 Music Business Seminar**, sponsored by the California Lawyers for the Arts, UCLA, Los Angeles. 510-444-6351.

Oct. 4-5, **Trend Tracking: Identifying & Leveraging Emerging Consumer Trends Conference**, Empire Hotel, New York. 212-661-3500, ext. 3111.

Oct. 5-7, **East Coast Video Show**, New Atlantic City Convention Center, Atlantic City, N.J. 203-882-1300.

Oct. 6, **From Brooklyn To Burbank: The Spirit Of Life Award Dinner Honoring Philip Quartararo**, presented by City of Hope, Warner Bros. Studios, Burbank, Calif. 213-892-7268.

Oct. 7-9, **Amsterdam Dance Event '99**, Felix Meritis, Amsterdam. 31-35-621-87-48.

Oct. 7-9, **Billboard/Airplay Monitor Radio Seminar & Awards**, Fontainebleau Hilton Resort and Towers, Miami Beach. 212-536-5002.

Oct. 15-17, **MusicBiz 2005 Conference**, San Francisco. 800-539-9032. www.mb-5.com.

Oct. 18-19, **Talking To Teens '99: Tapping Into The Teen Culture Conference**, Hilton Hotel & Towers, New York. 800-345-8016, ext. 3160.

Oct. 27-30, **19th Annual Black Entertainment & Sports Lawyers Assn. Conference**, Marriott Casa Magna Resort, Puerto Vallarta, Mexico. 323-938-2364.

Oct. 28, **NATPE ETC: New Media Road Tour**, American Film Institute, Los Angeles. 323-965-1990.

Oct. 28, **The WB Radio Music Awards**, Mandalay Bay Resort & Casino, Las Vegas. 310-201-8816.

NOVEMBER

Nov. 5-6, **Music In The Digital Millennium: A Legal And Business Affairs Forum And Technical Expo**, McAllister Auditorium, Tulane University Law School, New Orleans. 504-897-0886. www.digitalmusicforum.com.

Nov. 10, **SESAC Music Awards**, the Supper Club, New York. 212-586-3450.

Nov. 10-12, **Billboard Music Video Conference & Awards**, Loews Santa Monica Beach Hotel, Santa Monica, Calif. 212-536-5002.

Nov. 10-12, **NewMedia INVISION '99: The Future Of Content On The Net Conference And Awards**, W Hotel, San Francisco. 650-573-5170, ext. 103. www.newmedia.com/invision.

Nov. 10-12, **REPLTech Asia**, Convention and Exhibition Centre, Hong Kong. 914-328-9157.

Nov. 13, **How To Get A Record Deal Seminar**, New Yorker Hotel, New York. 212-688-3504. www.outersound.com/revange.

Nov. 15-16, **Marketing To 50+ Americans: Making Your Mark In The Mature Market Conference**, Ritz-Carlton, Pentagon City, Arlington, Va. 212-661-3500, ext. 3163.

Nov. 19, **Third Annual Wooten Center Golf Classic**, California Country Club, Whittier, Calif. 323-756-7203.

DECEMBER

Dec. 3, **VH1/Vogue Fashion Awards**, the Armory, New York. 212-258-7800.

Dec. 6, **Recording Academy New York Heroes Awards**, honoring Timothy White, Tony Bennett, Mary J. Blige, Celia Cruz, Philip Glass, and Tom Silverman, Laura Belle, New York. 212-245-5440.

Dec. 8, **Billboard Music Awards**, MGM Grand Garden Arena, Las Vegas. 212-536-5100.

RICHMOND

(Continued from page 43)

World War II, Jack kept sending memos wherever he was stationed. If there was something he didn't know, he always had a way of finding out."

Brackman, who had an astute understanding of copyright matters, also had equity in the company, which, according to Richmond, included a 25% partnership in the foreign setup and a 10% share in the U.S.

Though rarely wearing the hat of song doctor, Richmond recalls one instance where playing one helped establish a signature song of the swing era.

A press agent for Glenn Miller, Richmond was looking out on Miller's behalf for a theme song.

"Frankie Carle had written a song called 'Sunrise Serenade' with Mitchell Parish. I asked Mitch if he could come up with another lyric, and he did under the title of 'Wind In The Trees.' That didn't quite do it. So I asked him for another lyric, and he came with 'Moonlight Serenade.'"

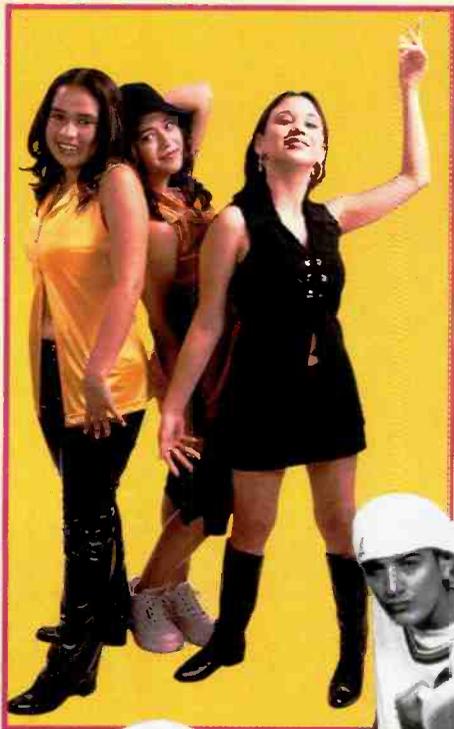
"My view is that if a songwriter hasn't written the best lines that could be there, I know he's struggled with the lyric. But if they don't keep up with the quality of lines, the song doesn't seem to grow as you go along. They know what you're talking about, and they'll give it another try. I listen to the words more than the music. They mean a lot to me."

LATIN MUSIC 6 PACK

Fresh Talent, Variety Key To Strong —But Changing— Regional And Tejano Markets

Sales-wise, Tejano's down and norteño's up. "But, wherever we are at," says one executive, "it's important that we try to create as much excitement and new music as we can."

BY RAMIRO BURR



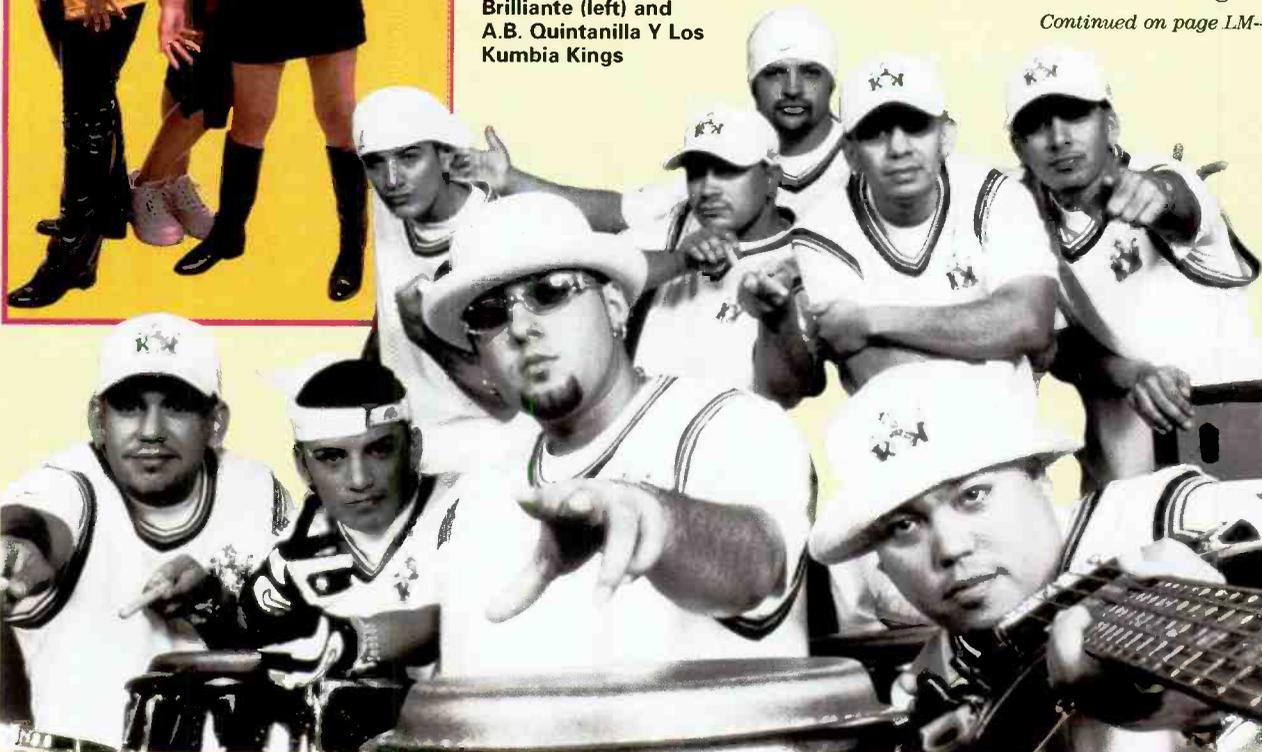
Industry officials continue looking for new creative acts and progressive leadership in a changing regional-Mexican landscape fraught with economic pressures and intense competition.

Almost all label reps are reporting general sales increases, but the bi-polar trend from last year continues unabated: While the Tejano market is mired in a downcycle, the rootsy norteño genre is still red-hot.

A glance at Billboard's charts illustrates the contrast: While norteño, banda and ranchera heroes like Alejandro Fernández, Límite, Los Tigres

Brillante (left) and A.B. Quintanilla Y Los Kumbia Kings

Continued on page LM-4



NEW ACTS:

Hungry, Talented And Ready To Break

YOUNG AND HUNGRY, original and talented are the major traits of a slew of new acts breaking out in the crowded regional-Mexican field. Whether they are baby bands like the norteño group Travieso and sophomore acts like Margarita and Javier Molina or new formations of old groups like Grupo Vida and the Kumbia Kings, the most happening groups all share the same zeal for new creative rhythms and a hunger for success.

Following is a thumbnail sketch of new artists breaking at some of the top regional Mexican labels in the business.

HACIENDA RECORDS

THE CORPUS CHRISTI-based label has harnessed a half-dozen new acts: norteño/ballad outfit Grupo Renovación; trad conjuntos Joe Placencio y Máquina Alegre and Los Gilitos—sons of Los Dos Gilbertos; Tejano upstart Xclusivo; Tejano/cumbia singer Marlissa and Tercera Generacion, from Indio, Calif.

According to label VP/record producer Rick García, all the bands sport an original sound. "What we look for in

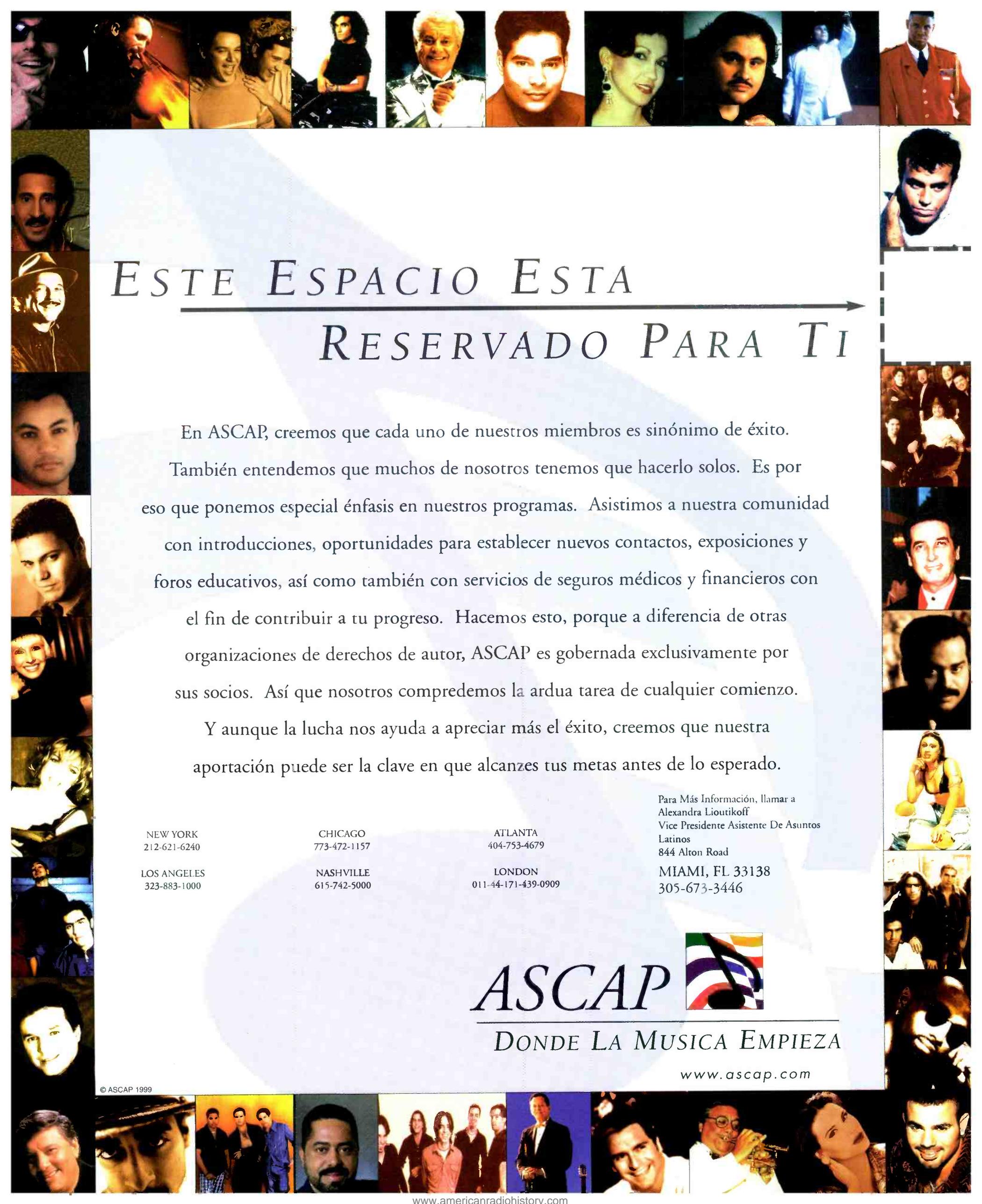
Continued on page LM-14



Hacienda's trad conjuntos: Joe Placencio Y Máquina Alegre

INSIDE LM6

Year-To-Date Charts	LM-3
Artists & Music	LM-4
Spain Loves Mexico	LM-6
Merchants & Marketing	LM-8
Programming	LM-12



ESTE ESPACIO ESTA RESERVADO PARA TI

En ASCAP, creemos que cada uno de nuestros miembros es sinónimo de éxito. También entendemos que muchos de nosotros tenemos que hacerlo solos. Es por eso que ponemos especial énfasis en nuestros programas. Asistimos a nuestra comunidad con introducciones, oportunidades para establecer nuevos contactos, exposiciones y foros educativos, así como también con servicios de seguros médicos y financieros con el fin de contribuir a tu progreso. Hacemos esto, porque a diferencia de otras organizaciones de derechos de autor, ASCAP es gobernada exclusivamente por sus socios. Así que nosotros comprendemos la ardua tarea de cualquier comienzo. Y aunque la lucha nos ayuda a apreciar más el éxito, creemos que nuestra aportación puede ser la clave en que alcanzes tus metas antes de lo esperado.

NEW YORK
212-621-6240

CHICAGO
773-472-1157

ATLANTA
404-753-4679

Para Más Información, llamar a
Alexandra Lioutikoff
Vice Presidente Asistente De Asuntos
Latinos
844 Alton Road

LOS ANGELES
323-883-1000

NASHVILLE
615-742-5000

LONDON
011-44-171-439-0909

MIAMI, FL 33138
305-673-3446

ASCAP



DONDE LA MUSICA EMPIEZA

www.ascap.com

Por Los Numeros: Year-To-Date Charts

BY JOHN LANNERT

As in previous chart recaps, Billboard's third recap in 1999 shows Sony Discos once again as the supreme frontrunner with no challenger in remote sight.

All eight of Billboard's flagship recaps are led by Sony Discos, with Fonovisa coming in second in most categories.

The regional-Mexican sector is another matter, however. Given that this Latin 6-Pack is dedicated to the regional Mexican arena, all of the regional Mexican chart recaps are included. There, EMI Latin dominates on the sales side; Fonovisa on the radio side. But even in the regional-Mexican market, Sony Discos wins two recaps thanks to Vicente Fernández's still-strong, year-old title "Entre El Amor Y Yo."

The tallies for the 17 charts included here were tabulated from Dec. 5, 1998, to July 31, 1999.

Thus far, Sony artists have sold 1.9 million units on the Top Billboard Latin 50 recap—a tally that is nearly 200,000 units higher than the combined sales of the three labels trailing Sony: Fonovisa, EMI Latin and Ariola.

SONY'S BIG THIRD

Moreover, Sony's tallies account for 34% of all sales of charted titles of The Billboard Latin 50. The label's numbers rose 35% since the last recap. Its sales hike was powered by Elvis Crespo's latest album, "Pintame," whose 141,500 units accounted for 29% of Sony's sales increase since the last recap. Fonovisa's numbers skyrocketed almost 50%, from 490,000 units to 733,000 units, thanks to hit albums by Enrique Iglesias and Los Tigres Del Norte.

As in the last recap, the order of label ranking in the Top Billboard Latin 50 Imprints and Top Billboard Latin 50 Labels remains the same.

In the Top Billboard Latin 50 Distributor category, the independents, led by Fonovisa, reclaim second place from EMI Latin.

Ricky Martin's Sony smash "Vuelve" continues to top The Billboard Latin 50 recap with 456,500 units, up 21% from the last recap. Selena's former EMI Latin charttopper "All My Hits—Todos Mis Éxitos" rose 3-2 on sales of 292,000 pieces, up a whopping 40% since the last recap.

While Martin again heads up The Billboard Latin 50 Artist recap with 456,500 unit sales since December of "Vuelve," his labelmate, Elvis Crespo—who sold 432,500 units—likely will overtake the global heart-throb in the next tally.

Jumping 5-3 is Enrique Iglesias, who has left Fonovisa for Interscope Records. Making an impressive pre-

Continued on page LM-16

LATIN MUSIC 6 PACK

The recaps in this Spotlight are based on year-to-date standings, starting with the Dec. 5, 1998, issue, which began the chart year, and carrying through the July 31 issue.

The Hot Latin Tracks and Regional Mexican Airplay charts are compiled by gross impressions as detected by Broadcast Data Systems (BDS) while the Billboard Latin 50 and Regional Mexican Albums charts are compiled using sales data from SoundScan. Titles receive points for each week they appear on the chart—including, in the case of the Billboard Latin 50 and Regional Mexican Albums charts, weeks that the charts do not publish in Billboard.

Hot Latin Tracks Artists

Pos.	ARTIST (No. Of Charted Tracks)	Imprint/Label
1	VICENTE FERNÁNDEZ (3)	Sony Discos
2	ENRIQUE IGLESIAS (2)	Fonovisa (1) Fonovisa/Interscope/Universal Latino
3	JUAN LUIS GUERRA 440 (3)	Karen/Caiman
4	TIRANOS DEL NORTE (2)	Sony Discos
5	CHAYANNE (3)	Sony Discos
6	SHAKIRA (4)	Sony Discos
7	PEPE AGUILAR (4)	Musart/Balboa
8	MARCO ANTONIO SOLIS (3)	Fonovisa
9	RICKY MARTIN (2)	C2/Sony Discos (2) Sony Discos
10	ELVIS CRESPO (5)	Sony Discos

Hot Latin Tracks

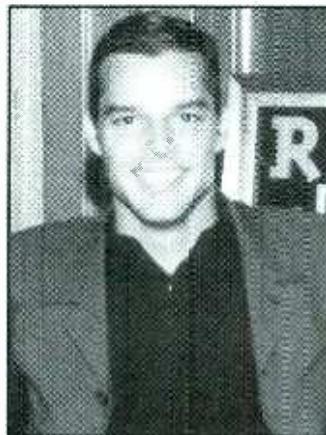
Pos.	TITLE—Artist—Imprint/Label
1	ME VOY A QUITAR DE EN MEDIO—Vicente Fernández—Sony Discos
2	SI TE PUDIERA MENTIR—Marco Antonio Solís—Fonovisa
3	DEJARIA TODO—Chayanne—Sony Discos
4	LIVIN' LA VIDA LOCA—Ricky Martin—C2/Sony Discos
5	CREI—Tiranos Del Norte—Sony Discos
6	NECESITO DECIRTE—Conjunto Primavera—Fonovisa
7	ESE—Jerry Rivera—Sony Discos
8	ME ESTOY ACOSTUMBRANDO A TI—Pepe Aguilar—Musart/Balboa
9	NUNCA TE OLVIDARE—Enrique Iglesias—Fonovisa
10	NO ME AMES—Jennifer Lopez With Marc Anthony—WORK/Sony Discos
11	LOCO—Alejandro Fernández—Sony Discos
12	EL NIAGARA EN BICICLETA—Juan Luis Guerra 440—Karen/Caiman
13	QUE BONITO—Los Mismos—EMI Latin
14	PINTAME—Elvis Crespo—Sony Discos
15	TU—Noelía—Fonovisa

Hot Latin Tracks Imprints

Pos.	IMPRINT (No. Of Charted Tracks)
1	SONY DISCOS (37)
2	FONOVISA (21)
3	EMI LATIN (23)
4	ARIOLA (15)
5	RODVEN (10)

Hot Latin Tracks Labels

Pos.	LABEL (No. Of Charted Tracks)
1	SONY DISCOS (51)
2	FONOVISA (21)
3	EMI LATIN (27)
4	BMG LATIN (23)
5	UNIVERSAL LATINO (17)



Ricky Martin

Top Billboard Latin 50 Artists

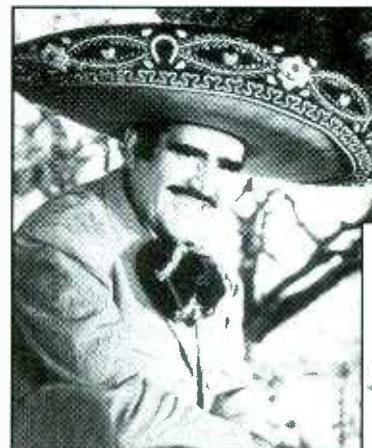
Pos.	ARTIST (No. Of Charted Albums)	Imprint/Label
1	RICKY MARTIN (1)	Sony Discos
2	ELVIS CRESPO (2)	Sony Discos
3	ENRIQUE IGLESIAS (3)	Fonovisa
4	SELENA (2)	EMI Latin
5	SHAKIRA (1)	Sony Discos
6	BUENA VISTA SOCIAL CLUB (1)	World Circuit/Nonesuch/AG
7	LOS TRI-O (1)	Ariola/BMG Latin
8	MANÁ (2)	WEA Latina
9	CHAYANNE (1)	Sony Discos
10	MARCO ANTONIO SOLIS (1)	Fonovisa

Top Billboard Latin 50 Albums

Pos.	TITLE—Artist—Imprint/Label
1	VUELVE—Ricky Martin—Sony Discos
2	ALL MY HITS—TODOS MIS ÉXITOS—Selena—EMI Latin
3	SUAVEMENTE—Elvis Crespo—Sony Discos
4	DONDE ESTAN LOS LADRONES?—Shakira—Sony Discos
5	COSAS DEL AMOR—Enrique Iglesias—Fonovisa
6	BUENA VISTA SOCIAL CLUB—Buena Vista Social Club—World Circuit/Nonesuch/AG
7	NUUESTRO AMOR—Los Tri-O—Ariola/BMG Latin
8	PINTAME—Elvis Crespo—Sony Discos
9	DANCE WITH ME—Soundtrack—Epic/Sony Discos
10	ATADO A TU AMOR—Chayanne—Sony Discos
11	BAILAMOS—Enrique Iglesias—Fonovisa
12	TROZOS DE MI ALMA—Marco Antonio Solís—Fonovisa
13	ENTRE EL AMOR Y YO—Vicente Fernández—Sony Discos
14	15 ÉXITOS PARA SIEMPRE—Los Temerarios—Fonovisa
15	NI ES LO MISMO NI ES IGUAL—Juan Luis Guerra 440—Karen/Universal Latino

Top Billboard Latin 50 Imprints

Pos.	IMPRINT (No. Of Charted Albums)
1	SONY DISCOS (28)
2	FONOVISA (21)
3	EMI LATIN (18)
4	ARIOLA (12)
5	WEA LATINA (8)



Vicente Fernández



Selena



Conjunto Primavera

Top Billboard Latin 50 Labels

Pos.	LABEL (No. Of Charted Albums)
1	SONY DISCOS (39)
2	FONOVISA (24)
3	EMI LATIN (20)
4	BMG LATIN (17)
5	WEA LATINA (11)

Top Billboard Latin 50 Distributors

Pos.	DISTRIBUTOR (No. Of Charted Albums)
1	SONY (40)
2	INDEPENDENTS (37)
3	EMD (21)
4	WEA (16)
5	UNIVERSAL (13)
6	BMG (18)

Hot Regional Mexican Tracks Artists

Pos.	ARTIST (No. Of Charted Tracks)	Imprint/Label
1	VICENTE FERNANDEZ (3)	Sony Discos
2	LOS TUCANES DE TIJUANA (5)	EMI Latin
3	TIRANOS DEL NORTE (3)	Sony Discos
4	LOS TEMERARIOS (4)	Fonovisa
5	LIMITE (2)	Rodven/Universal Latino

Hot Regional Mexican Tracks

Pos.	TITLE—Artist—Imprint/Label
1	NECESITO DECIRTE—Conjunto Primavera—Fonovisa
2	CREI—Tiranos Del Norte—Sony Discos
3	ME VOY A QUITAR DE EN MEDIO—Vicente Fernández—Sony Discos
4	QUE BONITO—Los Mismos—EMI Latin
5	SI TE PUDIERA MENTIR—Marco Antonio Solís—Fonovisa
6	COMO TE RECUERDO—Los Temerarios—Fonovisa
7	LA OTRA PARTE DEL AMOR—Limite—Rodven/Universal Latino
8	AMOR PLATONICO—Los Tucanes De Tijuana—EMI Latin
9	ADORABLE MENTIROSA—Juan Gabriel Con Banda El Recodo—Ariola/BMG Latin
10	ME ESTOY ACOSTUMBRANDO A TI—Pepe Aguilar—Musart/Balboa

Hot Regional Mexican Tracks Imprints

Pos.	IMPRINT (No. Of Charted Tracks)
1	FONOVISA (30)
2	SONY DISCOS (13)
3	EMI LATIN (17)
4	RODVEN (5)
5	ARIOLA (8)

Hot Regional Mexican Tracks Labels

Pos.	LABEL (No. Of Charted Tracks)
1	FONOVISA (33)
2	EMI LATIN (26)
3	SONY DISCOS (15)
4	BMG LATIN (14)
5	UNIVERSAL LATINO (6)

Top Regional Mexican Album Artists

Pos.	ARTIST (No. Of Charted Albums)	Imprint/Label
1	SELENA (2)	EMI Latin
2	LOS TRI-O (1)	Ariola/BMG Latin
3	VICENTE FERNANDEZ (1)	Sony Discos
4	LOS TEMERARIOS (2)	Fonovisa
5	PEPE AGUILAR (2)	Musart/Balboa

Top Regional Mexican Albums

Pos.	TITLE—Artist—Imprint/Label
1	ALL MY HITS—TODOS MIS ÉXITOS—Selena—EMI Latin
2	NUUESTRO AMOR—Los Tri-O—Ariola/BMG Latin
3	ENTRE EL AMOR Y YO—Vicente Fernández—Sony Discos
4	15 ÉXITOS PARA SIEMPRE—Los Temerarios—Fonovisa
5	JUAN GABRIEL CON BANDA...EL RECODO!!!—Juan Gabriel Con Banda El Recodo—Ariola/BMG Latin
6	NECESITO DECIRTE—Conjunto Primavera—Fonovisa
7	CON MARIACHI—Pepe Aguilar—Musart/Balboa
8	MI VERDAD—Alejandro Fernández—Sony Discos
9	HERENCIA DE FAMILIA—Los Tigres Del Norte—Fonovisa
10	POR EL AMOR DE SIEMPRE—Pepe Aguilar—Musart/Balboa

Top Regional Mexican Imprints

Pos.	IMPRINT (No. Of Charted Albums)
1	EMI LATIN (9)
2	FONOVISA (15)
3	ARIOLA (2)
4	SONY DISCOS (7)
5	MUSART (3)

Top Regional Mexican Labels

Pos.	LABEL (No. Of Charted Albums)
1	EMI LATIN (11)
2	FONOVISA (17)
3	BMG LATIN (6)
4	SONY DISCOS (8)
5	BALBOA (3)

Studio Slugfest, Tarzan In Brazil, Ferreira For Pepsi

AN ALTERCATION that resulted in blows being thrown by musicians and technicians closed

out a TV performance on June 18 by pop/rock act **Glup!** During the last episode of La Red program "Titi Pelakable," which aired live, **Glup!** lead singer **Koko Stambuk** took apart a microphone after singing a song whose music was taped.

Later in the show, program host **María Fernanda García-Huidobro** asked Stambuk why he dismantled the microphone. After several guttural emanations, Stambuk replied, "We are drug addicts."

Then, during a commercial break, a TV technician tried to get the mike back from Stambuk by grabbing him from behind and pulling his hair. At least that is how band manager **Norberto Berrios** recalls the incident.

In any case, the technician's aggressive retrieval of Stambuk's mike touched off a melee involving the group's drummer, Stambuk's brother **Vid Stambuk**, and a camera man, who, according to García-Huidobro, caught a punch from someone in the band. The group members left the studio under police escort.

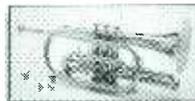
In subsequent radio and TV interviews, **Glup!** bandmates declared that Stambuk's comment was "a misunderstood irony." A newcomer act to the Chilean music scene with its debut, "1999," **Glup!** has scored two hit singles from the CD: "Free-Bola" and "Quiero Que Me Quieran."

OID MORTALES recording artist **DJ Deró** appeared July 10 in Berlin during that city's annual Love Parade happening. The Argentine native was the only Latin American club spinner invited to Love Parade 99, which took place on his 31st birthday. His forthcoming album will be titled "DJ Deró—Millenium 5."

BRAZILIAN LABEL Abril Music has released the soundtrack to the Disney film "Tarzan." Warner Brazil's soul singer **Ed Motta** sings the Brazilian version of **Phil Collins'** English-language soundtrack single "You'll Be In My Heart."

AS CHILE'S music market continues to suffer from fragile economic times, its more prominent recording artists are looking to launch careers in other markets—among them Argentina, Mexico and Spain.

Sony Chile's **Los Tres**, the country's top rock act, has finished recording a disc in New York that will be released simultaneously in



NEWS IN REVIEW

ARTISTS & MUSIC

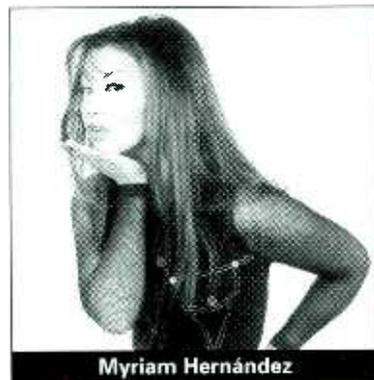


Los Tres

Chile and Mexico.

CHILEAN ROCK group **Lucybell** is set to drop a compilation of its hits in Argentina, where hip-hop act **Tiro De Gracia** spent some time recently promoting its 1997 release, "Ser Humano!!"

ROCK/RAP act **Dracma** wrapped up its label debut for Surco in Los Angeles. Its disc is scheduled to be dropped in Chile, Argentina and Uruguay. Rock acts are not the only Chilean artists seeking



Myriam Hernández

new ground to till. Pop duo **La Sociedad** recently launched a concert tour of Mexico, Argentina, Spain and Brazil. Veteran torch singer **Myriam Hernández** is relocating to Miami. In June, pop balladeer **Alberto Plaza** was in Argentina promoting his new album, "Polvo De Estrellas."

And on June 18, newcomer siren **Rachel**, who still has not gained notice in Chile, went for the fourth time to Spain, where her debut has sold 25,000 units—equivalent to a platinum disc in Chile.

MORE THAN one year after announcing she was going solo, **Ivete Sangalo** dropped her eponymous CD in July via Universal Brazil. The solo premiere by the sexy former lead vocalist of Bahian band **Banda Eva** contains—predictably—several axé tunes, plus a ballad duo

with **Ed Motta**, as well as another ballad composed by **Paralamas'** frontman **Herbert Vianna**.

FERREIRA, a Miami-based pop/rock band from Colombia that's signed in the U.S. to Sonolux, came to Bogotá July 11 for a week-long promotional tour of the city in support of its first CD, "El Viaje..."

Ferreira, whose sound is not far afield from Maná, was one of two groups that won Pepsi's contest



Ferreira

to create a jingle for the soda company, among 100 other bands from Colombia and Venezuela.

The group was slated to begin its Pepsi-sponsored, 22-city tour of Colombia on Aug. 26 in Bogotá. The band's leadoff single "Nena," now in rotation on HTV, is featured in a Pepsi compilation released in the Caribbean, South and Central America. They also signed a contract with Mountain Dew to promote the soda in some other countries.

ON THE heels of ringing up 2.7 million units last year of its disc "Ao Vivo E A Cores," Globo/Polydor axé group **Terra Samba** has returned with "Auê Do Terra," which includes an axé version of dance hit "Palpite," originally recorded by **Vanessa Rangel**.

BERKLEE COLLEGE of Music awarded \$52,600 in scholarships to Puerto Rican students during the "Berklee In Puerto Rico" graduation ceremony held June 13 at La Escuela Libre De Música in San Juan. Eleven students were chosen to receive tuition assistance to attend the Boston-based school.

Now in its fifth year, "Berklee In Puerto Rico" is a crash course in the Berklee method of musical education. During this year's program, which took place June 8-13, 73 musicians from all over the island participated. In the past five years, the college has awarded more than \$250,000 in tuition assistance to participants in the program.

In addition, former Berklee graduate **Luis A. Alvarez** was named to the college's board of trustees. ■

FRESH TALENT

Continued from page LM-1

Del Norte, Conjunto Primavera and Pepe Aguilar are mainstays, Tejano acts are rare sightings—unlike in the mid-'90s, when Tejano was enjoying its peak period.

Complicating the Tejano picture, say industryites, is a conservative radio atmosphere and the spotlight-stealing pop phenomena known as Ricky Martin, who has been omnipresent in the last six months.

"When you have a market where there is little or no innovation, then when you see a new band, it creates excitement," says Tejas Records president Chris Lieck. "That's what happened with Ricky Martin."

Adds Jesse Rodríguez, marketing director of Voltage Records, "No one [in Tejano] is taking a real leadership role in trying to rebuild the industry. Right now, it's like two boxers sitting in the ring, waiting for someone to throw the first punch."

Meanwhile, says Rodríguez, the attention of youth is on the exciting likes of Ricky Martin and Jennifer Lopez and hip-hip/rap/rock fusion artists such as DLG, Proyecto Uno and Café Tacuba, the latter of which has been touring as part of the Watcha Festival Tour now rolling across the country.

SOUTHWEST DIASPORA

The top Tejano acts are working areas outside the traditional Southwest. Bobby Pulido is still touring Mexico heavily, La Tropa F is playing festivals and state fairs beyond Texas, and Intocable, another hot player, has been out of

"No one [in Tejano] is taking a real leadership role in trying to rebuild the industry. Right now, it's like two boxers sitting in the ring, waiting for someone to throw the first punch."—Jesse Rodríguez, Voltage Records



New norteño: Intenso



Festivals and fairs: La Tropa F

commission for five months after two of its band members were killed in a highway accident in Mexico.

But those labels not bemoaning Tejano's downward slide are aggressively pursuing new blood in the norteño, ranchera and banda arenas and refocusing on A&R basics.

"We have to be more closely involved with the artists," says José Rosario, VP/GM Sony Discos. "Ultimately, we are the ones selling the music. If we have to face radio stations and tell them this is good, we cannot do that when we are not sure, or when we do not know the product."

In addition to helping select songs, producers, a new sound and image for established acts like Shelly Lares, David Lee Garza and Jay Pérez, Sony is also developing young acts like the teen-pop group Brillante, the norteño outfit Intenso and ranchera singer Azucena.

The essentials in finding young talent have not changed, says Rosario. "When we were signing Brillante, we discovered they had a team in place," he recalls. "They are managed by their parents; they have lawyers and accountants."

GETTING PROFESSIONAL HELP

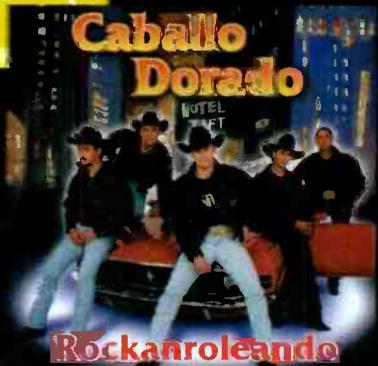
Whether Tejano is slow or norteño is hot, a solid organization is a critical foundation for any band, says Alan Baxter, VP of Platinum Artist

Continued on page LM-6

When
you make
music
like this... **Baby,**
you can leave
your hat **On!**



edgar cortazar



THINK REGIONALLY
SELL GLOBALLY!
WEAMEX

WEA-MEX

© 1999 WEA Latina Inc. A Warner Music International Company

Spain Loves Mexico

Mexico's Maná has returned to its Spanish fans with a custom album and a revitalized career.

BY HOWELL LLEWELLYN

MADRID—Few of the 120,000 Spaniards who had bought a greatest-hits compilation by Mexican pop-rock group Maná by mid-July realized that they had acquired a kind of collector's item. "Todo Maná—Grandes Exitos (All Maná—Greatest Hits)" is available only in Spain, the brainchild of Warner Records Spain president Saúl Tagarro.

The album could reach sales of 500,000 units or more in Spain by Christmas, predicts the group's record company, with Maná paying a promotional visit in October and staging its first-ever tour of Spain in November. These facts could suggest both that

ries, establishing Maná as one of the the biggest-selling Latino rock acts of all time. In 1994, Billboard awarded Maná its first international awards for best Latino pop album and best new Latino pop artist.

"We found that Spain was simply not up-to-date with what was going on with Maná over there [the other side of the Atlantic]," recalls Holten. "And then, when the last album, 'Sueños Líquidos,' sold 900,000 units in the U.S., we said, 'Why not in Spain?'"

That's when Warner's Tagarro stepped in. The president of Warner Spain convened a meeting and said, "If Maná is so big in a non-Latino market like the U.S., as well as in Latino markets, then we have to do something in Spain," Holten recalls. The answer was a compilation album of the best songs from Maná's four studio albums. [The band also has released a live album, "Maná En Vivo".]

Tagarro contacted Warner Mexico for assistance—not a difficult task as Warner Mexico president Iñigo Zabala is Tagarro's former No. 2 executive in Spain. It was Zabala who had discovered Warner Spain sensation Alejandro Sanz, and Tagarro and Zabala last year worked together on the big success in Spain of Warner Mexico's Cuban singer Francisco 'Pancho' Céspedes.

CUSTOM-MADE ALBUM

Everything down to the cover design of "Todo Maná" has been a Warner Spain initiative. There are two songs from the first album, "Falta Amor," five from "Dónde Jugarán..." three from the third album, "Cuando Los Angeles Lloran" and four from the latest, "Sueños Líquidos," including the band's most celebrated number, "En El Muelle De San Blas."

Details of the group's 12-city November tour of Spain is still being finalized, but there is talk of Maná being joined by a major Spanish band and a leading international act.

Holten is confident that the album will remain in



Maná goes platinum.

Maná has never been big in Spain and that, in turn, this summer's success of "Todo Maná" is something of a mystery.

Well, not exactly. Maná, in fact, had a 1992 success in Spain with its second album and first international hit, "Dónde Jugarán Los Niños?," with the record bordering on platinum success with sales at more than 90,000 units. The following year, Maná played a single mega-concert in Madrid's 20,000-capacity Las Ventas bullring with several top Spanish artists, including Rosario Flores, La Unión and Revolver.

"Many Spaniards go to Mexico for their vacation, and when they see how massive Maná is there, it kind of comforts them, because they see it is not just something happening back in Spain." — Lucas Holten, Warner Spain

But then, curiously, it was the band's huge success in the U.S. and much of Latin America that meant that for the next six years, Maná's Spanish fans were losing touch with their idols. "Frankly, they were so busy in the U.S. and Latin America that they didn't have time for Spain," acknowledges Warner Spain's international product manager Lucas Holten. "Touring here was definitely out."

SPAIN CATCHES UP

Three subsequent albums were best-sellers in Mexico, the U.S. and many Latin American territo-

the charts all year and could sell in excess of 500,000 units by Christmas. By mid-July, it had been on the charts for 14 weeks, never higher than seventh but stubbornly fixed around the eighth spot.

"All Maná albums until now have been gold [50,000 sales], and the band has a solid fan base built around radio airplay," says Holten. "But we're talking about girls aged above 20, not the screaming teenage phenomenon." Holten made the interesting observation that "Many Spaniards go to Mexico for their vacation, and when they see how massive the group is there, it

Continued on page LM-18

FRESH TALENT

Continued from page LM-4

Management and Chipinque Records, a label whose rosters includes Ramiro Herrera (formerly on Sony) and David Márez.

"As a label, we won't invest in a group unless they have professional management," says Baxter. "One of the things that has always hurt the Tejano market is a lack of professional services."

Baxter's Platinum firm represents Intocable and Masizzo. Intocable just released "Contigo," its first CD since a Jan. 31 car accident killed two bandmembers. A single, "El Amigo Que Se Fué," a tribute to the fallen bandmates, is climbing Tejano and regional-Mexican playlists at stations such as Houston's KQQK-FM and San Antonio's KLEY-FM.

According to Baxter, average crowds of 6,000-plus have seen the band in Dallas and Mission, Texas, and 4,500 saw the band at Laredo's Casablanca Ballroom.

Intocable, which has signed endorsements with Sprint PCS, Wranglers and Stetson, renewed its record contact with EMI Latin for, according to Baxter, a "seven-figure amount in a deal that has the band with [the label] for the next four years."

EMI Latin's national promotion VP, Manolo González, was characteristically ebullient on the market. "As far as we are concerned, EMI has had one of the biggest years ever," he explains.

"Tejano may be down, but the lack of business in Tejano has been more than made up with our regional Mexican [acts] selling big." Top acts for EMI continue to be Los Tucanes De Tijuana, Intocable, Bobby Pulido, La Tropa F, and the new Tejano/rap/cumbia band A.B. Quintanilla Y Los Kumbia Kings, founded by Selena's brother A.B. Quintanilla III.

EMI Latin, the No. 1 regional Mexican imprint in sales, is being avidly pursued by a host of labels eager to snatch up a piece of an ever-growing pie.

For example, in April, Sony Discos acquired Los Angeles regional Mexican indie Luna

Complicating the troubled Tejano picture is a conservative radio atmosphere and the spotlight-stealing pop phenomena known as Ricky Martin, who has been omnipresent in the last six months.



New image: Shelly Lares



Los Tucanes De Tijuana get airplay.

Records and hired its president Abel de Luna to head up Sony's revamped regional Mexican division.

Sony Discos president Oscar Llord estimates sales from his regional Mexican division has "has grown by about 25%, and most of that is due to our being more aggressive and more focused in our promotional and marketing efforts."

Success stories for Llord include Los Tiranos Del Norte, whose blend of norteño and romantic pop rhythms on the CD "Entrega Total" fueled the rise of the single "Crei."

That song was being played for the first time on [Los Angeles'] KLVE and other pop stations that had never played norteño before," says Llord.

Also boosting Sony Discos' regional-Mexican profile was Alejandro Fernández' fusion of ranchera and pop grooves on his CD "Me Estoy Enamorando," produced by Emilio Estefan Jr.

"That CD is probably one of the first to really explore beyond the [traditional] ranchera sound," Llord states.

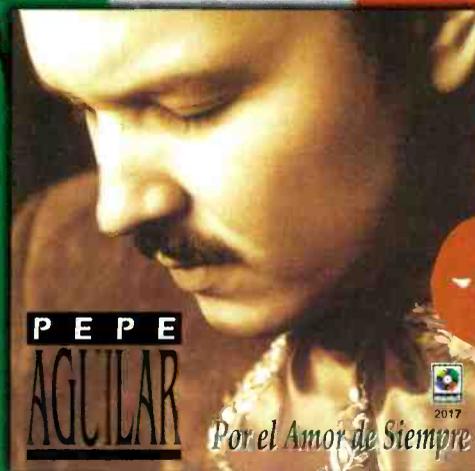
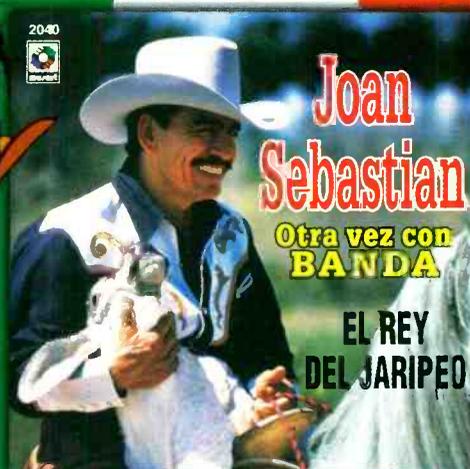
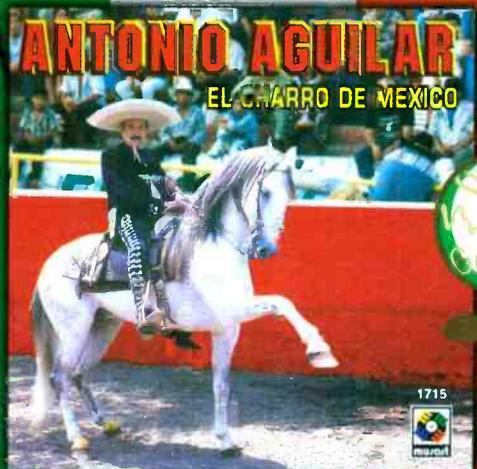
"Ultimately," adds Llord, "I think the challenge for any company is to continually be looking in the market for a new trend that can emerge, and then see how we can feed it."

RANCHERA CATALOG

Another company enjoying a sales spike in the regional-Mexican market

Continued on page LM-18

BALBOA RECORDS BRINGING YOU THE BEST MEXICAN REGIONAL MUSIC



BALBOA RECORDS, CC. Los Angeles, California. 10900 Washington Blvd. Culver City, CA 90230

BALBOA RECORDS

PRESENTS:



BALBOA RECORDS BALBOA RECORDS



BALBOA RECORDS, CO., LCS ANGELES, California.
10900 Washington Blvd., Culver City, CA 90230
(310) 204-3792 • Fax: (310) 204-0886

LATIN MUSIC 6 PACK

Tower Really Opens Up, Leppard Kicks, Enrique Goes "West"

TOWER RECORDS opened its second store in Colombia June 4 in Cali. The 580-sq.-mtr. outlet carries more than 50,000 CD titles, 8,000 books and 6,000 DVDs.

Tower bowed its megastore concept in Colombia, when it opened its first outlet in September 1997 in Bogotá. In January, the chain also opened its first store in Ecuador in Quito.

The Tower franchisees for Colombia, Ecuador, Peru and Venezuela are **Megatiendas**, owned by **Casa Editorial El Tiempo**—the publishing/entertainment group that owns newspapers, books, videos, a TV channel and soon cinemas—and **Prodiscos**, the biggest record distributor and record retailer that also owns two record labels.

Two more Tower stores are expected to open in November in Medellín and in Barranquilla. In 2000, a Tower outlet is scheduled to debut in Lima, Peru, and another in Caracas, Venezuela. A second store is slated for Bogotá and Quito.

IN JUNE, **Universal Mexico** promoted the **Cranberries**' single "Animal Instinct" by taking it to six radio stations in Mexico City

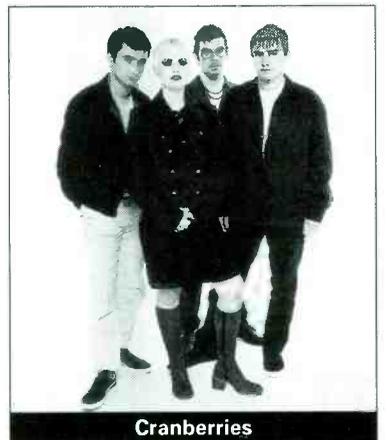


MERCHANTS & MARKETING

NEWS IN REVIEW

accompanied by a vocal choir. The choir then sang the song live on the stations and later

at an album-release party... Universal Mexico also got busy promoting **Def Leppard's** June



Cranberries

release "Euphoria" with a retail and snipe campaign in July that was complemented by a soccer-match promotion with a Mexico City radio station in which the winning side would attend a Def Leppard concert in August.

BRAZILIAN imprint **Movieplay** has signed a distribution deal

Continued on page LM-10

RINCON MUSICAL

GOING TO THE EXTREME
TO FIND A ONE STOP
LATIN MUSIC STORE ?
LOOK NO FURTHER
RINCON MUSICAL
IS THE ONE !!

SAISA, MERENGUE, BACHATA & REGIONALS
NEW RELEASES & CLASSICS
CD'S - CASSETTES - ACCESSORIES

WE MAIL YOUR GOODS WORLD WIDE
CALL NOW !!

212.397.4201

RINCON MUSICAL - 698 10th AVE. NEW YORK 10019 - FAX 212.397.4205

SONY DISCOS BREAKING THROUGH

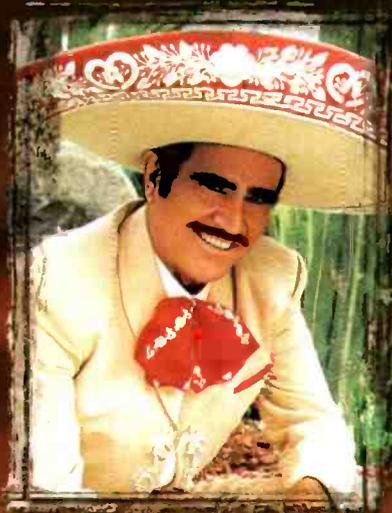
AS THE NEW LEADER EN LA MUSICA
REGIONAL MEXICANA



ALEJANDRO FERNANDEZ



LA MAFIA



VICENTE FERNANDEZ



BANDA ARKANGEL R-15



INTENSO



SONORA TROPICANA



LOS PALOMINOS



BANDA LOS LAGOS



TIRANOS DEL NORTE



LOS CAMINANTES



ANA GABRIEL



GRUPO TENTACION



LAS VOCES DEL RANCHO



BANDA PACHUCO

Sony
DISCOS
©Sony Discos



LOS FUJITIVOS



LOS RAZOS



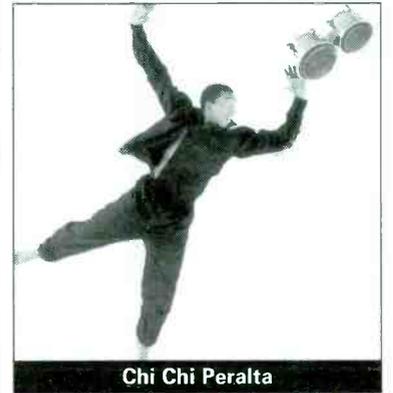
BANDA SUPERBANDIDO

MERCHANTS & MARKETING

Continued from page LM-8

with classical-music label **Naxos**. Movieplay plans to have 300 Naxos titles at retail by the end of 2000.

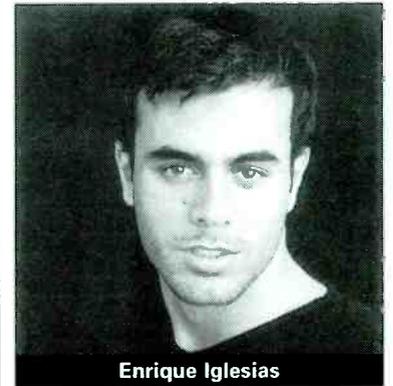
WORLD MUSIC DISTRIBUTION and **Viking Distribution** have merged to form **Caimán Distribution**, located in Miami. Didier Pilon, former president of



Chi Chi Peralta

World Music Distribution, was named president of the new firm. Among Caimán's best-known distributed artists are **Chi Chi Peralta**, **Tonny Tún Tún** and **Javier**.

UNIVERSAL MUSIC LATIN America launched an ambitious regional campaign for the soundtrack to the Warner Bros. film "Wild Wild West." It was anchored by a full-court, multimedia promotional press of "Bailamos," a single from the soundtrack by Universal's newest signee, **Enrique Iglesias**.



Enrique Iglesias

In Argentina, 100 copies of the EPK and video were serviced to key radio players. TV ads for the movie, plus a sniper campaign helped the track hit No. 1 in Argentina... In Mexico, window displays went up at the **Sanborns** retail chain. A promotion with a Mexico City restaurant chain featured Iglesias on in-store banners and place mats. "Bailamos" has since become a top-five single in Mexico.

In Venezuela, Universal and **Warner Bros.** linked to co-promote the film and single by including Iglesias posters Warner Bros' film displays and vice versa. As in Mexico, "Bailamos" has become a top-five single.

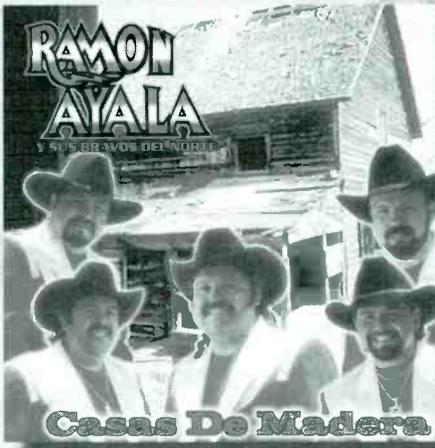
The rhythmic pop single is also the first single from Iglesias to be promoted regionwide by Universal, which signed a \$44 million deal in July with the son of global idol **Julio Iglesias**. ■

FREDDIE RECORDS 30 Años De Éxitos

The **KING OF NORTEÑO** Music
RAMON AYALA
Y SUS BRAVOS DEL NORTE

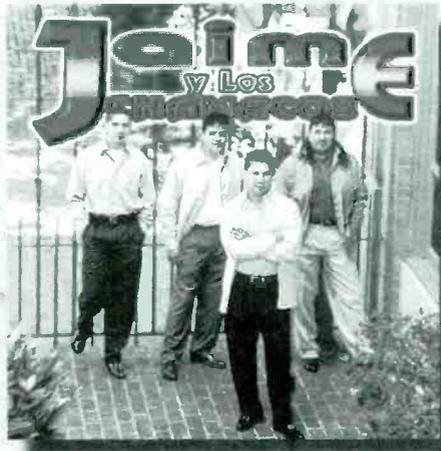
His Latest Release
CASAS DE MADERA
2X PLATINUM

Featuring the Smash Hits
"Solo Una Patada," "Casas De Madera"
& "Amor De Juventud"



LOS TERRIBLES DEL NORTE
TWO-TIME GRAMMY® AWARD
NOMINEES and **NORTEÑO FAVORITES**

Their Latest **PLATINUM** Smash
COLGADO DE UN ARBOL



The **#1 CONJUNTO SHOWBAND**
JAIME Y LOS CHAMACOS

Lead by **ACCORDION VIRTUOSO**
JAIME DE ANDA

Their **NEW SELF-TITLED CD**
Features The New Hit Single
"Amor De Todos"
Plus "Amandote" & "Otro En Tu Corazon"



FIEBRE

One of Tejano's Most
Popular Groups of The 90'S
Presents Their New Release

EVOLUCION

Featuring The Single
"Amor Aventurero"



jody farias

Confia En Mi

THE FUTURE OF NORTEÑO
JODY FARIAS

His Debut CD
CONFIA EN MI

Features The Smash Hit Single
"Si Te Ama Mas Que Yo"
Plus "Tan Solo Un Soñador"
& "Rompes Un Corazon"

ATRAPADO

The **NEW SENSATION** In
ONDA GRUPERA

Their Debut Release
EN LA FRONTERA

Featuring The Contagious
Hit Title Track & The New Smash Single
"Poquito A Poco"



FREDDIE RECORDS 6118 SOUTH PADRE ISLAND DR. CORPUS CHRISTI, TX 78412 (361)992-8411 Fax(361)992-8428
EMAIL:info@freddierecords.com WEBSITE:http://www.freddierecords.com

Luis Miguel
Ricky Martin
Gloria Estefan

RECORD BREAKING

Truly record-breaking Latino stars.

And the Hispanic community can't get enough of them, especially when they are reading about them in **People en Español**, the biggest hit on newsstands across the country. In just one year, **People en Español** has become the **Número Uno** magazine among U.S. Latinos. With a **guaranteed and audited** rate base of 250,000 and an estimated monthly audience of over **2 million Hispanic consumers**, it has a national reach equal to that of many top Spanish-language TV programs!



To take your **Hispanic advertising** campaign to the top of the charts, call your **People en Español** sales representative or Publisher Lisa Quiroz today at 212 522-3245.

Sources: 1998-99 ABC Audit. 1998 People en Español Readership Studies

People
EN ESPAÑOL

IN A TIGHT race for first place in Santiago, Chile's radio market, tropical radio station **Corazón** has risen from second to first place, according to an audience rating measured from October 1998 to March 1999 by research firm Search Marketing. **Corazón** notched a 7.4, identical to its previous rating, which was tallied from July 1998 to December 1998.

Radio Cooperativa, whose news format is broadcast on its AM and FM frequencies, rose from fourth to second place with a 7.3, up from 6.6. Owned by **Compañía Chilena de Comunicaciones S.A.**, Radio Cooperativa replaced its former affiliate station **Rock & Pop**, which slid from first to third place on a ratings drop from 7.6 to 7.1.

In fourth place were two Spanish ballad stations—**Pudahuel** (6.8) and **Romántica** (6.2). **Rock & Pop**, as well as **Corazón**, were sold by **Compañía Chilena de Comunicaciones** to Iberoamerican Media Partners in August 1998.

SCORING HIGH rotation on CMT's cable channel in Brazil is

LATIN MUSIC & PACK

In Chile, Tropical & News Trump Rock & Pop While Brazil Goes A Little Bit Country

"I'll Go On Loving You," an English/Portuguese duet with country star **Alan Jackson** and



Alan Jackson



PROGRAMMING

NEWS IN REVIEW

sertaneja icon **Leonardo**. Jackson is scheduled to appear Aug. 31 at the Barretos Rodeo in Barretos, Brazil. The bilingual duet is included on Jackson's "Grandes Sucessos," released last month in Brazil.

TWO GIANT media conglomerates—Spain's **Grupo Prisa** and Colombia's **Radio Caracol**—have formed a holding company to market Spanish-language music in the U.S., Latin America and Europe. The new company owns radio stations in Miami and New York, a syndicated Spanish program network with 72 stations in the U.S., three music-radio networks in Chile, a Latino network in France and an ownership stake in a Panama radio station.

A NEW STUDY by Chile's performance-rights society confirms once again that Chilean radio prefers international artists instead of homegrown acts. According to a biennial report titled "Radio Performances," which was submitted by the **Chilean Society Of Authors' Rights**, only 5.69% of music programmed by Chilean radio in the second half of 1998 was recorded by Chilean artists.

In addition, most of the top 10 songs were romantic discs by Latin American artists. The song with the

most performances, however, was **Celine Dion's** "My Heart Will Go On" from the blockbuster film "Titanic."

Eight other titles in the top 10 were by Latin Americans and Spaniards, including Brazilian samba act **Só Pra Contrariar**, Dominican percussionist/singer **Chi Chi Peralta** and Spanish singer/songwriter **Rosana**, along



Alejandro Sanz

with Spanish idols **Enrique Iglesias** and **Alejandro Sanz**.

"Como," the romantic ballad from male vocal duo **La Sociedad**, was the most-performed song by a Chilean artist. The second-most-performed song by a Chilean artist—"Polvo De Estrellas" by **Alberto Plaza**—previously had been the most-played track in the first half of 1998.

AND speaking of Dion and Iglesias, Iglesias' recent chart-topper on Hot Latin Tracks, "Bailamos," was the second English-language single to scale that chart. The first? Dion's aforementioned "My Heart Will Go On." The only other non-Spanish-language title to crest Hot Latin Tracks was **Kaoma's** Portuguese-language smash "Lambada."

Mexican record labels are teaming

Continued on page LM-18

L A R A S[®]

ACADEMIA LATINA DE ARTES Y CIENCIAS DE LA GRABACIÓN, INC.

UNA ASOCIACIÓN DE PROFESIONALES DE LA INDUSTRIA DE LA GRABACIÓN. DEDICADOS AL MEJORAMIENTO DE LA CALIDAD DE VIDA Y CONDICIÓN CULTURAL DE LA MÚSICA Y SUS REALIZADORES.

SEA MIEMBRO PIONERO Y ASÓCIESE A LA ACADEMIA. PARTICIPE EN LA CREACIÓN DE LA PRIMERA ENTREGA DE LOS GRAMMY[®] LATINOS,

PARA RECONCER LA EXCELENCIA ARTÍSTICA Y TÉCNICA, APOYAR A LA COMUNIDAD PROFESIONAL Y PROTEGER NUESTRO AMBIENTE CREATIVO.

311 LINCOLN ROAD #301 MIAMI BEACH, FLORIDA 33139
305.672.0047 FAX 305.672.6846 LARAS@GRAMMY.COM

GO STRAIGHT TO THE HEART OF NEW YORK'S LATIN MUSIC MARKET



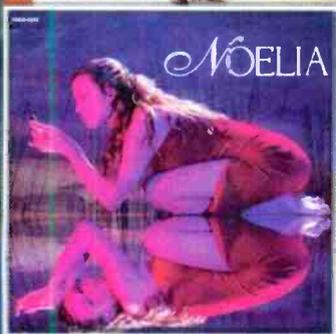
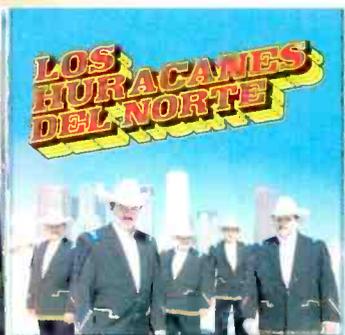
No one brings you closer to the Latin community in New York than Lehman Center.

Only minutes from Manhattan, at a major hub of road, train and public transport services, Lehman Center has become a key performance space for major Latin artists playing New York in recent years.

We offer unrivaled facilities — a state-of-the-art, 2,310-seater Concert Hall; over 1,000 attended, car-parking spaces; a beautiful, tree-lined campus setting and bi-lingual management/marketing support with unrivaled knowledge of the local Latin market.

Next time you want to go straight to the heart of the burgeoning Latin Music market in New York, why not contact Jack Globenfelt, Managing Director, at (718) 960-8232 for a cost-effective, knowledgeable solution to your needs.

LEHMAN CENTER



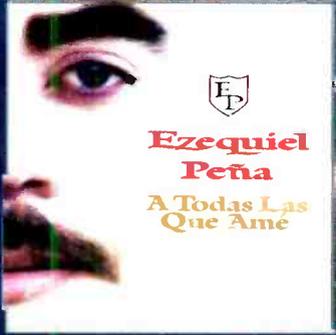

FONOVISA

**THE LABEL THAT DEVELOPS, PROMOTES AND SELLS
MORE LATIN MUSIC**

- **MARCO ANTONIO SOLÍS**
- **LOS TIGRES DEL NORTE**
- **LOS TEMERARIOS**
- **CONJUNTO PRIMAVERA**
- **BRONCO**

- 7 RIAA Gold Records***
- 6 RIAA Gold Records**
- 1 RIAA Gold Record**
- 1 RIAA Gold Record**
- 1 RIAA Gold Record**

THE LEADER IN LATIN MUSIC



* GOLD AWARD IS ACHIEVED BY SELLING OVER 500,000 UNITS IN THE U.S.

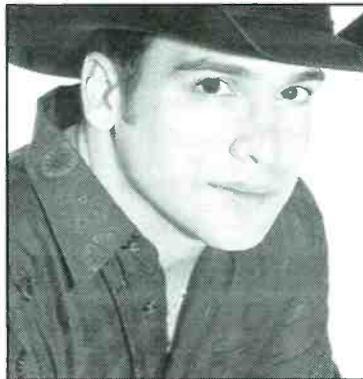
just sound like another band. We want something unique and a little different," he says.

EMI LATIN

San Antonio-based EMI is still the dominant label in Tejano, with superstars Bobby Pulido, La Tropa F and Intocable, but the future is still in the youngbloods, says VP of

national promotion, Manolo González.

"Tejano has slowed down, but we believe it is just a cycle," he says. "Sometimes salsa is hot, sometimes it is merengue, and Tejano is in the same cycle. It won't stay down forever, not with acts like A.B. Quintanilla's Kumbia Kings, who bring a new fresh cumbia sound."



EMI superstar Pulido

Quintanilla, brother/bandmate of the late Selena, formed his Kumbia Kings last year, signed with EMI and produced his debut CD, "Amor, Familia Y Respeto," which includes tropical cumbias, norteño-flavored polkas and even R&B/funk flavorings.

Other new faces at EMI include Isaias Lucero, former lead singer for norteño quintet Los Invasores De Nuevo León, young Tejano singer Marizta, the norteño quintet Los Prados Jr., and Tejano/ballad singer Margarita, who just released her sophomore effort, produced by José Luis Ayala at McAllen's PR Sound Studio.

TEJAS RECORDS

Label president Chris Leick turned heads last year with fresh-sounding debuts by Grupo Vida and Elida Y



From Tejas: Grupo Vida

Avante. His new horses include trad conjunto group Los Desperadoz, norteño fivesome Grupo Travieso and Mariachi Campanas de America. "Travieso is a hot young band with energy and spark," says Lieck. "And that's what is needed today. To survive, these bands have got to get innovative. With the onslaught of norteño, there's so many bands popping up, it's critical we bring in new sounds."



Sony sophomore Eddie González

SONY DISCOS

While still grooming sophomore acts like Eddie González—and working closely with veteran bands/new signees Gary Hobbs and David Lee Garza—Sony's VP José Rosario says the focus is on working closely with all the groups, especially the new artists like ranchera singer Azucena, the Tejano pop group Brillante and norteño acts Intenso and Cornelio Reyna Jr.

"I believe the audience for Tejano is young and they want to party," says Rosario, "and we need to give that young audience a mix of music that moves them, otherwise we'll continue to lose them to [pop/R&B] station KTFM."

FREDDIE RECORDS



Freddie's Pantera del Norte

Conservative in its talent-scouting, Freddie nonetheless is pushing several musical fronts with new faces: the Ojinaga, Chihuahua-born norteño outfit Pantera Del Norte, the norteño/tropical-fusion band Atrapado and the Tejano/cumbia group Delores y Esperanza, all fresh with debut CDs.

The label is also pushing Tejano singer Jody Fariás in a new solo effort, "Confía En Mí," as he and his former backing band Increible have split.

GMP MUSIC

New players on the scene, the San Antonio-based label is run by veteran label manager Jesús Guillén, VP of GMP. While its big engine is norteño workhorse Conjunto Primavera, GMP is also supporting newcomers Grupo Catedral and David.

FO NOVISA

Priorities include new acts Armando, Carolina—sister of pop
Continued on page LM-16



grandes éxitos
JON SECADA

NEW FROM EMI LATIN
Jon Secada SEL # 98691
Pandora SEL # 20224




PANDORA
vuelve a estar conmigo

REYES RECORDS INC. Member of 

CD'S - CASSETTES - DVD'S & MUSICAL VIDEOS
140 NW. 22 Avenue, Miami, Florida 33125 * Tel.: (305) 541-6686 / Fax: (305) 642-2785
E-MAIL reyesrecords@reyesrecords.com WEB-SITE reyesrecords.com

TODD EN MUSICA * EVERYTHING YOU NEED IN MUSIC
MAJOR CREDIT CARDS ACCEPTED

MARIACHI USA

fe s t i v a l



**RECORD BREAKING, AWARD WINNING
SOLD OUT PERFORMANCES
FOR 10 YEARS AND NOW
LIVE FROM THE
HOLLYWOOD BOWL**

Available Now!

Featuring top Mariachis from Jalisco, Mexico California and Texas.
Recorded Live at the Hollywood Bowl by Le Mobile.

Executive Producer
Rodri J. Rodriguez
www.rodri.com
800-MARIACHI / 323-656-7977
www.mariachiusa.com

WANTED: Domestic and International distribution.





From Legends to the Finest New Artists...



Mariachi Vargas De Tecalitlán



Juan Gabriel



Banda Maguey



Julio Preciado



Banda La Costeña



Guardianes Del Amor



Pablo Montero

REGIONAL MEXICAN MUSIC AT ITS BEST



Leading The Latin Music Industry

YEAR-TO-DATE CHARTS

Continued from page LM-3

miere at No. 6, thanks to a documentary about the CD, is the resilient "Buena Vista Social Club," a nearly two-year-old title released on World Circuit/Nonesuch/AG.

Predictably, Sony's retail prosperity is mirrored at radio, where the imprint rules the Hot Latin Tracks Imprints and Hot Latin Tracks Labels categories. The rankings of the other labels remain identical to the last chart recap.

FERNÁNDEZ CLEANS UP

Vicente Fernández climbs into first place in the Hot Latin Tracks recap with his year-old entry, "Me Voy A Quitar De En Medio," a soap-opera theme that earned 317.5 million audience impressions. Sony-promoted songs occupied four of the top five positions on the Hot Latin Tracks recaps, including Ricky Martin's international hit "Livin' La Vida Loca," which debuts on this recap at No. 4.

Also bowing on this title recap were singles by Musart/Balboa ranchero notable Pepe Aguilar; Work/Sony Discos duo Jennifer Lopez and Marc Anthony; Sony's ranchero prince Alejandro Fernández; and Fonovisa's Puerto

Rican pop starlet Noelia.

Rising 5-2 from the last title recap, with 283.5 million audience impressions, was "Si Te Pudiera Mentira" by Fonovisa star Marco Antonio Solís. Fernández moves into first place on the Hot Latin Tracks Artists recap with 452 million audience impressions from his three hits.

As on the artist retail recap, Iglesias enjoys another leap—from 5 to 2—on the Hot Latin Tracks Artists recap. Martin enters the artists recap at No. 9, while his labelmate Shakira falls from first to sixth place.

EMI TOPS REGIONALS

Billboard's inaugural look at the regional-Mexican recaps reveals EMI Latin to be No. 1 on the regional-

Mexican imprints and labels recaps. As top regional-Mexican imprint, EMI Latin sold 422,000 units, followed by Fonovisa (284,000 units), Ariola (204,500 units), Sony Discos (188,500 units) and Musart (99,500 units).

Comprising 69% of EMI Latin's sales was Selena's "All My Hits—Todos Mis Éxitos." The late Tejano/pop icon helped EMI Latin capture the imprint and label category. Following EMI Latin in the label recap were Fonovisa, BMG Latin, Sony Discos and Balboa.

Selena was the clear winner of the regional-Mexican title and artist recaps. Following Selena on both recaps were Ariola/BMG Latin's Los Tri-O, Sony Discos' Fernández, and

Fonovisa's Los Temerarios.

Fonovisa topped both the regional-Mexican airplay imprint and label recaps. As an imprint, Fonovisa amassed more than 1 billion audience impressions, followed by Sony Discos, EMI Latin, Rodven and Ariola.

On the promotion label recap, Fonovisa was followed by EMI Latin, Sony Discos, BMG Latin and Universal.

Fonovisa artist Conjunto Primavera topped the regional Mexican airplay title recap with "Necesito Decirte," which snared 230.2 million audience impressions.

Sony's Fernández narrowly beat out EMI Latin's Los Tucanes De Tijuana and his labelmates Tiranos Del Norte for first place in the regional-Mexican airplay artist recap, with 311.3 million audience impressions. ■

NEW ACTS

Continued from page LM-14

singer Marisela—Gustavo, Noelia, and Lalo Y El Tiempo (formerly Lalo Y Los Descalsos).

WEAMEX

While much support from this fledgling imprint of WEA Latina is being directed toward seasoned bands like Pseudo, Pesado, Tigris,



Weamex Folk: Miguel Y Miguel

Caballo Dorado and Banda Machos, the label is looking toward the future with its new signees: norteño/cumbia artist 23-year-old Edgar Cortazar and grupo La Fuerza De La Amor from Morelos, Mexico, which is led by singer Jesús Terrones.

DISA

Still enjoying a prosperous distribution arrangement with EMI Latin, Disa is enjoying solid success with a variety of indigenous sounds, from the hardcore norteño of Poder Del Norte and the trad/acoustic-folk norteño of Miguel Y Miguel to the tropical/vallenato grooves of Rayito Colombiano, former frontman of Los Angeles Azules.

Disa's hottest success, though, has been Laredo-based act Javier Molina Y El Dorado, whose spirited mix of norteño, Tejano and country on last year's hot single "Cowboy Cumbia" has won favor everywhere. The song is essentially a cumbia wrapped with country flavoring, from the galloping dance step to the cowboy yells of "Giddiyup."

BMG LATINO

Bands working the field include Tejano groups Paul Urbina y Trazión and Ricardo Castellón Y La Diferencia and the L.A.-based norteño foursome La Tradición Del Norte. The label recently signed Mexico's famed Mariachi Vargas and is riding the charts with the strong debut CD, "Nuestro Amor," from the young, rootsy group Los Tri-O, which is helping spark a trio romántico tradition. ■

Entertainment
Lázaro Megret

Felicita

A lo mejor de lo regional mexicano

En Concierto en El Paso Texas

Vicente Fernández

Agosto 28

Juan Gabriel

Octubre 23

Alejandro Fernández

Noviembre 20

Are you Graphic Designing for the birds?

- CD covers
- Magazine ads
- Web design
- Banners
- Brochures

Call: Andrew Thomas
Tel: 305-864-7578
Sun Productions, Corp.
Miami Beach, FL 33140
Fax: 305-864-3227
E-mail: athomas805@aol.com

ENGLISH • SPANISH • PORTUGUESE

★ **OFICINA de MUSICA TEXAS** ★
www.governor.state.tx.us/music

Centro de información para la industria de música de Texas.
Pregunte por nuestro paquete gratuito de banda.

Industria de Música de Texas
(6,600 comercios musicales con 95 categorías)

- 525 Eventos Musicales
- 750 Radiodifusoras
- 541 Tiendas de Discos
- 657 Estudios de Grabación
- 381 Manejadores
- 554 Compañías de Grabación

Lista de Talento (2,600 artistas grabadores)

★ No puedes escuchar música americana sin escuchar Texas ★

OFICINA de MUSICA TEXAS
Office of the Governor
P.O. Box 13246
Austin, Texas 78711
512.463.6666 ★ Fax 512.463.4114
music@governor.state.tx.us



musart

The BEST Independent
Record Company in
Mexico and Latin America



DISTRIBUTION
&
LICENSING

MEXICO

DISCOS MUSART, S. A. DE C. V.
Av. Cuicilahuac 2335 San Salvador Xochimilca
02870 México, D. F.

INTERNATIONAL DEPARTMENT

TEL.: (525) 341-99-55 EXT. 1211 FAX: (525) 341-13-60
e-mail: intemat@musart.com.mx

EXPORT DEPARTMENT

TEL.: (525) 341-99-55 EXT. 1205 FAX: (525) 341-13-60
e-mail: musart@musart.com.mx

BALBOA RECORDS CO. DE MEXICO, S. A. DE C. V.
Av. Cuicilahuac 2335 (Planta Baja) San Salvador Xochimilca
02870 México, D. F.

TEL.: (525) 341-18-18 FAX: (525) 341-53-32

U. S. A.

BALBOA RECORDS, CO.

1090 J Washington Blvd. Culver City CA
90230 U. S. A.

TEL.: (310) 204-37-92
FAX: (310) 204-08-86

website: www.balboarecords.com
e-mail: info@balboarecords.com

VENEZUELA

BALBOA RECORDS DE VENEZUELA, C. A.

Urbanización Los Ruices Sur Calle Millán 402
Edificio La Discoteca 1er. Piso
1071 Caracas, Venezuela

TEL.: (582) 272-64-22 FAX: (582) 272-44-66
e-mail: balboavzla@cantv.net

COLOMBIA

BALBOA RECORDS DE COLOMBIA, S. A.

Calle 100 No. 18-36 Oficinas PH 1003-1004
Edif. One Hundred

Santa Fé de Bogotá, D. C. Colombia
TEL.: (571) 622-71-50 / 621-91-36 / 91-24
FAX: 571) 621-90-92

e-mail: balboaco@colomsat.net.co

Website: www.musart.com.mx



GRUPO EDITORIAL

MAIN OFFICE MEXICO CITY

Av. Cuicilahuac 2309
02870 México D. F.

Tel. 5341.79.46 / 5341.57.26
Fax: 5341.51.65

E-mail: edimusa@edimusa.com.mx



Vander Music, inc.

CARACAS

Av. Millán, Edif. La Discoteca
Los Ruices Sur, Caracas

Tel. 00 (582) 272.64.22
Fax: 00 (582) 272.44.66

E-mail: balboavzla@cantv.net



Vander Music, inc.

LOS ANGELES

10900 Washington Blvd.
Culver City, California 90232

Tel. (310) 204.69.80 / 204.67.64
Fax: (310) 204.67.14

E-mail: vandermusic@earthlink.net



Vander Music, inc.

BARCELONA

General Mitre 207, 08023

Tel. 00 (3493) 417.87.90

Fax: 00 (3493) 418.43.66

E-mail: _teddysound@sgaenet1.sgae.es

LATIN AMERICAN PUBLISHERS



GRUPO EDITORIAL

EDIMUSA PUBLISHING GROUP



Vander Music, inc.

El Contacto Latino ...
Your Latin Contact ...

Throughout the years, **EDIMUSA PUB. GROUP**, has been supporting young authors and singer writers as: **JOAN SEBASTIAN, ANA GABRIEL, CARLOS LARA, ALEJANDRO JAEN, OMAR ALFANO, LUPE ESPARZA, ZE LUIS, GLORIA TREVI** among many others. In the same way, Latin important publishing repertoires as: **EDITORIAL HERMANOS MARQUEZ (1978), BRAMBILA MUSICAL MEXICO (1985), ALEX MUSIC (1989), UNIMUSICA, C.A. de Venezuela (1995) and PREDISA (1998)** were bought between the most representative.

EDIMUSA PUB. GROUP has a wide repertoire that include many "ever greens"

EDIMUSA has the administration of the exclusive catalogues as:

RIO MUSICAL, BRONCO MUSICAL, AGUA NUEVA, LARAMIE, MONTAÑO PUB., RITMO LOCO, TEDDYSOUND, among many others.

We represent a group of relevant and successful writers and composers of the continent.

ket is Los Angeles-based indie Balboa Records, which distributes in the U.S. artists signed to its Mexican parent, Discos Musart.

Balboa president Valentín Velasco attributes a 50% increase in sales to hot singer Pepe Aguilar and popular albums by traditional folkloric artists like Paquita La Del Barrio and Pancho Barraza. "Pepe has a new CD, but his 'Por Mujeres Como Tu' has been a big success story for us," says Velasco.

An additional major mover for the label is ranchera singer/songwriter Joan Sebastian, whose latest CD is "Rey Del Jaripeo." "And our catalog artists," notes Velasco, "continue to sell very well too—Antonio Aguilar, Los Dandys, Lucha Villa and Cornelio Reyna are all still routine big sellers."

Among the new faces at Balboa is the young ranchero José Julián, who recently released his label debut, "Te Conquistaré."

Fonovisa's GM J. Gilberto Moreno believes a rapidly growing Mexican and Mexican-American population is one of several factors helping fuel the growth of the regional-Mexican market. He points to a 25% sales increase for Fonovisa's first half sales from last year to this year.

"We went to \$44 million this year in the first half, compared to \$36 million last year," Moreno says. "We have lots of big sellers like Los Tigres and Banda Machos, but we also have a lot of good new artists that we are always introducing into the market."

Among the new faces with albums last year were Noelia, Yesenia Flores, Oro Norteño, Los Angeles De Charlie, Armando, Banda Zorro, Carolina, Gustavo and Victoria.

Moreno estimates that as much as 65% of the total Latino population in the United States is Mexican or Mexican-American.

"And what do you think they consume?" Moreno asks rhetorically. "They consume regional Mexican music from banda to norteño, Tejano and more. Each year we try to bring out and develop new artists."

REQUEST-RUN RADIO

As the industry grapples for the next big thing in the regional Mexican market, Robin Flores, PD at Houston's top Tejano station, KQQK-FM, says listeners determine the musical format of the station.

"Some people still question what is Tejano, what is norteño," says Flores. "It doesn't matter to us. If the research shows us the listeners like it, we're playing it." KQQK, a dominant Tejano station, plays a liberal amount of norteño acts, like Los Invasores De Nuevo León, Los Tucanes De Tijuana, Límite and Ramón Ayala.

To Freddie Records senior promoter Manny López, bands that can appeal to norteño and Tejano

audiences are prime choices. "Our new groups like Pantera Del Norte, Jody Farías and Atrapado play a fusion from norteño corridos to Tejano polkas," López says. "Whether it's saxophones, keyboards or accordion, that variety is an asset."

That versatility is crucial, says WeaMex label director Miguel Trujillo, especially in a tight radio market.

"Because of that tight market, we are not signing many bands, but we taking more time in picking the right groups," he says. "For example, 23-year-old Edgar Cortazar can play cumbias and norteño. And he started in music young. His grandfather wrote songs, and his father has written songs for Alejandro Fernández."

NOVELTY AND FRESHNESS

A new sound or a new take on an old groove is important to penetrate radio, says Pancho Pistolas, PD for Dallas' KICK-FM: "We believe in giving opportunities to new bands, but we're looking for something new, something cool. An example is Texas Latino's 'La Chiflada.' It is a cumbia with an amusing perspective of a girl who likes to flirt."

For Jesus Guillén, VP of GMP Music, whose roster includes norteño act Conjunto Primavera and newcomers Grupo Catedral,

the fluctuations in the regional-Mexican sector are natural. "It's like fashion and trends; certain styles come in hot, and then they are passé," he says. "But, wherever we are at, it's important that we try to create as much excitement and new music as we can, or we run the risk of losing the younger generations to Anglo music." ■

PROGRAMMING

Continued from page LM-12

with TV networks Televisa and TV Azteca in an unusual campaign to promote telenovela themes that are being worked simultaneously as singles at radio. The interesting twist is that the record labels and telenovela producers will periodically change the telenovela themes to coincide with the single that the label is working. Historically, telenovela themes remained the same throughout a soap-opera series, which typically lasted 200 episodes.

Now, for example, the Televisa novela "Infierno En El Paraíso" is sporting a new theme song by Sony Mexico artist Alejandro Fernández titled "Nacie Simplemente Nadie." The new theme tune not only replaces Fernández' first theme song for the soap, it also becomes the second single that Sony is promoting at radio. ■

kind of comforts them because they see it is not just something happening back in Spain."

PROMOTIONAL VISIT

The French home-entertainment department-store chain FNAC organized mini-concerts for up to 200 people each in their three Spanish outlets in Madrid, Barcelona and Valencia during a week-long promotional visit at the beginning of July. In Madrid, more than 500 people lined up for hours for the 40-minute five-song performance that only 150 could see, and there were similar scenes in the other two cities.

"FNAC was very supportive," says Holten. "In fact, we asked their head of communication, Salvador Pulido, to present Maná with their first Spanish platinum disc in Madrid," he says.

Pulido comments that "FNAC in Spain has always backed rock en español, and Maná are true veterans in their field. We advertised the mini-gigs via radio ads."

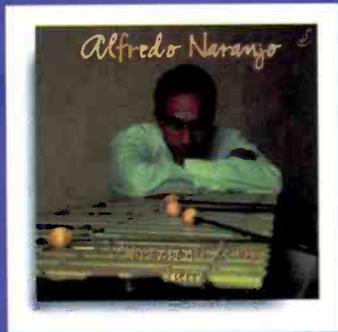
Javier Pons, director of Spain's most popular CHR radio network, Cadena SER's Los 40 Principales, says, "Maná's melodic soft rock is perfect for our format, and we are concentrating on this album because it is unique to Spain." ■

Assistance in preparing this special provided by Teresa Aguilera, Sergio Fortuño, Marcelo Fernández Bitar, Karl Ross and Karl Troller.

Latin World Entertainment Group launches two musical perspectives from Venezuela



Frank Quintero is a celebrated Venezuelan singer songwriter who is notorious for fusing his own contemporary style with the musical influences of his native land. His songs have been recorded by Christian Castro (Por Amor a Ti), Gilberto Santa Rosa (De Cualquiera Manera), among others. "Bien" is a collection of contemporary pop and ballads that echo Quintero's personal experience. Featured are Alex Acuña on percussion, Vinnie Colaiuta on drums and Don Grusin on keyboards who collaborated on "Bien" with his magnificent arrangements.



Alfredo Naranjo's compositions tremble with a passion for his main instrument: the vibraphone. His search for musical venues have led him to territories where he has linked Afro-Venezuelan beats with jazz. He has participated in concerts with artists such as Tito Puente, Dave Samuels, Bob James, Earl Klugh and Al Jarean. "Vibraciones de mi Tierra" featuring Arturo Sandoval on trumpet, Ed Calle on saxophone and Ensemble Gurrufio is sure to make people of all lands joyfully "tremble" in appreciation of this album.

The best Cuban music played by the brightest musicians of today



Cha Cha Cha is back! Legendary composer and flute player, Richard Egües, who put Orquesta Aragón on Cuba's musical map, has invited a star-studded cast of friends to interpret the unforgettable tunes of one of the most prolific genres of Afro-Cuban music. Special performances by Chucho Valdés, Omaru Portuondo, Rolo Martínez, and Isaac Delgado. Songs such as El Bodeguero, Angoa, El Manicero, Guantazameña, El Jardinero del Amor take a more modern turn without losing any of the original flavour that made these songs and Richard Egües a popular to begin with.



Habana Ensemble incorporates the new and old sounds of Cuba in an album that epitomizes "The New Cuban Cool" while playing tribute to mambo's legendary maestro, Pérez Prado. Former disciples of Chucho Valdés and members of his jazz fusion band Irakere, Cuba's finest contemporary musicians add segments of latin jazz to the classic mambos that are still famous today. Habana Ensemble leads no doubt that Cuba's hip and street smart young jazz lions can really swing!



LATIN WORLD
ENTERTAINMENT GROUP

www.latinworldcenter.com

U.S. and Canada - Continental Music Distributors
6075 NW 82 Avenue, Miami, FL 33166
Phone: 305.718.8549 Fax: 305.718.7990
cmd1inc@AOL.com www.cmd-music1.com

Rest of the world - Latin World Music Headquarters
Av. Francisco de Miranda, Parque Cristal,
Piso 1, Torre Este, Los Palos Grandes, Caracas, Venezuela
Tel Master: 582.278.0300 Fax: 582.278.0365
e-mail: lwprod@telcel.net.ve



OUR PART OF THE MUSIC WORLD JUST GOT A LITTLE LARGER.
SESAC PROUDLY WELCOMES MARCO ANTONIO SOLIS.

Longtime SESAC Latina publisher Marco Antonio Solis (a.k.a. Marsosa Music), has now directly affiliated with SESAC Latina as a writer as well. As a renowned performer, songwriter and producer of popular Latin music, Maestro Solis has 18 albums to his credit and numerous honors and industry awards.

SESAC Latina is proud to be associated with such an accomplished artist. Bienvenidos Marco Antonio Solis.

New York • Nashville • UK • www.sesac.com





**Our first decade !
 A decade of success !
 A regional mexican legacy !**

Great artists... Great music...



International

THE LATEST NEWS AND VIEWS FROM AROUND THE WORLD

Sony Japan Dips Toe In Internet

Downloadable Singles To Be Available In Fee-Based Service

BY RAJ N. MAHTANI

TOKYO—Industry sources here are hailing a move by Sony Music Entertainment Japan (SMEJ) to launch a fee-based music distribution service on the Internet (*BillboardBulletin*, Aug. 16) as a sign that the Japanese music industry is now ready to embrace the Internet.

Japan's biggest label, SMEJ aims to become the first of Japan's major record companies to adopt digital distribution when it launches its Net-based service. Yasushi Ide, senior director of the corporate communications department at SMEJ, says, "We have not decided on a specific format yet. Basically, at this point, we have just made the decision to move in the direction of distributing single titles via the Internet."

Reports here suggest the move will take place in December. That timing would be synchronous with the launch of the Memory Stick Walkman, a next-generation portable player from Sony Corp., SMEJ's parent company.

An Aug. 13 report in the Nihon Keizai Shimbun, Japan's leading economic daily, suggests that by the end of this year approximately 200 titles, including new releases and catalog from such SMEJ staple acts as Tet-

'It's likely that solid copyright protection technology will come about within this year'

- YASUSHI IDE -

suya Komuro and L'Arc-en-Ciel, will be made available via the Internet in a format that reproduces CD sound quality. A single track is expected to be priced under 500 yen (\$4.30).

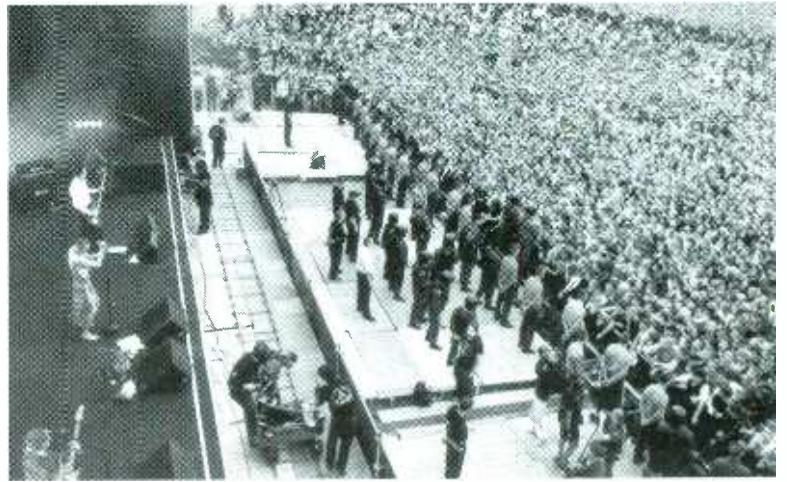
Until now, Net-based digital transmission of music titles was limited to a number of indie artists in Japan, as the majors were concerned with copyright issues and the impact Net-based distribution of music might have on the existing distribution system revolving around brick-and-mortar music outlets.

For SMEJ, however, those worries appear to be diminishing. This follows such developments as the establishment in July of international guidelines for Net-based distributions and a proposal by Japanese authors' society JASRAC (Japanese

Society for the Rights of Authors, Composers, and Publishers) for Dawn 2001, a copyright-management system to deal with digital music distribution on the Internet.

JASRAC's public relations department manager, Wataru Matsubara, notes that Dawn 2001 is still only a proposal and doubts it had much to do with SMEJ's decision to begin operations over the Net. Nevertheless, he says the decision indicates that the environment for Net-based transactions is beginning to consolidate in record companies' eyes. Ide confirms that SMEJ is "neutral regarding JASRAC's proposal."

Music copyright consultant
(Continued on page 56)



Rockin' In Russia. MTV Russia celebrated its first anniversary Aug. 14 with a free concert attended by an estimated 250,000 people in Moscow's Red Square. The event, described by MTV as "the largest-ever gathering in Red Square," was headlined by Warner Bros. act the Red Hot Chili Peppers. An MTV special on the band's performance will be broadcast worldwide in October. Pictured is local band IFK, which also appeared on the bill.

Our Price MD Stays As VEG Freezes MBO

BY TOM FERGUSON

LONDON—The managing director of the U.K.'s 230 store Our Price chain is staying put despite parent company Virgin Entertainment Group's (VEG) decision to put his proposed management buyout (MBO) on hold until further notice (*BillboardBulletin*, Aug. 16).

VEG, which also includes Virgin Megastores and Virgin Cinemas worldwide, had been looking to dispose of the chain through an MBO headed by Our Price managing director Mike McGinley. Negotiations with potential backers had been under way since fall 1998, with an initial price tag of about 85 million pounds (\$136 million). However, plans for the buyout are now on hold, according to VEG COO Simon Wright.

"We were pretty close to completing the buyout, probably about a month away," Wright says. However, he concedes that "we weren't getting quite as much as we hoped for. It was just a case of 'let's hang on to it for a while.' Things change quite fast, so who knows what will happen in a year's time? For the time being, the business is off the market."

McGinley, Wright emphasizes, is "staying put" as Our Price managing director. He concedes that, whereas the managing director clearly had "a personal motivation" [for the MBO], another reason for it being proposed had been Virgin's previous reluctance to invest in the chain.

"We can now invest more in Our Price than we were previously pre-

pared to do," Wright notes. "That's primarily what he [McGinley] is motivated about—Our Price being owned by somebody who's prepared to invest in it."

Although McGinley was not available for comment, an Our Price spokesman insists, "It goes without saying that the Our Price board and the executive team remain 100% committed to developing the Our Price brand."

In July, Our Price announced it would open 10 U.K. stores during 1999 (*BillboardBulletin*, July 26).

Another reason for the change in heart over the MBO, says Wright, is that VEG saw an opportunity to widen Our Price's product mix to include par-

ent Virgin Group's soon-to-be-launched range of mobile phones. "If that increases the profitability, then

our price

that'll actually increase the value, and we'll see if that increases the value enough to justify the investment," he says.

Virgin Group announced Aug. 10, the formation of Virgin Mobile, a joint venture with mobile phone operator/network One 2 One, which will become operational by Christmas. Virgin Mobile phones will be sold through

(Continued on page 56)

Germany's Music Sales Drop In Year's First Half

BY WOLFGANG SPAHR

HAMBURG—Recorded-music unit shipments in Germany during the first six months of 1999 slumped by 9.8% compared with the same period in '98, according to figures from national labels' body BPW.

The organization says that the value of sales was 9.9% lower than in January-June 1998, although it does not publish sales value figures at the midyear point. Total unit sales, according to BPW, were 114.5 million units during the period, compared with 127 million last year. Total album sales volume was 18.9% lower, at 40.7 million units.

The decline in album shipments spread across the price spectrum during the period, according to BPW, but the mid-price CD market was particularly hard hit, with shipments down 21.4% to 12.5 million units. Full-price albums dropped 17.4% to 28.2 million units, and the budget sector shrank by 8.7% to 13.6 million units.

Singles volume was down 3.5% to 24.9 million units, despite strong per-

formances from Lou Bega (Ariola), Jessica (Jive/Zomba), and Wamdue Project (Airplane/Universal). DJ-format vinyl singles provided a small ray of light in the gloom, with sales up 20% to 600,000 units.

According to BPW managing director Peter Zombik, "One reason for the decline in sales in the full-price segment is a lower number of top releases compared with the first half of the previous year. However, the release schedule for the second half points to a substantial improvement in figures for the year as a whole."

BPW does not provide value statistics other than at the year's end, says Zombik, "because our members have not requested it."

However, it is understood that a plan for the introduction of such data on a quarterly basis from January will be discussed at BPW's next board meeting. According to figures from the International Federation of the Phonographic Industry, the total value of the German recorded music market in 1998 was 2.7 billion euros (\$3 billion).



WRIGHT

Epic U.K.'s Stringer Promoted

BY MARK SOLOMONS

LONDON—Sony Music Entertainment U.K. has appointed Rob Stringer, managing director of its Epic label group, to the post of senior VP, effective immediately.

Stringer will retain his position as Epic managing director and will continue to report to Sony U.K. chairman/CEO Paul Burger. His additional role is a newly created position.

According to a statement, with the appointment "Rob's responsibilities will be expanded to allow him to work with [Burger] on various areas of strategic importance to the company."

Stringer has been closely associated with the Manic Street Preachers, Lightning Seeds, B*Witched, Finley Quaye, Apollo 440, and Sony's recent George Michael greatest-hits package, among other projects. In 1985 he joined CBS in the U.K. (before its acquisition by Sony) as a graduate trainee and has held a variety of marketing and A&R posts at the company.

Prior to his appointment to his current post in 1993, he was A&R director of the Columbia label group, where the acts he worked with included Alison Moyet, Prefab Sprout, and Paul Young.



STRINGER

SME Execs, Acts Gather In Versailles

Sony Music Europe (SME) recently held its annual managing directors' meeting at Versailles, south of Paris. The three-day event, attended by Sony Music executives and artists, included extensive product presentations and a number of seminars.



A Titanic Night. Taking a break from the conference, Sony executives attended Celine Dion's sellout show at the Stade de France, Paris. Shown, from left, are Sony Music U.K. chairman/CEO Paul Burger; SME executive VP and Sony Music France president/managing director Paul René Albertini; Sony Music International (SMI) president Bob Bowlin; Dion; SME chairman Paul Russell; SMI executive VP Rick Dobbis; and Sony Music Germany managing director and senior VP/GSA region Jochen Leuschner.



Latin Looks. SME chairman Paul Russell chats with Columbia artist Jennifer Lopez at the conference's closing dinner.



On The Marc. Columbia artist Marc Anthony and Sony executives enjoy dinner together. Shown in the back row, from left, are artist manager Bigram Zayas; SMI executive VP Rick Dobbis; SME executive VP/Sony Music France president and managing director Paul René Albertini; SME chairman Paul Russell; and SMI executive VP/Columbia Record Group John Ingrassia. In the front row, from left, are SME VP of marketing/Columbia Sara Silver; Sony Music U.S. VP of international/Columbia Julie Borchard; Anthony; and Anthony's assistant Maria Reinoso-Assis.



A Top Table. Executives from across Europe enjoyed lunch with Dreyfus/Epic artist Jean Michel Jarre at the conference. Shown in the back row, from left, are Sony Music Holland GM/Epic Gerard Rutte; Sony Music Sweden managing director Per Sundin; Sony Music Poland managing director Margaret Maliszewska; Sony Music Spain president Claudio Condé; Sony Music Austria managing director Martin Pammer; and Sony Music Italy managing director/Epic Massimo Bonelli. In the front row, from left, are Sony Music Germany managing director/Epic Jorg Hacker; Jarre; and Sony Music U.K. managing director/Epic Rob Stringer.



Silver Anniversary. Sony Music Germany managing director and senior VP/GSA region Jochen Leuschner celebrates 25 years with Sony Music at a gala dinner held in his honor. Leuschner, sixth from left, is pictured with Sony Music Germany executives along with 3P label manager Thomas Hofmann and Epic artist Sabrina Setlur, third and fourth from left, respectively.



Palace People. Pictured following lunch at the Trianon Palace Hotel in Versailles, from left, are SME chairman Paul Russell; Creation Records chairman Alan McGee; SME senior VP/Sony Independent Network Europe (SINE) Mark Chung; SME VP of marketing/SINE Mark Tattersall; managing director of the Xtravaganza label Alex Gold; SME executive VP and Sony Music France president/managing director Paul René Albertini; SME VP of marketing/Columbia Sara Silver; Gipsy Kings manager Claude Martinez; and SMI executive VP Rick Dobbis.



Winding Down. Marking 13 years as president of Sony's DADC manufacturing operation, SME presented Otto Zich with an antique gramophone. Zich is shortly to take up a new post as chairman/CEO of Sony Europe. Shown, from left, are SME executive VP and Sony Music France president/managing director Paul René Albertini, Zich, and SME chairman Paul Russell.



Dixie Mix. Sony Music U.K. chairman/CEO Paul Burger congratulates the Dixie Chicks' Martie Siedel after the Monument act's performance at the Théâtre Montansier in Versailles.

newsline...

THE AUSTRALIAN RECORD INDUSTRY ASSN. (ARIA) has launched a new Club Chart, providing a weekly guide to what's being played in clubs and bars and at raves. Data is collected from 150 DJs across the country and covers all dance styles, including hip-hop, R&B, techno, trance, breakbeat, and big beat. The chart is an initiative of ARIA's Club Chart Committee, comprising dance specialists from major and indie labels. They are Mark Poston (BMG), John Ferris (Sony), Christian Barker (Festival), Michael Buschell (Mushroom Distribution Services [MDS]), Ashley Gay (Pro-Dj), Nick Dunshea (Shock), Michael Richardson (Virgin/EMI), and David Catterall (Warner). The chart is posted on ARIA's Web site (www.aria.com.au); the No. 1 slot on the first chart, for the week commencing Aug. 9, was filled by ATB's "9pm (Till I Come)" (MDS).

CHRISTIE ELEIZER

THE THIRD ANNUAL UNISONG SONG CONTEST is now under way, with songwriters and publishers from around the world being invited to submit entries to the organizers. The event, which raises money for Amnesty International and the Earth Love Fund, is organized by U.S. songwriter Alan Ray Scott and David Stark, publisher of U.K.-based trade magazine Songlink International. Entries in 11 categories received before Oct. 15 will be evaluated by judges in Los Angeles and London; winners are announced in December. Prizes include cash, free Web site design, musical equipment, and free subscriptions to industry publications. The overall winner will collect an all-expenses-paid trip next March to Melbourne, Australia, to participate in the sixth Music Bridges international songwriting event. Founded by Scott, last year's Music Bridges took place in Havana (Billboard, April 17) and attracted such names as Burt Bacharach, Bonnie Raitt, Don Was, and Peter Buck (R.E.M.).

TOM FERGUSON



IRISH MUSIC is celebrated at a newly opened permanent exhibition in central Dublin, the Hot Press Irish Music Hall of Fame (IMHF). The IMHF is a joint venture between Niall Stokes, founder and editor of the country's leading music magazine Hot Press, and three business partners, including concert promoter Denis Desmond. Stokes says the purpose of the exhibition is "to tell the story of Irish music in an interesting and informative, entertaining and hopefully exciting way, and to celebrate the remarkable achievements of Irish musicians." Opening the IMHF, Irish prime minister Bertie Ahern called the country's music "one of the great exports," adding that such acts as U2, the Dubliners, Boyzone, and the Chieftains are "wonderful ambassadors for Ireland all over the world." The IMHF building includes the exhibition area, a venue space called HQ, a restaurant, and a shop.

KEN STEWART

ON THE MOVE: In the U.K., EMI:Chrysalis has promoted John Leahy to the newly created position of head of marketing, effective immediately, reporting to general manager Gordon Biggins. Leahy was previously senior marketing manager at the label. Reporting to Leahy in his new role will be Paul Fletcher, who joins as senior product manager from indie Artful Records/Apex Music Group, where he was label manager... Sony Music Entertainment (SME) Europe has appointed Rachel Robinson director/marketing, Columbia, based in London. Robinson, who has been with Sony Music for six years, was previously marketing coordinator. In her new post, she reports to SME VP marketing, Columbia, Sara Silver... Changes at retailer HMV U.K.'s product department see Ian Dawson, head of campaign for the past two years, replace the recently promoted Jon Rees as head of rock and pop. Rees is now product manager for HMV Direct and E-commerce. Albums manager Grahame Davidson takes over as head of campaign. Both report to Trevor Johnson, product manager for music and games.



ROBINSON

TOM FERGUSON

BOB HERBERT, co-manager of RCA U.K. pop act Five and the man credited with bringing together the Spice Girls, died at age 57 on Aug. 9 in a car accident, near Windsor, west of London (*Billboard Bulletin*, Aug. 11). Herbert is survived by wife Ann, daughter Nicky, and son Chris, with whom he co-managed Five. Herbert placed the 1994 ad in The Stage magazine that led to the formation of the Spice Girls. A statement from that act said, "We were all shocked and saddened to hear the news. Our thoughts go to his family. We know he will be sorely missed." RCA managing director Harry Magee says, "Bob Herbert was so proud of his achievement with Five, and his focus and tenacity has steered them to the success we all share in today. There was something special about working with a father-and-son team."

DOMINIC PRIDE

Sony Canada Fuels Fall With Dion Set

BY LARRY LeBLANC

TORONTO—Sony Music Entertainment (Canada) is preparing to tap into a veritable mother lode of major domestic releases as it hits the last quarter of the millennium.

"We have releases coming from pretty well all our top acts," says Michael Roth, VP of A&R, Sony Canada. Leading that pack of releases is Sony Canada's international superstar Celine Dion, with a greatest-hits package due Nov. 16 worldwide.

Also on the way is Our Lady Peace's highly anticipated third Columbia album titled "Happiness . . . Is Not A Fish You Can Catch," to be released Sept. 21 in Canada. The album is the follow-up to Our Lady Peace's 1997 "Clumsy," which has sold 935,000 units to date in Canada, according to Sony Canada president Rick Camilleri. The new album will be issued Sept. 28 in the U.S. and France and early 2000 in other international markets.

Chantal Kreviazuk's sophomore Columbia album, "Colour Moving And Still," will be released Oct. 5 in Canada with an international release in the first quarter of 2000. It's the follow-up to Kreviazuk's self-titled 1997 album, which achieved double-platinum status (200,000 units) in Canada.

A brace of live albums are also due on Columbia. The act 54:40 is set to release "Heavy Mellow" Sept. 7, and Philosopher Kings are slated to issue an as-yet-unnamed set Oct. 26. Both are domestic-only releases at this point.

The company's most anticipated debut is country singer Tara Lyn Hart's "Stuff That Matters," due Oct. 5 from Epic in Canada. It will be released in the U.S. later this fall by Columbia Nashville. There's also a promising-sounding debut by Dunk (formerly Starkicker), tentatively titled "Time To Fly," being released Sept. 7 on Epic in Canada only.

Canada-based affiliates of multinationals here have traditionally had their share of frustration in attempting to secure releases in the U.S. (Billboard, Aug. 7). However, Sony Canada is widely considered by industry figures to be the leading multinational based here successfully exploiting Canadian repertoire home and abroad.

The company tends to lock in U.S. releases early on for its domestic acts. The latest are Hart's "Stuff . . ."; Melanie Doane's "Adam's Rib," released Aug. 21 in the U.S. on Columbia; and the September U.S. release of Prozzak's "Hot Show" on Epic. The debut album from former I Mother Earth front man Edwin, "Another Spin Around The Sun," will be released next year in the U.S. on Columbia.

In fact, in sharp contrast to a decade ago, when it had enormous difficulty placing Canadian acts outside North America, Sony Canada now plays a substantially more meaningful role in its parent company's global A&R strategy.

Unquestionably, it was the enormous international success of Quebec's Dion that made the Canadian

affiliate a global-minded player in the first place, but it has also had significant recent international breakthroughs by several of its artists, including Amanda Marshall, Our Lady

'Sony is as good as anybody in the business, if not better, in promoting their domestic roster'

- STEWART DUNCAN -

Peace, and Kreviazuk.

"We're all passionate about music at this company," explains Camilleri. "As [Mercury/Island U.S. president] John Reid once said, 'The test of a truly great Canadian record company is to sign and develop their own

acts.' I agree fully with that." Roth credits the company's success at home and abroad to its roster. "Each of our artists has star quality," he says. "While it was their songs that caught me initially, each has charisma."

At home, Sony Canada is respected industrywide for aggressively marketing and promoting domestic music. "Sony is as good as anybody in the business, if not better, in promoting their domestic roster," says Stewart Duncan, music buyer of the eight-store Indigo Books Music and Cafe chain. "They don't sign a lot of acts, but they work the ones they do sign. They will squeeze as many singles as they can and give it as much profile and presence at retail as they possibly can."

"Sony is more supportive [of domestic music] than any other label I've ever come across," adds Tim Baker, buyer with the 32-store Sunrise Records chain. "With the success of Celine internationally, of course, they also can afford to promote and market heavily."

Danish Start-Up To Sell Sheet Music Via Net

BY CHARLES FERRO

COPENHAGEN—Danish company Amazing Music World (AMW) was launched Aug. 10, claiming to be the first company to sell sheet music via the Internet (www.AmazingMusicWorld.com).

The venture is jointly owned by Danish entrepreneurs Niels and Inge Eje and American Tom McKinley, a former troubleshooter for Apple Computer. Production, copyright administration, and de-

velopment is handled at the company's headquarters in Copenhagen.

"We've targeted musicians at all levels, and as a musician myself, I know that people are always looking for sheet music," says managing director Inge Eje. "Unless you live in a major city, it can be very difficult and slow to get. We know there's a market for this."

The couple are members of Danish classical crossover act Trio Roco and formerly worked for BMG

German Indie Plans IPO

Expansion Ahead For Jack White Productions

BY WOLFGANG SPAHR

BERLIN—Jack White Productions (JWP) AG, one of Germany's leading independent music production companies, is preparing for a stock exchange listing in September.

Chairman and founder Jack White says the initial public offering is necessary to fund projected growth over the next two to three years. Apart from its own production activities, JWP acquires the productions of outside producers, has interests in independent labels, manages artists, and exploits such ancillary rights as merchandising.

In addition to expanding those areas of business, the company plans to extend its largely pop/adult standards repertoire to include such genres as rap and techno. According to White, "Initial master rights have already been obtained from top-quality new and established stars and pro-

ducer teams."

A priority is extending JWP's international business. The first step in that direction is now under way with the stateside start-up of the independently distributed JWP USA label.

JWP has also acquired an interest in Miami indie label Phoenix Music (a Puerto Rican rap specialist), with an option to raise its stake to 50% by the end of the year. In addition, the company is setting up two wholly-owned, BMG Ariola-distributed labels, Seven Days Music and Trigger Records, to release Latin product in Germany.

In the 1998 fiscal year (January-December), White says JWP posted provisional revenues of some \$1.8 million. Holding company J.W. Beteiligungen GmbH (solely owned by White) holds 74.5% of the company's existing share capital of around 5.1 million euros (\$5.46 million); White and his wife Janine hold 10.5%; consultants Gold-Zack hold the remaining 15%.

The basis for JWP's business success is the White Records label. Distributed through BMG Ariola, its catalog comprises the producer's entire license portfolio. Over 30 years White has amassed some 300 gold and platinum records globally and claims to have sold in excess of 500 million records throughout the world.

In the '70s White primarily produced German hits; he turned his attention to international pop in the '80s, working with Paul Anka, Anne Murray, and Engelbert Humperdinck. He subsequently produced hits for Laura Branigan, Barry Manilow, Pia Zadora, and Jermaine Jackson, breaking into the U.S. market. In the '90s he has worked with German and international pop acts, including Tony Christie, Angelika Milster, and David Hasselhoff.



WHITE

Watchdog Abides By Court Ruling

Singapore's BSA Won't Appeal Contempt Fine

BY NAZIR HUSSAIN

SINGAPORE—Singapore's software piracy watchdog Business Software Alliance (BSA) has decided not to appeal a Singapore High Court judgment that recently ruled it in contempt of court.

In June, Singapore's High Court found the BSA guilty of contempt of court for not returning documents it seized from CD maker SM Summit Holdings in a 1997 raid searching for counterfeit CD-ROMs.

Publicly listed Summit is a leading manufacturer of CDs, with a daily production capacity of 80,000 to 100,000 pieces. CD-ROMs constitute about 20% of the company's sales.

Chief Justice Yong Pung How, who had ordered the BSA to return the documents to the company, imposed a \$5,000 Singapore (\$2,997) fine on the BSA for what he termed a "technical offense."

The dispute followed an August 1997 raid the BSA conducted on Summit's factory in the Kampong Ubi district of Singapore, on behalf of computer software makers includ-

ing Microsoft Corp., Adobe Systems Inc., and Autodesk Inc. BSA seized various documents in the raid but found no counterfeit discs.

Summit subsequently asked the High Court to quash BSA's three search warrants. The court rejected one warrant and ordered the BSA to return all documents seized under it to Summit.

Summit lawyer Manjit Singh claimed the BSA breached the court order by retaining several seized documents. BSA, represented by senior counsel Harry Elias, maintained that the only copies of these documents BSA had were in court papers from the 1997 proceedings and a copyright infringement suit against Summit by Microsoft, Adobe, and Autodesk that same year.

Elias argued that the BSA did not have to return those copies because they were public documents. But Singh said the court order stated clearly that the BSA was entitled to keep only certain items seized in the raid and had to return everything else, including copies of the seized documents in the court papers.

Classics in Denmark. They also jointly run their own label, Gefion Records.

While no actual turnover figures are being projected, Eje anticipates that about 1% of the estimated 140 million Internet users in North America and Europe will make purchases. She expects that about 70% of sales will come from the U.S. Amazing is targeting both professional and amateur musicians, with more than 1,000 selections available.

Prospective buyers can listen to pieces before making a credit card purchase. Areas of the site include music for special occasions (for example, weddings or funerals), national anthems, classic cinema scores, opera, and music for teachers.

The sheet music in the AMW catalog is stored as digital files; each piece of music has an attached MIDI file with a sound sample of the music. The buy and download function uses a specially developed print utility, which can be downloaded to the customer's hard disc only once.

At present, rights for the classical works and older jazz or popular melodies offered are in the public domain.

Prices vary according to the length and complexity of the piece; for example, a single-page solo score of Franz Gruber's "Silent Night" costs \$2, while a 15-page solo version of "For Unto Us A Child Is Born" by Handel costs \$15.

The company also offers special tool programs for sale on the site. They include the Metronome program, which allows adjustments of beats or sounds in a piece of music; and the Rehearser, which plays a piece of music while the subscriber accompanies it with vocals or instrumentation.



YOUR LINK TO THE ITALIAN MUSIC INDUSTRY

SUBSCRIPTION RATES:
ITALY L. 100.000
OVERSEAS L. 150.000
AIRMAIL L. 230.000
PAYABLE BY VISA/
M A S T E R C A R D
M U S I C A E D I S C H I
V I A D E A M I C I S , 4 7
2 0 1 2 3 M I L A N O
T E L . 3 9 . 2 . 5 8 1 0 5 7 3 7
F A X 3 9 . 2 . 8 3 2 3 8 4 3

■ ASK FOR A FREE SAMPLE COPY ■

HITS OF THE WORLD



JAPAN (Dempa Publications Inc.) 08/23/99 GERMANY (Media Control) 08/17/99 U.K. (Copyright CIN) 08/14/99 FRANCE (SNEP/IFOP/Tite-Live) 08/14/99

THIS WEEK	LAST WEEK	SINGLES
1	NEW	A AYUMI HAMASAKI AVEV TRAX
2	NEW	DRIVER'S HIGH L'ARC-EN-CIEL K/00N
3	NEW	VANILLA GACKT NIPPON CROWN
4	1	URA BTB RYUICHI SAKAMOTO WARNER
5	2	NAZE... HYSTERIC BLUE SONY
6	5	BOYS & GIRLS AYUMI HAMASAKI AVEV TRAX
7	NEW	SUNNY DAY SUNDAY SENTIMENTAL BUS EPIC
8	7	BE TOGETHER AMI SUZUKI SONY
9	10	HAPPY TOMORROW NINA SONY
10	9	DAYS/MY DIAMOND POCKET BISCUITS TOSHIBA-EMI
11	4	SELFISH YAEN AVEV TRAX
12	6	AS A PERSON TOMOMI KAHALA WARNER
13	3	PLACE SOPHIA TOY'S FACTORY
14	14	ANO KAMHIKOUKI KUMORIZORA WATTE 19 VICTOR
15	8	10 YEARS AFTER TM NETWORK SONY
16	18	FLOWER KINKI KIDS JOHNNY'S ENTERTAINMENT
17	13	TAYO NO ATARU BASYO V6 AVEV TRAX
18	17	THERE IS... HITOMI AVEV TRAX
19	12	YHEE! TUBE SONY
20	15	THE SOUND OF CARNIVAL TOSHINOBU KUBOTA SONY
ALBUMS		
1	2	YOSUI INOUE GOLDEN BEST FOR LIFE
2	1	KINKI KIDS C ALBUM JOHNNY'S ENTERTAINMENT
3	6	DRAGON ASH VIVA LA REVOLUTION VICTOR
4	4	RICKY MARTIN RICKY MARTIN EPIC
5	7	19 ONGAKU VICTOR
6	3	DA PUMP HIGHER AND HIGHER! AVEV TRAX
7	9	HIKARU UTADA FIRST LOVE TOSHIBA-EMI
8	5	MAYO OKAMOTO MAHOU NO RING NI KISS WO SHITE TOKUMA
9	12	VARIOUS ARTISTS SUPER EUROBEAT VOL. 100 AVEV TRAX
10	8	MORNING MUSUME SECOND MORNING ZETIMA
11	11	THEE MICHELLE GUN ELEPHANT RUMBLE COLUMBIA
12	15	L'ARC-EN-CIEL ARK K/00N
13	10	BACKSTREET BOYS MILLENNIUM JIVE/AVEV TRAX
14	13	B'Z BROTHERHOOD ROOMS
15	14	EIKICHI YAZAWA LOTTA GOOD TIME TOSHIBA-EMI
16	16	BIRD BIRD SONY
17	17	L'ARC-EN-CIEL RAY K/00N
18	NEW	NORIYUKI MAKIHARA CICADA SONY
19	NEW	MARY J. BLIGE MARY UNIVERSAL VICTOR
20	18	SMAP BIRDMAN SMAP 013 VICTOR

THIS WEEK	LAST WEEK	SINGLES
1	1	BLUE (DA BA DEE) EIFFEL 65 ARIOLA
2	2	MAMBO NO. 5 LOU BEGA ARIOLA
3	3	KING OF CASTLE WAMDUE PROJECT STRICTLY RHYTHM/UNIVERSAL
4	4	MY LOVE IS YOUR LOVE WHITNEY HOUSTON ARIOLA
5	5	2 TIMES ANN LEE ZYX
6	7	ALONG COMES MARY BLOODHOUND GANG MOTOR/UNIVERSAL
7	6	MAMBOLEO LOONA UNIVERSAL
8	10	THAT DON'T IMPRESS ME MUCH SHANIA TWAIN MERCURY
9	14	KISS ME SIXPENCE NONE THE RICHER EASTWEST
10	11	IF YOU HAD MY LOVE JENNIFER LOPEZ COLUMBIA
11	8	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE COLUMBIA
12	9	WE'RE GOING TO IBIZA! VENGABOYS VIOLENT/UNIVERSAL
13	12	MIT DIR FREUNDESKREIS COLUMBIA
14	NEW	GENIE IN A BOTTLE CHRISTINA AGUILERA RCA
15	13	THE RIGGA-DING-DONG-SONG PASSION FRUIT EPIC
16	15	I FEEL LONELY SASHA WEA
17	20	SALTWATER CHICANE EPIC
18	NEW	SUMMER SON TEXAS MERCURY
19	17	FIESA DE LA NOCHE YAMBOO POLYDOR
20	16	O LA PALOMA O LA PALOMA BOYS EDEL
ALBUMS		
1	1	BUENA VISTA SOCIAL CLUB BUENA VISTA SOCIAL CLUB WORLD CIRCUIT/EASTWEST
2	NEW	WOLFGANG PETRY ALLES—LIVE ARIOLA
3	3	SOUNDTRACK NOTTING HILL MERCURY
4	2	WHITNEY HOUSTON MY LOVE IS YOUR LOVE ARIOLA
5	4	LOU BEGA A LITTLE BIT OF MAMBO ARIOLA
6	5	JENNIFER LOPEZ ON THE 6 COLUMBIA
7	6	IBRAHIM FERRER IBRAHIM FERRER WORLD CIRCUIT/EASTWEST
8	9	SHANIA TWAIN COME ON OVER MERCURY
9	8	SOUNDTRACK THE MATRIX WEA
10	10	FREUNDESKREIS ESPERANTO COLUMBIA
11	11	RED HOT CHILI PEPPERS CALIFORNICATION WEA
12	7	DIE FANTASTISCHEN 4 4:99 COLUMBIA
13	12	BACKSTREET BOYS MILLENNIUM JIVE/ROUGH TRADE
14	15	SASHA DEDICATED TO... WEA
15	NEW	MACHINE HEAD THE BURNING RED ROADRUNNER/CMV
16	16	XAVIER NAIDOO NICHT VON DIESER WELT 3PEPIC
17	RE	TEXAS THE HUSH MERCURY
18	13	RICKY MARTIN RICKY MARTIN COLUMBIA
19	14	JAMIROQUAI SYNCRONIZED EPIC
20	19	BLOODHOUND GANG ONE FIERCE BEER COASTER MOTOR/UNIVERSAL

THIS WEEK	LAST WEEK	SINGLES
1	NEW	IF I LET YOU GO WESTLIFE RCA
2	2	BETTER OFF ALONE ALICE DEEJAY POSITIVA
3	NEW	DRINKING IN L.A. BRAN VAN 3000 CAPITOL
4	1	WHEN YOU SAY NOTHING AT ALL RONAN KEATING POLYDOR
5	3	LIVIN' LA VIDA LOCA RICKY MARTIN COLUMBIA
6	8	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE COLUMBIA
7	5	GUILTY CONSCIENCE EMINEM FEATURING DR. DRE INTERSCOPE/UNIVERSAL
8	4	RENDEZ-VOU BASEMENT JAXX XL
9	6	IF YA GETTIN' DOWN FIVE RCA
10	11	MY LOVE IS YOUR LOVE WHITNEY HOUSTON ARIOLA
11	7	WHY DOES IT ALWAYS RAIN ON ME? TRAVIS INDEPENDIENTE
12	7	FEEL GOOD PHATS & SMALL MULTIPLY
13	NEW	P.E. 2000 PUFF DADDY FEATURING HURRICANE G PUFF DADDY/ARISTA
14	12	9 P.M. (TILL I COME) ATB SOUND OF MINISTRY
15	13	LOVE'S GOT A HOLD ON MY HEART STEPS JIVE
16	17	SOMETIMES BRITNEY SPEARS JIVE
17	NEW	THE POP SINGER'S FEAR OF THE POLLEN COUNT DIVINE COMEDY SETANTA
18	14	BOOM, BOOM, BOOM, BOOM! VENGABOYS POSITIVA
19	9	LET FOREVER BE THE CHEMICAL BROTHERS VIRGIN
20	NEW	YESTERDAY WENT TOO SOON FEEDER ECHO
ALBUMS		
1	1	BOYZONE BY REQUEST POLYDOR
2	5	TRAVIS THE MAN WHO INDEPENDIENTE
3	3	SHANIA TWAIN COME ON OVER MERCURY
4	2	RICKY MARTIN RICKY MARTIN COLUMBIA
5	4	ELVIS COSTELLO THE VERY BEST OF UNIVERSAL MUSIC TV
6	6	WHITNEY HOUSTON MY LOVE IS YOUR LOVE ARIOLA
7	9	TEXAS THE HUSH MERCURY
8	7	ABBA GOLD—GREATEST HITS POLYDOR
9	8	VENGABOYS THE PARTY ALBUM! POSITIVA
10	10	DEAN MARTIN THE VERY BEST OF—CAPITOL/REPRISE YEARS EMI
11	12	STEREOPHONICS PERFORMANCE AND COCKTAILS V2
12	11	THE CHEMICAL BROTHERS SURRENDER VIRGIN
13	NEW	MACHINE HEAD THE BURNING RED ROADRUNNER
14	14	BRITNEY SPEARS... BABY ONE MORE TIME JIVE
15	13	JAMIROQUAI SYNCRONIZED SONY S2
16	15	STEPS STEP ONE EBUJIVE
17	16	THE CORRS TALK ON CORNERS 143/LAVAV ATLANTIC/EASTWEST
18	RE	TLC FANMAIL LAFACE/ARISTA
19	RE	EMINEM THE SLIM SHADY LP INTERSCOPE/UNIVERSAL
20	19	LAURYN HILL THE MISEDUCATION OF LAURYN HILL COLUMBIA

THIS WEEK	LAST WEEK	SINGLES
1	1	BLUE (DA BE DEE) EIFFEL 65 HOT TRACKS/SONY
2	2	ZEBDA TOMBER LA CHEMISE BARCLAY/UNIVERSAL
3	3	TU NE M'AS PAS LAISSE LE TEMPS DAVID HALLYDAY MERCURY/UNIVERSAL
4	5	JAMAIS LOIN DE TOI LAAM ODEON/EMI
5	8	MAMBO NO. 5 LOU BEGA LAUTSTARKVOGUE/BMG
6	4	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE COLUMBIA
7	6	IF YOU HAD MY LOVE JENNIFER LOPEZ COLUMBIA
8	7	I NEVER KNEW LOVE LIKE THIS ORGANIZ JAM/SONY
9	9	OFASIA SATE SAN UNE MUSIQUE/SONY
10	13	2 TIMES ANN LEE PANIC/UNIVERSAL
11	10	AU NOM DE LA ROSE MOOS MERCURY/UNIVERSAL
12	20	LA MANIVELLE WAZOO UNE MUSIQUE/SONY
13	11	ON NE S'AIMERA PLUS JAMAIS LARUSSO ODEON/EMI
14	12	PAPA CHICO JAMALAK ALCHEMIS/SONY
15	18	MY LOVE IS YOUR LOVE WHITNEY HOUSTON ARIOLA/BMG
16	14	VIVRE POUR LE MEILLEUR JOHNNY HALLYDAY MERCURY/UNIVERSAL
17	NEW	SOMETIMES BRITNEY SPEARS JIVE/VIRGIN
18	NEW	LES MARSEILLAIS CHARLY & LULU MOUCATE/SONY
19	16	... BABY ONE MORE TIME BRITNEY SPEARS JIVE/VIRGIN
20	19	T'ES ZINZIN DJ XAM LA TRIBU/SONY
ALBUMS		
1	1	EMILE & IMAGES JUSQU'AU BOUT DE LA NUIT UNE MUSIQUE/SONY
2	2	FRANCIS CABREL HORS SAISON COLUMBIA
3	7	WHITNEY HOUSTON MY LOVE IS YOUR LOVE ARIOLA/BMG
4	4	THE OFFSPRING AMERICANA COLUMBIA
5	19	BEE GEES ONE NIGHT ONLY POLYDOR/UNIVERSAL
6	6	MANU CHAO CLANDESTINO VIRGIN
7	5	ZEBDA ESSENCE ORDINAIRE BARCLAY/UNIVERSAL
8	3	MYLENE FARMER INNAMORAMENTO POLYDOR/UNIVERSAL
9	13	CELINE DION S'IL SUFFISAIT D'AIMER COLUMBIA
10	8	JEAN JACQUES GOLDMAN TOURNEE 98 EN PASSANT COLUMBIA
11	17	MANU CHAO CELTIQUE POLYDOR/UNIVERSAL
12	9	TRYO MANAGUBIDA YELENSONY
13	16	DAVID HALLYDAY UN PARADIS UN ENFER MERCURY/UNIVERSAL
14	14	BUENA VISTA SOCIAL CLUB BUENA VISTA SOCIAL CLUB NIGHT AND DAY
15	10	FATBOY SLIM YOU'VE COME A LONG WAY, BABY SMALL/SONY
16	11	PIERPOLJAK KINGSTON KARMA BARCLAY/UNIVERSAL
17	18	CHER BELIEVE WEA
18	12	JAMIROQUAI SYNCRONIZED SMALL/SONY
19	20	PATRICIA KAAS LE MOT DE PASSE COLUMBIA
20	RE	JENNIFER LOPEZ ON THE 6 COLUMBIA

THIS WEEK	LAST WEEK	SINGLES
1	1	LAST KISS PEARL JAM EPIC/SONY
2	3	GENIE IN A BOTTLE CHRISTINA AGUILERA RCA/BMG
3	2	THE DAY THE WORLD WENT AWAY NINE INCH NAILS NOTHING/INTERSCOPE/UNIVERSAL
4	7	SUMMER GIRLS LFO LOGIC/ARISTA/BMG
5	4	IT'S NOT RIGHT BUT IT'S OKAY WHITNEY HOUSTON ARIOLA
6	5	IT'S NOT RIGHT BUT IT'S OKAY (IMPORT) WHITNEY HOUSTON ARIOLA
7	6	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE OVERBROOK/COLUMBIA/SONY
8	11	CANDLE IN THE WIND 1997/SOMETHING ABOUT THE WAY YOU LOOK TONIGHT ELTON JOHN MERCURY/UNIVERSAL
9	NEW	ARRIBA JOE UNIVERSAL
10	10	I WANT IT THAT WAY BACKSTREET BOYS JIVE/BMG
11	9	NO PIGEONS SPORTY THIEVZ FEATURING MR. WOODS RUFFHOUSE/COLUMBIA/SONY
12	8	EVERYONE FALLS IN LOVE TANTO METRO & DEVONTE PENTHOUSE/VP
13	18	IF YOU HAD MY LOVE (IMPORT) JENNIFER LOPEZ WORK/SONY
14	12	BILLS, BILLS, BILLS DESTINY'S CHILD COLUMBIA/SONY
15	19	KISS ME SIXPENCE NONE THE RICHER SQUINT/COLUMBIA/SONY
16	14	YOU ARE EVERYTHING DRU HILL DEF SOUL/UNIVERSAL
17	15	STOP & PANIC CIRRRUS RONICHOX
18	13	LIVIN' LA VIDA LOCA RICKY MARTIN C2/SONY
19	16	DID YOU EVER THINK R. KELLY JIVE/BMG
20	NEW	BAILAMOS ENRIQUE IGLESIAS OVERBROOK/INTERSCOPE/UNIVERSAL
ALBUMS		
1	1	LIMP BIZKIT SIGNIFICANT OTHER FLIP/INTERSCOPE/UNIVERSAL
2	2	RICKY MARTIN RICKY MARTIN C2/COLUMBIA/SONY
3	3	BACKSTREET BOYS MILLENNIUM JIVE/BMG
4	5	RED HOT CHILI PEPPERS CALIFORNICATION WARNER
5	8	VENGABOYS THE PARTY ALBUM! ISBA/DEP INTERNATIONAL
6	7	SARAH McLACHLAN MIRRORBALL NETTWERK
7	6	JENNIFER LOPEZ ON THE 6 WORK/EPIC/SONY
8	4	VARIOUS ARTISTS NOW! 4 UNIVERSAL
9	9	SHANIA TWAIN COME ON OVER MERCURY/UNIVERSAL
10	10	VARIOUS ARTISTS PURE ENERGY VOL. 6 SPG/UNIVERSAL
11	11	BRITNEY SPEARS... BABY ONE MORE TIME JIVE/BMG
12	12	SMASH MOUTH ASTRO LOUNGE INTERSCOPE/UNIVERSAL
13	13	SOUNDTRACK NOTTING HILL ISLAND/UNIVERSAL
14	NEW	VARIOUS ARTISTS VIOLATOR THE ALBUM VIOLATOR/DEF JAM/UNIVERSAL
15	20	TLC FANMAIL LAFACE/ARISTA/BMG
16	17	DESTINY'S CHILD THE WRITING'S ON THE WALL COLUMBIA/SONY
17	16	BLINK 182 ENEMA OF THE STATE MCA/UNIVERSAL
18	15	THE OFFSPRING AMERICANA COLUMBIA/SONY
19	14	SOUNDTRACK AUSTIN POWERS: THE SPY WHO SHAGGED ME MAVERICK/WARNER
20	18	VARIOUS ARTISTS NO BOUNDARIES—A BENEFIT FOR THE KOSOVAR REFUGEES EPIC/SONY

THIS WEEK	LAST WEEK	SINGLES
1	1	MAMBO NO. 5 LOU BEGA BMG
2	2	BLUE (DA BA DEE) EIFFEL 65 BMG
3	5	THE ROAD AHEAD CITY TO CITY EMI
4	3	MY LOVE IS YOUR LOVE WHITNEY HOUSTON ARIOLA/BMG
5	8	MIJN HOUTEN HART DE POEMA'S S.M.A.R.T.
6	6	IF YA GETTIN' DOWN FIVE BMG
7	4	2 TIMES ANN LEE HIGH FASHION
8	11	BAILAMOS ENRIQUE IGLESIAS MERCURY/UNIVERSAL
9	7	IF YOU HAD MY LOVE JENNIFER LOPEZ COLUMBIA
10	16	MAMBO NO. 6 OME HENK CNR
11	9	BILLS, BILLS, BILLS DESTINY'S CHILD COLUMBIA
12	10	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE COLUMBIA
13	12	SOMETIMES BRITNEY SPEARS JIVE/ZOMBA
14	13	MAMMA MIA A*TEENS POLYDOR/UNIVERSAL
15	NEW	SUMMERLOVE T-SPOON ALA BIANCA
16	14	TELL ME IF IT'S REAL K-CI & JOJO MERCURY/UNIVERSAL
17	NEW	TROPICAL PARADISE POCO LOCO GANG CNR
18	18	WE DON'T LIVE TOO LONG DEANTE OINO
19	15	SUSPICIOUS MINDS ELVIS PRESLEY BMG
20	17	DANCEHALL QUEEN BEENIE MAN FEATURING CHEVYLLIE FRANKLYN MERCURY/UNIVERSAL
ALBUMS		
1	1	WHITNEY HOUSTON MY LOVE IS YOUR LOVE ARIOLA/BMG
2	2	ABBA 25 JAAR NA 'WATERLOO' POLYDOR/UNIVERSAL
3	4	SHANIA TWAIN COME ON OVER MERCURY/UNIVERSAL
4	13	SOUNDTRACK NOTTING HILL MERCURY
5	3	DESTINY'S CHILD THE WRITING'S ON THE WALL COLUMBIA
6	5	RED HOT CHILI PEPPERS CALIFORNICATION WARNER
7	12	ANDREA BOCELLI SOGNO POLYDOR/UNIVERSAL
8	8	BOYZONE BY REQUEST POLYDOR/UNIVERSAL
9	6	TOY-BOX FANTASTIC EDEL
10	9	VENGABOYS GREATEST HITS ZOMBA
11	10	BRITNEY SPEARS... BABY ONE MORE TIME JIVE/ZOMBA
12	7	JENNIFER LOPEZ ON THE 6 COLUMBIA
13	16	ILSE DELANGE WORLD OF HURT WARNER
14	11	DE KAST ONVOORSPELBAAR CNR
15	14	LAURYN HILL THE MISEDUCATION OF LAURYN HILL COLUMBIA
16	15	BACKSTREET BOYS MILLENNIUM JIVE/ZOMBA
17	NEW	LOU BEGA A LITTLE BIT OF MAMBO BMG
18	17	K-CI & JOJO IT'S REAL MERCURY/UNIVERSAL
19	RE	TLC FANMAIL BMG
20	RE	EMINEM THE SLIM SHADY LP POLYDOR/UNIVERSAL

THIS WEEK	LAST WEEK	SINGLES
1	1	LAST KISS PEARL JAM EPIC
2	3	BOOM, BOOM, BOOM, BOOM! VENGABOYS SHOCK
3	4	IF YA GETTIN' DOWN FIVE BMG
4	6	WHEN YOU SAY NOTHING AT ALL RONAN KEATING POLYDOR/UNIVERSAL
5	2	IF YOU HAD MY LOVE JENNIFER LOPEZ COLUMBIA
6	5	SOMETIMES BRITNEY SPEARS JIVE/ZOMBA/SONY
7	9	SWEET LIKE CHOCOLATE SHANKS & BIGFOOT JIVE/ZOMBA/SONY
8	11	SILENCE DELERIUUM FESTIVAL
9	7	KISS ME SIXPENCE NONE THE RICHER COLUMBIA
10	14	ALL STAR SMASH MOUTH INTERSCOPE/UNIVERSAL
11	13	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE COLUMBIA
12	15	I WANT IT THAT WAY BACKSTREET BOYS JIVE/ZOMBA
13	12	BEAUTIFUL STRANGER MADONNA MAVERICK/WARNER
14	8	MAN! I FEEL LIKE A WOMAN! SHANIA TWAIN MERCURY/UNIVERSAL
15	17	HAVE A LOOK VANESSA AMOROSI BMG
16	NEW	AMERICAN WOMAN LENNY KRAVITZ VIRGIN
17	20	SWEAR IT AGAIN WESTLIFE BMG
18	NEW	BABY DID A BAD BAD THING CHRIS ISAAK WEA
19	10	SAY IT ONCE ULTRA EASTWEST
20	16	SHIMMER/SUNBURN FUEL EPIC
ALBUMS		
1	1	SHANIA TWAIN COME ON OVER MERCURY/UNIVERSAL
2	2	SOUNDTRACK SONGS FROM DAWSON'S CREEK COLUMBIA
3	3	BRITNEY SPEARS... BABY ONE MORE TIME JIVE/ZOMBA/SONY
4	5	SOUNDTRACK NOTTING HILL ISLAND/UNIVERSAL
5	4	RED HOT CHILI PEPPERS CALIFORNICATION WEA
6	10	VENGABOYS THE PARTY ALBUM! SHOCK
7	6	RICKY MARTIN RICKY MARTIN COLUMBIA
8	11	POWDERFINGER INTERNATIONALIST POLYDOR/UNIVERSAL
9	13	GEORGE MICHAEL LADIES & GENTLEMEN: THE BEST OF GEORGE MICHAEL EPIC
10	9	THE OFFSPRING AMERICANA COLUMBIA
11	NEW	CHRIS ISAAK SPEAK OF THE DEVIL WEA
12	12	FATBOY SLIM YOU'VE COME A LONG WAY, BABY COLUMBIA
13	7	SOUNDTRACK AUSTIN POWERS: THE SPY WHO SHAGGED ME WEA
14	14	LIMP BIZKIT SIGNIFICANT OTHERS INTERSCOPE/UNIVERSAL
15	8	SOUNDTRACK SOUTH PARK: BIGGER, LONGER, UNCUT WEA
16	19	VONDA SHEPARD SONGS FROM ALLY MCBEAL (TV SOUNDTRACK) EPIC
17	16	FUEL SUNBURN EPIC/SONY
18	RE	SILVERCHAIR NEON BALLROOM MURNUR/SONY
19	17	HUMAN NATURE COUNTING DOWN COLUMBIA
20	NEW	BOYZONE BY REQUEST POLYDOR/UNIVERSAL

THIS WEEK	LAST WEEK	SINGLES
1	1	IL MIO NOME E MAI PIU LIGA/JOVA/PELU WEA
2	2	MAMBO NO. 5 LOU BEGA ARIOLA/BMG
3	3	UNFORGIVABLE SINNER LENE MARLIN VIRGIN
4	4	IF YOU HAD MY LOVE JENNIFER LOPEZ COLUMBIA
5	8	IF YA GETTIN' DOWN FIVE BMG
6	5	BEAUTIFUL STRANGER MADONNA MAVERICK/WEA
7	9	TANZEN E.P. GIGI D'AGOSTINO MEDIA/W-BXR
8	7	IF YOU BELIEVE SASHA WEA
9	12	UN RAGGIO DI SOLE JOVANOTTI MERCURY/UNIVERSAL
10	10	GOODBYE ALEXIA SONY
11	6	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE COLUMBIA
12	13	VIAGGIO AL CENTRO DEL MONDO 883 DO IT YOUR-SELF/SONY
13	14	VAMOS A LA PLAYA MIRANDA DO IT YOURSELF/LEVEL ONE
14	16	ALL I REALLY WANT KIM LUKAS DB ONE/LEVEL ONE
15	NEW	MI CHICO LATINO GERI HALLIWELL EMI
16	15	ALLA CONSOLLE MIMMO AMERELLI DO IT YOUR-SELF/LEVEL ONE
17	17	SCAR TISSUE RED HOT CHILI PEPPERS WEA
18	RE	BAILAMOS ENRIQUE IGLESIAS UNIVERSAL/LEVEL ONE
19	18	MI PIACI ALEX BRITTI UNIVERSAL/LEVEL ONE
20	11	OPEN YOUR EYES GUANO APES BMG
ALBUMS		
1	1	RED HOT CHILI PEPPERS CALIFORNICATION WEA</

HITS OF THE WORLD

CONTINUED

GLOBAL MUSIC PULSE

THE LATEST MUSIC NEWS FROM AROUND THE PLANET

EUROCHART 08/21/99			MUSIC & MEDIA			SPAIN (AFYVE/ALEF MB) 08/07/99		
THIS WEEK	LAST WEEK	SINGLES	THIS WEEK	LAST WEEK	SINGLES			
1	1	MAMBO NO. 5 LOU BEGA LAUTSTARK/BMG	1	1	MAMBO NO. 5 LOU BEGA ARIOLA			
2	2	BLUE EIFFEL 65 BLISS CO./SKOOPY	2	NEW	SOL, ARENA Y MAR (REMIXES) LUIS MIGUEL WEA			
3	3	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE COLUMBIA	3	2	BAILAMOS ENRIQUE IGLESIAS POLYDOR/UNIVERSAL			
4	4	MY LOVE IS YOUR LOVE WHITNEY HOUSTON ARISTA	4	3	SANTO SANTO SO PRA CONTRARIAR RCA			
5	5	IF YOU HAD MY LOVE JENNIFER LOPEZ COLUMBIA	5	4	SALOME CHAYANNE COLUMBIA			
6	6	LIVIN' LA VIDA LOCA RICKY MARTIN COLUMBIA	6	5	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE COLUMBIA			
7	7	2 TIMES ANN LEE X-ENERGY	7	9	PINATAME (REMIXES) ELVIS CRESPO EPIC			
8	10	WHEN YOU SAY NOTHING AT ALL RONAN KEATING POLYDOR	8	8	IF YA GETTIN' DOWN FIVE RCA			
9	9	SOMETIMES BRITNEY SPEARS JIVE	9	6	I DON'T KNOW WHAT YOU WANT, BUT I CAN'T GIVE IT ANYMORE PET SHOP BOYS EMI			
10	8	IF YA GETTIN' DOWN FIVE RCA	10	NEW	LA BANANA BEN SA TUMBA UNIVERSAL			
1	2	ALBUMS WHITNEY HOUSTON MY LOVE IS YOUR LOVE ARISTA	1	2	ALBUMS ABBA GOLD—GREATEST HITS POLYDOR/UNIVERSAL			
2	1	RICKY MARTIN RICKY MARTIN COLUMBIA	2	3	CHAYANNE ATADO A TU AMOR COLUMBIA			
3	3	SHANIA TWAIN COME ON OVER MERCURY	3	1	VONDA SHEPARD SONGS FROM ALLY MCBEAL (TV SOUNDTRACK) EPIC			
4	4	RED HOT CHILI PEPPERS CALIFORNICATION WEA	4	4	BRITNEY SPEARS ... BABY ONE MORE TIME JIVE/VIRGIN			
5	5	BOYZONE BY REQUEST POLYDOR	5	6	RICKY MARTIN RICKY MARTIN COLUMBIA			
6	7	LOU BEGA A LITTLE BIT OF MAMBO LAUTSTARK/BMG	6	5	BACKSTREET BOYS MILLENNIUM JIVE/VIRGIN			
7	6	BACKSTREET BOYS MILLENNIUM JIVE	7	7	MANA TODO MANA—GRANDES EXITOS WEA			
8	9	BUENA VISTA SOCIAL CLUB BUENA VISTA SOCIAL CLUB WORLD CIRCUIT	8	8	LOU BEGA A LITTLE BIT OF MAMBO ARIOLA			
9	8	JENNIFER LOPEZ ON THE 6 WORK/COLUMBIA	9	9	MAITA VENDE CA NO HAY LUZ SIN DIA HORUS			
10	10	BRITNEY SPEARS ... BABY ONE MORE TIME JIVE	10	RE	HEVIA TIERRA DE NADIE HISPAVOX			

MALAYSIA (RIM) 08/17/99			PORTUGAL (Portugal/AFP) 08/17/99		
THIS WEEK	LAST WEEK	ALBUMS	THIS WEEK	LAST WEEK	ALBUMS
1	5	VARIOUS ARTISTS BEST '99 MUSIC STREET	1	4	GIPSY KINGS VOLARE! THE VERY BEST OF THE GIPSY KINGS SONY
2	1	VARIOUS ARTISTS MAX 5 SONY	2	1	SANTOS E PECADORES VOAR RCA/BMG
3	2	SITI NURHALIZA PANCAWARANA SUWAH	3	3	TROVANTE UMA NOITE SO EMI
4	4	BACKSTREET BOYS MILLENNIUM JIVE/FORM	4	6	VENGABOYS THE PARTY ALBUM! VIOLENT/EMI
5	3	SPRING GALERI GEMILANG SONY	5	2	BACKSTREET BOYS MILLENNIUM JIVE/EMI
6	6	BRITNEY SPEARS ... BABY ONE MORE TIME JIVE/FORM	6	8	SANTAMARIA SEM LIMITE VIDISCO
7	9	BOYZONE BY REQUEST UNIVERSAL	7	5	BRITNEY SPEARS ... BABY ONE MORE TIME JIVE/EMI
8	7	BEYOND THE BEST OF BEYOND WARNER	8	NEW	ROBERTO CARLOS MENSAGENS COLUMBIA/SONY
9	NEW	VARIOUS ARTISTS KUCH KUCH HOTA HAI EMI	9	NEW	MICHAEL LEARNS TO ROCK MLTR GLOBO/EMI
10	NEW	KRISDAYANTI MENGHITUNG HARI WARNER	10	7	SHANIA TWAIN COME ON OVER MERCURY/UNIVERSAL

SWEDEN (GLF) 08/19/99			DENMARK (IFPI/Nielsen Marketing Research) 08/16/99		
THIS WEEK	LAST WEEK	SINGLES	THIS WEEK	LAST WEEK	SINGLES
1	1	MAMBO NO. 5 LOU BEGA BMG	1	1	MAMBO NO. 5 LOU BEGA BMG
2	2	SUPER TROUPER A*TEENS STOCKHOLM/UNIVERSAL	2	2	BLUE (DA BA DEE) EIFFEL 65 BMG
3	3	WE'RE GOING TO IBIZA! VENGABOYS JIVE/ZOMBA	3	4	KING OF MY CASTLE WAMDUE PROJECT ORANGES/SCANDINAVIAN
4	4	MAMMA MIA A*TEENS STOCKHOLM/UNIVERSAL	4	3	2 TIMES ANN LEE SWEMIX/REMIXED
5	6	OPA OPA ANTIQUE BONNIER	5	5	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE SONY
6	NEW	IF YA GETTIN' DOWN FIVE RCA	6	NEW	DOOH DOOH BARCODE BROTHERS UNIVERSAL
7	7	SIMARIK TARKAN POLYDOR/UNIVERSAL	7	6	IF YOU HAD MY LOVE JENNIFER LOPEZ SONY
8	5	MY LOVE IS YOUR LOVE WHITNEY HOUSTON ARISTA/BMG	8	7	MY LOVE IS YOUR LOVE WHITNEY HOUSTON ARISTA/BMG
9	8	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE COLUMBIA	9	8	WE'RE GOING TO IBIZA! VENGABOYS VIRGIN
10	NEW	BLUE (DA BA DEE) EIFFEL 65 BMG	10	10	BAILAMOS ENRIQUE IGLESIAS UNIVERSAL
1	1	ALBUMS DI LEVA FOR SVERIGE I RYMDEN—DI LEVAS BASTA METRONOME/WARNER	1	1	ALBUMS VENGABOYS THE PARTY ALBUM! VIRGIN
2	5	BACKSTREET BOYS MILLENNIUM JIVE/ZOMBA	2	6	MICHAEL LEARNS TO ROCK MLTR—GREATEST HITS EMI/MEDLEY
3	4	CHER GREATEST HITS 1965-1992 GEFEN	3	2	DET BRUNE PUNKTUM HELBREDELSEN EMI/MEDLEY
4	2	RED HOT CHILI PEPPERS CALIFORNICATION WARNER	4	4	LOU BEGA A LITTLE BIT OF MAMBO BMG
5	3	ABBA GOLD—GREATEST HITS POLAR/UNIVERSAL	5	5	SHANIA TWAIN COME ON OVER UNIVERSAL
6	7	ROBYN MY TRUTH RICOCHET/BMG	6	8	BACKSTREET BOYS MILLENNIUM JIVE/VIRGIN
7	6	BOYZONE BY REQUEST POLYDOR/UNIVERSAL	7	3	JOHNNY REIMAR SOMMER PARTY UNIVERSAL
8	8	MANIC STREET PREACHERS THIS IS MY TRUTH TELL ME YOURS EPIC	8	9	BOYZONE BY REQUEST UNIVERSAL
9	9	WHITNEY HOUSTON MY LOVE IS YOUR LOVE ARISTA	9	RE	SOUNDTRACK DEN ENESTE ENE BMG
10	NEW	TRAZAN & BANARNE TRAZAN & BANARNES BASTA METRONOME/WARNER	10	7	SOUNDTRACK SONGS FROM DAWSON'S CREEK SONY

NORWAY (Verdens Gang Norway) 08/17/99			FINLAND (Radiomafia/IFPI Finland) 08/15/99		
THIS WEEK	LAST WEEK	SINGLES	THIS WEEK	LAST WEEK	SINGLES
1	1	MAMBO NO. 5 LOU BEGA BMG	1	1	MAMBO NO. 5 LOU BEGA LAUTSTARK/BMG
2	NEW	KING OF MY CASTLE WAMDUE PROJECT SCANDINAVIAN	2	2	LETOISA LEWINSKY KLAMYDIA KRÄKLUND
3	NEW	BLUE (DA BA DEE) EIFFEL 65 BMG	3	RE	KAVEREITA TYRÄVYO FEATURING JIMI PAAKALLO PYRAMID/MEGAMANIA
4	3	WE'RE GOING TO IBIZA! VENGABOYS EMI	4	4	SITTING DOWN HERE LENÉ MARLIN VIRGIN/EMI
5	2	SIMARIK TARKAN UNIVERSAL	5	RE	WHEN YOU SAY NOTHING AT ALL RONAN KEATING POLYDOR/UNIVERSAL
6	5	THE REVENGE SLINKY ARIOLA/BMG	6	5	I DON'T KNOW WHAT YOU WANT, BUT I CAN'T GIVE IT ANYMORE PET SHOP BOYS PARLOPHONE/EMI
7	4	BAILAMOS ENRIQUE IGLESIAS UNIVERSAL	7	NEW	NAISEN HYMY HEIKKI HELA PARLOPHONE/EMI
8	10	2 TIMES ANN LEE EMI	8	NEW	HUNNINGOLLA NELJA RUUSUA PARLOPHONE/EMI
9	6	BLUE RESET EDEL	9	8	BEAUTIFUL STRANGER MADONNA MAVERICK/WARNER
10	7	WILD WILD WEST WILL SMITH FEATURING DRU HILL & KOOL MO DEE SONY	10	9	STARS ROXETTE EMI
1	NEW	ALBUMS SOUNDTRACK NOTTING HILL ISLAND/UNIVERSAL	1	1	ALBUMS DINGO PARHAAT F-RECORDS/WARNER
2	1	BOYZONE BY REQUEST POLYDOR/UNIVERSAL	2	2	RED HOT CHILI PEPPERS CALIFORNICATION WARNER
3	2	SHANIA TWAIN COME ON OVER MERCURY/UNIVERSAL	3	3	BACKSTREET BOYS MILLENNIUM JIVE/EMI
4	4	LOU BEGA A LITTLE BIT OF MAMBO BMG	4	4	BOMFUNK MC'S IN STEREO EPIDROME/SONY
5	3	RANDY CRAWFORD HITS WARNER	5	5	KIRKA, HECTOR, PAVE & PEPE MESTARIT AREENALLA EMI/BMG
6	5	SOUNDTRACK THE MATRIX MAVERICK/WARNER	6	6	MADONNA THE IMMACULATE COLLECTION SIRE/WARNER
7	7	RED HOT CHILI PEPPERS CALIFORNICATION WARNER	7	10	SOUNDTRACK MATRIX MAVERICK/WARNER
8	6	ABBA GOLD—GREATEST HITS POLAR/UNIVERSAL	8	7	ABBA GOLD—GREATEST HITS POLAR/UNIVERSAL
9	NEW	SANTANA ULTIMATE COLLECTION SONY	9	8	SHANIA TWAIN COME ON OVER MERCURY/UNIVERSAL
10	8	RICKY MARTIN RICKY MARTIN SONY	10	NEW	PAVE MAIJANEN LAHTISITKO PARLOPHONE/EMI

Much of Asia's music scene has long been dominated by pop acts with clean-cut images and simple melodies. Censorship, a cultural preference for melodic music, and the absence of venues are all factors that have held back rock in many Asian territories. Times are beginning to change, as rock acts with a strong live sound are emerging from the underground and making their presence known. In this week's column, Global Music Pulse writers feel the strength of rock music in Asia.

LONG DORMANT, Philippine rock may be a w a k e n e d from its slumber by two album releases from BMG Records Philippines. "Paper View," by all-female trio **Fatal Posporos**, was re-released on July 6. The act has been compared to Japanese female rock band **Shonen Knife** and is also influenced by such international acts as **Juliana Hatfield**, **Lisa Loeb**, and **the Ramones**. "Grip Stand Throw" by **Sandwich**, released on Aug. 6, is a rock/hard-rock band influenced by such acts as **the Cure**, **the Cardigans**, and **Led Zepelin**. Says BMG marketing executive **Reev Robledo**, "There was a strong rock scene here in the mid-'90s, but labels aren't signing as many rock bands as before. We think the time is right to bring back a rock movement, and we believe there is a market and audience for it."



FATAL POSPOROS

SINGAPORE'S CHINESE rock scene was considered a flash in the pan when it emerged in 1997 and was chronicled on the indie label **Mouse Records** compilation "Po Yan Shi" (When The Rock Breaks). "Sound Deteor," the label's second collection of Chinese rock music, hopes to disprove the impression of impermanence. The set features rock ballads from five acts: **Dream Journey**, **Luan Dang**, **Music Garden**, **Mystical Puzzle**, and **Zexus**. Says **Mouse Records** owner **Roy Ong**, "We went for rock ballads because that's the best way of breaking into the Chinese pop market—by changing the perception that bands only play loud rock music." For this album, released as a limited edition of 1,000 units, a series of gigs have been planned at campus venues. Says **Music Garden** bassist **Jon Ho**, "We have been influenced by many Western rock acts such as **Jimi Hendrix** and **Kula Shaker** because their music breaks more rules. Chinese pop is still very conservative."



SANDWICH

IN ITS ICONOCLASTIC way, rock is still alive and kicking in Japan, despite the prevalence of female R&B acts on the charts. Among the top acts, **Ki/oon Sony's L'Arc-en-Ciel** is on its marathon open-air 1999 Grand Cross tour, which kicked off July 17 and is expected to continue through Sunday (22). So far it has attracted a total of 600,000 concertgoers. **Dragon Ash** is also proving to be a sensation this summer, with the shipment of "Viva La Revolution" (Victor Entertainment) exceeding 2 million units just four days after its July 23 release, according to Victor. Unlike the case with other major rock hits, though, this band seems to score high in the novelty department with its hybrid of hip-hop and punk sounds. But it's worth exploring the murkier yet rich depths of Japan's indie scene. "These bands have been going around live houses for some time and are extremely original," says **Kazunori Serizawa**, the indie buyer at **Tower Records** in Tokyo. A case in point is 1138 Records' **Brahman**, a foursome whose latest set, "A Man Of The World," marries ska-punk sounds with eclectic ethnic motifs.

UNLIKE MOST bands in the increasingly image-conscious Thai pop world, **Aladin** is proving that musical talent can win over looks. The five-member outfit's self-titled album, released May 6, has caught the public's attention for its audacious mix of genres, with hard rock and rap forming the basis of the sound. The band adds a spicy Thai twist with rhythms from Isan (the northeast) as well as electronica and hip-hop. **Kritnada Nuchiya** of new indie label **Tree Music** says the band's popularity comes from "its exciting all-action live shows. It's brought them a big following." The album was originally released only as a cassette in order to thwart counterfeiters. Hardcore rock fans, however, demanded a CD-quality album, and a CD was released on July 2. Videos and filmed scenes from live gigs are getting solid TV airplay, while on radio playlists, "Yak Pop Ter" (I Want To Meet You) and "Nang Man Rai" (Evil Woman) both feature heavily.

ROCK RECORDS act **Mayday** has become one of the first college bands in Taiwan to crack the music charts. The five-member group's debut, "Mayday 1st Album," released on July 7 and produced by well-known producer **Jonathan Lee**, entered the **International Federation of the Phonographic Industry's** local top 20 in mid-August, peaking at No. 15. The band, formed in 1997, will on Saturday (28) play the capital's largest venue, the **Taipei Municipal Stadium**, to promote the album.



MAYDAY

VICTOR WONG

**Get more reach. More impact.
More results.**

Now, you can reach 200,000 key music business decision makers across the country and around the world by telling them about your product and service in the industry's leading news magazine.

All Major Credit Cards Accepted

Billboard Classified

RATES & INFORMATION

- SERVICE & RESOURCES: \$160 per inch/per week, 4 weeks minimum
- MUSIC INDUSTRY HELP WANTED: \$160 per inch/per week
- RADIO HELP WANTED: \$95 per inch/per week
- BOX REPLY SERVICE: \$30

Classified ads are commissionable when an agency represents an outside client.

Call Billboard Classified Today!

Tracy Walker 1-800-390-1489

twalker@billboard.com

FAX ALL ADS TO: 212-536-8864

DEADLINE: FRIDAY AT 3:30PM EASTERN

DUPLICATION/REPLICATION

ONE-STOP MANUFACTURING

- CD Replication
- Vinyl Records (colors available!)
- Cassettes
- Graphics Design
- Super-Hot Mastering Studio

NEW - On-Demand Color Printing

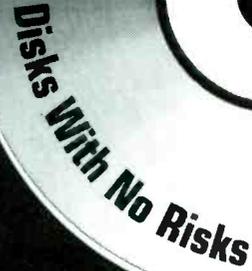
We make everything in-house.
Best Price. Best Service, & Best Quality ... period.

EUROPADISK, LTD.

(800) 455-8555

Major credit cards accepted.

<http://www.europadisk.com>



DUPLICATION/REPLICATION

DIGI-ROM

Full Services For Electronic Media

CD-ROM • DVD • AUDIO CD

MASTERING REPLICATION PRINTING

- CD-ROM One-Offs: Same Day - On Site
- 2000 CD-R Duplication: Next Day - On Site
- Video Compression: BetaSP & VHS to AVI, Quicktime, MPEG1 & MPEG2: On Site
- Audio & DVD Mastering Suites: On Site
- DVD-R Disc Duplication: On Site
- Audio Archival Restoration with CEDAR
- **Personalized Service: Outta Sight!**

800-815-3444

In New York City call 212-730-2111
On the web: www.digirrom.com

DUPLICATION/REPLICATION

1000 COMPACT DISCS .98 EACH

1000 CASSETTES .64 EACH

ALSHIRE
CUSTOM SERVICE

Call Now!

(800) 423-2936
FAX (818) 569-3718

sales@alshire.com

1015 W. Isabel St.
Burbank, CA 91506

ASSEMBLED AND SHRINKWRAPPED.
YOU SUPPLY PRINT, LABEL FILM, MASTER.
CASSETTES UP TO C-45 LENGTH

THIRD WAVE MEDIA

WORLD CLASS QUALITY **COMPACT DISC** & **DVD** REPLICATION

OVER \$500 OF EXTRAS
Free with every retail ready package

- free Web page w/sound
- free Barcode
- free 3rd color on CD
- free clear tray
- free Design kit

Call today for a FREE catalog
(800) WAVE CD-1

www.thirdwavemedia.com



We Anticipate Your Every Need

ESP CD REPLICATION

Cassette Duplication
Graphic Design & Printing
Digital Editing & Mastering

1-800-527-9225

(716) 691-7631 • Fax (716) 691-7732

COMPACT DISCS • 75¢ EACH

**IT'S A BETTER DEAL!
"ADD IT UP"**

1,000 CDs	750.00
1,000 Jewel/Wrap	300.00
1,000 2-Pg Book/Tray	240.00
	\$1,290.00

From your CD-Ready Master & Print-Ready Film

Complete CD & Cassette Packages!

CALL FOR QUOTE

Digital Mastering Systems • Digital Audio Duplication • Computer Graphics

NATIONAL TAPE DISC

1-800-874-4174

1110-48th Avenue North • Nashville, TN 37209



- CD duplication
- mastering
- cassettes on digital bin
- printing

COMPLETE PACKAGES, READY-TO-GO!

- CD-Audio & CD-ROM Replication
- Pre-Mastering / Short-Run CD-R
- Vinyl Pressing • Cassette Duplication
- Design/Film/Printing

MaxDisk

Call for free catalogue/custom quote!
1-800-681-0708
<http://www.maxdisk.com>

BEST QUALITY-LOWEST PRICES!
Warner Media - CDs: \$.54 ea.

Creative Sound
(800) 323-PACK
<http://csoundcorp.com>

IF IT'S THE MOVERS AND SHAKERS OF THE MUSIC INDUSTRY YOU WANT TO REACH
FAX BILLBOARD CLASSIFIED
212-536-8864

FOR SALE

WORLD FAMOUS RECORDING STUDIO FOR SALE

Celebrity Owned. 2 Studios/Offices.
Great/Convenient L.A. location. Currently operating/good income. Owner moved to East Coast.
Serious Inquiries only!
CALL MARK: 323-660-5976

MUSIC MERCHANDISE

BUY DIRECT AND SAVE!

While other people are raising their prices, we are slashing ours. Major label CD's, cassettes and LP's as low as 50. Your choice from the most extensive listings available. For free catalog call (609) 890-6000.

Fax (609) 890-0247 or write
Scorpio Music, Inc.
P.O. Box A Trenton, N.J. 08691-0020

VIDEOS & BOOKS

MUSIC RELATED BOOKS. CLASSIC & UNUSUAL VIDEOS YOU WON'T FIND ANYWHERE ELSE!
CALL FOR A FREE GIANT CATALOG.
Wholesale only. Contact Chaz.

GOTHAM DISTRIBUTION CORP.
1-800-4-GOTHAM • FAX: (610) 649-0315
2324 Haverford Road • Ardmore, PA 19003

ZMACHARS, INC.

MUSIC MERCHANDISE One stop distributor for posters, t-shirts, stickers, hats, keyrings, buttons, incense, lights, jewelry, sunglasses, tapestries, and much more... We are a service based company with all of the latest merchandise available. Get it all with just one call...

NO MINIMUM/SAME DAY SHIPPING. dealers only
call for info: 1-800-248-2238 fax: 305-888-1924
www.zmachars@aol.com

1000 CD's
as low as
\$799.00*

Mastering from DAT Included

DELUXE CD PACKAGES
500 CD'S w/4 panel color..\$1095
1000 CD's w/4 panel color..\$1495
CD Rom & Cassette services available

Full graphic service as low as \$285

CD LABS™

(818) 505-9581..(800) 4 CD LABS

www.cd labs.com

Serving the Industry since 1957

Call Toll Free
877-DISC-USA

Feel the **POWER** of Excellence

DIGITAL FORCE™

TOTAL CD, CD-ROM, DVD, & CASSETTE PRODUCTION
(212) 252-9300 in NYC

www.digitalforce.com

149 MADISON AVENUE NY, NY 10016

46 PRODUCTIONS

25 CD-Rs - \$100/50 CD-Rs - \$175

100 CD-Rs - \$250/200 CD-Rs - \$425

\$5.00 OFF WITH THIS AD

From CD or CDR master. Includes CDR jewel box w/text printing on CD label. Add \$19 for other digital master. \$33 for analog master. Orders must be prepaid. Shipping not included.

Tel (800) 850-5423 Email: info@46p.com

Visit our Web Page at <http://www.46p.com>

1,000 bulk CDs: **\$670**

1,000 retail-ready CDs: **\$1,400**

package includes ALL FILMS, 4-panel 4/1 booklet, standard jewels & more

IMPLOSION PUBLISHING INC.

1-888-323-5431

Call for price list & free samples!

We also print postcards, posters, 7-inch covers and lots more - all at low prices! Graphic design available!

DISPLAY UNITS

320 VIDEO TITLES in just 2 SQ. FT.!
complete line of counter, wall, and floor displays.

Call or write today for FREE sample Pak



Video boxes fit flat in Browser Pak - 3 different sizes

Browser®
DISPLAY SYSTEMS
CHICAGO ONE STOP, INC.

401 West Superior • Chicago, IL 60610

Phone: 312-822-0822 • Tollfree: 800-822-4410

Patents 4813534 & 4899879

WANTED TO BUY

WE BUY CDS
\$\$\$ HIGHEST PRICES PAID \$\$\$
 LARGE COLLECTIONS / INVENTORIES WELCOME
 OPEN / SEALED / PROMOS OK - ALL GENRES!
 STRICTLY CONFIDENTIAL
 AMOEBA MUSIC
 (415) 831-1200 TONY OR (510) 549-1125 STEVE OR MARC
GET THE MOST \$ FOR YOUR CDS ANYWHERE



WE BUY CDS!
 OPEN or SEALED • ANY QUANTITY • ANY GENRE
TOLL-FREE: (877) TURNITUP
e-mail: info@turnitup.com

PUBLICITY PHOTOS

PUBLICITY PRINTS
 - LITHOGRAPHED ON HEAVY SATIN GLOSS PAPER -



B&W 8x10's
 500 - *80
 1000 - *108
B&W POSTCARDS
 500 - *65.00
Little Boxes & color available. Prices include typesetting & freight to Continental U.S.

FREE Catalog & Samples

ABC PICTURES
 1867 E. Florida St. Suite BB
 Springfield, MO 65803
Toll Free 1-888-526-5336
 www.abcpictures.com

HELP WANTED



Fast growing National Independent Distribution Company (est. 1983) with offices in Dallas (Dist Center), Atlanta, & Los Angeles is seeking energetic professionals for the following positions:

Marketing/Label Manager

This person would be responsible for coordinating all aspects of retail marketing and co-op advertising for our distributed labels. They will also act as a label liaison between the distribution company and the distributed labels. This person should have a minimum of three years experience in the Music Business plus a knowledge of the retail community. Positive, energetic personality and the ability to work well under pressure is a must. Basic computer skills (Word, Excel) required.

Regional Sales (Chicago / Detroit & New York / Washington, DC)

This person would be responsible for the regional retail sales. Must have sales experience in the Music Business. Knowledge and relationships with key retail accounts in the region is needed.

Phone Sales (Atlanta or Dallas)

This person would be responsible for supporting the national field staff with sales to retail outlets. Must be energetic, organized, and love phone work. Retail experience is a plus.

Eastern Region Sales Manger

This person would be responsible for overseeing all Eastern region sales functions which including managing sales staff, and being personally responsible for corporate account sales. Extensive knowledge of Eastern region retail accounts plus personal relationships with key buyers is a must.

FAX your resume & salary requirements to: 404-221-9857 or email to: ninamdi@aol.com

WANTED TO BUY

WE PAY THE MOST!
For used CDs & DVDs

We Buy All Quantities - Large or Small
 SecondSpin.com
800-962-6445
Buster@SecondSpin.com

COMPUTER/ SOFTWARE

The Computer and POS Solution for the Music & Video Industry



young SYSTEMS
 (888)658-7100
 •Chains •Independents •One-Stops
 www.youngsystems.com

STORE SUPPLIES

PLASTIC DIVIDER CARDS
 BLANK OR PRINTED
800-883-9104
 ALL MAJOR CREDIT CARDS ACCEPTED

BUDGET AUDIO LICENSES SOUGHT

Distributor to Supermarkets, Drug Stores, Car Washes & other alt outlets is seeking to license budget audio tracks - Oldies, Vocalists, Soul, Jazz, Reggae, Blues, Nature, Easy List, Relaxation, Classical, etc. Also seeking CONSULTANTS. Finders Fees avail. Please respond to: Box 9028, Billboard Classified, 1515 Broadway, NYC, NY 10036

REAL ESTATE



RE/MAX Partners
Ft. Lauderdale, Florida
 3.9 acre waterfront estate. Premier community. Security, privacy & equestrian center. Main house 10/8 12,483 sqft, Gym 5700 sqft. Includes indoor basketball, volleyball, steam, suana, tanning bed, guest house, Koi pond, 3 pools, entertainment center, \$3,900,000 (reduced \$600,000)

South Beach
 2/2 condo 650,000
 3/3 condo 895,000
 5/6 condo 3,500,000
 4/3 condo 1,800,000
 2/2 condo 650,000
 2/2 cond 525,000
 Serious Inquiries only please
CALL Robert Fernandez
 954-382-5550



PROFESSIONAL SERVICES

ENTERTAINMENT ATTORNEY

Prof & member of NARAS - available for consultation on recording contracts & any related music industry matter.
CALL: 516-424-6702 or EMAIL: JGIOR20444@aol.com

OWED ROYALTIES?

Check out our website:
www.robinhood-ent-legal-acct.com
 We are an aggressive legal and accounting consultancy exclusively for recording artists and songwriters.

FOR LEASE

BUILDING FOR RENT

Great location for music sound studio located on Sunrise Hwy, Rockville Centre. Large parking lots in back & side, 3 minutes walk to trains, buses & cabs. Building 15x60, 2 floors.
FOR INFO page: 516-886-4279 or CALL evenings: 516-766-5537

TALENT

WANTED: FEMALE SINGER

Female Lead Singer needed for successful RCA/BMG Pop act. Must have strong voice, 18-22 yrs, light skinned black/bi-racial, good looking, no contractual bindings.
Auditions by appt on AUG 30th
SEND demo & pic to:
EMI Music
 1290 Ave of Americas, NYC, NY 10104.
 Attn: Kristi Krumm.
OPEN CALL - Tues. AUG 31st @ 394 Broadway, NYC 11AM.

REACH OVER 200,000 RESPONSIVE READERS EVERY WEEK CALL BILLBOARD CLASSIFIED TODAY
1-800-390-1489 OR 212-536-5058

BUSINESS OPPORTUNITIES

CONCERT VENUE FACILITY

Live music venue, nightclub for sale!
 Established reputation, excellent location, solid clientele. National, regional & local acts showcased. 900-1000 capacity. Priced to sell. Turnkey operation.
CALL: (804) 971-6140

COMPUTER/ SOFTWARE

MSI Music Software Inc.
 •Complete POS
 •Wholesale and One-Stop Distributors
 •Royalty Tracking
 •Website Development
 •Soundscan Reporting
Call for free brochure: (800) 877-1634

14 years Experience

House w/ Recording Studio For Sale

SUNSET PARK, SANTA MONICA. 3 BR, 1 BA house w/ recording studio/full basement PLUS 2 - 1 BR, 1 BA apts w/garages. Annual income \$18,300 approx 3,500 sq ft 8 blks to beach. Price: \$585,000.
CALL: 310-820-4597 or 310-887-9481

PUBLICATIONS

In the Studio?

FREE Guide to Master Tape Preparation Saves You Time and Money!
1-800-468-9353
 www.discmakers.com/bb
 info@discmakers.com



RecordTrak
 Inventory Management For Record Stores
800-942-3008
 Fax: 203-269-3910
 Voice: 203-265-3440

Musicware
 Complete POS/Inventory Control for ALL your record and video store needs! w/ Spanish availability built-in!
888-222-4767 (toll free)
Fax (919) 828-4485
 e-mail: SALES@IDCSOFT.COM
WWW.IDCSOFT.COM



OFFICE MANAGER/ ADMINISTRATIVE ASSIST
 Dynamic, Indie Dance Label is looking for an energetic and vibrant Office Manager/Adminstrative Assistant. Must be PC proficient, have exceptional organizational skills, excellent phone manner, and a very good working knowledge of people in the industry.
FAX resume to:
K. Doyle, Rampage Music @:
212-228-3170.
No phone calls please.

ACCOUNT MANAGER

Billboard Magazine, The International Newsweekly of Music, Video and Home Entertainment is looking for an experienced account manager for the both the New York & Los Angeles office. Print advertising sales experience required, knowledge/experience in indie labels or music industry preferred. Travel required, ACT, MS Word, Excel, Power-Point very helpful. Looking for a real go-getter/closer who can get the job done!
SEND resume & cover letter to:
Billboard Magazine,
For Los Angeles Position:
5055 Wilshire Blvd, Los Angeles, CA 90036 Attn: AM, or FAX: 323-525-2395.
For New York Position:
FAX: 212-536-5055, Attn: PR or email: sales@billboard.com
No Phone Calls Please.

NATIONAL SALES MANAGER

For fast growing East Coast CD replicator, to train & manage sales staff. Excellent opportunity for experienced professionals only.
Reply to: Box 9030, Billboard Classified, 1515 Broadway, NYC, NY 10036.

PUBLICIST

Leading independent blues & roots label seeks publicist for San Francisco office. Exp required, preferably including est'd contacts w/ national music press. Must have excel'l phone & organizational skills, writing skills a +.
Please fax resume to: 415-550-6485

Looking for the perfect job? BILLBOARD CLASSIFIED

HELP WANTED

FINANCE MANAGER

Major recording company based in New York City is seeking a meticulous, motivated professional to be responsible for artist and label deal analysis, monthly and quarterly statement preparation, budgeting, forecasting and artist joint ventures and label deals. Candidate will also be heavily involved in trouble shooting, requiring 6+ years of public accounting and private finance experience, solid accounting/analytical skills and proficiency in Word and Excel, Oracle and CPA a plus. Record company experience required. As an industry leader, we offer a fully competitive salary, comprehensive benefits and solid growth potential.

Please forward your resume, which must include salary requirements to:

Box 9031, Billboard Classified,
1515 Broadway, NYC, NY 10036

TELEPHONE SALES

Internationally known Independent Music Record Company seeks Dynamic and Experienced dance music specialist for in house Tel-Sales. Knowledge of all Dance Music Essential. FAX resume to:

HR Dept in NYC, 212-944-0822

SALESPERSON NEEDED

Est independent label in Los Angeles seeks experienced salesperson. Part or full-time. Domestic & Foreign sales.

SEND resume to: David, P.O. Box 39439, Los Angeles, CA 90039.

INTERNS WANTED

Billboard's New York office is looking for interns to assist in the Special Events department & Sales Department. Must be detail-oriented, organized & efficient. Knowledge of Excel preferred. For college credit only.

For Special Events

call Phyllis Demo at:

212-536-5299

For Sales

fax 212-536-5055 or email:

sales@billboard.com

REACH FOR THE STARS!
MOVING? RELOCATING?
BE SURE TO READ
THE ADS IN
THE REAL ESTATE
TO THE STARS
CLASSIFIED SECTION
EVERY WEEK IN
BILLBOARD MAGAZINE.

REACH OVER 200,000
RESPONSIVE READERS
EVERY WEEK CALL
BILLBOARD CLASSIFIED
TODAY
1-800-390-1489
OR
212-536-5058

GUEST COMMENTARY

(Continued from page 10)

"preserve" the consumer base in its territory. If royalties are payable to an artist at different rates in different territories, the artist will want to clarify how extra-territorial sales through those sites are accounted for.

• Generally, it may be appropriate to reassess the traditional structure of royalty provisions. If hybrid sales (whereby orders are placed online but the physical product is delivered by mail) and "pure" online sales become primary methods of distribution, why would an artist accept a reduced-rate royalty on the basis that such sales should be classified as "mail order"? Presumably, no one would argue that packaging deductions should apply to "pure" online sales.

In view of how complex royalty provisions have become, maybe now is an opportunity to simplify those provisions. It could be done in a way that is not tied to any particular format or method of distribution. It could provide for a fixed percentage—whatever the method of exploitation—or for a scale of fixed money payments in relation to "sales" within specified price bands.

However, the biggest royalty issue to be addressed stems from the need of the industry to reconsider its traditional economic models. Whereas in the past, record companies' profit centers have had the sale of albums at their core, the trend in consumer

buying seems to be racing away from such artist albums toward multi-artist and self-selected compilations and, indeed, even further toward the purchase of material on a track-by-track basis.

Whereas the single used to be a promotional tool, it may soon be the primary method of exploitation. Record companies and artists both need to take this into account and develop a business and creative model capable of functioning and of remunerating the artist on the basis of track-by-track exploitation.

• On a more positive note, online distribution should help convert the traditionally painful process of auditing into a mere formality. Electronic logs that detail the number of sales made, to which country, and at what price should allow an unprecedented degree of accuracy and transparency in a record company's accounting to its artists.

The coming revolution will test the merits of established practices and business models. However, is it not time? "The old record company is dead. Long live the new record company."

Adapted from a speech given by Tara Donovan and Robert Allan, a partner at Denton Hall, at the Euroforum Conference on "The Digital Distribution Of Music," held July 8-9 in London.

OUR PRICE EXEC

(Continued from page 49)

all 85 U.K. Virgin Megastores and all Our Price outlets. About three to four under-performing Our Price stores may become dedicated mobile-phone outlets, says Wright. However, he emphasizes that "this does not mean a wholesale conversion of the Our Price chain."

"When you look at where the growth in mobile phones in the U.K is going to come from," Wright adds, "if it's going to match up with the rest of Europe, the big gap to date is in the youth market. We saw an opportunity to develop the product mix of Our

Price to incorporate mobile phones. We already sell mobile phones in France, where it's quite commonplace to be mixed with music and youth product."

The Our Price spokesman adds, "Mobile phones, as and when we introduce them, will be complementary to our core music, video, and games offer and will not replace any of those elements. From time to time, Our Price does review a very small number of our store portfolio, and we will be looking at the total conversion of selected stores in that context."

SONY JAPAN

(Continued from page 49)

Kazuhiro Ando emphasizes that the details of Dawn 2001 have yet to be worked out. "JASRAC has been criticized for being slow to grasp digital realities," he says, adding, "For this reason, I feel

their Dawn 2001 is more of an attempt to tell the whole industry that they are keeping abreast of digital technology."

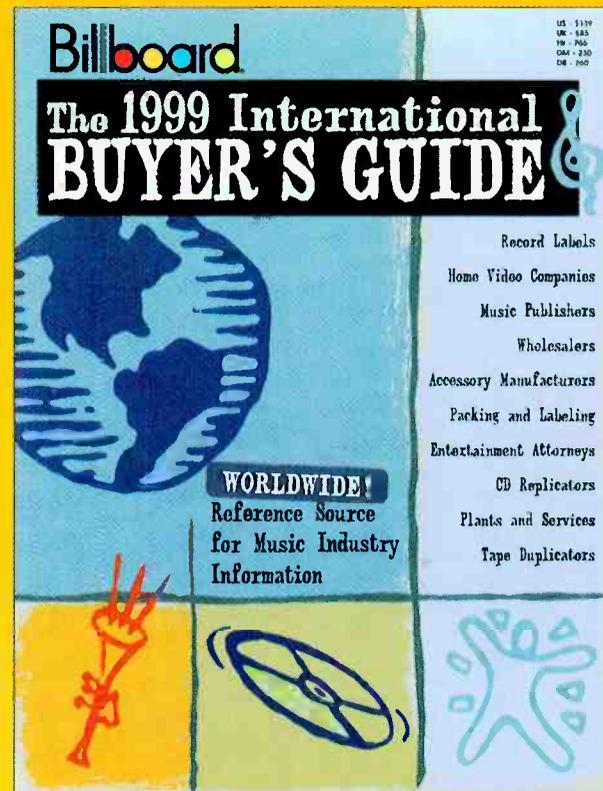
Ide emphasizes that the online distribution move is intended as an "add-on" to its services to brick-and-mortar retailing. "We want to complement the market, not compete against it," he says.

"We do not foresee our relationship with stores changing in any way at this point in time." He adds that SMEJ will continue to deal with existing record stores that are already selling through the Internet.

Ide says progress on the Secure Digital Music Initiative (SDMI) was a crucial factor in the company's decision to open shop on the Internet. "It appears likely that solid copyright protection technology will come about within this year," notes Ide. "For us this was instrumental in the decision we reached. The protection of the rights of our artists is a top priority with us."

Billboard's 1999 International Buyer's Guide

If you want to reach the world
of music and video, you need the
International Buyers Guide.



Over 16,000 current and updated
listings worldwide - complete with
key contacts, phone & fax numbers,
addresses, e-mail addresses and
website listings.

- Record labels • Music distribution companies
- Wholesalers & Distributors • Video companies
- Music publishers • CD, CD-ROM & Video disc manufacturers • Equipment manufacturers
- Accessory companies • PR companies
- International listings • Associations and professional organizations • Performing and mechanical rights organizations
- Music libraries • Entertainment attorneys
- Importers/Exporters • Replicators • Duplicators
- And much more!

To order send payment for \$139 plus \$6 S&H (\$14 for international orders) with this ad to: **Billboard Directories**, P.O. Box 2016, Lakewood, NJ 08701. Please add appropriate sales tax in NY, NJ, PA, CA, TN, MA, IL, OH, VA & DC. Orders payable in U.S. funds only. All sales are final.

**FOR FASTEST SERVICE
CALL (800) 344-7119.**

Outside the U.S. (732)363-4156.

Or fax your order to (732) 363-0338.

Now available on diskette and mailing labels.

For rates call (212) 536-5017.

To advertise call Jeff Serrette at (212) 536-5174

www.billboard.com

BDBG3169

Merchants & Marketing

RETAILING • DISTRIBUTION • DIRECT SALES • HOME VIDEO • ENTER • ACTIVE • ACCESSORIES

DVD Audio Titles, Players Headed For Retail Shelves In 4th Qtr.

BY STEVE TRAIMAN

LOS ANGELES—Music retailers can look forward to as many as 50 DVD Audio releases for the holidays from all the major labels and a number of indies at a premium price.

They can also look forward to two different packages for DVD product, as well as an industrywide education and promotion campaign that is seen as vital to a successful launch.

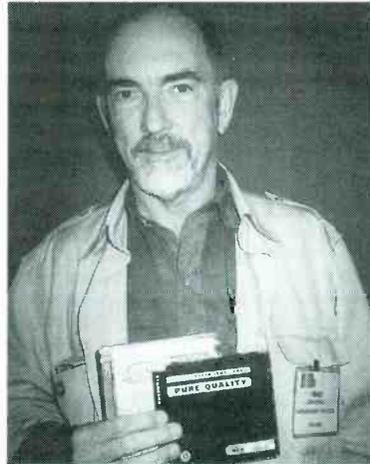
In addition to the releases, retailers will be selling combination players for DVD Audio and DVD Video and audio CDs from Panasonic and Technics.

These were among the DVD Audio highlights from the DVD99 Producing & Publishing Entertainment Media conference and technology showcase, held Aug. 4-5 at the Universal City Hilton. Co-sponsored by the International Recording Media Assn. (IRMA) and Miller Freeman PSN, the event drew more than 900 registrants, 300 for the conference and 600 for the exhibits, triple the turnout at last year's inaugural event.

While DVD Audio's new 5.1-channel, surround-sound format, which also offers video elements, is starting out with small steps, the long-term outlook is bullish. With a worldwide launch in the late fourth quarter, 7 million DVD units will be replicated by year's end, based on IRMA research, IRMA executive VP Charles Van Horn estimates. By 2003, the forecast is for 290 million units worldwide, with the bulk of replication in North America.

Although the industry had hoped for a consensus on one distinctive new package for the launch, at this point only Universal Music, BMG, and EMI Recorded Music are committed to the DVD Audio jewel box, which is 1 inch taller than the current CD package.

Warner Music Group (WMG) says it is staying with the standard jewel box, at least for the launch, while Sony Music Entertainment is evaluating options and anticipates making a decision imminently (see story, page 12).



The new DVD Audio jewel box, at left, is 1 inch taller but the same width as the standard jewel box, at right. Shown is Craig Braun of Warner Media Services/Ivy Hill Packaging. (Photo: Steve Traiman)

Pricing for the new DVD Audio releases will be from \$3-\$10 over the current front-line CD price of about \$17.98, sources said.

"There's a higher production cost, but we want to make it desirable to consumers," said Jordan Rost, WMG senior VP of new technologies, during the "DVD Audio Is Now A Reality—What's Next?" panel. "There are also added photo and music clearance costs and royalty negotiations for older titles."

"We expect a variety of price points based on the content," said Paul Bishow, format launch director at Universal Music Group. "You can have a 5.1 channel surround mix with or without the two-channel stereo mix for new front-line or older catalog releases, video elements, and visual navigation as value-added assets. The price will be higher, but not all product is created equal."

Focusing on hardware, Mike Fidler, senior VP of home audio/video marketing at Sony Electronics, said, "DVD Audio will do for the

record industry what DVD Video did for the home video marketplace. The new format has to compete with the CD and an installed base of some 700 million CD home, portable, and car players worldwide, and it's vital to quickly develop an infrastructure for the new music."

Harvey Mabry, GM of sales/marketing at Panasonic Disc Services, noted that the Panasonic Audio Group would begin selling the first combination players for DVD Audio and Video and audio CDs under both the Panasonic and Technics labels in October.

"These first universal players offer great potential to the recorded-media industry," he said. "You'll see a lot more mini-component systems, portables, and car systems that will play all formats, with prices coming down rapidly with volume sales in the next few years."

From the replication viewpoint,

the plants are ramping up for DVD Audio. On the "DVD Manufacturing Outlook" panel, Michael Strange, director of video entertainment at Sony Disc Manufacturing/DADC; Rick Marquardt, senior VP/GM at Warner Advanced Media Operations; and Lyndon Faulkner, president/CEO, optical disc division, at Nimbus CD International/Technicolor, all confirmed that production was under way for the limited number of titles to be released in the fourth quarter. While not on the panel, representatives from Universal, EMI, and Sonopress also reported advanced preparations for replication.

On the studio side, the "Creative Audio Content" panel focused on the need for exciting content. "You need highly interactive applications to drive the sales of DVD Audio," emphasized Dave Kusek, president of Digital Cowboys. "DVD Audio is

(Continued on page 62)



Shown at a panel at the DVD99 Producing & Publishing Entertainment Media conference, from left, are Jaq Holzman and Jordan Rost of Warner Music Group; moderator J.D. Sussman of Enterprise DVD Studio; Al McPherson of Warner Bros. Records; Lou Vaccarelli of BMG Entertainment; and Paul Bishow of Universal Music Group. (Photo: Steve Traiman)

Recording-Media Women Meet

LOS ANGELES—Three dozen women attended the Women in Recording Media (WRM) reception and the group's first panel discussion on the eve of the DVD '99 Conference & Technology Showcase.

Founded in 1998 with the help of the International Recording Media Assn. (IRMA), its parent organization, WRM is a national group whose mission is to provide women in the industry a series of programs at which they can network with others to discuss career issues, new technologies, and business opportunities.

The conference was co-sponsored by IRMA and Miller Freeman PSN Aug. 4-5 at the Universal City Hilton.

Co-chairwomen Lisa Cuming, account executive with Ivy Hill

Packaging/WEA Media Services, and Sandi Taylor, DVD-ROM sales manager for Panasonic Disc Services, received kudos from Charles Van Horn, IRMA executive VP, for getting the group up and running.

A panel on "Success Strategies," moderated by Eileen Fitzpatrick, Billboard's associate home video editor, included Betty Dean, packaging products GM, Alpha Enterprises; Amy Jo Donner, DVD Video Group executive director; Maureen Healy, president/publisher, Corbell Publishing; Susan Rush, executive editor, Tape/Disc Business; and Taylor.

The next WRM meeting will be held during the IRMA-sponsored Technology & Engineering Conference, Oct. 28-29 at La Posada Resort in Scottsdale, Ariz.

STEVE TRAIMAN

aec
ONE STOP GROUP

Delivers Advanced

Consumer Direct Fulfillment Solutions

"The Real-Link between the Web Retailer and the Consumer"

- Extensive product catalog with over 265,000 skus available
- Your shopping catalog fueled by the All-Music Guide™ & the All-Movie Guide™
- **AMG**
- We Pick-Pack-&Ship orders direct to your consumer under your retail identity

CDF
CONSUMER DIRECT FULFILLMENT

For more information contact:
Natalie at 1-800-329-7664 ext. 4303
e-mail: cdf@aent.com
www.aent.com/cdf



Willie Ames, who acted on the TV series "Eight Is Enough," is now Bibleman. He has done two children's videos this year, "The Incredible Force Of Joy," which has sold 11,000 units since its release in May, and "The Fiendish Works Of Dr. Fear," out in August.

newsline...

NATIONAL RECORD MART reports that its net loss widened to \$1.8 million, or 36 cents a share, in its first fiscal quarter from \$1.2 million, or 25 cents a share, in the same period a year ago. The Carnegie, Pa.-based company, which operates 181 music stores, attributes the higher loss to "costs associated with the financing and opening of 32 new stores and the closing of six stores," as well as a lower gross profit margin. Total sales rose 24.2% to \$30.3 million from \$24.4 million. Sales from stores open at least a year were up 2.5% during the quarter, which ended June 26.



TRANS WORLD ENTERTAINMENT has relaunched its Web site, the Web's Entertainment Center, to provide increased selection and improved navigation. The site, at twec.com, includes revamped E-commerce technology from Systems1, a Saratoga Springs, N.Y.-based Web developer. The new structure allows Trans World to add more product categories and select "best-of" content from various sources in categories. The site offers more than 400,000 music titles and 80,000 video titles.

CD WAREHOUSE, an operator and franchiser of retail stores selling used and new CDs, reports a net loss of \$144,000 for its second fiscal quarter, which ended June 30, compared with a net profit of \$75,000 in the same period a year ago. The company attributes the loss to the costs of adding 46 company-owned stores, developing an E-commerce Web site, and accounting for various acquisitions. But the Oklahoma City-based retailer says that sales from stores open at least a year were up 17% in the quarter over the previous year. Total revenue increased 176% to \$7.68 million from \$2.79 million. There are currently 333 stores, of which 71 are company-owned and 262 are franchised.

MEDIA METRIX, a Web site audience-measurement company, has launched Q-Metrix, which will provide qualitative data on the consumers who visit Internet properties. Using questionnaires, the company has elicited data about such factors as lifestyle, media consumption habits, product consumption patterns, and buying behavior.

TDK reports that sales of recording media fell 18.7% to \$271.7 million in the first fiscal quarter, which ended June 30. Although sales of optical media like CDs increased with "growth in demand," worldwide demand for audiotapes and videotapes declined. The company says in its outlook for the rest of the year that results will continue to be affected by "decline in total demand for audiotape and weakness in Latin America."

ATLANTIC RECORDS says that Norwegian teen pop duo M2M will undertake a six-date Northeast mall tour in partnership with Trans World Entertainment, Seventeen magazine, the Wilhelmina International modeling agency, and fashion designer Steve Madden Ltd. The tour opens Aug. 21 at the Danbury Mall in Danbury, Conn. The events will also feature fashion shows. The duo's first single was released Aug. 17, and its first album is set for 2000.

MOVIE GALLERY, operator of 897 specialty video stores, reports net income of \$679,000 for the second fiscal quarter, which ended June 30, compared with a loss of \$555,000 a year ago. The Dothan, Ala.-based company attributes the improvement to "increased rental demand generated by the copy-depth initiatives" implemented last year. Revenue rose 2.9% in the quarter to \$65.5 million from \$63.6 million. Same-store sales rose 1.4%.

Christian Products Tied To Millennium

CDs, DVDs, And Videos Spreading The Gospel Hit Stores

BY PATRICIA BATES

NASHVILLE—The Christian music business is sounding the trumpets for the millennium in a blare of prophecy videos, the Gospels on DVD, Bibles on CD, apocalypse novels, and Y2K survival guides.

Many of these products were introduced at the Christian Booksellers Assn.'s (CBA) international convention last month at the Orange County Convention Center in Orlando, Fla., which drew 14,694.

Winston Maddox, CBA chairman and owner of Gospel Supplies of Tucson, Ariz., told Christian retailers that they need to be online by the early 21st century, if only for promotion. Although the CBA has a "store locator" map on the Internet (at christianstores.org), its approximately 2,500 members were urged to develop their own links with consumers.

With much fanfare, DVD made its debut at the CBA convention.

The invention of DVD has "revolutionized" the Bible, just as Johann Gutenberg's printing press did in the Middle Ages, said David Seibert, president/CEO of Visual Entertainment.

Visual Entertainment introduced its "Book Of Matthew" DVD during the event. Five other biblical DVDs will be produced in the next three years, including a music video with surround sound due in March 2000. All four Gospels will be available on DVD; in late 2000, "The Book Of John" and "The Book Of Acts" will come out. There will also be two books of the Old Testament by 2002.

"We'll find out in the next six months how both the English and Spanish markets respond to DVD," said Seibert. "It all depends on how consumers embrace it, but I think DVD technology will overtake VHS in the next five to seven years."

"We will film all 66 books of the Old and New Testaments by the year 2010 for 'The Visual Bible,'" added Seibert. "They cost us nearly \$5 million apiece, because they are dramatizations. We wanted to make the Bible into a format that was accessible to the masses, and we began with the Gospels."

Noting that "The Book Of Matthew" includes music, Seibert said, "The customer gets more for their dollar with DVD." He estimated that "The Book Of Matthew," which is \$99.95 on DVD, would be a \$350 value on videocassette.

More than 1 million copies of "The Visual Bible" on videocassette have been sold in Christian stores, including "The Book Of Matthew" in 1994 and "The Book Of Acts" in 1995.

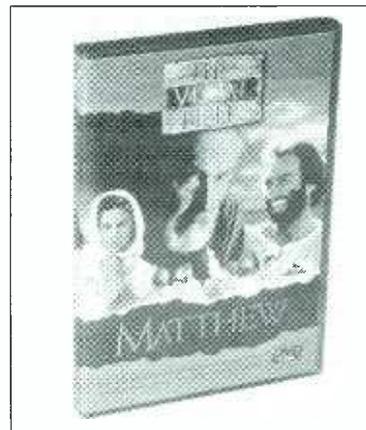
"We were told that we couldn't do that in the CBA with our price point—\$99.95 for four cassettes, or \$24.95 each—but the results were that it can be done," said Seibert. The Christian bookstore standard is \$19.99 per video, which will carry over into 2000.

Because of new formats, Christians can read, watch, and listen to their Bibles. This year, the complete "The

Bible Comes Alive!" will be packaged in 61 CDs in a four-part set (\$199.98 list), with narration according to the King James Version by Paul Mims from Christian Duplications. The New Testament can be heard on another CD set from Hendrickson Publishers.

The Good Book is also being excerpted on CD, with "The Living Words" (\$11.98) from New Covenant; and on audiotape, with "Scriptures For Life" (\$14.99), a four-part set from International Cassette.

Visual Entertainment will produce 12 music videos in its "The Topical Bible" series. It has made three since January 1998, narrated by Christian artists Larnelle Harris, Kathy Troccoli, and Michael Card.



DVD Entertainment's "Book Of Matthew" was one of several biblical DVDs introduced at the Christian Booksellers Assn. Convention.

"We don't know of any major Christian record label that is doing one now with 5.1 surround sound," said Seibert. "Our next 'Topical Bible' will be on DVD, and it will be available by March 2000."

There is even an "Official Bible" for the year 2000: the "Celebrate Jesus! Millennium Bible" (\$29.99) from book publisher Broadman & Holman.

The millennium is a hot Christian topic for products other than Bibles, too. "The Late, Great 20th Century" and "Vanished Into Thin Air" are two videocassettes (each under \$20) by Western Front Publishing. Author Hal Lindsay—who wrote "The Late, Great Planet Earth" in the 1960s—makes predictions in the two 60-minute videos.

Grant Jeffrey addresses Y2K in "The Millennium Meltdown," and he discusses "Jesus—The Great Debate," both on videocassette from Frontier Publishing.

In some Christian circles, Y2K has come to mean "Yield 2 The King" and "Year 2 Kneel"—replacing the initials WWJD (What Would Jesus Do?) on everything from bracelets to pens.

Integrity Label Group is offering two praise CDs, "Celebrate Jesus 2000" and "B.C./A.D. Split Time," this November, and Genevox will have a choral title, "Celebrate Jesus," this year. Provident Music Distribution brought forth "The Restoration Of Israel" on CD from City of Peace Records.

Anticipation of the millennium has

led to a number of best-selling Christian books and videos. For instance, the five "Left Behind" novels from Tyndale House Publishers have sold more than 7.5 million copies. Prophecy Partners has an unrelated top 20 Christian video in "Left Behind"; its other titles are "Revelation" and "Apocalypse."

"I ordered 500 of the sixth 'Left Behind' book, 'Assassins,'" said Ted Steen, manager of Northwestern Book Store in Roseville, Minn., named CBA's store of the year. "I've sold about 100 cassettes of 'Revelation.'"

Videos on other topics were presented at the convention, including divine and human relationships, Christian comedy, and full-length features.

Last year Christian video sales rose 68.1% to 473.7 million units from 281.8 million units the year before, according to SoundScan. A good portion of that increase came from the children's series "Veggie Tales." Big Idea Productions said it sold more than 61,000 units of the 11th, and latest, "Veggie Tale," "Larry-Boy And The Rumor Weed," on the first day of release, July 24. "We're in the talking stages about DVD," said "Veggie Tales" publicist Ruth Ann Bowen of the Bowen Agency. "Nothing has been confirmed yet."

The CBA began a "Think Kids First" marketing initiative last year, and 600 stores were enrolled as of mid-July, said Steve Moorhead, the CBA's category development manager. They have agreed to update their children's departments, through research, training, and overall product.

Children will also get a well-balanced diet of tapes from Sony Wonder, Tommy Nelson, ZonderKidz, and Pamplin Entertainment.

Sony Wonder, Tyndale Entertainment, and the American Bible Society have begun a new "Wonders Of Light" imprint with two video series, "Angel Wings" and "Kingsley's Meadows," due this fall.

"Angel Wings" is meant for ages 2 to 10, and it portrays three animated messengers from God sent to Earth to protect children from dangers. The first title in the series, "Mission: Carving 101," will debut in September; the second, "Mission: Christmas Spirit," in October.

"Kingsley's Meadows" will have both actors and 3D cartoons, and it will be directed toward 2- to 6-year-olds. The lion Kingsley interacts with puppets and children in the episodes: "Hang In There," due in September, and "Wise Guys," in October. Tommy Nelson, Focus on the Family, and PorchLight Entertainment are releasing "Jay Jay The Jet Plane" this fall.

Christians also have their own superhero, Bibleman, whose seventh installment, "The Fiendish Works Of Dr. Fear," was due Aug. 24 on videocassette from Pamplin Entertainment. As Bibleman, actor Willie Ames—formerly on ABC-TV's drama "Eight Is Enough" and "Charles In Charge"—will make 130 appearances in a purple cape and mask this year.

They're vital to our merchandising mix...

We've Got Cassettes!

JOHN GRANDONI, VICE PRESIDENT OF PURCHASING, NATIONAL RECORD MART

THE CASSETTES "DECLINE" HAS SLOWED CONSIDERABLY



FACT: 131 million cassette albums were sold last year

"Cassettes will play a large part in our merchandising mix for years to come," says John Grandoni, of this 181 store chain of record stores. "Sales overall are 12 percent of our total dollar volume. Although cassette sales are declining, the rate of decline is also declining"

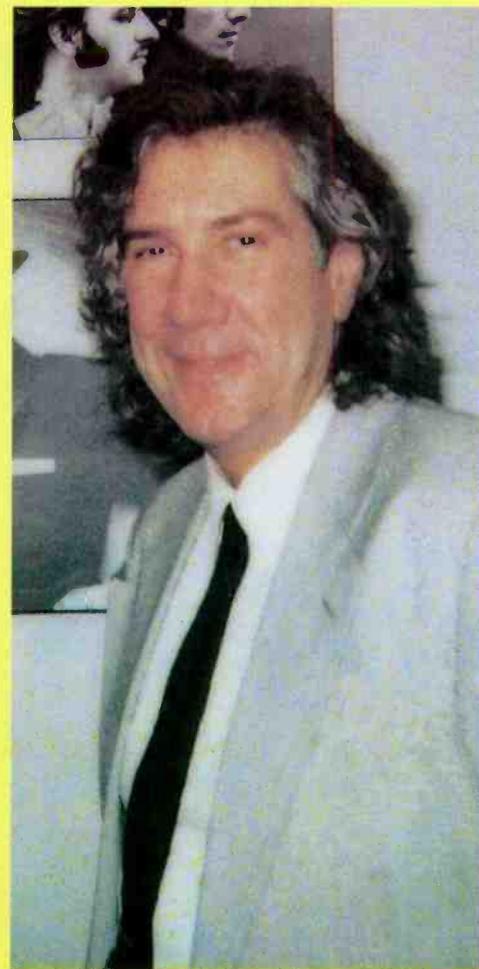
Certain categories of cassette sell very well, he explains: R&B, rap, gospel, country, adult contemporary. "We actually sell more cassettes for some of these categories. Some amount to 20 percent of the total in some categories. For gospel, we sell equal numbers of cassettes and CDs. We're very service oriented — that's why we do special orders on cassettes.



The Sony Walkman is celebrating it's 20th anniversary this year

"Overall, the cassette is the second largest component of our business behind the CD. And the margins are higher than with CDs. That's why we include cassettes in our sales programs. That's why our sales staff are all told how important cassettes are to our customers and to our business."

Smart retailers know that it pays to carry cassettes.



www.recordingmedia.org

AUDIO CASSETTE COALITION MEMBERS: Allied Digital Technologies Corp.; Auriga Aurex, Inc.; BMG Entertainment N.A.; Cinram, Inc.; EMI Music Distribution; EMTEC Pro Media, Inc.; Keystone Printed Specialties; International Recording Media Association (IRMA); National Association of Recording Merchandisers (NARM); Sonopress, Inc.; Sony Music Entertainment; Sony Disc Manufacturing/DADC; Universal Music & Video Distribution; WEA Corporation

SOUTHWEST WHOLESALE

WEEKLY PRICE BLOWOUT!

	Cassette	CD
5TH WARD BOYS, P.W.A. The Albums	6.29	10.59
CJ MAC, Platinum Game	6.29	10.59
DAYS OF THE NEW, 2/Days Of the New	6.79	11.19
DIXIE CHICKS, Fly	6.79	11.19
ESCAPE FROM DEATH ROW, Various Rap	6.89	11.19
FROST, I/That Was Then	6.59	10.49
RAMMSTEIN, Live Aus Berlin	6.89	11.19
URBAL BEAT, 3/Var Electronica	6.29	11.19

Prices good week of
Aug. 30th-Sep. 3rd

NEW ACCOUNTS CALL:
800-275-4799

UNSURPASSED SERVICE!
COMPUTERIZED CATALOG
INTERNET FULFILLMENT
WEEKLY MAILER

GREAT IMPORT SELECTION
EXCELLENT FILLS
OVER 170,000 SELECTIONS
POSTERS & PROMOS

SOUTHWEST WHOLESALE
records & tapes

6775 Bingle Road Houston, Texas 77092 1-800-275-4799 713/460-4300 Fax: 713/460-1480	11132 Winners Circle #208 Los Alamitos, CA 90720 1-888-423-7611 562/493-2603 Fax: 888/807-4072 www.neosoft.com/~sw	558 Hialeah Drive Hialeah, Florida 33010 1-800-503-4718 305/882-1951 Fax: 305/882-2744
---	---	--

Why Garth/Gaines Set, Single Aren't For Sale As Downloads

DESPITE WHAT I reported in the story on Atlantic making a **Tori Amos** digital download single available for sale (Billboard, Aug. 21), **Garth Brooks** and **Capitol Records Nashville** are no longer planning to sell his new **Chris Gaines** album and single in the download format.

Pat Quigley, president of the label, says that he canceled the plans for a number of reasons. First, the software companies, i.e., the digital distributors, weren't interested in doing the single, he reports. It seems that the digital distributors didn't want to rush to set up for the Aug. 24 release of the single, according to another source.

As for the album, Quigley says, "I believed that you can create a lot of awareness through having the album downloaded. But instead of this being a Garth story, it came back to me that the software companies were hoping to make this a downloading story."

He says he objected to the thinking displayed by some of the software companies, which apparently wanted to piggyback on the marketing budget for the Gaines album to help establish the download format.

With **EMI Music Distribution** shipping 4 million records, what will, say, 10,000 downloads of the album mean? Quigley asks. Also, he says that "if you can tell me that the retailers want this

[download], then I will do it. But it came back to me that while merchants were thankful to be included as a site where the download could be obtained, they weren't really gung-ho to do it."

Some merchants believe, according to one retailer, that the industry should wait until all the kinks are eliminated from the downloading process so that the consumer will have a pleasurable experience instead of being soured on the format before the industry has a chance to establish it.

Finally, Quigley says, "Garth Brooks will only work through the retailers. For all the companies trying to bypass the retailer, this will put pressure on any record company to make the digital download an extension of their retail distribution and not an alternative distribution. We are a brick-and-mortar-driven business. For Garth and I, that will always be so."

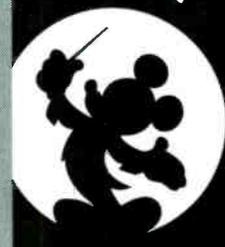
RETAIL TRACK

by Ed Christman

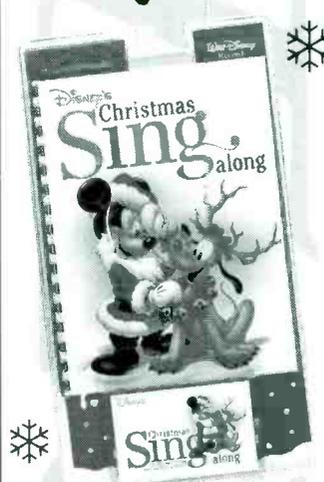


Disney

TRACK



Celebrate Merry Sales with This Family Favorite



Disney's Christmas Sing-Along



Features:

- ❄ Ten traditional holiday tunes
- ❄ Deluxe 22-page songbook with complete lyrics
- ❄ Favorite Disney characters introducing each side of the tape

Exclusively distributed by



Phone: 800-833-3553
Fax: 518-489-1003

Share the music of Disney at our website:
www.disney.com/DisneyRecords

Part of GO Network

WALT DISNEY RECORDS

© Disney

To Be Truly National, We Must Be LOCAL.

YOUR STORE →

← **YOUR LOCAL aec SALES OFFICE**

AEC has 16 SALES OFFICES Devoted to Independent Retail

3D One Stop, Bethel CT • Bassin Distributors, Coral Springs, FL • Abbey Road, LA • Atlanta • Philadelphia • Los Angeles/3 Offices • Sacramento • Omaha • San Diego • Dallas • Portland • Chicago • Milwaukee • Denver

- Deepest selection of CD's, cassettes, VHS and DVD.
- Internet real-time ordering with **WebAmi**.
- New store specialists.
- Sales-driven marketing with **amped** weekly.
- **www.aent.com** — Online information designed to support your business.
- **www.allmusic.com** — **AMC** Voted Yahoo's "Best music reference sight," offers artist/song-title look-up.

aec
ONE STOP GROUP

THE ONLY LOCAL NATIONAL ONE STOP!



Abbey Road



New Accounts: 800-635-9082
Fax: 954-340-7641

Navarre Looks To Wired Future At Western Sales Confab

NAVARRE IN THE WEST: New Hope, Minn.-based Navarre Corp. headed to the golden coast Aug. 11-12, as the distributor held its Western regional sales conference at the Radisson in Santa Monica, Calif.

Spearheaded by Western regional director **Frank Mooney**, with indefatigable assistance from regional administrator **Quincy Whorf**, the two-day sit-down—mounted this year in lieu of the usual company convention in the Twin Cities—featured internal panels with home-office staff, presentations from a dozen of Navarre's 48 labels, and a couple of evening functions. (The Eastern regional staff, headed by director **Ed Maxin**, held a similar confab the week before.)

We took advantage of Navarre's



by Chris Morris

er of high-tech commerce with a profitable computer software division, it's no surprise that Paulson plans an incursion into the digital-download business.

"We have been on the forefront of technology since we founded the company back in 1983," he says. "One of the things that I believe . . . is that a distributor like us is nothing more than an aggregator of products in hard form.

"Digital distribution is a top priority for us," he continues. "Our goal within the next 60 days is to have 10,000 titles. We already have artists like **Mannheim Steamroller** and **Kenny Rogers** and **Billy Squier**. It goes on and on and on.

"We think that we can become, and we think we will become, the premier digital-distribution company of content for independent artists and labels . . . While it's not going to be squat as far as volume goes within the next year or so, it's going to be a huge portion of this business as you move into the next 10, 12, 15 years."

Paulson says the company is getting on firmer financial and operational ground. Navarre opened up a new returns-processing center in New Hope last year, and the speedy processing of post-Christmas returns

in the first quarter of 1999 brought in enough cash to help the firm pay down its bank debt from \$32 million to \$329,000 by the end of the last fiscal year in March.

The company still hasn't reached its desired balance of sales among divisions. In the last fiscal year, the computer division accounted for 71% of sales, while music accounted for 29%. Paulson and Chiado still want to see a 60%-40% split between the shares of the music and computer products divisions.

However, Chiado feels that the music arm is approaching its goal of boosting sales by focusing on the alternative, R&B, contemporary pop, and country genres. He says, "When a company tries to be everything to everybody, you're gonna get scattered. When you start to focus, I think, you can perform. This last year, we've taken a stride to try to be experts in three or four areas."

The distributor has scored its share of successes within these niches in the past year, with solidly performing titles by such established acts as **Rogers** (Dreamcatcher), **Vonda Shepard** (Jacket), **Charlie Daniels** (Blue Hat), and **Mannheim Steamroller** (American Gramophone). Thanks largely to the latter label, which is No. 1 on the label roster, Navarre controls nearly 30% of the Christmas-music market, according to Chiado.

Chiado says, "We've focused on signing labels that are healthy, that have a commitment to their music, that have the organization to be able to take that music to the consumer, ultimately."

Though Navarre's balance sheet has not always looked spectacular in

recent quarters, the tirelessly optimistic Paulson remains convinced that his company can win big in the same arena as the big boys.

He says, "If you look at where Navarre is categorized every year [by the National Assn. of Recording Manufacturers] for distributor of the year, we're with the majors. We have purposely categorized ourselves [there]

. . . That's where we're positioned, and we're not gonna change from that. We're gonna beat those fuckers one of these days. It may not be in my lifetime, but it'll be in somebody else's lifetime, we're gonna beat BMG, and we're gonna beat Universal and those people for the large distributor of the year."

(Continued on page 63)



presence in L.A. to speak with chairman/president/CEO **Eric Paulson** and VP/GM of music distribution **Jim Chiado** about the firm's recent past and immediate future.

Navarre is coming off a rough fiscal patch: In its fiscal year that ended March 31, Navarre had a net loss of \$27.6 million, and it lost an additional \$2.6 million in the quarter that ended June 30.

The company has acknowledged that NetRadio—Navarre's wholly owned Web radio/E-commerce operation—was responsible for most of these losses. Though the company announced its intentions to take NetRadio public a year ago, it still hasn't dropped its initial public offering (IPO), and it recently hired a new investment banking firm to take the reins on the IPO.

"The Internet is not for the faint of heart," Paulson says with a laugh. He then adds, "That was just a flip statement, but if you're going to be in this Internet business, you better have a commitment to it. You better believe in your business strategy, in your business model, and be committed to it."

Paulson remains a true believer in NetRadio's prospects. When we cite a recent Los Angeles Times story that said some Internet companies were backing off from their IPOs because of soft stock prices, he replies, "I think that the market will always accept and embrace a company that the market believes has an opportunity to garner serious market share in this new medium, the Internet . . . I believe that the market's going to embrace NetRadio and embrace its business model wholeheartedly. It's the only one out there like it. Nobody can do what NetRadio does."

He also notes that even at an offering price of as low as \$10 per share for NetRadio stock, Navarre, which holds 5 million shares, can raise \$50 million from the IPO.

Since Navarre is a long-term boost-

COMPARE!
PRICE • FILL • SERVICE
 ♦ CDs ♦ Cassettes ♦ DVDs ♦ Accessories

GALAXY
 Music Distributors

NEW CUSTOMERS!
 Mention this AD and
 Receive a FREE GIFT with your First Order!

2400 Josephine Street Pittsburgh, PA 15203
 1-800-542-5422 (412) 481-9600
 Fax: 1-800-542-TUNE (412) 481-1969
 www.galaxymusic.com Email: info@galaxymusic.com

The Prices You Need. The Service You Deserve.

Often IMITATED, Never Duplicated!

amp²ped

SEE 'EM LIVE
 KISS
 JOEL BAEROSMITH

EXPERIENCE THE MUSIC OF THE PACIFIC NORTHWEST AT WWW.EXPERIENCE.ORG

posters new releases samplers dvd/vhs releases concert dates top sellers stickers contests indie retailer profiles fun coming soon weekly sales hot 100 window clings

The Best Retailer Is An Informed Retailer
 Get Informed!
 Get **amped!**

amped weekly is brought to you by

am
 all music marketing
 a division of

aec
 ONE STOP GROUP

THE ONLY LOCAL NATIONAL ONE STOP!

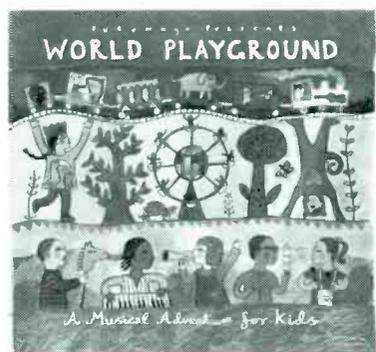
bassin **Abbey Road**
 DISTRIBUTORS

New Accounts: 800-635-9082
 Fax: 954-340-7641

Putumayo Welcomes Kids To Its 'World Playground'

WONDERFUL WORLD: Putumayo World Music throws its hat into the children's music ring Tuesday (24) with the first release in a proposed series, "World Playground: A Musical Adventure For Kids."

The release is a compilation of child-friendly songs from 12 countries, spanning every continent but Antarctica. **Dan Storper**, founder/CEO of the New York- and Berkeley, Calif.-based indie world-music label, says a multifaceted marketing campaign will emphasize grass-roots promotion.



Storper was aware at the outset that children's audio can be a tough sell, particularly with unknown artists. He says, however, "When we started Putumayo World Music [in 1993, as an outgrowth of the Putumayo clothing line], everyone said the same thing about world music: 'It's too niche-market; they never sell more than a couple of thousand copies each.' But I look at things not as they are but as the way they should be."

The label chief says that building Putumayo World Music from the ground up in the grass-roots way he did prepared him for his entry into kids' music—a grass-roots genre if



by *Moira McCormick*

ever there was one. Putumayo's music is sold in more than 3,000 upscale gift, book, clothing, and coffee retail locations. Of its 38 releases, six have sold more than 100,000 copies, and one has topped 200,000.

The genesis of its children's line came from hundreds of cards and letters parents have been writing since Putumayo World Music began, "telling us how much their kids like our regular [adult] albums. They suggested it would be nice to have music [compiled] especially for kids to help introduce them to other cultures."

Storper was also encouraged by the success other independent labels have had with child-targeted world music (modest though these sales may be by pop-album standards), including many Music for Little Peo-

ple releases and RAS Records' "Reggae For Kids" series.

In choosing artists for their own compilation (all have appeared or have upcoming releases on Putumayo World Music), Storper says, "We looked, as we are always looking, for all-ages appeal. There's a place where, whether you're a 7-year-old Latina or a 70-year-old Jewish man, that's universal."

After selecting an initial group of song candidates, Storper and staff winnowed them down six months ago via a focus session with a dozen or so parents and their kids. The final roster spotlights a wide array of styles, including reggae, salsa, Afro-pop, zydeco, and blues.

Featured artists include **Touré Kunda** (Senegal), **Colibri** (Chile/USA), **Cedella Marley Booker** and **Taj Mahal** (Jamaica/USA), **Trevor Adamson** (Australia), **Teresa Doyle** (Canada), **Buckwheat Zydeco** (USA), **Glykeria** (Greece), **Manu Chao** (France), **Ricardo Lemvo** and **Makina Loca** (Congo/USA), **Nazaré Pereira** (Brazil), **Shlomo Gronich & the Sheba Choir** (Israel/Ethiopia), and **Eric Bibb & Needed Time**

(USA).

The CD is packaged with a 36-page color book that features artist information and song background plus lyrics in both the song's native language and English.

Free Putumayo stickers come with every CD, and consumers can also receive from participating retailers a free two-sided print of the album's folkloric cover art (created, as are all Putumayo covers, by artist **Nicola Heindl**) along with the Putumayo World Playground Map.

Storper says that a special kids' edition of the label's May-debuted radio show "Putumayo World Radio Hour,"

which originates on KFOG San Francisco and is syndicated on more than 70 stations, will air in October. The special will feature tracks from "World Playground" and other family-oriented world music selections.

Also, Putumayo has created an educational package involving a multicultural world-music curriculum that will be available to teachers, schools, libraries, etc., throughout the U.S. and Canada. Storper says it uses the album as a jumping-off point for children to learn about cultural diversity, geography, and history, as well as rhythm, movement, singing, and

(Continued on next page)

DVD AUDIO TITLES HEADED FOR RETAIL SHELVES

(Continued from page 57)

very delicious."

Answering a question about the difficulty for consumers in setting up six speakers in the home to replicate the sound of the DVD Audio recording in the studio, moderator and producer Chris Stone of the World Studio Group said, "The engineer is setting up a symmetrical square of microphones in the studio, with cen-

ter front and rear locations as well. The consumer will likely listen on a totally different system setup that sounds best to them. This is where the home theater retailer really has to know his stuff."

This underscores the consensus that DVD Audio may be a tough sell and that a massive consumer and retail education campaign is vital to success. The DVD Video Group, headed by Emiel Petrone, executive VP of Philips Entertainment Group Worldwide, pledged to do a similar job for DVD Audio following the successful DVD Video campaign. He acknowledged that it would be a "long haul" over the next few years to establish DVD Audio in the marketplace.

Some 30 exhibitors participated in the Technology Showcase, including a number with DVD Audio-related products. These included Alpha Enterprises, Cinram, Daikin U.S. Comtec Labs, Dolby Laboratories, JVC Disc America, Nimbus CD International, Panasonic Broadcast & Television Systems, Sonic Solutions, Sony Digital Authoring Services, Sony Disc Manufacturing, Sony Electronics, Spruce Technologies, Sun Microsystems, Toolex International, and Zuma Digital. Panasonic demonstrated what it called "the ultimate mobile DVD system."

Jaq Holzman, Warner Music Group's chief technologist and the founder of Elektra and Nonesuch Records, perhaps said it best.

"DVD Audio is a fundamental breakthrough," he emphasized. "The music is richer than ever before, it sounds a lot better, and lets the listener connect with the music at a visceral level. DVD Audio is to the CD as color is to black and white."

Billboard®

AUGUST 28, 1999

Top Kid Audio™

THIS WEEK	LAST WEEK	WKS. ON CHART	COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE, MASS MERCHANT, AND INTERNET SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY SoundScan®	
			ARTIST/SERIES	TITLE
			IMPRINT, CATALOG NUMBER/DISTRIBUTING LABEL (SHELF PRICE)	
◀ No. 1 ▶				
1	1	7	POKEMON BIG IDEA/EVERLAND 6936/WORD (6.98/10.98)	2.B.A. MASTER — MUSIC FROM THE HIT TV SERIES Koch 8901 (11.98/16.98)
2	2	71	VEGGIE TUNES ●	VEGGIE TUNES
3	3	13	READ-ALONG WALT DISNEY 60427 (6.98 Cassette)	TARZAN
4	4	2	LARRY-BOY BIG IDEA 60012/WORD (6.98/10.98)	VEGGIE TALES-LARRY-BOY: THE SOUNDTRACK
5	5	140	CEDARMONT KIDS CLASSICS ● BENSON 84056 (3.98/5.98)	TODDLER TUNES
6	6	13	READ & SING ALONG WALT DISNEY 60991 (11.98 Cassette)	TARZAN
7	9	189	VARIOUS ARTISTS ▲ WALT DISNEY 60605 (6.98/13.98)	DISNEY CHILDREN'S FAVORITE SONGS VOLUME 1
8	7	15	READ-ALONG ▲ KID RHINO 75642/RHINO (7.98/11.98)	STAR WARS EPISODE I: THE PHANTOM MENACE
9	11	42	VARIOUS ARTISTS MUSIC FOR LITTLE PEOPLE/KID RHINO 75261/RHINO (3.98/6.98)	TODDLER FAVORITES
10	10	18	VARIOUS ARTISTS WALT DISNEY 60642 (9.98/16.98)	RADIO DISNEY KID JAMS
11	8	58	VEGGIE TUNES BIG IDEA/EVERLAND 5874/WORD (6.98/10.98)	VEGGIE TUNES 2
12	12	157	CEDARMONT KIDS CLASSICS ▲ BENSON 82217 (3.98/5.98)	ACTION BIBLE SONGS
13	13	22	MANNHEIM STEAMROLLER AMERICAN GRAMAPHONE 60641/WALT DISNEY (10.98/15.98)	MANNHEIM STEAMROLLER MEETS THE MOUSE
14	14	208	VARIOUS ARTISTS ▲ WALT DISNEY 60865 (10.98/15.98)	CLASSIC DISNEY VOL. 1 - 60 YEARS OF MUSICAL MAGIC
15	17	147	CEDARMONT KIDS CLASSICS ● BENSON 82218 (3.98/5.98)	SUNDAY SCHOOL SONGS
16	15	124	CEDARMONT KIDS CLASSICS ● BENSON 82220 (3.98/5.98)	SILLY SONGS
17	16	154	VARIOUS ARTISTS WALT DISNEY 60897 (8.98/11.98)	DISNEY'S PRINCESS COLLECTION
18	18	198	BARNEY ▲ BARNEY MUSIC/SBK 27115/EMI (9.98/15.98)	BARNEY'S FAVORITES VOLUME 1
19	19	21	BARNEY BARNEY MUSIC 9463/LYRICK STUDIOS (9.98/14.98)	I LOVE TO SING WITH BARNEY
20	21	125	VARIOUS ARTISTS ▲ WALT DISNEY 60606 (9.98/13.98)	DISNEY CHILDREN'S FAVORITES VOLUME 2
21	23	119	CEDARMONT KIDS CLASSICS ● BENSON 82216 (3.98/5.98)	BIBLE SONGS
22	22	59	VARIOUS ARTISTS WALT DISNEY 60632 (10.98/16.98)	MORE SILLY SONGS
23	RE-ENTRY		READ-ALONG WALT DISNEY 60306 (6.98 Cassette)	MULAN
24	20	26	BLUE'S CLUES KID RHINO 75626/RHINO (9.98/13.98)	BLUE'S BIG TREASURE
25	24	22	BEAR WALT DISNEY 60640 (9.98 Cassette)	BEAR IN THE BIG BLUE HOUSE

Children's recordings: original motion picture soundtracks excluded. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with multimillion sellers indicated by a numeral following the symbol. For boxed sets, and double albums with a running time that exceeds two hours, the RIAA multiplies shipments by the number of discs and/or tapes. Most albums available on cassette and CD. * Asterisk indicates vinyl LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. © 1999, Billboard/BPI Communications, and Soundscan, Inc.

**GETTING THAT SINKING FEELING?
IS YOUR PROFIT GOING DOWN?**

**COME ABOARD & SET "SALE" WITH
NORWALK DISTRIBUTORS!**

CD'S • DVD'S • LP'S • CASSETTES • LASERDISCS • ACCESSORIES

(800) 877-6021 FAX (714) 995-0423
1193 Knollwood Circle Anaheim, CA 92801

CHILD'S PLAY

(Continued from preceding page)

visual arts.

Storper says a portion of the sales of "World Playground" is earmarked to provide curriculum guides and instructional support to students in underprivileged areas.

Storper says some of the artists on the album will be involved in a "World Playground" tour of children's museums and retail stores, in addition to making appearances at education and curriculum conferences.

Commercial radio is also being targeted—in particular Latin radio, he notes, with Ricardo Lemvo's track "Boom Boom Tarara." That song would also serve as the theme for a proposed "World Playground" television series, hosted by Lemvo.

A cross-promotion with drum manufacturer Remo will involve a series of "drum circles" and music education events that will tour key retail outlets and kids' museums. Remo, which already co-produced with Putumayo a kids' series called Drum Circle Worldshop, will package a special Putumayo sampler with selected instrumentals from its World Percussion line.

Putumayo will also host a family-oriented benefit for the Save the Children charity Sept. 17 in Westport, Conn., says Storper. He adds, "Next year, we'll do a large-scale event, bringing in groups who appear on the album. We'll film it, and we have a tentative agreement from PBS to air it on TV."

Storper is jazzed about Putumayo's new children's venture, observing, "The U.S., and the world in general, is developing an ear for international music—which is something kids always respond to." The unlikelihood of the series' turning huge numbers, he says, does not concern him in the least, since he's done very well without blockbuster sales so far. "It's nice to have a gold record," he says, "but it's not essential."

INDEPENDENTS

(Continued from page 61)

KUDOS: At an Aug. 11 dinner, Eric Paulson announced that Joe Kulesa of Dallas won Navarre's salesman of the year award for the West, while Dave Bagley of L.A. collected the "all-star award." Vyto Lazauskas of Minneapolis and Glenn Naples of New York won the same awards, respectively, in the Eastern region.

NAVARRE STAR SIGHTINGS: Bonnie Bramlett made a surprise visit during Blue Hat's Aug. 11 presentation and performed a cappella for the Navarre reps; she'll cut an album for the label for release in 2000 . . . Triple X Records presented three of its bands at an Aug. 11 gig at the Santa Monica club 14 Below. Hosted by Del-Fi's inimitable Kari Wuhrer, the show featured the ADZ (which includes Triple X minister of propaganda Bruce Duff on bass), Michael Aston's Gene Loves Jezebel, and Declarations of Independents' ear-shattering faves, the Streetwalkin Cheetahs. The latter band will soon tour as an opening act and backup unit for their longtime inspiration, ex-MC5 guitarist Wayne Kramer.

Top Music Videos

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE, Imprint Distributing Label, Catalog Number	Principal Performers	Suggested List Price
1	1	16	NO. 1 HOMECOMING-LIVE IN ORLANDO ³ Jive/Zomba Video 41675-3	Backstreet Boys	19.98
2	2	40	'N THE MIX WITH 'N SYNC ⁵ BMG Video 65000	'N Sync	19.95
3	3	63	ALL ACCESS VIDEO ⁵ Jive/Zomba Video 41589-3	Backstreet Boys	19.98
4	4	14	LIVE ² USA Home Entertainment 45059955	Shania Twain	19.95
5	5	40	NIGHT OUT WITH THE BACKSTREET BOYS ³ Jive/Zomba Video 41657	Backstreet Boys	19.95
6	16	13	SO GLAD Spring House Video Chordant Dist. Group 44369	Bill & Gloria Gaither And Their Homecoming Friends	29.98
7	9	87	A NIGHT IN TUSCANY ⁴ USA Home Entertainment 4400553973	Andrea Bocelli	24.95
8	8	6	JIMI HENDRIX LIVE AT WOODSTOCK Universal Studios Home Video Universal Music Video Dist. 11989	Jimi Hendrix	14.95
9	18	22	KENNEDY CENTER HOMECOMING Spring House Video Chordant Dist. Group 42902	Bill & Gloria Gaither And Their Homecoming Friends	29.98
10	7	20	FAMILY VALUES TOUR '98 [▲] Epic Music Video Sony Music Video 50188	Various Artists	19.95
11	6	3	BEST OF 1980-1990 Island Video 84761	U2	19.95
12	10	178	HELL FREEZES OVER ^{▲2} Geffen Home Video Universal Music Video Dist. 39548	Eagles	24.98
13	12	36	CUNNING STUNTS [▲] Elektra Entertainment 40202	Metallica	19.98
14	NEW		SPICE GIRLS IN AMERICA Virgin Music Video 92237	Spice Girls	19.98
15	11	9	FIVE INSIDE BMG Video 5741	Five	19.98
16	13	16	AROUND THE WORLD Columbia Music Video Sony Music Video 50184	Mariah Carey	19.98
17	RE-ENTRY		ATLANTA HOMECOMING [●] Spring House Video Chordant Dist. Group 44359	Various Artists	29.98
18	14	7	WE FOUR ARE HERE TO STAY [●] Epic Music Video Sony Music Video 50201	B*Witched	19.98
19	34	11	VOICE OF AN ANGEL-IN CONCERT Sony Classical Video Sony Music Video 61770	Charlotte Church	19.98
20	RE-ENTRY		ALL DAY SINGIN' AT THE DOME [●] Spring House Video Chordant Dist. Group 44360	Various Artists	29.98
21	21	32	ONE NIGHT ONLY: LIVE Eagle Rock Entertainment Image Entertainment 5474	Bee Gees	19.98
22	15	88	RAGE AGAINST THE MACHINE Epic Music Video Sony Music Video 19 V50160-3	Rage Against The Machine	19.98
23	19	25	LIVE AT THE FILLMORE EAST MCA Music Video Universal Music Video Dist. 11931	Jimi Hendrix	14.98
24	17	9	THE LAST SUPPER Epic Music Video Sony Music Video 50187	Black Sabbath	24.98
25	22	103	THE DANCE [▲] Warner Reprise Video 3-38486	Fleetwood Mac	19.98
26	20	23	THE VELVET ROPE TOUR-LIVE IN CONCERT Eagle Rock Entertainment Image Entertainment 5517	Janet Jackson	19.98
27	23	13	MEETING PEOPLE IS EASY Capitol Video 77860	Radiohead	19.95
28	25	46	SHOCKUMENTARY [●] USA Home Entertainment 57595	Insane Clown Posse	19.98
29	24	4	MTV UNPLUGGED Wea Latina Video 27904-3	Mana	19.98
30	26	12	LIVE: ONE NIGHT IN PENNSYLVANIA Star Song Video Chordant Dist. Group	Newsboys	14.98
31	27	123	WHO THEN NOW? [◇] Epic Music Video Sony Music Video 50153	Korn	19.98
32	30	9	KICKING IT BACK-UNAUTHORIZED Eaton Video 31393	98 Degrees	14.95
33	35	187	LIVE FROM AUSTIN, TEXAS [▲] Epic Music Video Sony Music Video 50130	Stevie Ray Vaughan And Double Trouble	19.98
34	31	28	BACKSTREET BOYS: THE VIDEO MVD Video 3899	Backstreet Boys	19.95
35	38	175	PULSE ^{▲2} Columbia Music Video Sony Music Video 50121	Pink Floyd	24.98
36	RE-ENTRY		IN CONCERT Columbia TriStar Home Video 2105	Sarah Brightman	19.98
37	32	4	GREATEST HITS-VIDEOS Columbia Music Video Sony Music Video 50190	New Kids On The Block	19.98
38	28	42	WELCOME TO THE VIDEOS Geffen Home Video MCA Music Video 39557	Guns N' Roses	16.98
39	RE-ENTRY		SINGING IN MY SOUL Spring House Video Chordant Dist. Group 46440	Various Artists	29.98
40	37	212	THE BOB MARLEY STORY [▲] Island Video USA Home Entertainment 4400823733	Bob Marley And The Wailers	9.95

◇ RIAA gold cert. for sales of 25,000 units for video singles; ● RIAA gold cert. for sales of 50,000 units for SF or LF videos; ▲ RIAA platinum cert. for sales of 50,000 units for video singles; ▲ RIAA platinum cert. for sales of 100,000 units for SF or LF videos; ◇ RIAA gold cert. for 25,000 units for SF or LF videos certified prior to April 1, 1991; ◆ RIAA platinum cert. for 50,000 units for SF or LF videos certified prior to April 1, 1991. ©1999, Billboard/BPI Communications.

Top Pop Catalog Albums

THIS WEEK	LAST WEEK	ARTIST	TITLE	TOTAL CHART WEEKS
1	1	NO. 1 BOB MARLEY AND THE WAILERS ^{◆10} LEGEND TUJFF QGNG 845210/DJMG (10.98/17.98)		530
2	—	SARAH MCLACHLAN ^{▲7} ARISTA 18970 (10.98/17.98)	SURFACING	109
3	2	METALLICA ^{◆11} ELEKTRA 61113*/EEG (11.98/17.98)	METALLICA	418
4	3	JIMMY BUFFETT ^{▲5} MCA 5633* (6.98/11.98)	SONGS YOU KNOW BY HEART	443
5	5	GUNS N' ROSES ^{◆15} Geffen 24148/INTERSCOPE (6.98/11.98)	APPETITE FOR DESTRUCTION	428
6	7	DAVE MATTHEWS BAND ^{▲4} RCA 66904 (10.98/16.98)	CRASH	172
7	4	MATCHBOX 20 ^{▲8} LAVA/ATLANTIC 92721*/AG (10.98/17.98) [S]	YOURSELF OR SOMEONE LIKE YOU	128
8	8	TOM PETTY AND THE HEARTBREAKERS ^{▲8} MCA 10813 (10.98/17.98)	GREATEST HITS	281
9	11	SUBLIME ^{▲3} GASOLINE ALLEY 11413/MCA (10.98/16.98)	SUBLIME	157
10	6	BARRY WHITE [●] MERCURY 522459/DJMG (10.98/17.98)	ALL TIME GREATEST HITS	18
11	10	DEF LEPPARD [▲] MERCURY 528718/DJMG (10.98/17.98)	VAULT — GREATEST HITS 1980-1995	147
12	12	BOB SEGER & THE SILVER BULLET BAND ^{▲4} CAPITOL 30334* (10.98/15.98)	GREATEST HITS	251
13	14	PINK FLOYD ^{◆15} CAPITOL 46001* (10.98/17.98)	DARK SIDE OF THE MOON	1169
14	19	PINK FLOYD [◆] COLUMBIA 37680 (10.98 EQ/16.98)	A COLLECTION OF GREAT DANCE SONGS	30
15	13	POISON [●] CAPITOL 53375 (7.98/11.98)	GREATEST HITS 1986-1996	22
16	16	TIM MCGRAW ^{▲3} CURB 77886 (10.98/16.98)	EVERYWHERE	115
17	15	STEVE MILLER BAND ^{▲8} CAPITOL 46101 (7.98/11.98)	GREATEST HITS 1974-78	396
18	9	BARRY WHITE [▲] CASABLANCA 822782/DJMG (5.98/11.98)	GREATEST HITS VOLUME 1	26
19	17	JAMES TAYLOR ^{◆11} WARNER BROS. 3113* (7.98/11.98)	GREATEST HITS	459
20	20	SHANIA TWAIN ^{◆11} MERCURY (NASHVILLE) 522886 (10.98/17.98)	THE WOMAN IN ME	233
21	18	KORN [▲] IMMORTAL 66633/EPIC (10.98 EQ/16.98) [S]	KORN	127
22	—	INSANE CLOWN POSSE [▲] ISLAND 524442/DJMG (10.98/16.98)	THE GREAT MILENKO	89
23	26	PINK FLOYD ^{◆23} COLUMBIA 36183*/CRG (15.98 EQ/31.98)	THE WALL	540
24	21	RAGE AGAINST THE MACHINE ^{▲2} EPIC 52959* (10.98 EQ/16.98) [S]	RAGE AGAINST THE MACHINE	196
25	22	CREEDENCE CLEARWATER REVIVAL ^{▲4} FANTASY 2* (12.98/17.98)	CHRONICLE VOL. 1	313
26	23	THE OFFSPRING ^{▲5} EPITAPH 86432* (10.98/14.98) [S]	SMASH	140
27	28	DAVE MATTHEWS BAND ^{▲5} RCA 66449 (10.98/16.98)	UNDER THE TABLE AND DREAMING	199
28	25	METALLICA ^{▲6} ELEKTRA 60812/EEG (11.98/17.98)	...AND JUSTICE FOR ALL	488
29	27	BEASTIE BOYS ^{▲8} DEF JAM 527351/DJMG (10.98/16.98)	LICENSED TO ILL	411
30	36	BRUCE SPRINGSTEEN ^{▲4} COLUMBIA 67060*/CRG (10.98 EQ/17.98)	GREATEST HITS	69
31	32	QUEEN [▲] HOLLYWOOD 61265 (10.98/17.98)	GREATEST HITS	324
32	33	VAN MORRISON ^{▲3} POLYDOR 841970/UNIVERSAL (10.98/17.98)	THE BEST OF VAN MORRISON	440
33	31	STYX [●] A&M 540387/INTERSCOPE (10.98/17.98)	GREATEST HITS	13
34	24	KORN [▲] IMMORTAL 67554/EPIC (10.98 EQ/16.98)	LIFE IS PEACHY	90
35	44	MADONNA ^{▲6} SIRE 26440*/WARNER BROS. (13.98/18.98)	THE IMMACULATE COLLECTION	279
36	43	MILES DAVIS ^{▲2} COLUMBIA 64935/CRG (7.98 EQ/11.98)	KIND OF BLUE	41
37	37	ERIC CLAPTON [▲] POLYDOR 527116/UNIVERSAL (10.98/17.98)	THE CREAM OF ERIC CLAPTON	86
38	30	VARIOUS ARTISTS [●] BIG IDEA/EVERLAND 6936/WORD (6.98/10.98)	VEGGIE TUNES	19
39	35	FLEETWOOD MAC ^{▲4} WARNER BROS. 25801 (10.98/17.98)	GREATEST HITS	362
40	50	SUBLIME [▲] GASOLINE ALLEY 11474/MCA (10.98/16.98) [S]	40 OZ. TO FREEDOM	116
41	41	CHRIS ISAAK [▲] REPRISE 45845/WARNER BROS. (10.98/16.98)	FOREVER BLUE	43
42	40	GARTH BROOKS ^{◆10} CAPITOL (NASHVILLE) 29689 (10.98/15.98)	THE HITS	197
43	—	TOOL ^{▲2} VOLCANO 31087* (10.98/16.98)	AENIMA	145
44	46	AC/DC ^{◆16} EASTWEST 92418/EEG (11.98/17.98)	BACK IN BLACK	274
45	47	THE BEACH BOYS ^{▲2} CAPITOL 29418 (10.98/15.98)	20 GOOD VIBRATIONS — THE GREATEST HITS	19
46	34	ABBA ^{▲3} POLYDOR 517007/UNIVERSAL (10.98/17.98)	GOLD	149
47	39	BARENAKED LADIES [▲] REPRISE 46393/WARNER BROS. (10.98/16.98) [S]	ROCK SPECTACLE	72
48	48	AL GREEN [▲] HI/THE RIGHT STUFF 30800/CAPITOL (10.98/16.98)	GREATEST HITS	62
49	42	AC/DC ^{▲2} EASTWEST 92215/EEG (11.98/17.98)	LIVE	89
50	—	JOURNEY ^{◆10} COLUMBIA 44493/CRG (10.98 EQ/17.98)	JOURNEY'S GREATEST HITS	479

Catalog albums are 2-year-old titles that have fallen below No. 100 on The Billboard 200 or reissues of older albums. Total Chart Weeks column reflects combined weeks title has appeared on The Billboard 200 and Top Pop Catalog Albums. ● Recording Industry Assn. of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numeral following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. *Asterisk indicates vinyl LP is available. Most tape prices, and CD prices for BMG and WEA, labels are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. [S] indicates past or present Heatseeker title. ©1999, Billboard/BPI Communications, and SoundScan, Inc.



New Media

MERCHANTS & MARKETING

EMusic To Sell MP3s Via AOL's Spinner, ICQ, Winamp Three-Year Deal Garners Traffic For EMusic, Cash And Commissions For AOL

This week's column was written by guest columnist Catherine Applefeld Olson.

YOU'VE GOT EMUSIC: What better way to attract eyes and ears to your digital-download site than to sign a deal with massively trafficked America

international audience. A new ICQ site that will incorporate the capacity to download music via

EMusic is slated to launch within the next few months.

(Continued on page 93)

SITES+ SOUNDS™

Online? That's just what MP3 download site EMusic.com has done in its arrangement to sell downloadable MP3 files on AOL's ICQ, Spinner.com, and Winamp sites.

The deal extends the online music distribution footprint of AOL, which in June acquired online radio company Spinner.com and MP3 player manufacturer Nullsoft for about \$400 million. AOL will receive an undisclosed cash payment from EMusic for the three-year marketing and promotional deal, plus commission

'We would like to be in front of music consumers at all points where they are finding and exploring MP3s'

- GENE HOFFMAN -

from each sale. AOL also has the option to purchase a stake in EMusic.

The partnership is the first such broad portal site deal for EMusic, which has licensed a catalog of 20,000 tracks and has exclusive deals with acts including **They Might Be Giants** and **Frank Black**, as well as with several independent labels. "It is an additional signal that EMusic is making available high-quality content for customers who want to consume MP3," says EMusic president/CEO **Gene Hoffman**. "Our marketing strategy is to be as widely available as possible... We would like to be in front of music consumers at all points where they are finding and exploring MP3s and downloadable music."

Calling the EMusic deal "a lot more involved" than its straight purchase of Spinner.com, AOL spokeswoman **Anne Bentley** says AOL will begin to incorporate promotions and reciprocal links into the three sites, which have a collective 50 million users. Bentley says ICQ is the most heavily trafficked of the three sites and attracts a slightly younger, more

TRAFFIC TICKER: Top Online Retail Sites

Unique Visitors From Home And Work (in 000s)

TOTAL VISITORS AT HOME	
1. amazon.com	7,660
2. cdnow.com	3,379
3. columbiahouse.com	1,976
4. bmgmusicservice.com	1,555
5. buy.com	1,218
6. bestbuy.com	555
7. wal-mart.com	528
8. musicmatch.com	240
9. blockbuster.com	290
10. towerrecords.com	196

TOTAL VISITORS AT WORK	
1. amazon.com	4,090
2. cdnow.com	1,341
3. buy.com	1,028
4. bmgmusicservice.com	800
5. columbiahouse.com	735
6. wal-mart.com	313
7. bestbuy.com	312
8. musicmatch.com	169
9. blockbuster.com	77
10. towerrecords.com	67

HOUSEHOLD INCOME \$15,000-\$39,900/YEAR	
1. amazon.com	1,384
2. cdnow.com	574
3. columbiahouse.com	391
4. buy.com	289
5. bmgmusicservice.com	288
6. bestbuy.com	136
7. wal-mart.com	116
8. blockbuster.com	54
9. musicmatch.com	49
10. towerrecords.com	41

HOUSEHOLD INCOME \$40,000-\$75,000/YEAR	
1. amazon.com	5,232
2. cdnow.com	2,239
3. columbiahouse.com	1,202
4. bmgmusicservice.com	1,079
5. buy.com	915
6. wal-mart.com	504
7. bestbuy.com	478
8. musicmatch.com	153
9. blockbuster.com	142
10. towerrecords.com	123

Source: Media Metrix, June 1999. Sites categorized by Billboard. Media Metrix defines unique visitors as the actual number of users who visited each site, without duplication, once in a given month. More than 40,000 individuals throughout the U.S. participate in the Media Metrix sample.



Music Exchange™ automates the sales and licensing of music on the Internet. It provides publishers, artists, record labels and other music owners a simple, secure mechanism for creating, promoting, selling and licensing digital music on-line. Additionally, it offers new opportunities for secure music distribution via physical media such as CD, DVD or pre-installation on new PC's.

Complete m-commerce MusicX is a complete software solution for the recording industry and its consumers. It allows the creator and/or publisher of the music to securely deliver and license on-line music and CD's to a consumer. The process is simple and effective, and ensures appropriate compensation for the music owner while providing music buyers with simple and legal access to high quality music.

For a free MusicX CD e-mail music@jriver.com

For more information visit www.jriver.com/music or call 612.677.8200



MUSIC EXCHANGE™
complete @-commerce™
jriver.com/music

IT'S THE FUTURE OF
MUSIC!

MUSIC EXCHANGE™

Billboard

AUGUST 28, 1999

Top Internet Album Sales™

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE IMPRINT & NUMBER/DISTRIBUTING LABEL	ARTIST	BILLBOARD 200 RANK
1	1	9	MIRRORBALL ▲ ARISTA 19049	SARAH MCLACHLAN	13
			◀ NO. 1 ▶ 6 weeks at No. 1		
2	4	9	SUPERNATURAL ▲ ARISTA 19080	SANTANA	10
3	2	8	SIGNIFICANT OTHER ▲ ³ FLIP 90335*/INTERSCOPE	LIMP BIZKIT	2
4	9	13	MILLENNIUM ▲ ⁶ JIVE 41672	BACKSTREET BOYS	1
5	3	2	FORGET ABOUT IT ROUNDER 610465/MERCURY (NASHVILLE)	ALISON KRAUSS	71
6	5	10	CALIFORNICATION ▲ WARNER BROS. 47386*	RED HOT CHILI PEPPERS	11
7	6	9	ASTRO LOUNGE ● INTERSCOPE 90316	SMASH MOUTH	9
8	NEW▶		RUNAWAY BRIDE COLUMBIA 69923/CRG	SOUNDTRACK	6
9	11	6	RUNNING WITH SCISSORS ● WAY MOBY 32118/VOLCANO	WEIRD AL YANKOVIC	25
10	8	14	RICKY MARTIN ▲ ⁵ C2/COLUMBIA 69891*/CRG	RICKY MARTIN	4
11	10	3	BLUES POLYDOR 547178/UNIVERSAL	ERIC CLAPTON	85
12	16	4	DIZZY UP THE GIRL ▲ ² WARNER BROS. 47058	GOO GOO DOLLS	36
13	NEW▶		TAL BACHMAN COLUMBIA 67956/CRG	TAL BACHMAN	127
14	19	5	DEVIL WITHOUT A CAUSE ▲ ² LAVA/ATLANTIC 83119*/AG	KID ROCK	7
15	7	4	14:59 ▲ LAVA/ATLANTIC 83151*/AG	SUGAR RAY	38
16	14	8	5 ▲ VIRGIN 47758	LENNY KRAVITZ	33
17	NEW▶		THIS TIME HOLLYWOOD 62185	LOS LOBOS	—
18	20	4	LIVE IN TEXAS CURB 11964/MCA	LYLE LOVETT	154
19	RE-ENTRY		...BABY ONE MORE TIME ▲ ⁵ JIVE 41651	BRITNEY SPEARS	3
20	RE-ENTRY		COME ON OVER ◆ ¹² MERCURY (NASHVILLE) 536003	SHANIA TWAIN	14

● Recording Industry Assn. of America (RIAA) certification for net shipment of 500,000 album units (Gold); ▲ RIAA certification for net shipment of 1 million units (Platinum); ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. All albums available on cassette and CD. *Asterisk indicates vinyl available. † Indicates past and present heatseekers titles © 1999, Billboard/BPI Communications and SoundScan, Inc.

DVD Suppliers Urged To Add Features

BY EILEEN FITZPATRICK

LOS ANGELES—It's *de rigueur* at any DVD conference these days to repaint the rosy market picture in ever brighter hues. The Aug. 4-5 meeting in Los Angeles of the International Recording Media Assn. (IRMA) was no different.

But mixed with the good news was also a plea to suppliers to kick it up a notch and further explore the format's vast content possibilities. DVD should dare to be different, said IRMA executive VP Charles Van Horn.

"The mass-market consumer is satisfied with the VCR, and 10.3 million units have shipped to the mar-

ket this year, which is a 27% increase over 1998," according to Van Horn. "DVD should not be a format that is just dragging consumers away from VCRs—but should instead be an entirely new business.

"Creative departments must push the envelope. DVD is not a small laserdisc or a video CD-ROM."

IRMA's DVD99 conference underscored that necessity to its 300 registrants with panels about enhanced features and how the computer and Internet will soon play a bigger role in the development of program content. "The capacity to develop exciting content is here, now," said InterActual Technology president Todd

Collart. "It's a question of whether or not we want to turn it on."

DVD-ROM-equipped computers will be installed in anywhere from 5 million to 30 million homes over the next few years, aided by the introduction of set-top converters such as VM Labs' Nuon. In addition, the next generation of game consoles are expected to be DVD-savvy.

"We need to take advantage of content to drive the hardware convergence," Collart noted. InterActual has worked with New Line Home Video to develop DVD-ROM extras such as games, Internet links, and behind-the-scenes features. "The benefits are that the consumer gets



Shown at the International Recording Media Assn.'s DVD99 conference, from left, are panelists Paul Culberg of Columbia TriStar, Mike Fidler of Sony Electronics, Sandy Friedman of DreamWorks, and Emiel Petrone of Philips.

Blowout Gets \$3 Million Expansion Credit; Lyons To Kick Off East Coast Video Show

CREDITWORTHY: Blowout Video, a wholly owned subsidiary of Rentrak, has received a \$3 million line of credit financing from a privately held investment company. Blowout, which operates five stores that sell new and used cassettes and DVDs, plans to use the proceeds of the funding to open additional locations, starting in Georgia and North Carolina, and to further develop and market its Web site, <http://www.blowoutvideo.com>.

The site offers E-commerce consumers the opportunity to search for a movie title or a specific performer's name; preview the movie through the site's new video-streaming technique; select the available format, cassette or DVD; choose new or previously viewed products; and purchase with a credit card over a secure connection.

Peter Balner, Blowout president/CEO, says, "We are very pleased to have received necessary financing to fuel our expansion. The strategic alliances... are the first of many we hope to conclude and should dramatically increase the traffic to our site." One alliance involves Video Pipeline, the world's largest video preview service, which can play more than 3,500 of its 10,000 previews using its video-streaming technology.

The current library, which is expected to double in the next 12 months, should be online by mid-October. A second arrangement is with CollegeClub.com, which provides a number of services to college students, including free E-mail and voice mail.

Separately, Blowout is relocating from New York to Union, N.J., and has hired a buyer to ensure a balanced inventory. Peter Castro joins Blowout from Valley Media, where he served as promotions manager. He was brand manager for Universal Studios Home Video, New Line Home Video, and PolyGram.

SHOWTIME: The 1999 East Coast Video Show will get started with a preview 2-5 p.m. Oct. 4. The session will be highlighted by nationally recognized entertainment critic Jeffrey Lyons, discussing how retailers can market the "hidden treasures" of DVD to their customers. The program will also feature video-industry veterans Michael Becker of New York's Video Room and Rich Thorward of The Movie Monitor, previewing the week's lineup, as well as dis-

cussing late-breaking industry news. The East Coast Video Show will be held Oct. 5-7 at the New Atlantic City Convention Center.

"Jeffrey Lyons is one of the country's most knowledgeable and entertaining film critics, who can offer attendees a unique perspective of the DVD world," says Diane Stone, group show director of Advanstar Communications, co-producer of the East Coast Video Show. "Retailers in attendance will not only enjoy Jeffrey's stories about the film industry but will get some useful tips on marketing both classic and current DVD titles."

The opening session will begin with Becker and Thorward reviewing the events planned for the Atlantic City event, including seminar sessions, exhibit highlights, and evening events. In addition, an

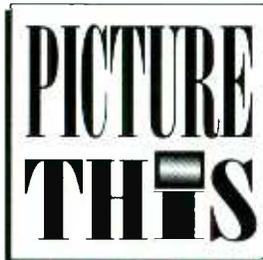
open discussion with attendees will focus on the immediate industry issues of the day, including revenue-sharing for independents, copy depth, and new technologies.

Following the preview presentation, Lyons will take the stage to enlighten retailers on how, with a few film facts on hand, retailers can make money by successfully marketing DVD product to their customers.

The East Coast show, which is organized through Home Video Entertainment Events, a joint venture between the Video Software Dealers Assn. (VSDA) and Advanstar Communications, will be open 11 a.m.-5 p.m. Oct. 5-6 and 10 a.m.-2 p.m. Oct. 7. The show is considered the largest gathering of home entertainment retailers on the East Coast.

Exhibits include a full range of home entertainment software, such as video, DVD, and CD-ROM. Also featured are exhibitors in other categories, such as store fixtures, store management systems, and snacks; and the show is home to the largest adult section in the industry, sponsored by AVN magazine. Attendees can attend conferences, roundtable discussion groups, and networking opportunities during evening events for a pre-registration fee of only \$35 (\$20 for VSDA members).

For more information on exhibiting at the East Coast Video Show, contact Janet Gillis in Santa Ana, Calif., at 714-513-8682. For information on attending, call 888-778-8892. The Web site can be found at www.ecvshow.com.



by Seth Goldstein



cooler entertainment," he emphasized. "DVD Video, DVD-ROM, and the Internet provide a seamless and compelling experience."

There is a "plug and play" component that can make enhanced-DVD applications easy to access. "The format gives us a world of flexibility," said AIX Entertainment president Mark Waldrep, "and a DVD machine is a computer that doesn't crash."

Understanding convergence is one thing. Achieving it is another. Except for a few suppliers—New Line, MGM, and Warner among them—most haven't yet taken advantage of the technology. "Eighty percent of the DVD player market is ROM- and Internet-capable, and it's not being leveraged," said Collart.

Goaded by the thought that added features equals added sales, vendors are delving into their catalogs to find hidden DVD

gems. "The consumer is responding and they've let us know that added value features drive the format," commented Columbia TriStar executive director of DVD marketing Michael Stradford.

The 15-year-old film "Ghostbusters" is an example. Loaded with outtakes, extended biographies, commentaries, and games, the disc became a top-selling Columbia title earlier this year.

New Line's executive director of home video production and DVD development Mike Mulvihill said that one out of every three of his discs is loaded with features. On Sept. 21, the vendor will put out the eight-disc "Nightmare On Elm Street" collection, its most extensive DVD to date.

Even 20th Century Fox Home Entertainment, which has been slow to get on the DVD gravy train, is making special editions a part of the game plan. "We're not at a stage where we're setting up new DVD departments or spending a lot of money," said Fox VP of technical operations Francis Gyermek, "but we're doing the best we can and would like to get more involved because the consumer wants it."

But even the most ardent supplier can't sweep aside some roadblocks, many unrelated to the technology. Gyermek said that "The Thin Red Line" director Terrence Malick did not want any additions on the film's DVD version. The disc was released

with no trailers or subtitles. "He was so concerned about picture and audio quality that he didn't want extras."

Reportedly, "Titanic" director James Cameron also held off approving additional content on the DVD due Aug. 31 from Paramount Home Video, which did have to solve several technical challenges posed by the film's 194-minute running time.

"The biggest wild card in making special editions is the creative approval process," said Universal Studios Home Video executive director of product control Mark Halperin. "There are text changes and masters that come back late. We have a never-ending stream of material, and some-

times you have to call a director and tell them you couldn't get all the outtakes on the disc."

The advent of DVD-18—two layers of information on each disc side—will alleviate most capacity problems for enhanced discs, panelists noted. And they pointed to other market sectors that could boost format growth.

Among them are the home theater enthusiasts who won't be among the buyers of the 4 million DVD players and 50 million DVD discs that will be sold this year. "There are 14 million homes out there with home theater setups but no DVD player," said Sony Electronics DVD marketing senior VP Mike Fidler. He added, "A wide variety of players could be developed for the portable and car markets." Panasonic exhibited its system, launched earlier this year (Billboard, May 22).

Fidler urged more rental retailers to bring in the format and pointed out the need for more music, children's, and instructional programming. Keynote and Columbia TriStar Home Video president Ben Feingold agreed, noting that the 10,000 video stores carrying DVD are less than 50% of the total.

One area where DVD is breaking new ground is international territories. Feingold said hardware and software shipments in Europe and Japan should double this year. "In Asia, 500,000 players have been sold this year—and 5 million discs," he told IRMA attendees. Acknowledging the rampant video theft on and inside the Pacific Rim, Feingold said the challenge "is to convert the pirate business into a legitimate DVD business."



Top Video Sales™

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE SALES REPORTS.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Label Distributing Label, Catalog Number	Principal Performers	Year of Release	Rating	Suggested List Price
◀ No. 1 ▶								
1	23	2	THERE'S SOMETHING ABOUT MARY	Columbia TriStar Home Video 41112263	Ben Stiller Cameron Diaz	1998	R	19.98
2	1	76	AUSTIN POWERS: INTERNATIONAL MAN OF MYSTERY	New Line Home Video Warner Home Video N4638	Michael Meyers Elizabeth Hurley	1997	PG-13	19.98
3	2	10	BLADE	New Line Home Video Warner Home Video N4685	Wesley Snipes	1998	R	19.98
4	3	8	RUSH HOUR	New Line Home Video Warner Home Video N4687	Jackie Chan Chris Tucker	1998	R	14.98
5	5	5	THE KING AND I	Warner Home Video 17468	Animated	1998	G	22.95
6	4	17	A BUG'S LIFE	Walt Disney Home Video Buena Vista Home Entertainment 15653	Dave Foley Kevin Spacey	1998	G	26.99
7	10	4	PLAYBOY'S CELEBRITIES	Playboy Home Video Universal Music Video Dist. PBV0846	Pamela Lee Dian Parkinson	1999	NR	19.98
8	13	14	PLAYBOY: 1999 PLAYMATE OF THE YEAR	Playboy Home Video Universal Music Video Dist. PBV0842	Heather Kozar	1999	NR	19.98
9	7	15	BACKSTREET BOYS: HOMECOMING-LIVE IN ORLANDO ▲	Jive/Zomba Video 41675-3	Backstreet Boys	1999	NR	19.98
10	8	15	YOU'VE GOT MAIL	Warner Home Video 16954	Tom Hanks Meg Ryan	1998	PG	22.96
11	15	14	PLAYBOY'S HOT CITY GIRLS	Playboy Home Video Universal Music Video Dist. PBV0843	Various Artists	1999	NR	19.98
12	12	6	THE TRUMAN SHOW	Universal Studios Home Video 33597	Jim Carrey Laura Linney	1998	PG	19.98
13	11	32	ALIENS	FoxVideo 1504	Sigourney Weaver	1986	R	19.98
14	6	6	A CLOCKWORK ORANGE	Warner Home Video 1031	Malcolm McDowell	1971	R	19.98
15	27	15	BABE: PIG IN THE CITY	Universal Studios Home Video 83607	James Cromwell Magda Szubanski	1998	G	22.98
16	9	31	TAE-BO WORKOUT	Tae-Bo Retail Ventura Distribution TB2274	Billy Blanks	1999	NR	39.95
17	NEW ▶		RONIN	MGM/UA Home Video Warner Home Video M907439	Robert De Niro	1998	R	19.98
18	17	11	HOW STELLA GOT HER GROOVE BACK	FoxVideo 2767	Angela Bassett Whoopi Goldberg	1998	R	19.98
19	25	22	FULL METAL JACKET	Warner Bros. Inc. Warner Home Video 11760	Matthew Modine Adam Baldwin	1987	R	19.98
20	16	5	THE SHINING	Warner Home Video 17369	Jack Nicholson Shelley Duvall	1980	R	19.98
21	RE-ENTRY		101 DALMATIANS	Walt Disney Home Video Buena Vista Home Entertainment 15797	Animated	1961	G	26.99
22	22	16	JIMI HENDRIX: LIVE AT THE FILLMORE EAST	MCA Music Video Universal Music Video Dist. 11931	Jimi Hendrix	1999	NR	14.98
23	RE-ENTRY		DANCE WITH ME	Columbia TriStar Home Video 23943	Vanessa L. Williams Chayanne	1998	PG	19.95
24	14	12	RADIOHEAD: MEETING PEOPLE IS EASY	Capitol Video 77860	Radiohead	1999	NR	19.95
25	NEW ▶		MARILYN MANSON: DEMYSTIFYING THE DEVIL	Roc Doc Films Ventura Distribution 1111	Marilyn Manson	1999	NR	19.95
26	18	18	FAMILY VALUES TOUR '98 ▲	Epic Music Video Sony Music Video 50188	Various Artists	1999	NR	19.95
27	32	38	'N THE MIX WITH 'N SYNC ▲	BMG Video 65000	'N Sync	1998	NR	19.95
28	NEW ▶		BULWORTH	FoxVideo 0511	Warren Beatty Halle Berry	1998	R	19.98
29	NEW ▶		MADELINE: LOST IN PARIS	Walt Disney Home Video Buena Vista Home Entertainment 16661	Animated	1998	NR	22.99
30	19	4	PENTHOUSE: SUN, SURF AND CENTERFOLDS	Penthouse Video WarnerVision Entertainment 57040	Various Artists	1999	NR	19.98
31	21	10	ALIEN RESURRECTION	FoxVideo 0032530	Sigourney Weaver Winona Ryder	1997	R	14.98
32	NEW ▶		U2: BEST OF 1980-1990	Island Video 84761	U2	1999	NR	19.95
33	39	6	BLACK SABBATH: THE LAST SUPPER	Epic Music Video Sony Music Video 50187	Black Sabbath	1999	NR	24.98
34	20	10	SOUTH PARK 3 PACK: VOLUME 3	Rhino Home Video Warner Home Video 36685	Animated	1999	NR	39.98
35	NEW ▶		PECKER	New Line Home Video Warner Home Video N4712	Edward Furlong Christina Ricci	1998	R	14.98
36	30	12	SHANIA TWAIN: LIVE ▲	USA Home Entertainment 45059935	Shania Twain	1999	NR	19.95
37	33	2	BABY GENIUSES	Columbia TriStar Home Video 21723	Kathleen Turner Christopher Lloyd	1998	PG	23.95
38	34	10	LETHAL WEAPON 4	Warner Home Video 16075	Mel Gibson Danny Glover	1998	R	19.98
39	NEW ▶		DOUBLE PLATINUM	Columbia TriStar Home Video 03786	Diana Ross Brandy	1998	PG	19.95
40	37	2	RICKY MARTIN: UNAUTHORIZED	Trinity Home Video T0001	Ricky Martin	1999	NR	14.98

● RIAA gold cert. for sales of 50,000 units or \$1 million in sales at suggested retail. ▲ RIAA platinum cert. for sales of 100,000 units or \$2 million in sales at suggested retail. ◆ IRMA gold certification for a minimum of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units and \$1 million at suggested retail for nontheatrical titles. ◇ IRMA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. © 1999, Billboard/BPI Communications.

Home Video

MERCHANTS & MARKETING

'Last Broadcast' Scores Up Web Sales; DVD Mag Debuts

'BLAIR' COMPETITOR? If timing is everything, then co-directors/co-producers **Lance Weiler** and **Stefan Avalos** are spot on.

The pair's "The Last Broadcast" is the hottest-selling video in Amazon.com's month-old Advantage program, thanks in part to its similarities to Artisan Entertainment's surprise hit "The Blair Witch Project."

Advantage, which is also available for music and books, allows indie producers the opportunity to sell their videos on the site on a consignment basis.

"It's an incredibly clever film," says Advantage manager **Diane Zoi**. "Like 'Blair Witch,' it's a mockumentary where there's a mystery and a group of people go into the woods and fewer people come out."

In the first five days of pre-sale

availability of "Broadcast," Amazon took 500 orders. The 90-minute title, shipping Tuesday (24) at \$19.95, has momentum that has gained it extra exposure.

Unlike other Advantage titles, Zoi says the video is also being featured on Amazon's home page. "It's definitely new," says Zoi, "but this film has a lot of buzz around it."

The word-of-mouth started more than a year ago when "Broadcast" played on the film festival circuit and in five movie theaters, says Weiler, including one in Orlando, Fla., where "Blair Witch" creators were in the audience.

"It's not like this film has been sitting around for years," says Weiler. "It's in its video cycle now, and putting it out through Amazon made the most sense to reach a large number of people." Weiler and Avalos made

(Continued on next page)

SHELF TALK



by Eileen Fitzpatrick

Top DVD Sales™

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE (Rating) (Price)	Label Distributing Label, Catalog Number	Principal Performers
◀ No. 1 ▶					
1	1	2	THERE'S SOMETHING ABOUT MARY (R) (34.95)	FoxVideo 4112263	Ben Stiller Cameron Diaz
2	NEW ▶		SHAKESPEARE IN LOVE (R) (29.99)	Miramax Home Entertainment/Buena Vista Home Entertainment 17492	Gwyneth Paltrow Geoffrey Rush
3	14	2	ABSOLUTE POWER (R) (24.98)	Warner Home Video 2508	Clint Eastwood Gene Hackman
4	2	3	PAYBACK (R) (22.99)	Paramount Home Video 336323	Mel Gibson
5	3	2	CRUEL INTENTIONS (R) (24.95)	Columbia TriStar Home Video 03827	Reese Witherspoon Ryan Phillippe
6	NEW ▶		TRUE CRIME (R) (24.98)	Warner Home Video 16323	Clint Eastwood
7	5	4	8MM (R) (24.95)	Columbia TriStar Home Video 02854	Nicolas Cage
8	4	2	MESSAGE IN A BOTTLE (PG-13) (24.98)	Warner Home Video 16989	Kevin Costner Robin Wright Penn
9	6	9	ENEMY OF THE STATE (R) (29.99)	Touchstone Home Video/Buena Vista Home Entertainment 0016	Will Smith Gene Hackman
10	7	3	HEAT (R) (24.98)	Warner Home Video 14192	Robert De Niro Al Pacino
11	NEW ▶		DEEP END OF THE OCEAN (PG-13) (24.95)	Columbia TriStar Home Video 02851	Michelle Pfeiffer Treat Williams
12	11	7	GHOSTBUSTERS (PG) (NL)	Columbia TriStar Home Video 4139	Bill Murray Sigourney Weaver
13	8	3	OCTOBER SKY (PG) (29.98)	Universal Studios Home Video 20557	Jake Gyllenhaal Chris Cooper
14	13	7	VARSITY BLUES (R) (29.99)	Paramount Home Video 336437	James Van Der Beek
15	10	5	A CIVIL ACTION (PG-13) (29.99)	Touchstone Home Video/Buena Vista Home Entertainment 16790	John Travolta Robert Duvall
16	9	3	BLAST FROM THE PAST (PG-13) (24.98)	New Line Home Video/Warner Home Video N4751	Brendan Fraser Alicia Silverstone
17	15	32	AUSTIN POWERS (PG-13) (24.98)	New Line Home Video/Warner Home Video 34577	Michael Meyers Elizabeth Hurley
18	17	33	BLADE (R) (24.98)	New Line Home Video/Warner Home Video N4685	Wesley Snipes
19	12	4	VIRUS (R) (29.98)	Universal Studios Home Video 20431	Jamie Lee Curtis William Baldwin
20	18	14	STAR TREK: INSURRECTION (PG) (29.99)	Paramount Home Video 335887	Patrick Stewart Jonathan Frakes

© 1999, Billboard/BPI Communications and VideoScan, Inc.

SHELF TALK

(Continued from preceding page)

the film for about \$900 and assembled it on their computer.

Weiler says the phenomenal success of "Blair Witch" has stirred up a small controversy over the two movies' similarities. But he's not fueling the fire of who made what first.

"Frankly, we're happy with the exposure, and 'Blair Witch' could be the best thing that ever happened to our film," says Weiler. "We want the audience to decide, and if the media was to talk about our film, that only kicks up its exposure."

Nonetheless, he says, the contro-

versy has spawned Web sites that debate the merits of each feature. "This kind of attention pushes our movie to cult status."

After its run on Amazon, "Broadcast" will be available at retail as a rental. The directors have already set up pay-per-view deals for the U.K. and cable deals with Bravo and Independent Film Channel. Both plan to air the movie in the years 2000 and 2001.

As for their next project, they'll get back to us.

STAFF CHANGES: The Video Software Dealers Assn. (VSDA) has promoted one staffer and hired a new face to fill some recently vacated spots.

Replacing VSDA VP of marketing **Cathy Scott** is **Carrie Dieterich**, who has been named VP of marketing and public relations. **Sean Bersell** is director of government affairs and member communica-

Dieterich had been an assistant to former VSDA president **Jeffrey Eves** and was director of special projects, such as the trade organization's annual Home Entertainment Awards. Bersell was senior director of public affairs for the American Institute of Chemical Engineers and also served as counsel and legislative assistant to U.S. Senator **Pete Domenici**.

VALLEY PRESS: Valley Media's publishing division has debuted a magazine devoted to DVD.

The bimonthly publication, **Schwann DVD Advance**, is produced by Valley's Schwann Publications division. It is available at retail or via subscription.

The premiere September/October issue includes complete information on more than 3,500 DVDs, a feature on alien movies on DVD, basic DVD terminology, and a retrospective of the career of the late **Stanley Kubrick**.

Later issues will highlight the movies of "Wizard Of Oz" director **Victor Fleming**, holiday features, documentaries, and foreign films. Initial circulation is 10,000 copies.

SAVING 'RYAN': There still won't be a DVD edition of the Academy Award-winning "Saving Private Ryan," but the movie will get special treatment for its sell-through VHS release.

DreamWorks Home Video will release a limited edition on tape on Nov. 2 at \$24.99. Added features include a never-before-seen message from director **Steven Spielberg** about D-Day and the National D-Day Museum and interviews with the cast and crew about their experiences making the World War II epic.

The marketing campaign is highlighted by a multimillion dollar television ad budget with network spots on "ER," "Frasier," "60 Minutes," and the World Series, as well as cable spots.



Marys, Marys Quite Contraries . . . How, indeed, do their wigs grow. Hundreds of men, women, and children, sporting "uplifting" blond hairpieces and T-shirts, gathered outside the NBC "Today" show studio to help tell the world that the DVD and sell-through tape editions of Fox Home Entertainment's "There's Something About Mary" have arrived at retail. Buyers can view never-before-seen footage, outtakes, and a karaoke version of "Build Me Up Buttercup."

Billboard.

AUGUST 28, 1999

Top Video Rentals™			
COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE RENTAL REPORTS.			
THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE (Rating)
			Label Distributing Label, Catalog Number
			Principal Performers
			No. 1
1	3	4	A CIVIL ACTION (PG-13) Touchstone Home Video Buena Vista Home Entertainment
2	1	8	ENEMY OF THE STATE (R) Touchstone Home Video Buena Vista Home Entertainment 1596903
3	NEW	▶	CRUEL INTENTIONS (R) Columbia TriStar Home Video 02712
4	6	3	8MM (R) Columbia TriStar Home Video 02709
5	2	6	THE THIN RED LINE (R) FoxVideo 142550
6	5	6	RUSHMORE (R) Touchstone Home Video Buena Vista Home Entertainment 1599803
7	11	2	PAYBACK (R) Paramount Home Video 336323
8	4	11	SAVING PRIVATE RYAN (R) DreamWorks Home Entertainment 83735
9	8	6	VARSITY BLUES (R) Paramount Home Video 336433
10	9	4	SHE'S ALL THAT (PG-13) Miramax Home Entertainment Buena Vista Home Entertainment
11	10	7	PATCH ADAMS (PG-13) Universal Studios Home Video 83660
12	7	7	A SIMPLE PLAN (R) Paramount Home Video 333763
13	NEW	▶	MESSAGE IN A BOTTLE (PG-13) Warner Home Video 16989
14	14	9	GODS AND MONSTERS (NR) Universal Studios Home Video 84142
15	15	10	WAKING NED DEVINE (PG) FoxVideo 0389
16	13	3	VIRUS (R) Universal Studios Home Video 20431
17	NEW	▶	BLAST FROM THE PAST (PG-13) New Line Home Video Warner Home Video N4751
18	17	15	STEPMOM (PG-13) Columbia TriStar Home Video 02700
19	12	15	ELIZABETH (R) USA Home Entertainment 440058273
20	19	2	OCTOBER SKY (PG) Universal Studios Home Video 83750

◆ IRMA gold certification for a minimum of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units and \$1 million at suggested retail for nontheatrical titles. ◇ IRMA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. © 1999, Billboard/BPI Communications.

Billboard.

AUGUST 28, 1999

Top Special Interest Video Sales™

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Program Supplier, Catalog Number	Suggested List Price
RECREATIONAL SPORTS™					
			NO. 1		
1	1	9	WWF: HELL YEAH-STONE COLD'S SAGA CONTINUES	World Wrestling Federation Home Video 233	14.95
2	2	9	WWF: THE ROCK-KNOW YOUR ROLE	World Wrestling Federation Home Video 234	14.95
3	3	9	WWF: BEST OF RAW VOL. 1	World Wrestling Federation Home Video 236	14.95
4	4	38	WWF: AUSTIN 3:16 UNCENSORED ◇	World Wrestling Federation Home Video 213	14.95
5	5	8	WWF: COME GET SOME-THE WOMEN OF THE WWF	World Wrestling Federation Home Video 235	14.95
6	8	10	MICHAEL JORDAN: HIS AIRNESS	USA Home Entertainment 41949	19.98
7	9	38	WWF: BEST OF SURVIVOR SERIES-1987-1997 ◆	World Wrestling Federation Home Video 215	14.95
8	10	38	WWF: 'CAUSE STONE COLD SAID SO ◇	World Wrestling Federation Home Video 210	14.95
9	7	5	THE OFFICIAL 1999 NHL STANLEY CUP CHAMPIONSHIP VIDEO	FoxVideo (CBS/Fox) 14525	19.98
10	6	4	THE OFFICIAL 1999 NBA FINALS VIDEO	FoxVideo (CBS/Fox) 41933	19.98
11	11	8	RODDY PIPER: TOUGH AND DEADLY	Universal Studios Home Video 82234	9.98
12	12	32	WWF: D-GENERATION X ◇	World Wrestling Federation Home Video 212	14.95
13	13	36	WWF: BEST OF WRESTLEMANIA I-XIV ◇	World Wrestling Federation Home Video 214	14.95
14	14	8	HITMAN HART: WRESTLING WITH THE SHADOW	Trimark Home Video 87088	14.99
15	19	8	NBA'S GREATEST PLAYS	USA Home Entertainment 59957	14.95
16	16	32	WWF: SABLE UNLEASHED ◆	World Wrestling Federation Home Video 217	14.95
17	15	11	WCW: NWO 4 LIFE	Turner Home Entertainment 97143	14.95
18	18	13	WWF: KING OF THE RING '98	World Wrestling Federation Home Video WWF10205	19.95
19	17	38	WWF: WRESTLEMANIA 14 ◇	World Wrestling Federation Home Video WWF143	14.95
20	NEW	▶	STEVE AUSTIN: STONE COLD TO THE BONE	UAV Entertainment 67920	9.99
HEALTH AND FITNESS™					
			NO. 1		
1	1	33	BILLY BLANKS: TAE-BO WORKOUT	Ventura Distribution TB2274	39.95
2	2	6	BILLY BLANKS: TAE-BO WORKOUT ADVANCED/TAE-BO LIVE	Ventura Distribution TB2271	29.95
3	3	25	CRUNCH: TAE BOXING WORKOUTS	Anchor Bay Entertainment 10813	14.98
4	4	12	DENISE AUSTIN: POWER KICKBOXING	Parade Video 832	14.98
5	5	35	ABS AND BUNS: 2-PACK	UAV Entertainment 60115	9.95
6	7	18	YOGA: STRESS RELIEF	Healing Arts 60014	9.98
7	8	28	POWER YOGA FOR BEGINNERS	Healing Arts 60017	9.98
8	9	37	YOGA FOR BEGINNERS: ABS	Healing Arts 1188	9.98
9	6	38	A.M. YOGA FOR BEGINNERS	Healing Arts 1071	9.98
10	12	36	KATHY SMITH: TIMESAVER-LIFT WEIGHTS TO LOSE WEIGHT	Sony Music Video 51565	14.98
11	13	35	P.M. YOGA FOR BEGINNERS	Healing Arts 1186	9.98
12	11	34	PAULA ABDUL: CARDIO DANCE	Anchor Bay Entertainment 8611	14.95
13	10	18	KATHY SMITH'S KICKBOXING WORKOUT	Sony Music Video 51570	14.98
14	14	252	YOGA JOURNAL'S YOGA PRACTICE FOR BEGINNERS	Healing Arts 1088	14.98
15	15	104	PAULA ABDUL'S GET UP AND DANCE!	Artisan Entertainment 60214	9.98
16	18	40	TOTAL YOGA	Healing Arts 1080	9.98
17	16	12	DENISE AUSTIN: 30 MINUTE TARGET TONER	Parade Video 32	14.98
18	17	30	KATHY SMITH: TIMESAVER-CARDIO FAT BURNER	Sony Music Video 51564	14.98
19	19	38	KICKBOXING: KNOCKOUT WORKOUT	Anchor Bay Entertainment 29700	9.99
20	20	46	DENISE AUSTIN: FAT BURNING BLAST	Parade Video 1933	12.99

◆ IRMA gold certification for sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, 25,000 units and \$1 million at suggested retail for nontheatrical titles. ◇ IRMA platinum certification for sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, or 50,000 units or \$2 million at suggested retail for nontheatrical titles. © 1999, Billboard/BPI Communications and VideoScan Inc.

METRO-GOLDWYN MAYER presents
An ALAN PARKER Film

PINK FLOYD
THE WALL



By **ROGER WATERS**
Designed by **GERALD SCARFE**
With **BOB GELDOF** as **PINK**
Film Music Produced by **ROGER WATERS, DAVID GILMOUR** and **JAMES GUTHRIE**
Executive Producer **STEVE O'ROURKE** Produced by **ALAN MARSHALL**
Animation Directed by **GERALD SCARFE** Screenplay by **ROGER WATERS**
Directed by **ALAN PARKER**



DELUXE DVD EDITION

featuring

- **New Hi Definition Telecine film transfer of the complete motion picture from the original wide screen interpositive**
 - **Previously unreleased film footage**
- **Remastered 5.1 Dolby Digital Soundtrack direct from the original master tapes**
- **THE OTHER SIDE OF THE WALL** - a 25 minute documentary about the making of the film
 - **Running commentary from Roger Waters & Gerald Scarfe**
- **RETROSPECTIVE** - an exclusive new 45 minute documentary of interviews with Roger Waters, Gerald Scarfe, Alan Parker, Peter Biziou, Alan Marshall and James Guthrie
 - **Original film trailer and production stills**
 - **Newly designed interactive menus**
 - **Subtitled, scene/song selection, and secret buttons**
 - **Deluxe DVD packaging**

IN STORES THIS OCTOBER



"Columbia" and Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1982/1999 Sony Music Entertainment Inc.

ALSO AVAILABLE ON VHS

DVD

& COMING ATTRACTIONS

Special Features Help Sell The Format

BY EILEEN FITZPATRICK

While DVD special editions have been reserved for event movies and classic catalog, a flood of titles with enhanced features will be hitting the market this fourth quarter, covering a wide range of blockbuster movies, not-so-successful films, old standards and special interest.

Just a handful of upcoming DVDs with added features include the special-effects extravaganza "The Mummy," the groovy "Austin Powers: The Spy Who Shagged Me," a seven-disc "James Bond" ultimate collection and first-time-on-DVD catalog titles "Yellow Submarine" and "Lost Horizon," as well as recent modest box-office films "Go" and "Blast From The Past."

While the first two years of DVD were devoted to getting as many films out on the format as soon as possible, the format has quickly evolved into an entertainment experience that encompasses more than just the movie. Consumers have responded, and now suppliers are lining up projects to satisfy demand.

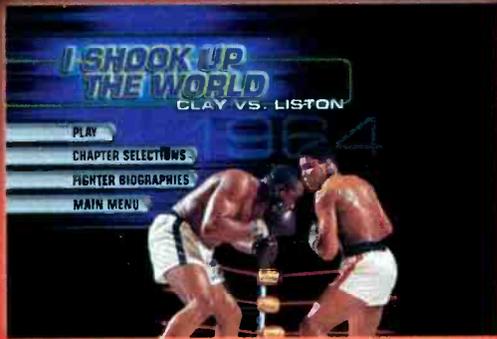
"All of our clients want something extra," says AIX Media Group VP of operations Michael Stellatos. Based in West Hollywood, Calif., AIX is one of many DVD-authoring facilities that work with suppliers to develop enhanced DVD features. "AIX has always pushed our clients to include these extra features, and now

Continued on page 76

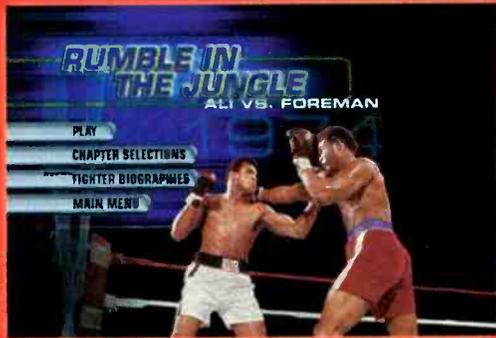
THE
BILLBOARD
SPOTLIGHT

TWO GREAT COLLECTIONS!

Includes complete footage of 3 of Ali's Greatest Fights:



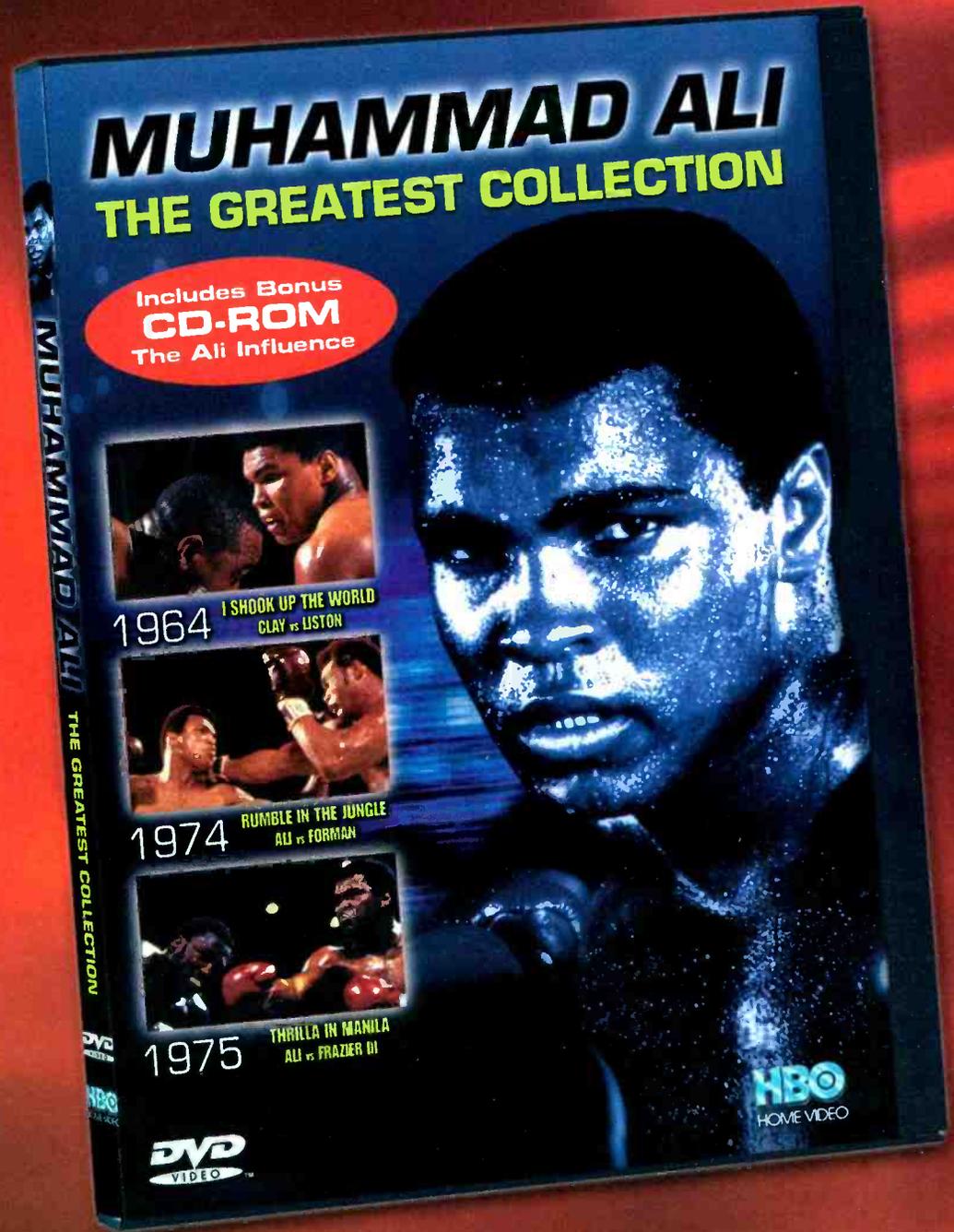
I SHOOK UP THE WORLD



RUMBLE IN THE JUNGLE



THRILLA IN MANILLA



Plus, the hour-long biography,

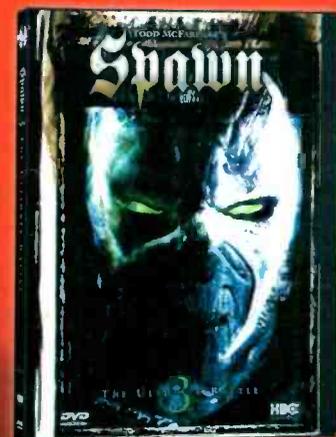
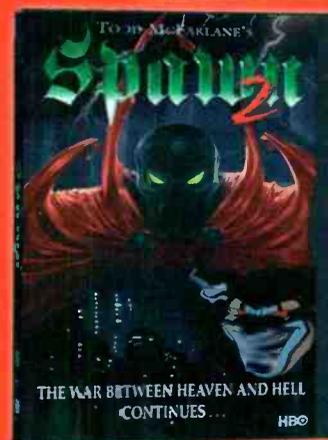
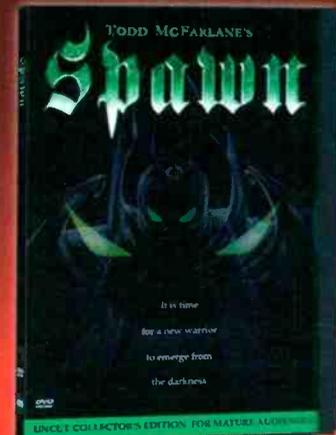
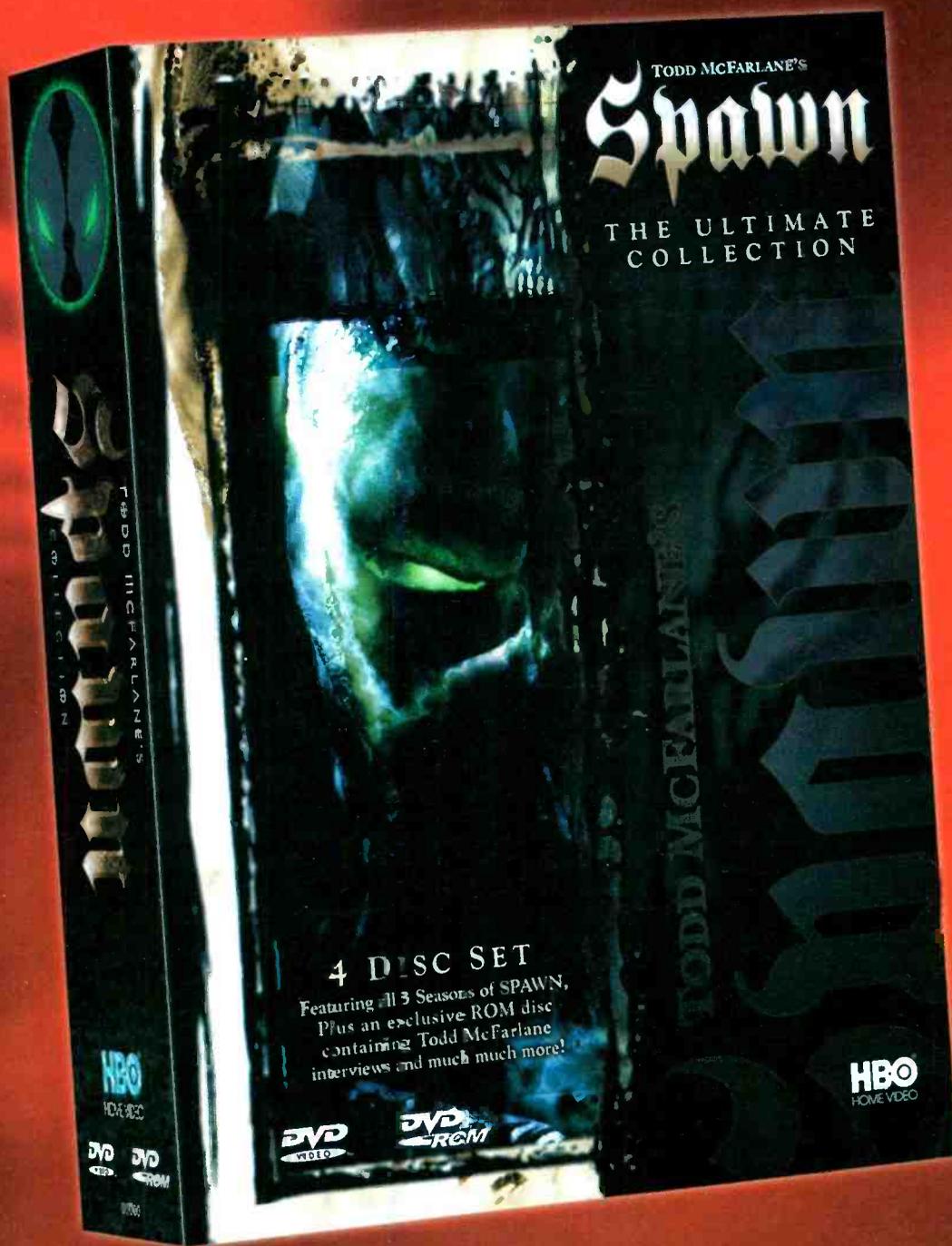
MUHAMMAD ALI: BOXING'S BEST Plus, A BONUS CD ROM containing the exclusive featurette, **THE ALI INFLUENCE**, a look at Ali's impact on the great fighters of today, including Oscar de la Hoya, Prince Naseem Hamed, Roy Jones, Jr. and Lennox Lewis; web links, and more... **A "MUST HAVE" COLLECTION FOR ALI FANS!**

Only \$24.98 srp Catalog #91665 Order Date 9/7/99 Street Date 10/5/99
Available on DVD Only!



EXPERIENCE THE FUTURE

TWO DVD EXCLUSIVES!



Includes: **SPAWN, SPAWN 2 and SPAWN 3: The Ultimate Battle!**
PLUS AN **EXCLUSIVE DVD ROM DISC** CONTAINING An Exclusive Interview with
SPAWN creator **TODD MCFARLANE**, An Exclusive Featurette
IN THE MIND OF TODD MCFARLANE, Web links and more...
IT'S THE ULTIMATE COLLECTION!!

Only \$69.92 srp Catalog #99322 Order Date 9/7/99 Street Date 10/5/99
Available on DVD Only!

OF HOME VIDEO

VISIT
www.hbodvd.com

HBO
HOME VIDEO

DVD

& COMING ATTRACTIONS

the british dvd empire is rising

BY SAM ANDREWS

LONDON—Europe's tentative steps into the new territory presented by DVD are now a thing of the past. In Western Europe, distributors, hardware manufacturers and retailers have taken confident strides toward a much wider rollout of titles and new, cheaper hardware than had previously been predicted.

Bruno Carlson, managing director of MGM's U.K. operation, believes the new technology can revitalize the video sector, provided it treats DVD as a premium-priced



Selling well are "Elvis 56"...

product. MGM, which is heavily dependent on catalog business, has decided to price its disc releases at £19.99 (\$31.98), a significant markup on the parallel-with-VHS pricing policy adopted by Warner Bros.

"DVD has the potential for the industry to get margin back into the business, but it only takes two or three players to cut prices and make the margin go down very quickly," says Carlson. "There already have been some promotions that I think are far too aggressive in DVD's life cycle. When will we see different pricing for new releases and catalog? We don't intend to do it this year, but we will have to consider it for next year."

PLETHORA OF PRODUCT

Releases so far have been mainly from the feature-film sector, but distributors are gearing up for special-interest categories. Compa-

nies such as Pearson are developing sports-related DVD product, and BMG, among other music companies, is set to exploit the music-video potential.

BMG's head of international video in London, Robin Wilson, says the video arm of the global music giant is now concentrating almost solely on music video. It has a catalog of films that it will release on DVD, but it will not be looking to develop any further film releases.

BMG, he says, is still waiting for the DVD market to mature sufficiently for it to be able to reach its target audience of young girls, who like bands such as Take That and Another Level, and older female fans of British actor/singers Robson & Jerome and Cliff Richard.

"If you look at the people buying the equipment and the people buying music video, they do not yet overlap," Wilson says. "Our first target is young girls, who are not in the position to invest in DVD machines, though a number will have PC DVD-ROM drives; and the same applies to the housewife audience."

BMG has released more adult-oriented material, such as Annie Lennox's "Diva" and Eurythmics Greatest Hits" on DVD, which have sold respectable numbers at around 3,000 units per title in the U.K. and



...and Annie Lennox's "Diva."

about the same in the rest of the world. Interestingly, the same figures were reached for its "Elvis 56" DVD release, which is in black and white with a mono soundtrack.

THE HARDWARE FACTS

As far as market-size predictions are concerned, most industry observers, such as Robert Van Eyck, general secretary of manufacturers association the European Platform for Optical Discs (EPOD), estimate that "Europe will see hardware sales of 700,000 to 1 million in 1999 and 700 to 1,000 titles available."

In Britain, the most important market for video outside of the U.S., Warner Home Video U.K. managing director Ron Sanders estimates that the DVD market "will be valued

Continued on page 78

The reports from retailers and labels are in, and they're all positive: DVD is a hit. But that's DVD for movies. For music video and the new configuration, it's too early to spread the good news.

"There's a dearth of music-related product on DVD," says Allan Golden, head of sales and marketing for Palm Pictures Home Video Entertainment.

But that will start to change in the fall, when DVD titles by such acts as the Talking Heads, Metallica and Sarah McLachlan, among others, are expected to be in the stores.

When DVD movies first landed in the marketplace, some record labels heralded the event as a possible breakthrough for the struggling music-video format, which has been



Best-seller so far: Fleetwood Mac

relatively flat for several years. With its superior sound and picture quality for live performances, DVD might eventually replace VHS as the configuration for music video.

"It's a dream configuration, in terms of programmability, audio and video," says Steve Kleinberg, senior VP of marketing for Elektra Records. "The perception is that it's a greater value for the money."

FIRST STEPS

The market's far from active at present, though, as most labels take tentative steps into DVD. But those who have made initial moves are enthusiastic about the results and see great potential. The best-selling DVD music-video so far appears to be Fleetwood Mac's "The Dance," which some sources say has sold about 40,000 units.

Label executives especially see DVD as a boon to catalog, with labels mining their vaults for classic music videos to remaster and content to re-release.

One thing that may be holding back the DVD market is the slow growth of music video in general. "Music video never quite lived up to its promise," says Golden. "That may have kept some record companies away [from DVD]."

Some executives say music videos in general are relatively expensive to produce and that the costs of producing DVD music videos are greater. But others say the biggest cost is producing the performance, which is not that much different whether it's DVD or VHS. Authoring costs for DVD can be less than \$20,000.

What's holding back the market is the penetration rate of DVD play-

DVD SURPASSING VIDEO AS PREFERRED FORMAT FOR MUSIC VIEWERS

BY DON JEFFREY



The "Stop Making Sense" DVD includes David Byrne commentary.

ers. It is not large yet, but observers point out that it is growing fast and at a better rate than that of VCRs this early in the rollout.

"Its importance in the marketplace depends on DVD penetration," says Charles Goldstuck, executive VP and GM of Arista Records. "Consumers who will buy music DVDs maybe wouldn't have bought the VHS; they will want that quality. DVD penetration has been geared toward movies. As a byproduct, it will affect the music side."

But executives say that the DVD music video will never be the sensational hit that the music CD has been. For one thing, labels view the video as having limited scope.

"Music videos have not been successful, with the exception of superstar acts," says Jayne Simon, senior VP of marketing and sales for MCA Records. "We haven't released one in ages."

DISC-DESERVING

"An artist has to have a consumer base large enough to warrant it," says Kleinberg. "It's not necessarily for every artist on the roster." One Elektra act with a large consumer base is Metallica. Kleinberg says that "Cunning Stunts," the band's double-DVD, has done "very well," and the label will release more Metallica titles on DVD, plus some

from Pantera, Natalie Merchant and possibly Björk.

Arista Records is looking forward to the Sept. 28 release of Sarah McLachlan's "Mirror Ball" on DVD and VHS. The list price of the McLachlan DVD will probably be \$24.98, about \$5 more than the VHS version because of all the additional content on the disc. But Goldstuck sees the price eventually coming down. "I don't think the market will bear a price beyond \$20, depending on the content," he says.

MCA released a Jimi Hendrix Woodstock concert video on DVD July 6, and, Simon says, "We did terrifically well with it," shipping about 15,000 units. "The success of the Hendrix DVD music video has opened the door for potential future releases," adds Simon.

More classic musical performances are expected to show up on DVD. Independent label Palm Pictures is expecting strong results from its premier DVD music-video title for the fall, the remastered Jonathan Demme film of the Talking Heads in concert, "Stop Making Sense." This is the first time it has appeared on DVD (It has been out on VHS on the Columbia TriStar Home Video label). Palm Pictures will release both the DVD (at \$29.95) and the VHS version (\$19.95) Oct. 26. The DVD will include interviews and commentary from Demme and band leader David Byrne, storyboards, the movie trailer, three songs that did not appear in the theatrical film, a discography, photographs, text, biographies and Web links.

Palm began its venture into DVD with the release of singles in January. It put out works by Sly and Robbie, Mickey Hart (on sister label Rykodisc) and Mocean Worker. "We marketed DVD singles differently," says Golden. "Initially, we met with skepticism. Key retailers didn't understand why we wanted a short-form program on DVD." But Golden says he worked with Tower Records and got valuable counter space "for

Continued on page 79

Give Into These Seductive Thrillers on DVD!

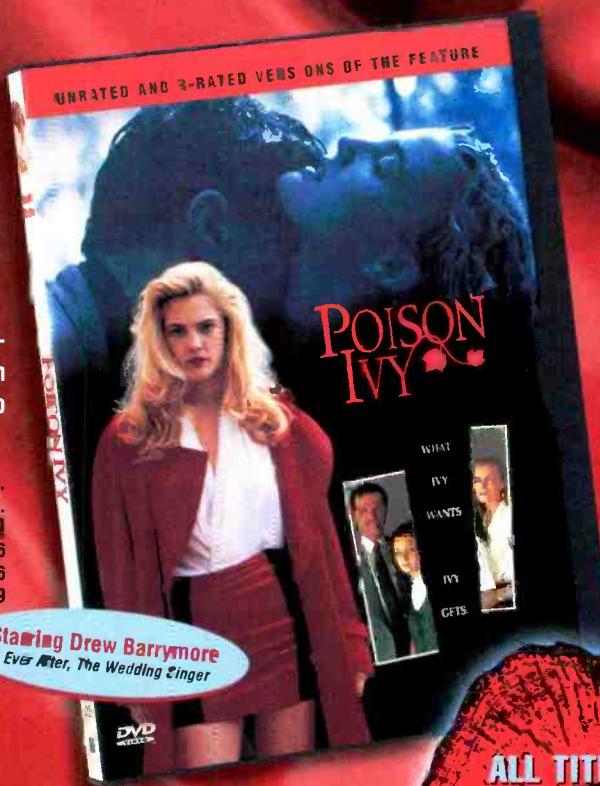


POISON IVY

Ivy, the sexy, street-wise real girl in a posh private school will do anything to fit in.

Unrated 92 min.
R-rated 88 min.
Color
DVD N4846
ISBN#: 0-7806-2777-6
UPC#: 794043484629

Starring Drew Barrymore
Ever After, The Wedding Singer

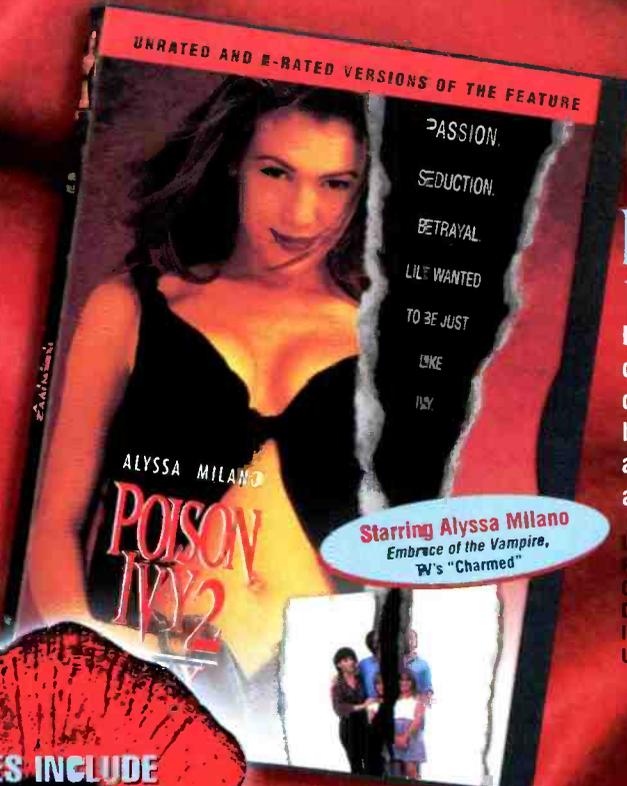


POISON IVY 2 LILY

Lily discovers an old diary containing Ivy's deepest, darkest secrets and becomes lured into a world of seductions and power plays.

Unrated 100 min.
R-rated 98 min.
Color
DVD N4847
ISBN#: 0-7806-2778-4
UPC#: 794043484629

Starring Alyssa Milano
Embrace of the Vampire, TV's "Charmed"



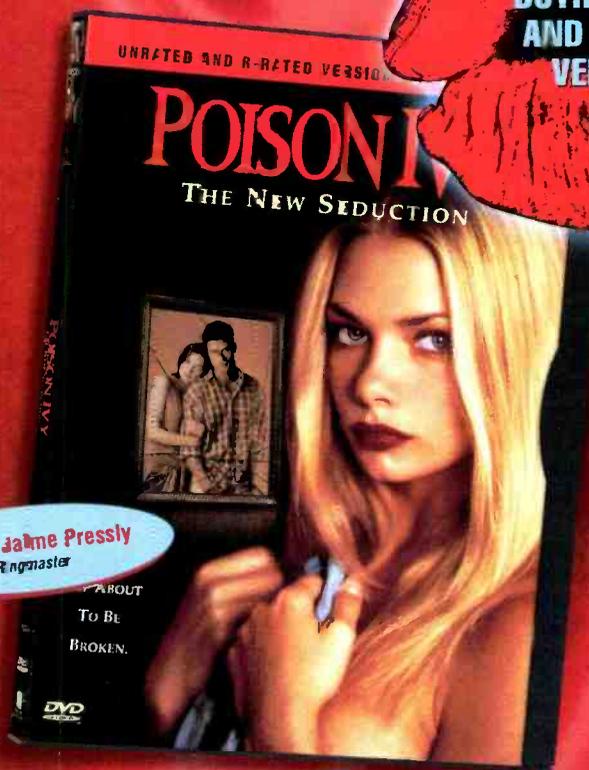
ALL TITLES INCLUDE
BOTH R-RATED
AND UNRATED
VERSIONS

POISON IVY THE NEW SEDUCTION

The quiet home of a suburban family is suddenly destroyed when Ivy's beautiful but evil sister Violet, returns to her childhood home and shatters the life of her former best friend Joy.

Unrated 95 min.
R-rated 93 min.
Color
DVD N4848
ISBN#: 0-7806-2779-2
UPC#: 794043484629

Starring Jaime Pressly
Ringmaster

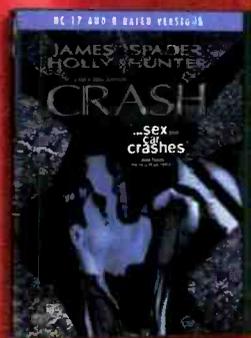
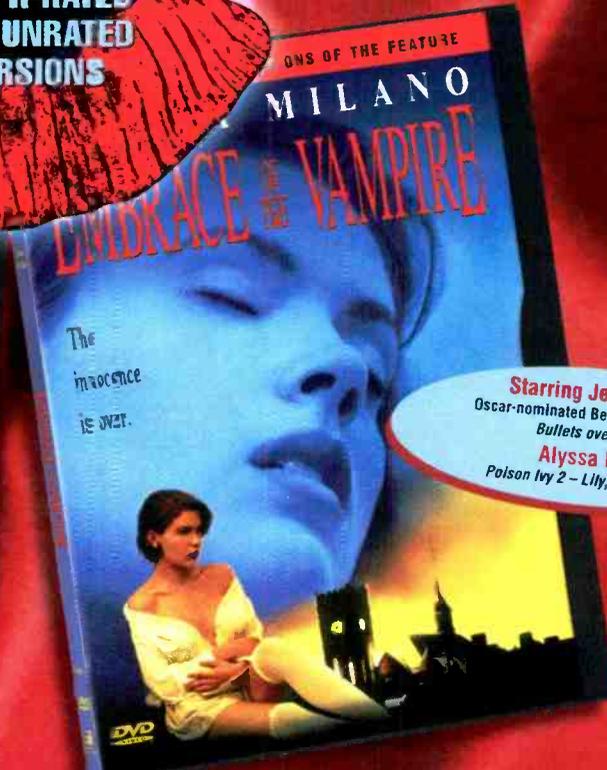


EMBRACE OF THE VAMPIRE

Charlotte, a sensuous but innocent college freshman is being seduced by an obsessive lover.

Unrated 92 min.
R-rated 87 min.
Color
DVD N4849
ISBN#: 0-7806-2780-6
UPC#: 794043484629

Starring Jennifer Tilly
*Oscar-nominated Best Supporting Actress
Bullets over Broadway*
Alyssa Milano
Poison Ivy 2 - Lily, TV's "Charmed"



CRASH

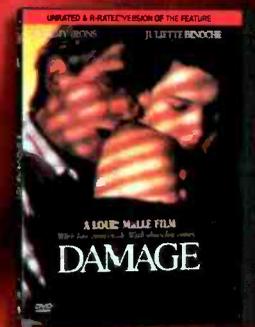
A bored film director explores a world of sexually obsessed car crash enthusiasts. Winner of 1996 Special Jury Prize at Cannes Film Festival.

NC-17 100 min.
R-rated 90 min.
Color
DVD N4381 ISBN#: 0-7806-2341-4 UPC#: 794043484629

DAMAGE

A middle-aged man and his son's fiance become entangled in an intensely erotic affair. Includes interview with director, Louis Malle.

Unrated 112 min.
R-rated 111 min.
Color
DVD N4677 ISBN#: 0-7806-2266-9 UPC#: 794043484629



Order Date: 9/28/99 Street Date: 10/19/99



Titles available through Alliance Entertainment in the United States and Canada. All prices are suggested retail in the United States and may vary in Canada. Academy Award® is a registered service mark of The Academy of Motion Picture Arts and Sciences. ©1999 New Line Home Video, Inc. All Rights Reserved. Available exclusively through Warner Home Video. Visit us online at www.newline.com



DVD & COMING ATTRACTIONS

october

Video

ARTISAN

"Alice In Wonderland"; "Basic Instinct"; "Borderline"; "Bye Bye Birdie"; "Extreme Prejudice"; "Gambler V"; "The Gambler Returns"; "Gunfighter's Moon"; "Highlander"; "Highlander 2: The Quickening"; "The Legend Of The Lone Ranger"; "Rio Diablo"; "Stargate"; "Young Guns"

COLUMBIA TRISTAR

"Nuttiest Nutcracker"

NATIONAL GEOGRAPHIC

"Beyond 2000: The New Explorers"; "The Great White Bear"; "Hidden World Of The Bengal Tiger"

PARAMOUNT

"Blue's Clues Pajama Party"; "Bob & Margaret" Vols. 4-6; "The Complete Adventures Of Indiana Jones"; "A Night At The Roxbury"; "Titanic (Collector's Edition)"

WARNER

"Big Top Bunny"; "Celebrate The Century"; "The Looney Looney Bugs Bunny Movie"; "Marvin The Martian & K-9: Space Tunes";

in store for the fourth quarter

FROM KIDS TO FILM FANATICS, THERE'S SOMETHING FOR EVERYONE ON VIDEO AND DVD

"Millennium"; "Scooby-Doo And The Witch's Ghost"; "South Park Holiday Episodes"; "South Park Wave 4" Vols. 10-12; "Wizard Of Oz"

DVD

ANCHOR BAY

"Army Of Darkness (Limited Edition)"; "Brenda Starr"; "Fitzcarraldo"; "The Guardian"; "The Ipccross File"; "The Lost Continent"; "Melvin & Howard"; "Plague Of The Zombies"; "Rasputin—The Mad Monk"; "The Reptile"; "They Shoot Horses Don't They"; "Two Lane Blacktop"; "Watcher In The Woods"

ARTISAN

"Bride Of The Re-Animator"; "Dirty Dancing (Collector's Edition)";

"Drugstore Cowboy"; "Highlander (Director's Cut)"; "The Stand"; "Stargate (Special Edition)"

BUENA VISTA

"Children Of The Corn 666: Isaac's Return"; "Cinderella (Wonderful World Of Disney)"; "Existenz"; "Halloween H2O"; "10 Things I Hate About You"; "A Walk On The Moon"

LYRICK STUDIOS

"Barney's Night Before Christmas"

MANGA ENTERTAINMENT

"The Castles Of Cagliostro"; "Macross Plus" Vol. 2; "The Wings Of Honneamise"

MGM HOME ENTERTAINMENT

"A Fistful Of Dollars"; "For Your Eyes Only"; "GoldenEye"; "Goldfin-

ger"; "License To Kill"; "Live And Let Die"; "Thunderball"; "Tomorrow Never Dies"

PALM PICTURES

Talking Heads: "Stop Making Sense"

PARAMOUNT

"Clueless"; "Election"; "Ferris Bueller's Day Off"; "Friday The 13th"; "Friday The 13th—Part 2"; "Star Trek Original Series" Vol. 3 (Episodes 6 & 7) & Vol. 4 (Episodes 8 & 9); "Star Trek: The Next Generation" gift set; Tom Clancy gift set; Tom Cruise gift set

SONY WONDER

"1-2-3 Count With Me"; "Sesame Street: Do The Alphabet"

SMV (SONY MUSIC VIDEO)

"Andy Kaufman's Midnight Special";

"MTV The Real World You Never Saw—Hawaii"; "MTV Unplugged: Finest Moments" (Vols I & II)

TRIMARK

"Lolita"; "Tactical Assault"; "Twice Upon A Yesterday"; "Warlock III"

20TH CENTURY FOX

"All About Eve"; "Big"; "Broadcast News"; "How Green Was My Valley"; "Last Of The Mohicans"; "Mrs. Doubtfire"

UNIVERSAL

"Bride Of Frankenstein"

WARNER

"South Park" Vols. 4-6; "Wizard Of Oz (Deluxe Edition)"

november

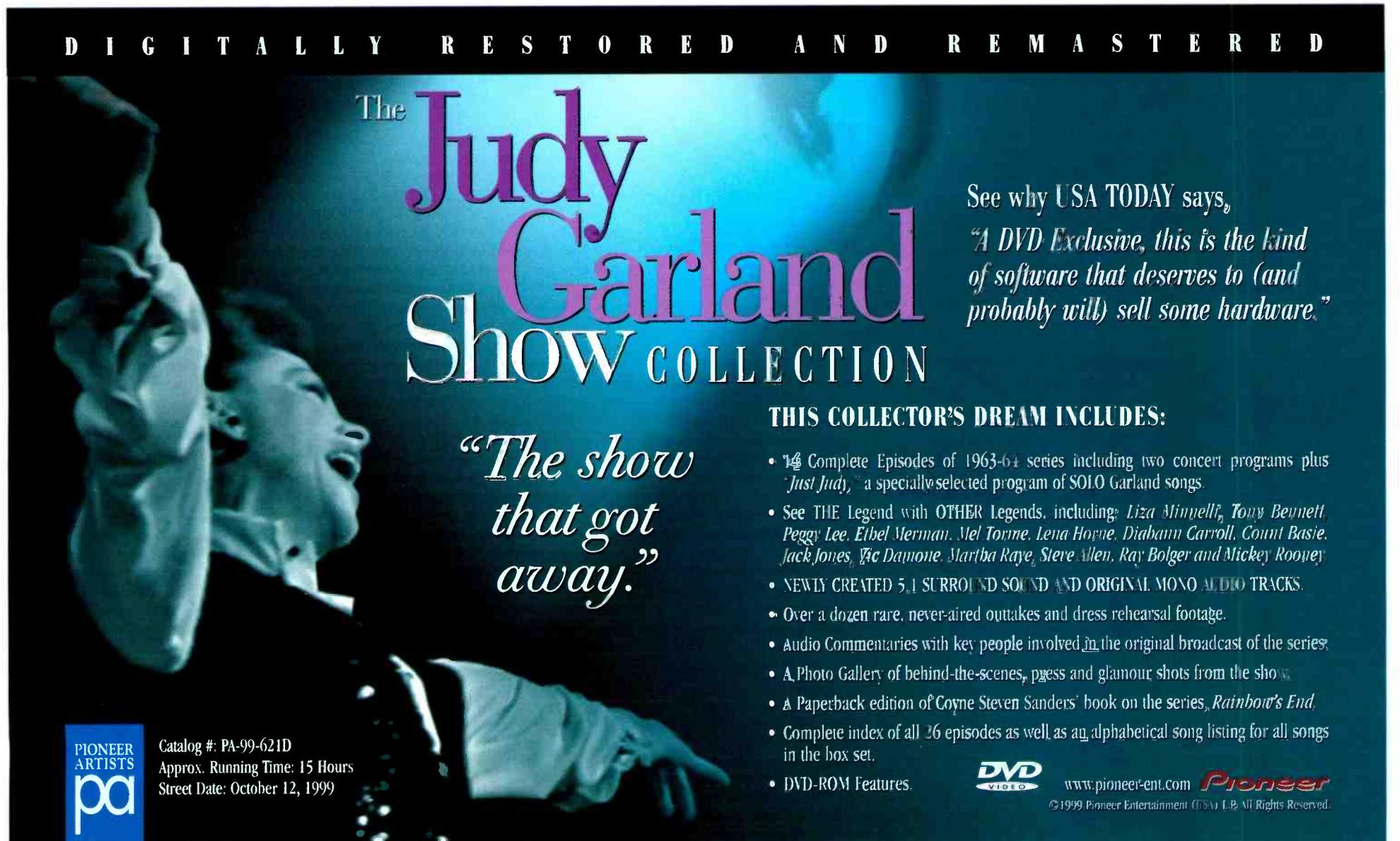
Video

ARTISAN

"The Big Sleep"; "Bound"; "Buena Vista Social Club"; "Danger Zone"; "Dead Men Can't Dance"; "Deadly Outbreak"; "Dogfighters"; "Double Take"; "Farewell My Lovely"; "Father Goose"; "The Grass Is Greener";

Continued on page 85

DIGITALLY RESTORED AND REMASTERED



The Judy Garland Show COLLECTION

See why USA TODAY says,
"A DVD Exclusive, this is the kind of software that deserves to (and probably will) sell some hardware."

"The show that got away."

THIS COLLECTOR'S DREAM INCLUDES:

- 14 Complete Episodes of 1963-64 series including two concert programs plus *Just Judy*, a specially selected program of SOLO Garland songs.
- See THE Legend with OTHER Legends, including: Liza Minnelli, Tony Bennett, Peggy Lee, Ethel Merman, Mel Tormé, Lena Horne, Diabann Carroll, Count Basie, Jack Jones, Vic Damone, Martha Raye, Steve Allen, Ray Bolger and Mickey Rooney.
- NEWLY CREATED 5.1 SURROUND SOUND AND ORIGINAL MONO AUDIO TRACKS.
- Over a dozen rare, never-aired outtakes and dress rehearsal footage.
- Audio Commentaries with key people involved in the original broadcast of the series.
- A Photo Gallery of behind-the-scenes, press and glamour shots from the show.
- A Paperback edition of Coyne Steven Sanders' book on the series, *Rainbow's End*.
- Complete index of all 26 episodes as well as an alphabetical song listing for all songs in the box set.
- DVD-ROM Features.

PIONEER ARTISTS pa
 Catalog #: PA-99-621D
 Approx. Running Time: 15 Hours
 Street Date: October 12, 1999

DVD VIDEO www.pioneer-ent.com Pioneer
 ©1999 Pioneer Entertainment (USA) L.P. All Rights Reserved.

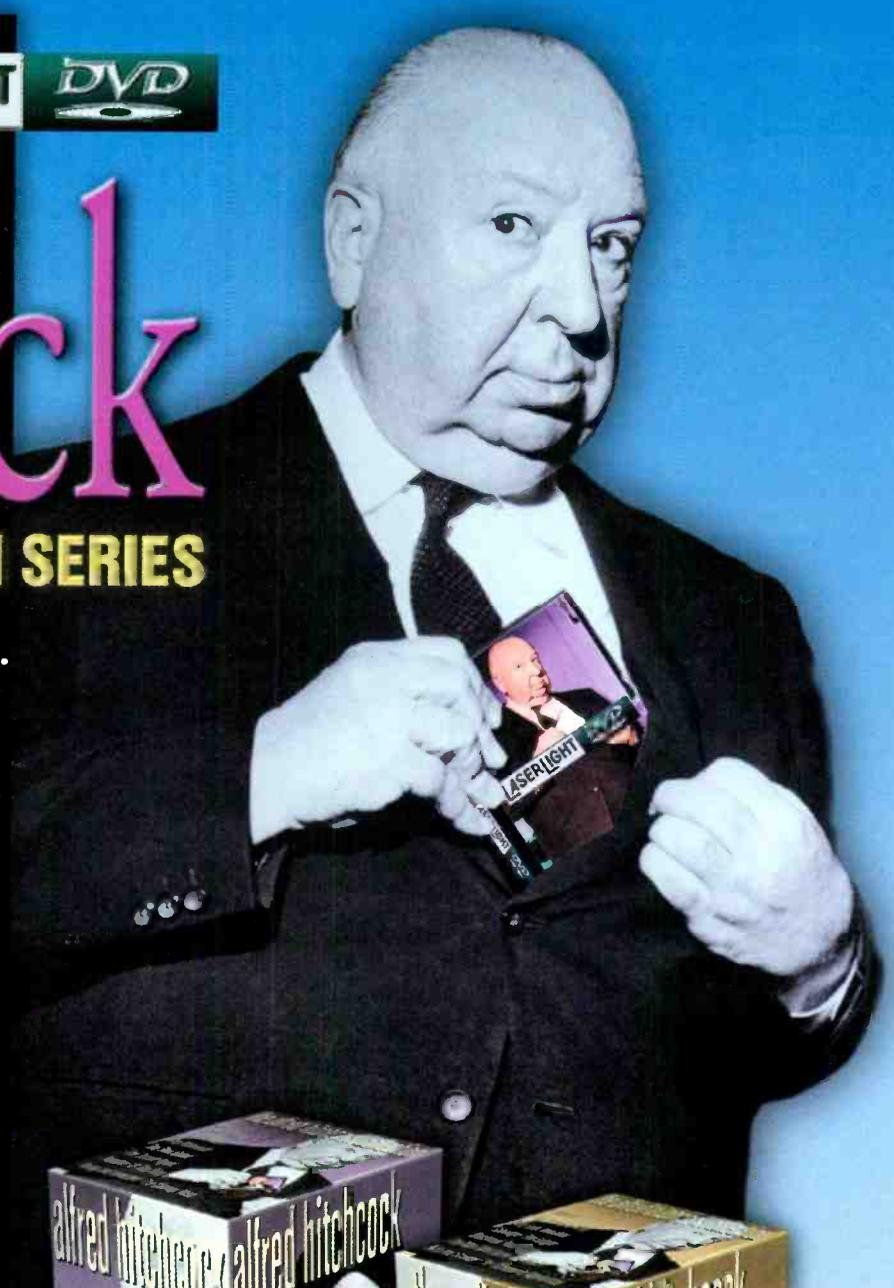
Alfred Hitchcock

LASERLIGHT DVD

100th BIRTHDAY COMMEMORATION SERIES

THESE SPECIAL EDITION HITCHCOCK VIDEOS & DVDs INCLUDE...

- ◆ Introductions by Hollywood Legend TONY CURTIS
- ◆ BONUS FOOTAGE and trailers of Hitchcock classics
- ◆ MENU LANGUAGES in English, Spanish, Chinese & Japanese on DVDs
- ◆ SUBTITLES in Spanish, Chinese & Japanese on DVDs



VIDEO COLLECTION I (89054)

3 VHS set includes:

- ◆ The Lady Vanishes (83010)
- ◆ The Man Who Knew Too Much (83011)
- ◆ The 39 Steps (83012)

VIDEO COLLECTION II (89024)

3 VHS set includes:

- ◆ The Secret Agent (83064)
- ◆ The Skin Game (83065)
- ◆ Number 17 & The Cheney Vase (83066)

VIDEO COLLECTION III (89029)

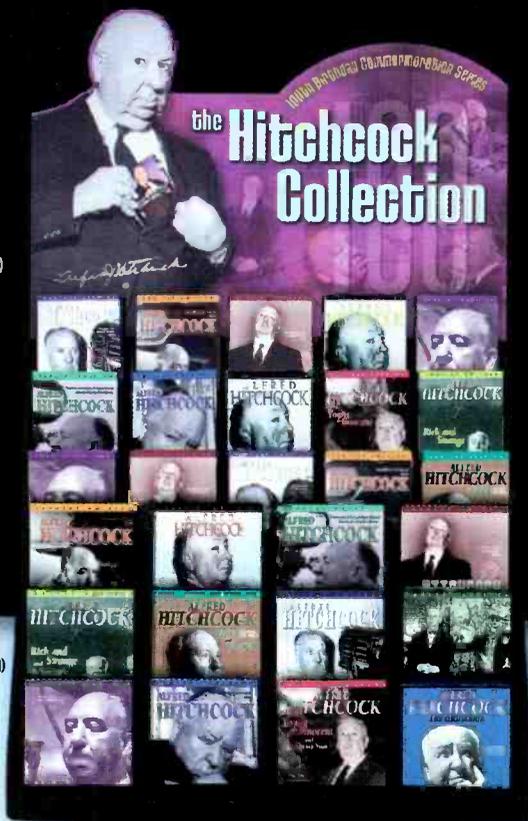
3 VHS set includes:

- ◆ Jamaica Inn (83067)
- ◆ Young and Innocent (83069)
- ◆ Sabotage (83070)

VIDEO COLLECTION IV (89030)

3 VHS set includes:

- ◆ Blackmail (83071)
- ◆ Rich and Strange (83072)
- ◆ Murder! (83068)



DVD COLLECTION I (89022)

7 DVD set includes:

- ◆ Jamaica Inn (82032)
- ◆ The 39 Steps (82022)
- ◆ The Manxman (82039)
- ◆ Young and Innocent & The Cheney Vase (82034)
- ◆ The Skin Game (82030)
- ◆ The Secret Agent (82029)
- ◆ Number 17 & The Ring (82021)

DVD COLLECTION II (89023)

7 DVD set includes:

- ◆ Murder! (82033)
- ◆ The Farmer's Wife (82038)
- ◆ The Lady Vanishes (82021)
- ◆ Sabotage & The Lodger (82035)
- ◆ Blackmail & Easy Virtue (82036)
- ◆ The Man Who Knew Too Much (82023)
- ◆ Rich and Strange & The Sorcerer's Apprentice (82037)

delta
entertainment



DELTA ENTERTAINMENT CORPORATION • 1663 SAWTELLE BLVD. • LOS ANGELES, CA 90025 • 310.268.1205 • 310.268.1279 FAX • www.deltaentertainment.com

DVD & COMING ATTRACTIONS

SPECIAL FEATURES

Continued from page 69

they've finally realized that they help sell the disc."

SPECIAL-EDITION AUDIENCE

Most suppliers say it's difficult to pinpoint how many additional sales an enhanced DVD will receive, but there is no doubt that special-edition discs sell better across the board.

For example, according to VideoScan data, the top-selling DVD title from December 1998 to July 1999 was New Line Home Video's "Blade," a less-than-stellar box-office performer. On DVD, though, the film was loaded with extras.

"Blade" made less than \$70 mil-



"The Mummy"

lion at the box-office, but on DVD it's a top seller, and it continues to sell well," says New Line director of DVD marketing Donald Evans. "I don't think it would have sold as well without the added features."

The title, which is part of New Line's Platinum Series, has four different featurettes, as well as audio commentary with stars Wesley Snipes, Stephen Dorff and others; set designs; and computer accents, such as Web links and the full screenplay. And, with bargain pricing on the Internet, the title sells for less than \$20 on most sites.

New Line has been one of the leaders in the special-edition DVD area and will release more than a dozen titles this year. But other studios are also warming up to the category.

Universal Studios Home Video, for example, is putting together its most extensive DVD special edition to date for "The Mummy." The disc, which is priced at \$29.98 (\$5 lower than most special editions), plays up the film's special effects in an area where viewers can see various stages of some of the spectacular effects created for the film. Viewers can break apart specific scenes and see early pencil drawings, computer effects and the final cut. Other add-ons include a behind-the-scenes documentary, a brief education on Egypt that is related to the film's plot and an interactive look at Egyptian myths and artifacts called "Egyptology 101."

"This was an event movie, and

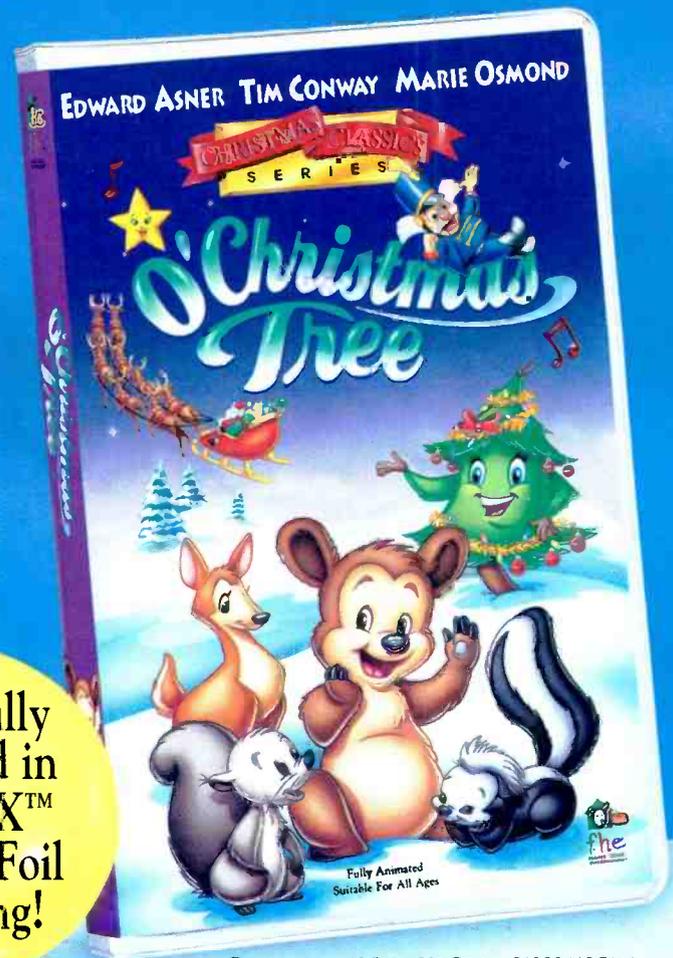
Holiday Fun With the All-N

★ Introducing FHE's direct-to-video premiere of the **New Christmas Classics**

★  Will air on Fox Family Channel 3 times in December during prime time with an audience of 72 million subscribers!

Consumer advertising campaign generating **millions** of impressions

Beautifully
Packaged in
KromeFX™
Chrome Foil
Wrapping!



Catalog No. 10541 • UPC No. 012236105411
Approx. Run Time: 48 Min.

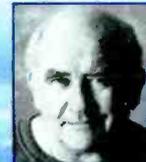
Also Available
All 3 New Christmas Classics titles
on one DVD!

DVD Catalog No. 11236/\$19.98 SRP

Pre-Order Date: 8/3/99

Street Date: 9/7/99

Title song sung and narration by Marie Osmond



EDWARD ASNER
as Nutcracker



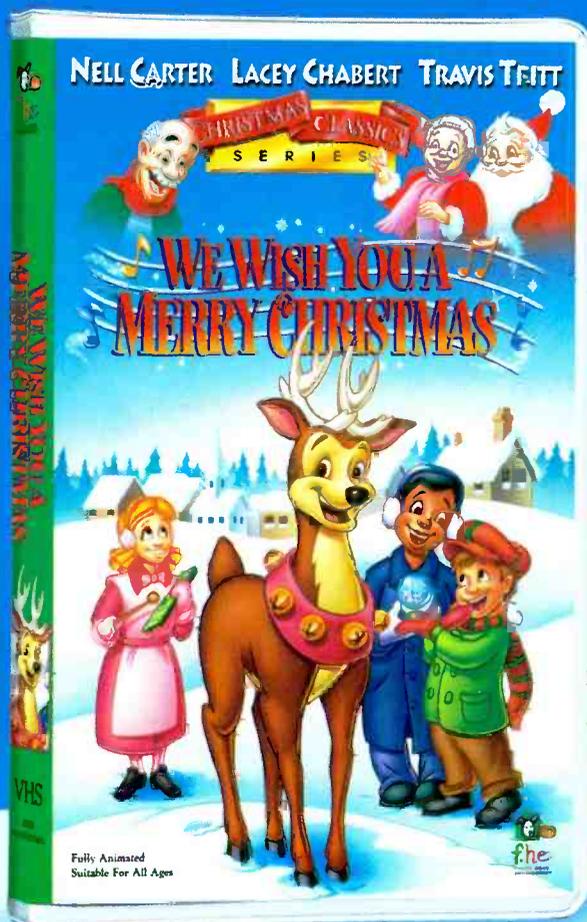
TIM CONWAY
as Squirrel



MARIE OSMOND
as Star

ew Christmas Classics!

\$12.98
EACH
SRP



Catalog No. 10542 • UPC No. 012236 05428
Approx. Run Time: 48 Min.



Catalog No. 10544 • UPC No. 012236105442
Approx. Run Time: 48 Min.

Title song sung and narration by Travis Tritt



NELL CARTER
as Mrs. Claus

LACEY CHABERT
as Cindy

TRAVIS TRITT
as Little Reindeer

Title song sung and narration by Jason Alexander



JASON ALEXANDER
as Elf

DON KNOTTS
as Kris

SHELLEY LONG
as Mom

www.artisanent.com

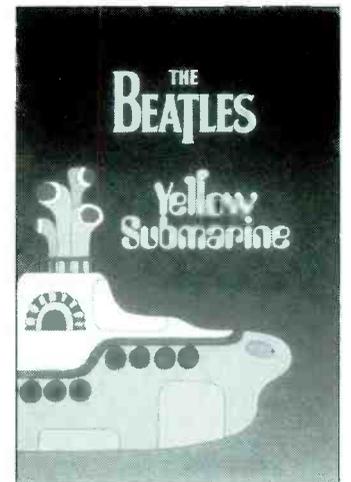
Program Content: © 1999 Artisan Home Entertainment Inc. All Rights Reserved.
Family Home Entertainment® is a registered trademark of Artisan Entertainment Inc.



**DVD
& COMING
ATTRACTIONS**

that was the primary factor in deciding to release a special edition," says Universal director of interactive marketing David Shin. "This is a perfect DVD movie, and I don't know of another box-office hit that fits DVD consumers so well."

But it's not just box-office hits that



The much-anticipated DVD emerges with eight added extras.

get special treatment. New Line, for instance, released a "Blast From The Past" special-edition DVD in spite of the film's underperformance at the box-office. Columbia TriStar Home Video will go with a special edition of "Go," a film that grossed about \$20 million at the box office.

The "Go" special edition will feature commentary by director Doug Linman and editor Stephen Mirnone, a making-of documentary, deleted scenes and soundtrack music videos, including "New" by No Doubt, "Magic Carpet Ride" (Steir's Mix) by Phillip Steir featuring Steppenwolf and "Steal My Sunshine" by LEN.

Earlier this year, Columbia released a "Ghostbusters" special edition and on Aug. 31 will release a special edition of 1937 Academy Award winner "Lost Horizon." Added features on "Lost Horizon" include audio commentary by restoration experts Charles Champlin and Robert Gitt, three never-before-seen scenes, an alternate ending and a photo documentary narrated by historian Kendall Miller. The supplier also plans to put out souped-up versions of catalog titles "The Dark Crystal" and "Labyrinth."

The lack of blockbuster hits hasn't kept MGM Home Entertainment from releasing two of the most anticipated DVDs of the year, "Yellow Submarine" and the seven-title "James Bond" collection that includes "Tomorrow Never Dies," "Golden-Eye," "Goldfinger," "Thunderball," "Live And Let Die," "For Your Eyes Only" and "License To Kill."

"We've picked a good mix that shows all the different waves of Bond," says MGM director of DVD Dave Miller. "It's a well-balanced collection that represents all the Bonds."

Each of the Bond discs is loaded with two audio commentaries, documentaries, photos, unique screen tests and original trailers.

"Yellow Submarine" returns after an 11-year moratorium, loaded with

Continued on page 79

DVD

& COMING ATTRACTIONS

BRITISH DVD

Continued from page 72

at approximately £50 million (\$80 million) by the end of 1999. By the end of the year, we predict an installed base of close to 200,000 DVD players and 1 million DVD-ROM drives will have been sold in the U.K. A huge shot in the arm for the market will come in the form of a more affordable DVD player retailing at less than £300 (\$480),

which is being readied for launch before the end of the year."

However, research agency Understanding & Solutions thinks that the 1,000-title mark is "very optimistic, given manufacturing capacity shortages." It suggests that around 600 titles will be available by Christmas 1999 and that software shipments in Western Europe will reach around 21 million units. Shipments will rise to 50 million in 2000 and 90 million in 2001, with an estimated 195

million slated to ship in 2003. These figures exclude DVD-ROM software.

It is with DVD-ROM that much of the early running will be made, according to Understanding & Solutions, which believes that "in the mid-term, the DVD-ROM-drive installed base is expected to develop much faster than DVD video players."

European household penetration of DVD-ROM drives is forecasted by Understanding & Solutions to hit

2.6% in 1999, compared to 7.5% in the U.S., 6.3% (U.S.: 15%) in 2000, 11.2% (U.S.: 24.4%) in 2001 and 16.8% (U.S.: 34.3%) in 2002.

At the recent DVD Production Europe 99 conference, Tim Coles of the U.K.'s market-leading video sell-through chain Woolworths voiced concern at the lack of hardware penetration. Woolworths attempted to rectify this last Easter with a player retailing at £199 (\$320).

"We took the view that we would

try to seed the market with the player offer," says Coles, "and we will be going back for more of the same shortly."

While DVD-ROM software sales are slated to hit 37.1 million units in the U.S. this year, Understanding & Solutions estimates they will reach 16.7 million in Western Europe. Sales are expected to grow to 64.4 million (U.S.: 112.7 million) in 2000, 147.2 million (U.S.: 246.5 million) in 2001 and 271 million (U.S.: 309.8 million) in 2002.

In total this year, the research agency believes 37.7 million DVD discs will be sold into the trade (U.S.: 132.1 million), 114.4 million next year (U.S.: 267.7 million), 237.2 million (U.S.: 486.6 million) in 2001, rising to 406 million (U.S.: 644.8 million) in 2002.

The scale of the manufacturing problem is outlined by its estimate that world demand for DVD software will be in the region of 1.3 billion discs by 2001. This will require around 2 billion discs to be made, meaning that there should be a basic capacity within the replication industry of around 2.8 billion discs. Currently, the capacity is for around 380 million.

On the hardware side, Understanding & Solutions says that the market—having reached 250,000 hardware deliveries in 1998 without being aggressively pushed—is expected to improve significantly in Europe in 1999. This is despite the fact that prices at approximately \$600 have made a DVD player a relatively expensive option, though prices are projected to fall below the \$500 mark before the year end. Overall, it estimates that Europe will see an installed base of around 600,000 players in 1999, rising to 1.1 million in 2000.

RENTAL WINDOW

So far, the business has been heavily skewed toward the sell-through industry. Although some rental dealers in the U.K. and Germany have set up DVD sections, Carlson at MGM believes a wider rental rollout is on the way.

"Rental dealers cannot afford not to get on DVD, and we will come to a point where it will be worth introducing a rental window," says Carlson. In fact, he believes that DVD "will help change the whole window situation. I think it will be good if we are able to have a more flexible approach to windows than we now have in Europe. After all, we [the distributors] own the films, and it should be up to us how we market them."

"Windows are shrinking in the U.S. Typically, European releases are three to four months after the U.S. release, so we will see U.S. DVD releases earlier than European theatrical releases, and that will impact box-office figures. I believe we will have to change windows if the import version of a DVD is available at the same time as the European theatrical release. The effect on box office means that exhibitors will fight for global release dates, but problems with dubbing and certification could lead to delays in U.S. release dates." ■

Looking into DVD?

When you're ready to make the move to DVD, Sony has everything you need to accommodate the richest applications.

POWERFUL SINGLE-SOURCE SOLUTIONS

From **multi-gigabyte** information databases to full-length **motion pictures**, our DVD products and services put you at the **cutting edge** of the latest technology.

EXPERTISE & EXPERIENCE

No other manufacturer offers you the level of **expertise**, experience, and services that Sony Disc Manufacturing does. SDM is here to **support** your organization every step of the way — no matter what the optical disc format.

SOFTWARE PRODUCERS & INFO. PUBLISHERS CONSUMER AUDIO & VIDEO PRODUCTS

So why not **give us a call** today to see what we can do for you. Or visit our Web site to learn more about DVD and our other products and services.

Sony can help you get **every last bit.**



Sony Disc Manufacturing

1-800-358-7316

Visit our Web site at <http://sdm.sony.com>

© 1997 Sony Disc Manufacturing. All rights reserved. Sony is a registered trademark of Sony Corporation.

SPECIAL FEATURES

Continued from page 77

eight added features, including the documentary "The Mod Odyssey," a music-only track highlighting the film's score, behind-the-scenes photos, storyboards and an eight-page collectable booklet.

ADDED INTEREST

With special-edition DVDs becoming the norm, special-interest suppliers are also getting into the act. A&E Home Video will release two sets of "Monty Python's Flying Circus" to celebrate the legendary show's 30th anniversary. Added features for the set include rare photos, a glossary of Pythonisms, bios and assorted never-before-seen skits—all due in stores Sept. 28.

For something completely different, National Geographic Home Video will release "Secrets Of The Titanic: The Collector's Edition" on Dec. 7. Narrated by Martin Sheen, the DVD is an expanded version of the popular video that documented Dr. Robert Ballard's expedition to the doomed ocean liner's final resting place on the floor of the Northern Atlantic. Bonus extras for the DVD include the feature "Last Hours Of The Titanic," a photo gallery of rare stills, a Titanic route map, a bio about Dr. Ballard and a trivia quiz.

Nat Geo will also release expanded DVD editions of "The Battle Of Midway," featuring Dr. Ballard and four WWII veterans searching for the remains of the U.S.S. Yorktown, and "30 Years Of National Geographic Specials" on Dec. 7. ■

MUSIC VIEWERS

Continued from page 72

a lengthy period of time, which made their competition take notice." The singles were priced at \$7.95.

But Golden adds, "The jury's still out on the DVD single."

INCOMPATIBLE AUDIO

One thing that has some label executives worried is potential confusion when DVD Audio—which is a totally different format—hits the marketplace, possibly as soon as the fourth quarter. The DVD video and audio discs will not be compatible. "The consumer may be very confused," says Golden. "It may temporarily stall the market, while consumers figure out what machines to buy."

But others are hopeful that confusion will be kept to a minimum. "They'll be packaged differently, for starters," says Kleinberg. "And, at this point, I believe they'll be in different parts of the store. I think they'll differentiate themselves, and the message will get across."

Will DVD eventually replace VHS? Some executives say it is possible, but not for a long time. They see the VHS market still holding its own—healthy, but not growing, one says.

"There's an awful lot of VCR players out there," Kleinberg points out.

Goldstuck estimates that, in five to 10 years, DVD "may surpass and dominate VHS the way the CD has the cassette."

Timetables aside, labels are expecting the configuration to have a strong impact on consumers. "I firmly believe DVD will revolutionize the way people hear music product at home," says Golden. ■

SPECIAL DVD EDITION

MOST POPULAR MINISERIES OF ALL TIME NOW AVAILABLE FOR THE FIRST TIME ON DVD VIDEO 18!

STEPHEN KING
EXCLUSIVE
INTERVIEW

STEPHEN KING'S THE STAND SPECIAL EDITION FEATURES:

Over 6 Hours of Content on One DVD

Running Commentary with
Director Mick Garris, Stephen King, Rob
Lowe, Ruby Dee, Miguel Ferrer, Jamey
Sheridan and Editor Pat McMahon

Full-Screen Version

2.0 Dolby Stereo

"Making of" Featurette

Storyboard Comparisons

Make-Up Effects

Digitally Mastered

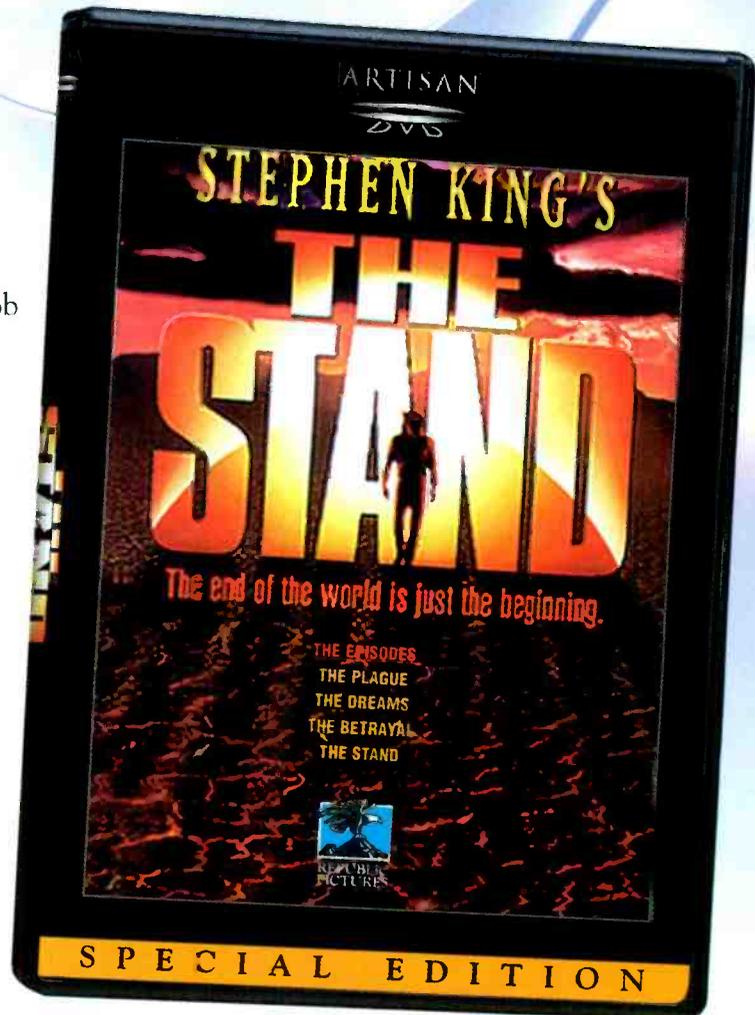
Scene Access

Interactive Menus

Cast & Crew Information

Production Notes

Catalog No. 10517 UPC No. 017153105179
Color/36C Min./Not Rated/\$39.98 SRP



Pre-Order Date: September 28, 1999
Street Date: October 26, 1999

ARTISAN
HOME ENTERTAINMENT

© 1999 Republic Entertainment Inc.®
Republic Pictures is a registered trademark
of Republic Entertainment Inc.®
A Subsidiary of Spelling Entertainment Group Inc.®
All Rights Reserved.



DVD & COMING ATTRACTIONS

Replicators Look To The Millennium With DVD And Beyond

BY DEBBIE GALANTE
BLOCK

Thoughts of a new millennium can conjure up thoughts of sci-fi products. Perhaps DVD is not such an alien concept anymore, but what replicators and software producers will do with that product in 2000 and beyond will stimulate the imagination.

The hottest industry talk right now is tied to DVD-14 and DVD-18. DVD-14 has the capacity of a DVD-5 and a DVD-9 on one disc. DVD-18 has the capacity of two DVD-9s on one disc. Until recently, the capacity of a DVD-9 was thought by many to be sufficient.



John Town, Nimbus

Warner Advanced Media Operations (WAMO) believed the need for higher capacity was around the corner. Thus, it developed a proprietary manufacturing process called surface transfer process technology (STP) for DVD-14 and DVD-18. Bill Mueller, WAMO's VP of operations, says, "These products offer additional disc capacity, which can be used for a variety of applications, including two-aspect ratio DVD-9, multidisc compilations, additional bonus materials, higher bit rate or any other application where additional capacity is required." DVD-18 can contain up to eight hours of high-quality video. Currently, WAMO is producing test discs and expects to have commercial discs ready by fall.

Nimbus CD International, Inc., a Technicolor company, also plans to offer DVD-18. According to John Town, VP, R&D, necessary equipment is being delivered to the Camarillo,

Some lead.

Others follow.

Sometimes.

nimbus

cd international, inc.

A TECHNICAL. Company



www.nimbuscd.com

Where digital products come together.™

DVD-Video • DVD-ROM • DVD-Audio • CD-ROM • CD-Audio

Ever notice how some companies build their entire business around staying ahead of the pack? That's Nimbus CD International—a world leader and innovator in DVD and CD manufacturing. And now, as a Technicolor company, we can take your operations to the next level by offering complete supply chain management for all your optical disc projects.

We're ready to streamline your production by offering one of the industry's largest disc manufacturing capacities—plus the widest array of integrated service capabilities. From technical support and component procurement to end-user fulfillment and direct-to-retail distribution, Nimbus is a one-stop resource for complete project management.

So, if you're looking for the right manufacturer, choose one that can take you places. Choose Nimbus CD International.

Call Toll Free: 1-877-GET DISC

DVD & COMING ATTRACTIONS

Calif., plant, and test production should begin by September.

EXTENDING TO MUSIC

Video and ROM are not the only applications for DVD. At this moment, several music labels are gearing up to produce DVD-Audio titles. "Replication is a talent developed over the years," says Erick Hansen, president of Optical Disc Media (ODM). The real excitement for Hansen, however, comes in developing content. Thus, he has formed a DVD music label, called DVD Music And Magic.com. The first disc is expected to be delivered from the Gypsy Guitarists this month. "We are looking to buy record labels and sign acts. We want to be a major music and video company," Hansen says.

ODM is also in the process of patenting a new product for DVD-Audio. Called DVD/CD Plus, it will be a DVD bonded to a CD. Why the need for this product? CDs are not forward-compatible, but this product will be. Hansen is convinced the product will be tremendous because "a title on DVD/CD Plus can be played in the house, where someone is likely to have a DVD player, and in the car, where someone is likely to have a CD player."

ODM is increasing both CD and DVD capacity to keep up with expected demand.

NEW CHALLENGES

With all this innovation going on, replicators are constantly being challenged. But, with disc prices so low, how are they making the money needed to invest in research and development? All of the replicators



Sean Smith, JVC Disc America

interviewed told Billboard that turnkey service is where they make their money. That can mean anything from package design to warehousing, and many facets in between.

"Direct-to-retail will continue to grow into the new millennium," says Sean Smith, sales and marketing manager at JVC Disc America. Distributors are being cut out of the loop more often, and replicators are handling that step. JVC has dedicated 40 full-time employees and several temps to deal with the service part of its customers' needs.

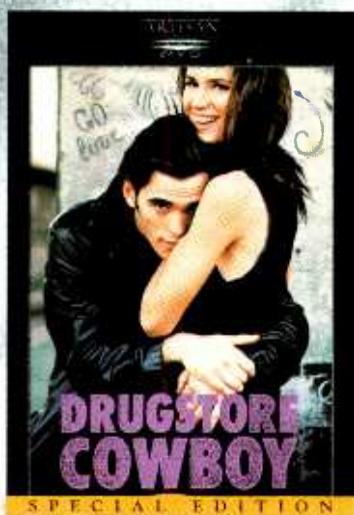
How else does a replicator make money? Optimization of time, which comes from optimization of

Continued on page 83

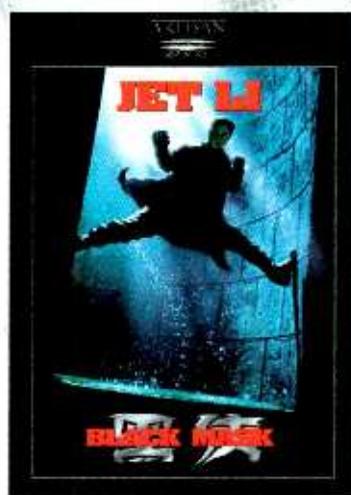
ARTISAN

HOME ENTERTAINMENT

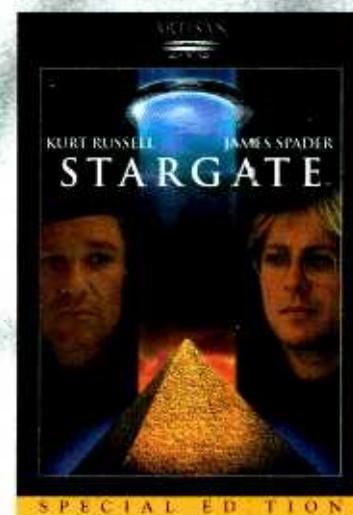
LEADING DVD INTO THE NEW MILLENNIUM



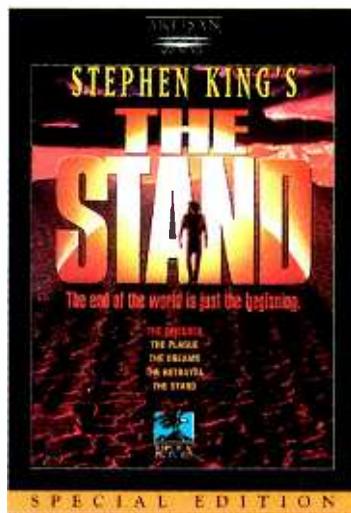
GUS VAN SANT/MATT DILLON
COMMENTARY TRACK



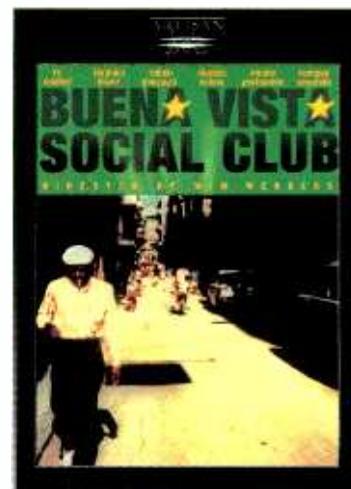
16:9 WIDESCREEN VERSION
5:1 AUDIO
INTERACTIVE GAME



DVD 9
DIRECTOR'S COMMENTARY
ADDITIONAL NINE MINUTES
OF FOOTAGE



DVD 18
STEPHEN KING
COMMENTARY TRACK



5:1 AUDIO
DIRECTOR'S COMMENTARY



© 1999 Republic Entertainment Inc. ®
Republic Pictures is a registered trademark of Republic Entertainment Inc. ®
A Subsidiary of Spelling Entertainment Group Inc. ® All Rights Reserved.
© 1999 Artisan Home Entertainment Inc. All Rights Reserved.

DVD & COMING ATTRACTIONS

the tops in home entertainment

The recaps in this Spotlight give a year-to-date preview (through the July 31 issue) of what the Top Video Sales and Top DVD Sales categories will look like in Billboard's annual Year In Video special. For Top Video Sales, the cycle begins with the Dec. 5, 1998, issue, while the Top DVD Sales cycle begins with the Dec. 12, 1998, issue.

The Top Video Sales information is culled from reports compiled from a national sample of video stores. The rankings are based on points that are awarded according to the number of weeks on the chart, plus positions that each title attained during the eligibility period.

The rankings for Top DVD Sales are based on cumulative unit sales as compiled by SoundScan for those weeks that a title appeared on the chart.

Top DVD Sales

Pos. TITLE—Label/Distributing Label

- 1 **BLADE**—New Line Home Video/Warner Home Video
- 2 **LETHAL WEAPON 4**—Warner Home Video
- 3 **ARMAGEDDON**—Touchstone Home Video/Buena Vista Home Entertainment
- 4 **RUSH HOUR**—New Line Home Video/Warner Home Video
- 5 **THE MASK OF ZORRO**—Columbia TriStar Home Video
- 6 **A BUG'S LIFE**—Walt Disney Home Video/Buena Vista Home

Entertainment

- 7 **THE WATERBOY**—Touchstone Home Video/Buena Vista Home Entertainment
- 8 **THE NEGOTIATOR**—Warner Home Video
- 9 **ENEMY OF THE STATE**—Touchstone Home Video/Buena Vista Home Entertainment
- 10 **RONIN**—MGM/UA Home Video/Warner Home Video
- 11 **YOU'VE GOT MAIL**—Warner Home Video
- 12 **AUSTIN POWERS: INTERNATIONAL MAN OF MYSTERY**—New Line Home Video/Warner Home Video

- 13 **STAR TREK: INSURRECTION**—Paramount Home Video
- 14 **SOLDIER**—Warner Home Video
- 15 **THE TRUMAN SHOW**—Paramount Home Video
- 16 **DEEP IMPACT**—Paramount Home Video
- 17 **GODZILLA**—Columbia TriStar Home Video
- 18 **GONE WITH THE WIND**—MGM/UA Home Video/Warner Home Video
- 19 **SIX DAYS, SEVEN NIGHTS**—Touchstone Home Video/Buena Vista Home Entertainment
- 20 **MEET JOE BLACK**—Universal Studios Home Video

- 4 **PARAMOUNT HOME VIDEO** (23)
- 5 **COLUMBIA TRISTAR HOME VIDEO** (16)
- 6 **FOXVIDEO** (17)
- 7 **MGM/UA HOME VIDEO** (8)
- 8 **WALT DISNEY HOME VIDEO** (2)
- 9 **UNIVERSAL STUDIOS HOME VIDEO** (12)
- 10 **USA HOME ENTERTAINMENT** (4)

Top DVD Distributing Labels

Pos. DISTRIBUTING LABEL (No. Of Charted Titles)

- 1 **WARNER HOME VIDEO** (41)
- 2 **BUENA VISTA HOME ENTERTAINMENT** (18)
- 3 **PARAMOUNT HOME VIDEO** (23)
- 4 **COLUMBIA TRISTAR HOME VIDEO** (16)
- 5 **FOXVIDEO** (17)

Top DVD Labels

Pos. LABEL (No. Of Charted Titles)

- 1 **WARNER HOME VIDEO** (23)
- 2 **NEW LINE HOME VIDEO** (10)
- 3 **TOUCHSTONE HOME VIDEO** (10)



"Blade"

Top Video Sales

Pos. TITLE—Label/Distributing Label

- 1 **AUSTIN POWERS: INTERNATIONAL MAN OF MYSTERY**—New Line Home Video/Warner Home Video
- 2 **TAE-BO WORKOUT**—Tae-bo Retail/Ventura Distribution
- 3 **ARMAGEDDON**—Touchstone Home Video/Buena Vista Home Entertainment
- 4 **MULAN**—Walt Disney Home Video/Buena Vista Home Entertainment



"Austin Powers: International Man Of Mystery"

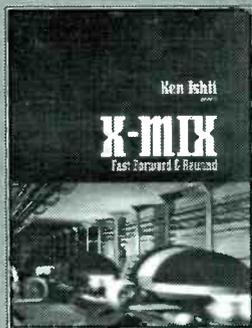
- 5 **THE WEDDING SINGER**—New Line Home Video/Warner Home Video
- 6 **LION KING II: SIMBA'S PRIDE**—Walt Disney Home Video/Buena Vista Home Entertainment
- 7 **EVER AFTER: A CINDERELLA STORY**—FoxVideo
- 8 **A BUG'S LIFE**—Walt Disney Home Video/Buena Vista Home Entertainment
- 9 **ANTZ**—Dreamworks Home Entertainment/Universal Studios Home Video
- 10 **'N THE MIX WITH 'N SYNC**—BMG Video
- 11 **DR. DOLITTLE**—FoxVideo
- 12 **TITANIC**—Paramount Home Video
- 13 **YOU'VE GOT MAIL**—Warner Home Video
- 14 **SMALL SOLDIERS**—Dreamworks Home Entertainment/Universal Studios

MVD MUSIC VIDEO DISTRIBUTORS

New DVD Releases!



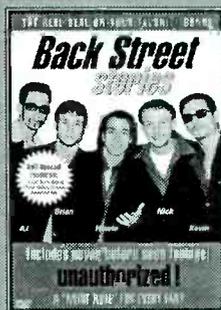
Experience the Magic of Music Video on DVD with these Exciting New Releases ...And lots more DVD's on the way!



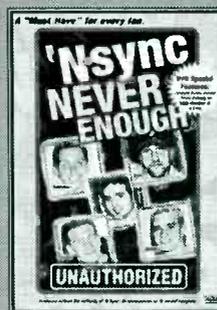
X-Mix -FFWD & Rewind
DR-3835 Retail: \$24.95
UPC: 030003705725



Gwar - Phallus In Wonderland
DR-2316 Retail: \$24.95
UPC: 022891340027



Backstreet Boys
DR-4095 Retail: \$19.95
UPC: 022891126225



N'sync - Unauthorized
DR-4201 Retail: \$19.95
UPC: 022891013624



Britney Spears
DR-4279 Retail: \$19.95
UPC: 022891137320



Goth Box- DVD & Bonus Audio
DR-3690 Retail: \$24.95
UPC: 022891980025



Sublime - Stories, tales
DR-4023 Retail: \$24.95
UPC: 088377110423



Music Video Distributors PO Box 280 Oaks, PA 19456
1-800-888-0486 610-650-8200

http://musicvideodist.com
Fax: 610-650-9102

- Home Video
- 15 **THE MASK OF ZORRO**—Columbia TriStar Home Video
 - 16 **THE RUGRATS MOVIE**—Paramount Home Video
 - 17 **PLAYBOY'S GIRLFRIENDS**—Playboy Home Video/Universal Music Video Distribution
 - 18 **GODZILLA**—Columbia TriStar Home Video
 - 19 **101 DALMATIANS**—Walt Disney Home Video/Buena Vista Home Entertainment
 - 20 **BABE: PIG IN THE CITY**—Universal Studios Home Video

Top Video Sales Labels

- Pos. LABEL (No. Of Charted Titles)
- 1 WALT DISNEY HOME VIDEO (10)
 - 2 NEW LINE HOME VIDEO (6)
 - 3 FOXVIDEO (16)
 - 4 PLAYBOY HOME VIDEO (13)
 - 5 COLUMBIA TRISTAR HOME VIDEO (13)
 - 6 WARNER HOME VIDEO (12)
 - 7 TAE-BO RETAIL (1)
 - 8 DREAMWORKS HOME ENTERTAINMENT (3)
 - 9 USA HOME ENTERTAINMENT (13)
 - 10 TOUCHSTONE HOME VIDEO (1)

Top Video Sales Distributing Labels

- Pos. DISTRIBUTING LABEL (No. Of Charted Titles)
- 1 WARNER HOME VIDEO (37)
 - 2 BUENA VISTA HOME ENTERTAINMENT (13)
 - 3 FOXVIDEO (16)
 - 4 UNIVERSAL STUDIOS HOME VIDEO (15)
 - 5 UNIVERSAL MUSIC VIDEO DISTRIBUTION (15)

REPLICATORS

Continued from page 81

machinery (e.g. automation). Smith says, "We have to get costs in line while still meeting our customers' needs. Before we automate a package, for example, we need to know that that machine will almost never be idle, especially since a discount is associated with the automation."

THE CAPACITY QUESTION

Finally, one of the most difficult decisions for replicators right now is deciding how much DVD capacity they need in order to serve their clients well. Already, there is talk of capacity falling short for the upcoming holiday season.

WAMO will deal with capacity shortcomings this fall with the help of its Worldwide Affiliate Program. This program gives manufacturers exclusive replication rights in a determined territory to manufacture DVDs for Warner Home Video, PC original equipment manufacturers (OEMs) and other movie studios that have contracted with WAMO.

Currently, seven companies—located in Taiwan, Malaysia, Australia, Brazil, Germany, South Africa and Japan—are approved replicators. Although many manufacturing lines can produce both CD and DVD, JVC's Smith says, "You lose efficiencies when you switch back and forth from DVD to CD. Therefore, DVD capacity will definitely be tight this fall."

Replicators can talk for hours about the manufacturing challenges produced by DVD, but all say product advances are what will keep business going into the next century and beyond. ■

There's something for everyone on DVD from Image Entertainment...

From **Arnold** to Zeram.



From **Broadway** ...to Bruckner.



From Academy Award®-winning masterpieces ...to the **silent classics**.



From the finest in **Euro-Shock** ...to the best American cult classics.



From the music you spent your allowance on... to today's gargantuan **rock spectacles**.



From Uncle Miltie... to **Weird Al Yankovic**.



From **wheels** to water.



9333 Oso Ave., Chatsworth, CA 91311
818.407.9100 www.image-entertainment.com

For sound quality...
There's No Competition
(except your voice)

Audio
CONSUMER

When it comes to burning your custom CD's at home, **Mitsui Digital Audio CD for Consumers** gives you the most accurate recordings your money can buy. After all... the difference is innovation.

MITSUI
advanced media, inc.

2500 Westchester Avenue
Purchase, New York 10577
914-253-0777 • Fax: 914-253-8623
www.mitsuidr.com

DVD & COMING ATTRACTIONS

Virtually every major label and a number of smaller cutting-edge independents will contribute both new and catalog titles to the soft launch of the new DVD Audio format this October and November.

At the same time, the first "universal player" hardware units should be available, which will handle both DVD Audio and DVD Video, with full backward compatibility for existing audio CDs and Enhanced CD-ROMs.

Many in the industry say that the existing DVD Video Group is the logical catalyst for a successful DVD Audio format launch. "A broad education program for both consumers and retailers is key to success," says Emiel Petrone, DVD Video Group chairman and executive VP of the Philips DVD Entertainment Group. "I look at DVD Audio from a very positive standpoint. Now that the first product is coming to market, you'll see a big joint effort from both the record labels and consumer-electronics companies extending through 2000."

RETAILER FIT

Retailers are equally excited about the opportunities for the new format. Archie Benike, Musicland Group marketing VP, has had the chance to hear some DVD Audio playback and is enthusiastic about potential future business. Now in the second year of the very successful "razors & blades" co-promotion on DVD Video with 850 Sears Brand Central outlets, Benike doesn't rule out a similar program when DVD Audio hits the market before year-end.

At Manhattan's J&R Music megastore, co-CEO Rachelle Friedman, NARM past president and chairman, notes, "We're already seeing customer acceptance of DVD movies and music, and we anticipate equally strong opportunities with DVD Audio. We've always been out front with new technology, and we're looking forward to giving our customers an exciting, new listening experience."

On the label side, Jordan Rost, Warner Music Group senior VP of new technology, speaks as an active member of the global recording industry's Working Group 4 (WG4), which came up with the DVD Audio Version 1.0 final specifications. "We're very pleased that all the features that should work for artists and consumers are in this final spec," Rost says. "Initial releases should turn the creative community on to the great opportunities in adding a video dimension to truly high-end audio. This is just the beginning of the movement from two-channel stereo to multichannel surround sound. We'll look back on it as a milestone similar to the move from mono to stereo."

Initial candidates for DVD Audio from Warner and its affiliated labels include Emerson Lake & Palmer's "Brain Salad Surgery" on Warner, remixed to 5.1 from the original 24-track tape of the '70s megahit with John Kellogg at Dolby Labs. Rhino titles include Stevie Wonder's "Songs In The Key Of Life," Grateful Dead's "Anthem To Beauty," Alice Cooper's

DVD Audio: the next chapter

SOFT LAUNCH OF NEW FORMAT FOLLOWS IN FOOTSTEPS OF DVD SUCCESS

BY STEVE TRAIMAN



Gary Shapiro, CEMA

"Welcome To My Nightmare," Jimi Hendrix's "Electric Ladyland" and a new project from The Firesign Theater. Likely from Windham Hill are a 13-track DVD Audio Sampler, George Winston's "Seasons" and a new Yanni release.

A TECHNICAL HOME RUN

Providing multimedia elements and 5.1 mixdowns for these new DVD Audio projects is the AIX Media Group, with chairman and CEO Mark Waldrep noting, "There's a lot of quicksand out there for producers who don't know what they're doing with 5.1 mixes. Now we have true, uncompressed audio quality available in high-resolution surround sound that is mandated by artists and labels that don't want to compromise their standards. That's a home run to me; finally we've got it right."

AIX also is working with Ken Cailat and Leo Rossi on 5.1 Entertainment Group/Capitol projects, including Bonnie Raitt's "Roadtested," Robbie Robertson's "Making Noise In The World" and Radiohead's just-released documentary, "Meeting People Is Easy." With Adam Zelenka at RCA/Zomba, Waldrep is working on DVD projects from Britney Spears and the Backstreet Boys. Also in the works are Roger Reynolds' "Watershed" on Mode and "Jim Kelly's Guitar" for Berklee Press.

While Super Audio CD (SACD) is the prime thrust for Sony Music in early September, "We are also putting together a slate of DVD Audio titles for the launch before year-end," says Leslie Cohen, VP, business development. "We're looking at both upcoming new releases and some of our best-selling catalog titles. All will have multimedia elements to take advantage of the video opportunities in the new for-

mat, and we anticipate that all our [Sony Music] labels will be releasing some DVD Audio titles this year."

At Telarc Records, Bob Woods is focusing on a number of releases for the SACD launch, but says, "Of course, we'll be ready for the DVD Audio launch as well." Among what he calls "perfect choices for conversion to DVD Audio masters" are Junior Wells' "Come On In This House," the Ray Brown Trio's "Summertime," Dave Brubeck Quartet's "So What's New," Kunzel/Cincinnati Pops' "The Big Picture" and Levi/Atlanta Symphony's "Holst: The Planets."

At BMG Entertainment, Bill Allen, director of new media technologies, emphasizes, "Based on the success of our entrepreneurial operation, each label will make its own decisions on DVD Audio releases. We're very excited about the new format and its flexibility, and it solves a lot of issues on multichannel compatibility. We're putting together an internal document on the technology to assist all our labels. As an example, it would be logical that some of BMG Classics' new High Performance series of releases would be prime candidates for DVD Audio releases."

www.gatewaymastering.com

Madonna
John Fogerty
Eric Clapton
Prince
ZZ Top
A-HA
Paul Simon
Kud Stewart
Natalie Merchant
Frank Sinatra

DVD Video
Since the beginning....
DVD Audio
Gateway Mastering Studios
Web DVD
has been
Surround
shaping the world of
Authoring
Audio and DVD.
Design

GATEWAY MASTERING STUDIOS

207 828 9400 • 207 828 9405 fax

UNIVERSAL STANDARD

"Universal Music Group is looking forward to supporting the first new audiophile standard since the introduction of CDs almost 20 years ago," says Larry Kenswil, president of the electronic commerce & advanced technology (ECAT) group. "By providing recording artists with an expanded aural palette, DVD-Audio's better-than-CD-quality stereo and multichannel surround sound showcases a whole new listening experience for the consumer. Universal Music Group is preparing releases from a wide range of artists, covering every genre."

On the hardware side, Sony president Nobuyuki Idei was quoted earlier this year as saying, "As a strong supporter of DVD technology, we are considering the inclusion of DVD Audio playback in our DVD Video players in the future."

This "universal player" concept is also endorsed by Gene Kelsey, VP/GM of the Panasonic (Matsushita) Audio Group in the U.S. Panasonic is expected to have a dedicated DVD Audio player initially and show combination DVD Audio/Video units and car DVD Audio players at the 2000 International Consumer Electronics Show (CES) Jan. 7-9 in Las Vegas (Billboard, May 22, 1999).

Looking ahead, Gary Shapiro, president of the Consumer Electronic Manufacturers Assn. (CEMA), says, "We haven't had an advancement in audio since the CD in the early '80s, and we're very optimistic about the future opportunities for multichannel audio formats. With 20 million home-theater households with surround-sound experience projected by year-end in the U.S., the market is right for DVD Audio."

"In CEMA market research earlier this year, eight of 10 respondents said they would choose music CDs with a surround-sound experience similar to a movie over current CDs," he adds. "We expect that DVD Audio home and mobile hardware units both will be among the highlights of the 2000 CES." ■

COMING ATTRACTIONS

Continued from page 74

"The Hit"; "Indiscreet"; "Insignificance"; "Merry Christmas Mr. Lawrence"; "Operation Petticoat"; "Penny Serenade"; "Sarah, Plain & Tall Collection" (3-Pack); "That Touch Of Mink"

BUENA VISTA

"I'll Be Home For Christmas"; "Mickey's Once Upon A Christmas"; "Winnie The Pooh: Seasons Of Giving"

NATIONAL GEOGRAPHIC

"Mysteries Of Egypt"; "The Noble Horse"

PARAMOUNT

"Donkey Kong: The Legend Of The Crystal Coconut"

TRIMARK

"Saturday Night Live—25th Anniversary"; "Shark Attack"

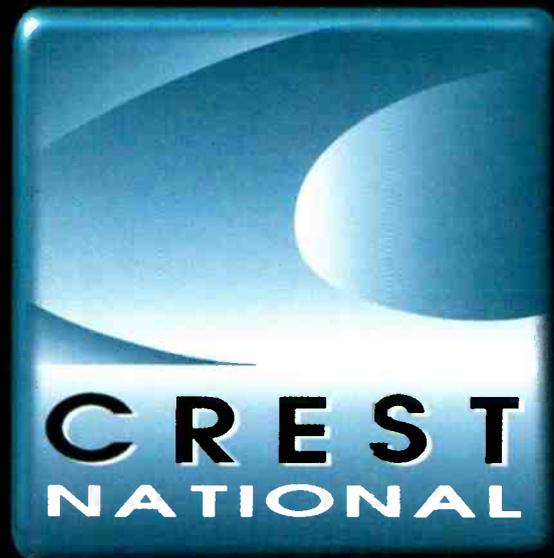
WARNER

"Jack Frost"; "Merry Christmas, Teletubbies!"; Ken Burns: "Elizabeth Cady Stanton" (PBS); "Susan B.

Continued on page 88



**Full Service
CD, DVD 9, 10 & 5
Pre-Mastering &
Manufacturing**



We Do It All.

Call: 800-309-DISC

Motion Picture Film Laboratory - Digital Video Post - Foreign Language Services - Authoring - MPEG & AC3 Encoding
Graphic Design - DVD/CD Manufacturing

1000 N. Highland Ave. Hollywood, CA 90038 PH: 323-860-1300 FAX: 323-466-7128 info@crestnational.com www.crestnational.com

DVD & COMING ATTRACTIONS

Kidding Around

CORNERING THE VID MARKET, CHILDREN'S TITLES GROW INTO DVD

BY CATHERINE APPLEFELD OLSON

If it is true that children are the most accurate barometer of the future, then the future of DVD looks bright indeed. Having proven its prowess last holiday shopping season, the format has been steadily wooing distributors of titles for the youngest viewers and will be showing off a parade of new product this fall.

Among the big DVD draws this season are two "Barney" titles from Lyrick Studios, the direct-to-retail sequel to "Anastasia" from 20th Century Fox Home Entertainment, Sony Wonder's "Rudolph The Red-Nosed Reindeer" and DreamWorks' "The Prince Of Egypt." Good news for the category as a whole: More kids' titles are packing extra features that initially were reserved for big action flicks.

BARNEY LOVES DVD

Lyrick is embracing DVD with two new titles that hit stores day-and-date in both formats. "Barney: Let's Play School," which streeted July 27, features a sing-along and video storybook, plus a handful of DVD-ROM games. "Barney's Night Before Christmas," due Sept. 28, will contain even more extras, including the soundtrack from the previous "Barney's Waiting For Santa" video. Both DVDs are priced at \$24.99.

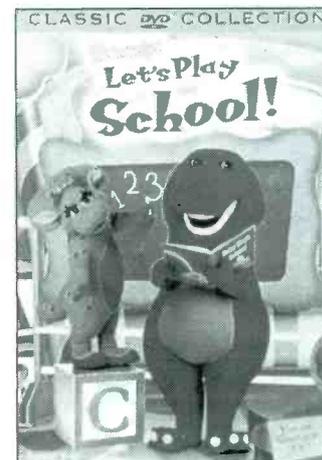
Sue Bristol Beddingfield, Lyrick VP of marketing, says that "as odd as it seems for Barney to be thought of in the same sentence with technology," the company has been pushing the envelope, beginning with its teaming

ing. "As the platform broadens, it makes sense for more children's and family titles to be out there."

The trick is getting the right children's DVD product out. In September, Fox released a "Wallace & Gromit" DVD that combines material from the three existing videos plus extra features, but will debut the film "Mouse House" as a VHS only. "'Mouse House' doesn't have the awareness of an 'Anastasia,' so it is still a small title in terms of DVD potential," Staddon says. "By focusing on 'Anastasia' and 'Bartok,' we should be able to get a good gauge on the family DVD market."

Back on the video side, the studio's big push for the fall is its "Power Rangers" series. The new VHS "Lost Galaxy," which debuted July 27, will be followed by another adventure in the fall. "This is a franchise that just keeps on going," Staddon says. "What we have to do from the video perspective is come out with new titles to keep it fresh and make sure the property has legs."

Of the home-entertainment market in general, Staddon notes, "This year is unusual in the way the fourth quarter has opened up with very little in terms of major sell-through product for adults or children, which means there is huge potential to



Barney's extras include interactive games.

with Microsoft Corp. on the Barney ActiMates toy. "We look at it as an opportunity for Barney to be tied into a new technology and be the leader of the pack," she says. "We know it's still a little bit of a risky position on children's DVD, but we think DVD is going to be a home run."

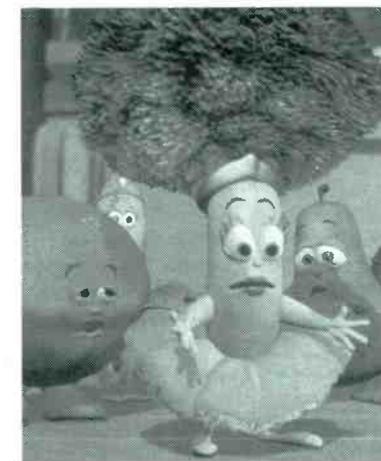
Going forward, Lyrick will put out day-and-date DVD versions of all its new releases and may go back and supplement catalog video titles with DVD counterparts as well. She notes that once Lyrick gets a sense of the market for DVD, it will consider releasing some of its other properties—the company distributes the "VeggieTales" series, among others—in the format.

The company's big VHS focus for the fourth quarter are the Wiggles, a gaggle of Australian funny men who will make their U.S. debut Oct. 12 with two videos and two audio releases. "We like to day-and-date video and audio releases when we can because it allows us a chance to get more exposure for the audio product," Beddingfield says.

JOINING THE DVD FAMILY

Although it has been less aggressive about DVD than some of its studio brethren, 20th Century Fox Home Entertainment will release "Bartok The Magnificent," the animated direct-to-retail sequel to "Anastasia," day-and-date on VHS and DVD Nov. 16. It will also release "Anastasia" on DVD that same day.

"There appears to be growth for titles beyond the 'Aliens' and 'Die Hards' of the world that are in sync with the early adopter," says Peter Staddon, Fox senior VP of market-



"Nuttiest Nutcracker"

promote the children's product we have. There's no big Disney title, no 'Land Before Time,' so 'Bartok' is about the only property that any retailers or consumers will be able to latch on to," he says.

Indeed, despite a red-hot rumor mill to the contrary, at press time Buena Vista Home Entertainment had no word on the DVD debut of any additional Disney animated classics. The only animated DVD scheduled thus far for the fourth quarter is Touchstone's "Who Framed Roger Rabbit," due Sept. 28.

On the video side, BVHE is putting its marketing muscle behind the November Disney's Home For The Holidays promotion, which includes the new animated titles "Mickey's Once Upon A Christmas" and "Winnie The Pooh: Season Of Giving," plus the feature film "I'll Be Home For Christmas."

DOUBLE THE FUN

Sony Wonder/Sony Music will have nine DVD titles in stores by the end of the year, including two new Sesame Street titles, "Do The Alpha-

The time has come for a better solution to DVD Packaging!



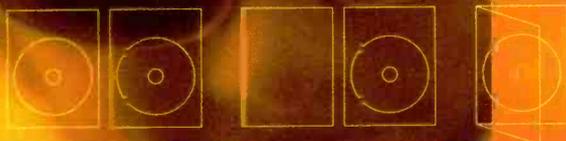
Standard DVDigipak, designed to exact VSDA specifications, but with more surface for graphic impact. In 4 and 6 panel configurations, DVDigipak offers an improved hub for maximum disk protection and ease of operation.

Slim DVDigipak trays offer the benefit of twice the trays and disks as standard DVD packaging in the same amount of space. Ideal for multiple disk releases. Two trays. One Package.

Mechanical DVDigipak uses clear trays that hang on the package rather than glue, allowing for perfectly clear trays to reveal huge graphic panoramas. Top-spine graphics panel. Recyclable.

digipak
the choice

www.digipak.com
1.800.856.4244



bet" and "1-2-3 Count With Me"; "Little Witch," based on the children's book; and the original "Rudolph The Red-Nosed Reindeer." The company plans to release DVD counterparts, priced at \$19.98, for almost all of its new children's product going forward, as well as for selected catalog titles.

"It is clear that the kid and family segment is, pardon the pun, still in its infancy. But that will be changing very quickly. We are focusing on the titles with the highest potential," says John Phillips, Sony Wonder VP of marketing. "With so little space, we need to be realistic and make a limited number of titles available, which is why 'Rudolph' will be the lead title in the Golden Books Holiday Classic Collection. We wish there were room for more."

Sony has been a strong proponent of bringing features such as character biographies, sing-alongs and games to its children's titles. But Phillips points out another important function of the DVD for young viewers. "Don't underestimate, in the children's market, the value of instant chapter access," he says. "With the ability to get to their favorite chapter over and over again, you are empowering a preschooler to make a choice."

Sony sister Columbia TriStar Home Video, which has been keeping the family DVD fire steadily burning, will continue its crusade in the fall with the Oct. 19 release of the direct-to-retail animated "The Nuttiest Nutcracker" in both video and DVD formats.

As for video-only children's product, in September, the studio is launching "The Storyteller" series, which retells classic stories through live-action drama combined with fantasy characters created by Jim Henson Entertainment. The series currently airs on HBO.

MULTIGENERATION APPEAL

Although it is not limited to young viewers, DreamWorks' "The Prince Of Egypt" is destined to make a big splash when it comes to DVD and video day-and-date Sept. 16, complete with a director's commentary, making-of footage and several music soundtracks.

Warner Home Video made a strong children's-DVD statement with the July 6 release of the animated "The King And I," which contains a DVD-ROM game. It will be repackaging the "How The Grinch Stole Christmas/Horton Hears A Who" and "A Christmas Story" DVDs. A new "Wizard Of Oz" DVD and VHS will hit retail Oct. 19. The video contains behind-the-scenes footage, and the DVD contains 107 minutes of additional features and commentaries.

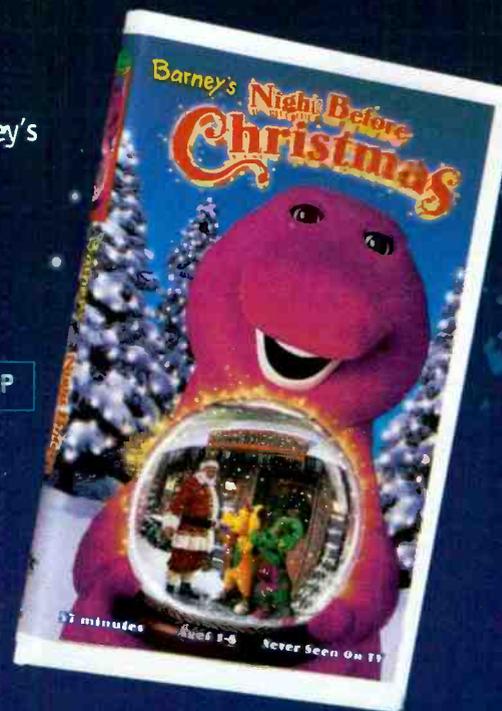
On the video side, "You're Invited To Mary-Kate And Ashley Olsen's Fashion Party" will debut Sept. 7, to be followed by "Passport To Paris," a direct-to-video movie starring the twins, due in November. The feature-length "Scooby Doo And The Witch's Ghost" will debut Oct. 5.

Paramount Home Video's children's roster is concentrated in the VHS domain for the fourth quarter. The studio will follow its Aug. 3 direct-to-video "Rugrats: Runaway Reptar" with another "Rugrats" title Sept. 21. Additionally, two "Blue's Clues" videos are due Oct. 12, and "The Complete Adventures Of Young Indiana Jones" comes to VHS Nov. 2. "Donkey Kong: Legend Of The Crystal Coconut" is slated for Nov. 9. ■

Ring in the next millennium with big, purple profits!

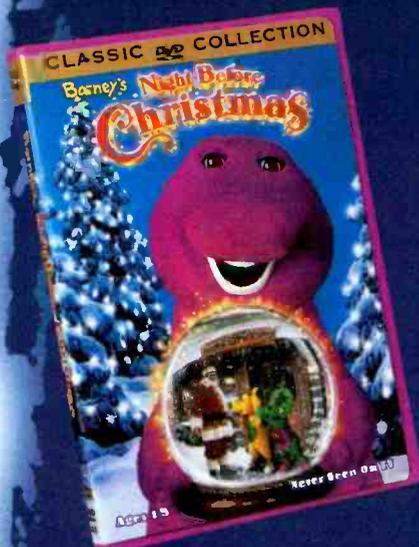
- **Barney's a hit at Christmas.** "Waiting for Santa" is Barney's best-selling video ever, selling over 5 million units.
- **Barney's biggest ad campaign ever delivers over 300 million impressions on television and in print.**
- **Dynamic merchandising includes floor stances with twinkling Christmas lights.**
- **Clamshell packaging.**

ITEM #2034 \$14.95 SRP



PRE ORDER DATE:
**August 31,
1999**

STREET DATE:
**September 28,
1999**



ITEM #2824 \$24.99 SRP

DVD SPECIAL FEATURES:

- "Barney's Night Before Christmas" video in English and Spanish
- "Barney's Night Before Christmas" Sing Along
- "Barney's Wonderful Winter Day" book
- "Barney's Christmas Surprise" book
- "Happy Holidays Love, Barney" CD
- Barney's 8 newest interactive games
- Previews of 16 Barney videos
- How to join the new Barney Buddies™ Club
- A direct link to Barney's web site



©1999 Lyons Partnership, L.P. All rights reserved. The names and characters Barney, Baby Bop and BJ and the overlapping dino spots logo are trademarks of Lyons Partnership, L.P. Barney and BJ are Reg. U.S. Pat. & Tm. Off.



Music Video on DVD

COMING ATTRACTIONS

Continued from page 85

Anthony" (PBS); Ric Burns: "New York" (PBS)

DVD

ANCHOR BAY

"Django"; "Django Strikes Back"; "Donna Richardson 3 Day Rotation 2000"; "Even Dwarfs Started Small"; "FM"; "The Ghost Goes Clear"; "Hell In The Pacific"; "I'll Never Forget What's Name"; "The Killing Of Sister George"; "Krakatoa, East Of Java"; "Last Valley"; "Minnie And Moscovitz"; "Smashing Time"; "Tex"; "They Might Be Giants"; "Trainride To Hollywood"; "Where The Buffalo Room"; "Zachariah"

ARTISAN

"Body And Soul/Champion"; "Father Goose/Touch Of Mink"

MANGA ENTERTAINMENT

"Devilman" Vol. 1

PARAMOUNT

"Apocalypse Now"; "Chinatown"; "Scrooged"; "Star Trek IV: The Voyage Home"; "Tommy Boy"; "Trekkies"

SMV (SONY MUSIC VIDEO)

"Grind Workout: Tai-Funk Aerobics"

TRIMARK

"Saturday Night Live—25th Anniversary"; "Shark Attack"

20TH CENTURY FOX

"Bartok The Magnificent"; "Commitments"; "Full Monty"

WARNER

"Jack Frost"

december

Video

BUENA VISTA

"Ali: Career Of A Lifetime"; "Duke It Out"; "NASCAR 1999 Year In Review"

DVD

ARTISAN

"Betty Boop Collection"; "The Boys From Brazil"; "The Substitute" (1 & 3)

MGM HOME ENTERTAINMENT

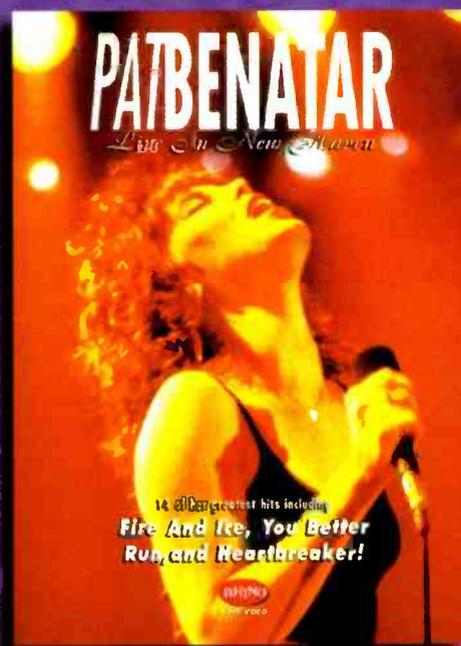
"Carnal Knowledge"; "Dead Man Walking"; "The Falcon And The Snowman"; "The Graduate"; "The Usual Suspects"

NATIONAL GEOGRAPHIC

"The Battle For Midway"; "Secrets Of The Titanic"; "30 Years Of National Geographic Specials"

TRIMARK

"Kicking And Screaming"; "Natural Born Killers" ■



AVAILABLE IN OCTOBER

PAT BENATAR LIVE IN NEW HAVEN

Four-time Grammy® Award winner Pat Benatar in concert, 1983.

PERFORMANCES

Anxiety; Fire And Ice; You Better Run; Little Too Late; Fight It Out; Looking For A Stranger; I Want Out; We Live For Love; In The Heat Of The Night; Shadows Of The Night; Heartbreaker; Hit Me With Your Best Shot; Hell Is For Children; Little Paradise

Catalog # R2 5659/Color/±60 minutes/S.1 audio

CHEAP TRICK LIVE IN AUSTRALIA

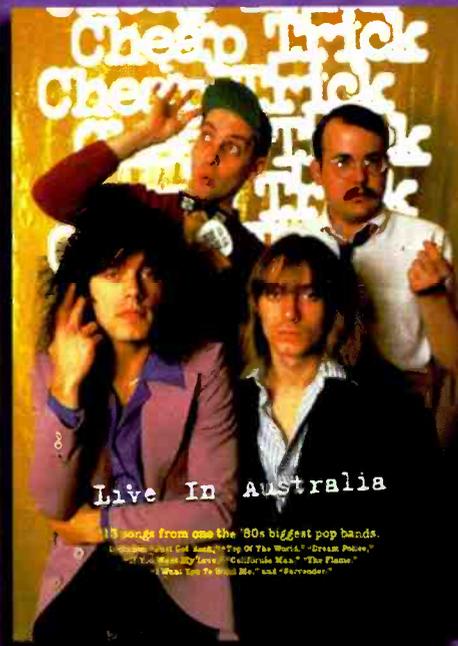
Live In Australia, 1988 with original band members:

RICK NIELSON guitars ROBIN ZANDER vocals
BUN E. CARLOS drums TOM PETERSSON bass

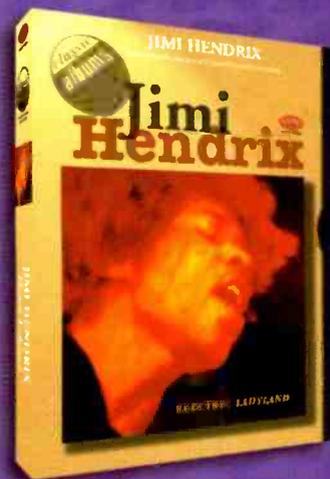
PERFORMANCES

"Just Got Back," "On Top Of The World," "Dream Police," "If You Want My Love," "Clack Strikes Ten," "Big Eyes," "Never Had A Lot To Lose," "Ain't That A Shame," "California Man," "The Flame," "Don't Be Cruel," "I Want You To Want Me," "Surrender," "Auf Wiedersehen."

Catalog # R2 5658 /±73 minutes/Color/S.1 audio



Jimi Hendrix



- Features interviews with Jimi's manager Chas Chandler, and Eddie Kramer, the innovative engineer of *Electric Ladyland*.

- This #1, multi-platinum album, which Hendrix produced himself, was the high point in his recording career. It contains his biggest hit, "All Along The Watchtower," as well as "Voodoo Chile," and the Top 10 single, "Crosstown Traffic."

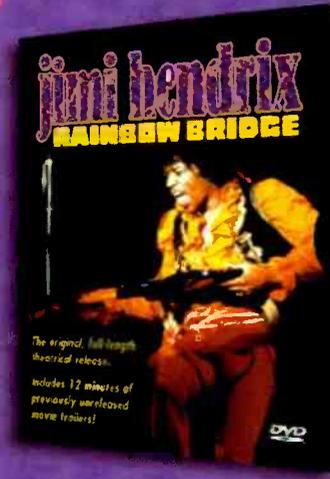
- Includes additional footage not aired on VH-1 or PBS.

Catalog # R2 5747
±75 minutes/Color/S.1 audio

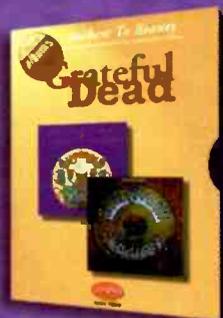
- Completely restored to its original, uncut 125 minute length from the only remaining print.
- Includes 12 minutes of previously unreleased movie trailers!
- Performed only 3 months before his death.

A mix of mysticism, music and drug hazed interviews. Hendrix is joined by long time drummer Mitch Mitchell and bassist Billy Cox on such milestones as "Purple Haze," "Foxy Lady," and other mind-blowing hit.

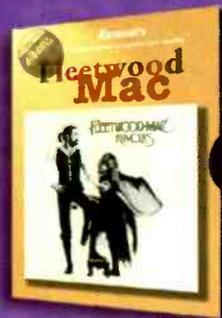
Cat. #R2 4461
±137 minutes/Color



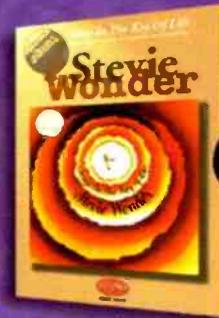
Catalog # R2 4469
±109 minutes/Color/S.1 audio



Catalog # R2 5662
±75 minutes/Color/Stereo



Catalog # R2 4465
±75 minutes/Color/Stereo



Catalog # R2 5663
±75 minutes/Color/Stereo



For more information about Rhino Entertainment Company, visit us on the World Wide Web at www.rhino.com



• THE HIGH-TECH COMPANY WITH A HUMAN TOUCH • THE HIGH-TECH COMPANY WITH A HUMAN TOUCH •

DVD

READY WHEN YOU ARE

Authoring • Mastering • Replication • Packaging

Complete DVD solutions from MPO-Americ

MPO-Americ is one of the largest independent CD/DVD manufacturers in the world. With 7 manufacturing facilities, 4 distribution centers and a network of sales offices across 3 continents, MPO-Americ offers customers a decisive competitive advantage in a global market.

Our expertise goes beyond replication. We offer a full range of value-added services to satisfy every customer need.

Whatever your DVD project, let us take care of it for you.

MPO AMERIC
Your global disc solution



MPO

France (33) 01 41 10 51 51 • U.K. (44) 1 81 600 39 00
Ireland (353) 1 822 1363 • Barcelona (34) 93 633 38 00
Madrid (34) 91 643 12 38 • Germany (49) 221 92 16 700
Thailand (662) 651 9151



AMERIC

AMERIC DISC

California 1-888-545-7350 • Florida 1-800-364-0759
Minnesota 1-800-903-1770 • Canada 1-800-263-0419
Canada (Sales) 1-888-666-6096

• THE HIGH-TECH COMPANY WITH A HUMAN TOUCH • THE HIGH-TECH COMPANY WITH A HUMAN TOUCH •

www.mpo.fr • www.americdisc.com

www.americanradiohistory.com

Programming

RADIO • PROMOTIONS • NETWORKS • SYNDICATION • AIRWAVES • MUSIC VIDEO • VIDEO MONITOR



Rock The Firehouse. Rock outfit Firehouse recently performed in Hampton Bays, N.Y., where it hooked up with staff from rock station WRCN (103.9 Radio) Suffolk County, N.Y. The band's latest album, "Category 5," is set for release Sept. 21 on Mystic Records and is also available from the band's Web site (www.firehousemusic.com). Pictured, from left, are drummer Michael Foster; Deanna Anastasiadis, wife of WRCN promotion director Peter Anastasiadis; bassist Perry Richardson; Peter Anastasiadis; WRCN morning show co-host AJ; and guitarist Bill Leverty.

newsline...

STUDY SHOWS AD CLUTTER GROWING. An Empower MediaMarketing study of radio advertising says ad clutter grew 13% in the first three months of the year over 1998 in the 16 markets it studied. Cities with the greatest growth of commercials were San Francisco, up 104%; Washington, D.C., up 38%; Miami, up 33%; Philadelphia, up 32%; and Boston, up 23%. Empower senior VP Julie Pahutski says, "Consolidation in the radio industry has led to increases in rates in some particularly hot markets, meaning that advertisers, in many cases, are now paying more for a more cluttered environment."

ANALYST: STERN HELPS .COM IPO'S. As CBS prepares to spin its Internet holdings into a separately traded stock, Wit Capital VP Read Rohan says the Internet has been particularly good to the company. "CBS' Howard Stern radio show has become one of the most desired formats for Internet companies to broadcast radio spots. The show boasts a young male audience and major-market focus, characteristics that correlate to high Internet usage." He calculates that E-ads account for 1% of CBS' total advertising revenue, or \$80 million. In major markets, Rohan says, "dot com" advertising makes up as much as 6% of local market revenue.

THE LIGHTS ARE ON . . . The Federal Communications Commission (FCC) has fined religious station KUFJR Salt Lake City \$7,000 for failing to maintain a presence at the station. After receiving complaints about the station's signal, it took FCC field officers more than six months to contact someone at the station. Twice, agents found the station locked and dark, despite its continued broadcast. KUFJR is owned by Family Stations Inc., which rebroadcasts its religious programming on 41 stations nationwide.

Radio Award Nominations Announced

NYC, L.A., Chicago Outlets Cited By Billboard/Airplay Monitor

Top 40 powerhouses WHTZ (Z100) New York, KIIS Los Angeles, and WBBM-FM (B96) Chicago and heritage triple-A outlet WXRT Chicago are the most-nominated stations in this year's Billboard/Airplay Monitor Radio Awards, to be held Oct. 7-9 at the Fontainebleu Hilton in Miami Beach.



The four stations were each nominated in every major category in which the awards are given: station of the year; program director of the year; music director of the year; air personality of the year; and marketing/promotion director of the year. WXRT's nominations mark the first time a triple-A outlet has been the most nominated station in any rock format.

Six stations, including Z100's New York sister station, top 40/rhythm WKTU, were nominated in four out of the five categories. Rounding out the list are Clear Channel's San Diego rock combo, modern XTRA-FM (91X) and album KIOZ; CBS/Infinity's Las Vegas combo, top 40/rhythm KLUC and adult top 40 KMXB; and AMFM's WUSL (Power 99) Philadelphia, the most nominated R&B outlet.

WUSL's sister station, adult R&B WDAS-FM, was nominated for three awards, giving that cluster a total of seven nods.



Phoenix country rivals KNIX and KMLE; WSM-FM Nashville; and WUSY Chattanooga, Tenn., lead the country nominees with three nods apiece.

In the nationally syndicated airpersonality award, which is given to air talent whose entire daily shift is syndicated, perennial winner Howard Stern competes with R&B morning



hosts Tom Joyner and Russ Parr:

As you might expect in an era of rapid consolidation, major broadcast groups scored many of the nominations. Clear Channel/Jacor outlets took 58 nods, AMFM/Chancellor/Capstar outlets accounted for 55, and Infinity/CBS stations scored 43.

But three college broadcasters also received nominations, including Brown University, for commercial WBRU Providence; Howard University, for commercial WHUR Washington, D.C.; and the University of Pennsylvania, for noncommercial WXPB Philadelphia.

The Billboard/Airplay Monitor Radio Awards are given annually in 10 format categories and two market sizes: major and secondary.

Nominees were selected by the readers of Billboard sister publication Airplay Monitor, who cast write-in votes on a ballot that appeared in the magazine in May. Final ballots appeared in subscription copies of the Aug. 21 Billboard.



The eligibility period for nominees was May 1998 to May 1999. Stations in Arbitron markets Nos. 1-15 were eligible for the major-market category. All others were considered secondary.

Winners will be announced Oct. 9 at the Fontainebleu Hotel in Miami Beach during the Billboard/Airplay Monitor Radio Seminar.

FCC Head Offers Reorganization Plan

NEW YORK—As congressional Republicans prepare legislation to sharply curtail the Federal Communication Commission's (FCC) powers and alter its core mission, Chairman William Kennard has outlined his own proposal for agency reorganization.

Kennard says his goal is to streamline and eliminate "obsolete" functions, thereby organizing the FCC by function rather than technology.

Under his five-year plan, the Mass Media Bureau, which regulates radio, would be combined with the Cable Bureau to form the Media Competition Bureau.

The FCC has been routinely raked over the coals by Congress for taking too long to review telecommuni-

cations mergers, so Kennard is vowing to accelerate the process.

He would force the commission to act on petitions within 60 days after the FCC stops taking public comment.

Parts of the plan will require congressional approval. Rep. Billy Tauzin, R-La., calls the reorganization plan a step in the right direction but says, "It's also a growing recognition that the FCC, as presently structured, simply isn't working anymore."

This fall, Tauzin will introduce a bill into his telecommunications subcommittee that will look to remove much of the FCC's authority, including its proposals to create low-power radio and to give free air time to political candidates. **FRANK SAXE**

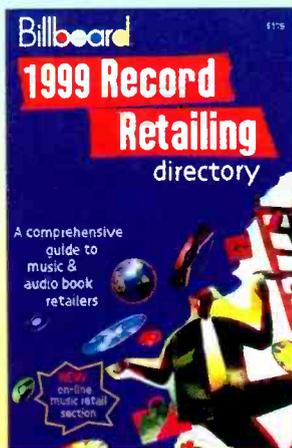


BILLBOARD'S 1999 RECORD RETAILING DIRECTORY

The essential tool for those who service or sell products to the record retailing community. Everything you need to know about retail with over 7,000 updated listings of independent and chain record stores, chain headquarters, and audiobook retailers.

Jam-packed with listings:

- store names and addresses ■ phone and fax numbers ■ e-mail addresses
- chain store planners and buyers ■ store genre or music specialization
- chain headquarter and staff listing ■ store listings by state



YES! Please send me Billboard's 1999 Record Retailing Directory. I am enclosing \$175 per copy plus \$6 shipping and handling (\$14 for international orders) NY, NJ, CA, TN, MA, IL, PA, OH, VA & DC please add applicable sales tax.

of copies _____ Check enclosed for \$ _____

Charge \$ _____ to my: American Express MasterCard Visa

Card # _____ Exp. Date _____

Signature (required) _____

Cardholder (please print) _____

Name _____

Company _____

Address _____

City, State, Zip _____ E-mail _____

Please note: Orders are payable in U.S. funds drawn on a U.S. bank only. All sales final. BDRD3169

Mail coupon to: Billboard Directories, P.O. Box 2016, Lakewood, NJ 08701.

For fastest service call 1-800-344-7119. Outside the U.S. call 732-363-4156. Or fax your order to 732-363-0338. To advertise in the Directory call Jeff Serrette 212-536-5174. Now available on diskette and mailing labels, for rates call Andrea Irish at (212) 536-5223

www.billboard.com

Billboard + Monitor AIRPLAY

OCTOBER 7-9, 1999

RADIO SEMINAR

Fontainebleau Hilton Miami Beach

\$99

RADIO REGISTRATION*

FREE Registration for all
Radio Awards Nominees

*radio station employees

contact

Michele Jacangelo Quigley
Special Events Director
212.536.5002 phone
212.536.1400 fax

airline

Discount Airfare on
American Airlines
call 1800.433.1790
refer to index #11769

hotel

Fontainebleau Hilton
4441 Collins Avenue
Miami Beach, FL 33140
305.538.2000
Seminar Room Rate
\$175*

*Reservations must be made by Sept 5, 1999.
Hotel cancellations must be made more than 14 days
prior to arrival or you will be charged for 2 room nights.

**Register 10 people
get one free!**

SOME HIGHLIGHTS . . .

- **Gala Billboard/Airplay Monitor Radio Awards Show**
We honor the best and brightest in the radio and record industries.
- **Annual TJ Martell Heston Hosten Memorial Golf Tournament**
- **The Artist Panel**
Don't miss this year's crop of hit-makers talk about the music industry and their relationships with radio.
- **Opening Night Party**
Kick it off right...it's only the beginning!
- **Specific Panels for Each Radio Format**
Panels will address topics vital to Top 40, R&B, Modern Rock, Mainstream Rock and AC.
- **Country "seminar within a seminar"**
A separate agenda exclusively tailored to Country Music.
- **VIP Credentials at Y100 Station Concert**
Friday, October 8, National Car Rental Center in Fort Lauderdale. Enrique Iglesias, Melissa Etheridge and more!
- **Friday Night South Beach Spectacular**
- **Beach . . . need we say more?**

DON'T MISS . . .

**VIP Entry & Sizzling Parties
at South Beach Clubs
Rockin' Hotel Suites and
Late Night Jam Sessions**

. . . and No Early Morning Panels!

**miami beach provides the sun!
we supply the fun!**

for updates & to register www.billboard.com

Mail to: Michele Jacangelo Quigley, Billboard/Airplay Monitor Radio Seminar, 1515 Broadway, New York, NY 10036, or fax to: 212.536.1400
Make checks payable to Billboard Magazine. Confirmations will be faxed or mailed. Please allow 10 business days. This form may be duplicated. Please type or print clearly.

- \$415 - Early Bird - Payment received by ~~August 20~~ **Extended until August 27**
- \$465 - Pre-Registration - Between August 20 & September 17
- \$525 - Full Registration & Walk up - After September 17

- \$99** Radio
- FREE** Radio Award Nominee (to be announced in the 8/13 Airplay Monitors & 8/21 Billboard)

First Name: _____ Last Name: _____ Title: _____

Company: _____ Type of Company: _____ E-mail: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

FORMAT: AC Adult Top 40 Country Mainstream Rock Modern Rock Mainstream R&B Adult R&B Mainstream Top 40 Rhythmic Top 40 Triple-A Other _____

Paying by: check Visa/MC AMEX money order

Credit Card #: _____ Exp. Date: _____ Signature: _____

(charges not valid without signature)

Cancellation Policy: All cancellations must be submitted in writing. ALL REFUNDS WILL BE PROCESSED AFTER THE CONFERENCE.
Cancellations received between August 20 and September 17 are subject to a \$175 administrative fee. No refunds will be issued for cancellations made after September 17.

ALL REGISTRATIONS MUST BE RECEIVED BY MONDAY, OCTOBER 4. "WALK UP" REGISTRATION AT THE SEMINAR BEGINS THURSDAY, OCTOBER 7, NOON - 4:00PM

Adult Contemporary

T. WK.	L. WK.	WKS. ON CH.	TITLE IMPRINT & NUMBER/PROMOTION LABEL	ARTIST
1	2	2	No. 1 I WANT IT THAT WAY JIVE ALBUM CUT †	BACKSTREET BOYS 2 wks. at No. 1
2	1	1	YOU'LL BE IN MY HEART WALT DISNEY 60025/HOLLYWOOD †	PHIL COLLINS
3	3	3	I WILL REMEMBER YOU (LIVE) ARISTA ALBUM CUT †	SARAH MCLACHLAN
4	4	5	THE HARDEST THING UNIVERSAL 6233 †	98 DEGREES
5	5	4	KISS ME SQUINT 79101/COLUMBIA †	SIXPENCE NONE THE RICHER
6	6	7	I COULD NOT ASK FOR MORE LAVA ALBUM CUT/ATLANTIC †	EDWIN MCCAIN
7	7	6	(GOD MUST HAVE SPENT) A LITTLE MORE TIME ON YOU RCA 66501 †	'N SYNC
8	15	19	YOU'VE GOT A WAY MERCURY ALBUM CUT/IDJMG †	SHANIA TWAIN
9	8	8	ANGEL WARNER BROS. 13621R/PHILIP †	SARAH MCLACHLAN
10	12	11	TRULY MADLY DEEPLY CUT/UMG 8723 †	SAVAGE GARDEN
11	11	14	SOMETIMES JIVE ALBUM CUT †	BRITNEY SPEARS
12	10	9	BELIEVE WARNER BROS. 7119 †	CHER
13	9	10	FROM THIS MOMENT ON MERCURY 566450/IDJMG †	SHANIA TWAIN
14	13	12	DESTINY WINTHAM HILL ALBUM CUT †	JIM BRICKMAN WITH JORDAN HILL & BILLY PORTER
15	14	16	NO MATTER WHAT RAVENOUS/MERCURY ALBUM CUT/IDJMG †	BOYZONE
16	21	29	AIRPOWER LOST IN YOU CAPTIVE SOUNDTRACK CUT †	GARTH BROOKS AS CHRIS GAINES
17	25	—	AIRPOWER BLUE EYES BLUE COLUMBIA SOUNDTRACK CUT/REPRISE †	ERIC CLAPTON
18	18	15	ANGEL OF MINE ARISTA 13590 †	MONICA
19	24	—	AIRPOWER MUSIC OF MY HEART MIRAMAX SOUNDTRACK CUT/EPIC †	'N SYNC & GLORIA ESTEFAN
20	16	17	YOU'RE STILL THE ONE MERCURY 5-3-12/IDJMG †	SHANIA TWAIN
21	17	13	THAT DON'T IMPRESS ME MUCH MERCURY 5-3-12/IDJMG †	SHANIA TWAIN
22	26	26	SHE'S ALL I EVER HAD C2 ALBUM CUT †	RICKY MARTIN
23	20	18	LET ME LET GO WARNER BROS. ALBUM CUT †	FAITH HILL
24	22	22	BABY, DON'T YOU BREAK MY HEART SLOW JAI KET ALBUM CUT †	VONDA SHEPARD WITH EMILY SALIERS
25	27	25	SNOWFALL ON THE SAHARA ELEKTRA ALBUM CUT/EEG †	NATALIE COLE

Adult Top 40

T. WK.	L. WK.	WKS. ON CH.	TITLE IMPRINT & NUMBER/PROMOTION LABEL	ARTIST
1	1	1	No. 1 ALL STAR INTERSCOPE ALBUM CUT †	SMASH MOUTH 5 weeks at No. 1
2	2	2	SHE'S SO HIGH COLUMBIA ALBUM CUT †	TAL BACHMAN
3	4	4	OUT OF MY HEAD HOLLYWOOD ALBUM CUT †	FASTBALL
4	3	3	I WILL REMEMBER YOU (LIVE) ARISTA ALBUM CUT †	SARAH MCLACHLAN
5	7	8	LAST KISS EPIC 79197 †	PEARL JAM
6	6	6	I COULD NOT ASK FOR MORE LAVA ALBUM CUT/ATLANTIC †	EDWIN MCCAIN
7	9	12	SOMEDAY LAVA ALBUM CUT/ATLANTIC †	SUGAR RAY
8	8	7	SLIDE WARNER BROS. ALBUM CUT †	GOO GOO DOLLS
9	5	5	KISS ME SQUINT 79101/COLUMBIA †	SIXPENCE NONE THE RICHER
10	11	9	BEAUTIFUL STRANGER MAVERICK SOUNDTRACK CUT/WARNER BROS. †	MADONNA
11	10	11	BETTER DAYS (AND THE BOTTOM DROPS OUT) WARNER BROS. 16965 †	CITIZEN KING
12	13	17	BLACK BALLOON WARNER BROS. ALBUM CUT †	GOO GOO DOLLS
13	12	13	BACK 2 GOOD LAVA ALBUM CUT/ATLANTIC †	MATCHBOX 20
14	16	20	SMOOTH ARISTA 13718 †	SANTANA FEATURING ROB THOMAS
15	14	16	I WANT IT THAT WAY JIVE ALBUM CUT †	BACKSTREET BOYS
16	15	15	EVERY MORNING LAVA 84462/ATLANTIC †	SUGAR RAY
17	17	19	HEY LEONARDO (SHE LIKES ME FOR ME) PUSH ALBUM CUT #2 †	BLESSID UNION OF SOULS
18	22	23	AIRPOWER SCAR TISSUE WARNER BROS. ALBUM CUT †	RED HOT CHILI PEPPERS
19	18	14	THAT DON'T IMPRESS ME MUCH MERCURY 172118/IDJMG †	SHANIA TWAIN
20	19	10	LIVIN' LA VIDA LOCA C2 79124 †	RICKY MARTIN
21	26	38	THERE SHE GOES SQUINT/ELEKTRA ALBUM CUT/EEG †	SIXPENCE NONE THE RICHER
22	21	21	CALL AND ANSWER REPRISE ALBUM CUT †	BARENAKED LADIES
23	23	22	YOU'LL BE IN MY HEART WALT DISNEY 60025/HOLLYWOOD †	PHIL COLLINS
24	24	25	STEAL MY SUNSHINE WORK SOUNDTRACK CUT/ERG †	LEN
25	25	26	SO PURE MAVERICK ALBUM CUT/REPRISE †	ALANIS MORISSETTE

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service. 70 adult contemporary stations and 73 adult top 40 stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. (C) Tracks showing an increase in detections over the previous week, regardless of chart movement. A record which has been on the chart for more than 20 weeks will not receive a bullet, even if it registers an increase in detections. Airpower awarded to songs appearing in the top 20 on both the BDS Airplay and Audience charts for the first time with increases in both detections and audience. † Videoclip available. © 1999, Billboard/BPI Communications.

Radio

PROGRAMMING

Blue Helps 'New 'KTU' Shine In Big Apple

This story was prepared by Jeff Silberman, managing editor of Top 40 Airplay Monitor.



After blasting out of the blocks with a "worst to first" debut three years ago, rhythmic top 40 WKTU New York settled into a not-uncomfortable groove in the low-4-share range of the Arbitrons.

But the recently released spring book shows the station bolting to a 4.5, despite the fact that a lot of the music it initially owned became multi-format, mass-appeal smashes, while its upper-end appeal was, at least temporarily, splintered with the debut of R&B oldies sister station WTJM (Jammin' 105).

VP of operations and programming Frankie Blue takes success in stride. "We work hard on every book," he says. "We've seen the trends every month. We had a good idea of our possible placement, so it didn't come as a total surprise.



BLUE

"WKTU has been healthy over the past three years; this spring we were super-healthy," Blue continues. "The station locked in on all cylinders in every department, from marketing and programming to promos and production. The whole staff was fired up, and we continued to shine the apple."

Blue also credits a deep crop of across-the-board hits that helped balance WKTU's sound. "The big artists really came through," he says. "We had hits from Whitney Houston, Cher, and Ricky Martin to the Backstreet Boys, Deborah Cox, and TLC. New, big hits are coming from Charlotte, Veronica, and the Latin pop of Jennifer Lopez and Enrique Iglesias."

CHERRY-PICKING THE HITS

When WKTU signed on in early 1996, it was able to function not only as New York's dance station but also as its mainstream top 40. Now WKTU New York, long returned from its journey into modern rock, can cherry-pick WKTU's biggest hits.

But Blue believes that the extra exposure only helps WKTU. "Luckily for us, we're in a position to play some mass-appeal rhythmic and pop records and not just dance product," he says. "Mass-appeal artists give the station more variety without blowing off our core, who still want to hear the Funky Green Dogs."

Here's a sample hour on WKTU: Veronica, "Release Me"; Donna Summer, "Last Dance"; Whitney Houston,

"It's Not Right But It's Okay"; K-Ci & JoJo, "All My Life"; Amber, "Sexual (Li Da Li)"; Ricky Martin, "Livin' La Vida Loca"; Backstreet Boys, "I Want It That Way"; Jennifer Lopez, "If You Had My Love"; Company B, "Fascinated"; Enrique Iglesias, "Bailamos"; Deborah Cox, "Nobody's Supposed To Be Here"; and 98°, "I Do (Cherish You)."

Then there's AMFM sister WTJM, which began sharing WKTU's "Got To Be Real"/"I Will Survive" franchise when it signed on last fall. But even though WKTU had already backed down on its disco quotient since its sign-on, it took considerably less of an initial hit than many other stations, something that AMFM had always promised would be the case.

"Any time a station signs on and their target demo is 25-54, there's a threat that they'll cross over into our shares, no matter what the format is," Blue says. "But it's only a demographic threat. With every new station sign-on, an immediate flare goes up in the air, and it gets noticed. The natural instinct is to respond to the new situation; there's a buzz you have to combat. But the key is to stay sharp and prepared to make sure you're at your best. You don't try to become more like the new station. We stayed focused on being the best WKTU we could be."

Even though WKTU was the Big Apple of New York's eye three years ago, Blue doesn't think that experience has altered his perspective, now that he's part of the radio establishment.

"When WKTU signed on, we didn't watch it happen; we made it happen," he says. "We never got caught up in our own hype and buzz. We didn't really believe it was happening. We kept striving to entertain, which is why we became such a case study on a successful launch."

That mentality is responsible for WKTU's aggressive and stylized promotion approach.

"We always think big," Blue says. "We tie ourselves into the best shows, and we create the biggest shows ourselves. We make everything an event, and we constantly try to top the last successful promotion. We give our cash contests a flavor of the lifestyle. This spring, we had the WKTU Rendezvous, which led to our Spring Fling concert. We capped it with a cash giveaway called the WKTU Foreplay. All three [promos] had a sexy edge. We created the magic through the production and our on-air presentation."

The listener-lifestyle flavor can be heard in the veteran air staff. "If you surround yourself with talented people, [the local flavor] will surface," he

says. "All our DJs are from the New York area, from the boroughs to the suburbs. They're all on the same page [when it comes to the station's mission statement], but they all have different styles. No two jocks are similar. That's what makes WKTU so special."

Blue is strongly supportive of his air talent, including morning co-host Goumba Johnny, who recently pleaded guilty to income tax evasion. "I consider him to be one of the funniest men in radio," he says. "We want him here every morning. As far as we're concerned, [his conviction] is a personal issue. We consider his personal problems to be a long distance away from his determination to do his job here."

As for spot loads, Blue says, "We're equal to the rest of the marketplace and country. We've increased traffic flow, but we've been able to break through and sell the music in the middle and start of 40-minute sweeps."

How much more of a spot load can WKTU handle? "I'm a programmer, not a general sales manager, so adding more spots is a sensitive issue," he says. "But I realize that ratings and revenue go hand in hand today."

WKTU's initial success spurred several imitators in other markets, most of which are either gone or considerably different than they were at their sign-on. Not so surprising, when you consider that New York is one of the few markets where dance music never waned. "We're too customized for anywhere else but New York," Blue says. "For someone to do a WKTU anywhere else, they'd have to customize it to fit their market. They'd have to really study the history of the music there, to find out what were the big hits, the power golds, and recurrenents."

'The key is to stay sharp and prepared to make sure you're at your best. You don't try to become more like the new station'

- FRANKIE BLUE -

AMFM's rapid growth has meant expanded duties for many of its programmers. Asked about his future goals, Blue hedges somewhat. "My goal is to win at anything I do and to be the best at it," he says. "Right now, I want to entertain one of the greatest cities in the world and live up to all of our expectations. One secret to success is getting lucky enough to get in a position to do that. Then you have to perform."

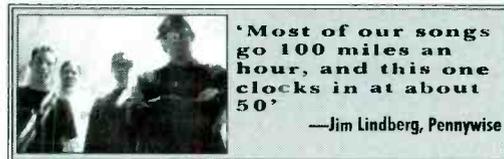
"But what will I be doing in five years? I never think about it," he adds. "I wake up each morning to face the challenge of the day. I want to take [my career] to the highest of heights, but what that is, who knows? Maybe I still haven't found what I'm looking for."

After 10 years of doling out vicious, fast-paced skate-punk anthems, the members of Pennywise thought they would try something different.

"We are getting older, and it is important as a creative person to move forward and experiment. Not that this is too much of a stretch for us. It is still punk," says singer Jim Lindberg. "Most of our songs go 100 miles an hour, and this one clocks in at about 50. Every song can't be angry or extremely fast. That wouldn't convey all the emotions a person feels."

The emotions that fueled Lindberg to write "Alien"—last issue's No. 40 on Modern Rock Tracks—while alone in his garage couldn't be

ignored. He wrote it in response to what he was feeling in the months following the suicide of his best friend and one of Pennywise's founding members, Jason Mathew Thirsk.



"Most of our songs go 100 miles an hour, and this one clocks in at about 50"
—Jim Lindberg, Pennywise

"I didn't even mean for it to be included on a Pennywise album. It was written a year and a half ago, when I was still dealing with what went on with Jason. I certainly never pictured it being on

the radio. It's very strange for me to hear it, because it is so dark and serious and personal."

But when Lindberg played a work-in-progress version of "Alien," bandmates Fletcher Dragge, Byron McMackin, and Randy Bradbury liked it too much to ignore. "I think the message really hit them. When your best friend, who always had a love for life, kills himself, things get blown apart. Your reality is shaken up. It's a cruel world, but you have to maintain a sense of hope. Hopefully pointing it out will help people realize they need to make changes."

So does he think a slower tempo and radio play will attract a new audience? "Probably the opposite. Our old fans are probably wondering if we are getting too old to be fast-and-loud punks."

Billboard®

AUGUST 28, 1999

Mainstream Rock Tracks™

T. WK.	L. WK.	WKS. ON	TRACK TITLE ALBUM TITLE (IF ANY)	ARTIST IMPRINT/PROMOTION LABEL
No. 1 7 weeks at No. 1				
1	1	13	SCAR TISSUE CALIFORNICATION	RED HOT CHILI PEPPERS WARNER BROS. †
2	5	11	ENEMY DAYS OF THE NEW	DAYS OF THE NEW OUTPOST/INTERSCOPE
3	4	9	YOU WANTED MORE "AMERICAN PIE" SOUNDTRACK	TONIC UNIVERSAL †
4	2	13	PROMISES EUPHORIA	DEF LEPPARD MERCURY/IDJMG †
5	3	15	AMERICAN WOMAN "AUSTIN POWERS: THE SPY WHO SHAGGED ME" SOUNDTRACK & 5	LENNY KRAVITZ MAVERICK/VIRGIN †
6	6	5	GET BORN AGAIN NOTHING SAFE	ALICE IN CHAINS COLUMBIA †
7	8	7	NOOKIE SIGNIFICANT OTHER	LIMP BIZKIT FLIP/INTERSCOPE †
8	7	6	CRUSH 'EM "UNIVERSAL SOLDIER: THE RETURN" SOUNDTRACK & RISK	MEGADETH TRUMA/CAPITOL †
9	10	17	KEEP AWAY GODSMACK	GODSMACK REPUBLIC/UNIVERSAL †
10	9	14	ROLLIN' STONED CAN'T GET THERE FROM HERE	GREAT WHITE PORTRAIT/COLUMBIA
AIRPOWER				
11	19	20	WELCOME TO THE FOLD TITLE OF RECORD	FILTER REPRISE †
12	13	9	LIT UP BUCKCHERRY	BUCKCHERRY DREAMWORKS †
13	12	12	WHY I'M HERE FEBRUARY SUN	OLEANDER REPUBLIC/UNIVERSAL
14	17	18	THE KIDS AREN'T ALRIGHT AMERICANA	THE OFFSPRING COLUMBIA †
15	11	15	BAWITDABA DEVIL WITHOUT A CAUSE	KID ROCK TOP DOG/LAVA/ATLANTIC †
16	16	10	NO MORE, NO LESS DOSAGE	COLLECTIVE SOUL ATLANTIC
17	15	16	ONE MY OWN PRISON	CREED WIND-UP
18	18	17	HEAVY DOSAGE	COLLECTIVE SOUL ATLANTIC
19	14	8	LAST KISS NO BOUNDARIES	PEARL JAM EPIC
AIRPOWER				
20	22	24	SMOOTH SUPERNATURAL	SANTANA FEATURING ROB THOMAS ARISTA †
21	21	23	WORKIN' EDGE OF FOREVER	LYNYRD SKYNYRD CMC INTERNATIONAL
22	24	26	SWINGIN' ECHO	TOM PETTY AND THE HEARTBREAKERS WARNER BROS. †
23	23	21	WHAT'S MY AGE AGAIN? ENEMA OF THE STATE	BLINK 182 MCA †
24	25	22	MY OWN WORST ENEMY A PLACE IN THE SUN	LIT RCA †
25	27	29	WHEN WORLDS COLLIDE TONIGHT THE STARS REVOLT!	POWERMAN 5000 DREAMWORKS †
26	26	27	MYSTERIOUS EYE II EYE	SCORPIONS KOCH
27	30	33	SUPERBEAST HELLBILLY DELUXE	ROB ZOMBIE Geffen/INTERSCOPE
28	31	34	MUDSHOVEL DYSFUNCTION	STAIN'D FLIP/ELEKTRA/EEG
29	32	35	DENIAL HOME	SEVENDUST TVT
30	29	31	ANA'S SONG (OPEN FIRE) NEON BALLROOM	SILVERCHAIR EPIC †
31	28	32	BLACK BALLOON DIZZY UP THE GIRL	GOO GOO DOLLS WARNER BROS. †
32	35	—	FOR THE MOVIES BUCKCHERRY	BUCKCHERRY DREAMWORKS
33	NEW ▶	1	COWBOY DEVIL WITHOUT A CAUSE	KID ROCK TOP DOG/LAVA/ATLANTIC †
34	37	—	ENTER MY MIND FREAKS OF NATURE	DRAIN STH THE ENCLAVE/MERCURY/IDJMG
35	39	38	TEASER SUPERSONIC AND DEMONIC RELICS	MOTLEY CRUE MOTLEY/BEYOND
36	NEW ▶	1	ATTENTION PLEASE ATTENTION PLEASE	CAROLINE'S SPINE HOLLYWOOD
37	NEW ▶	1	CAN'T CHANGE ME EUPHORIA MORNING	CHRIS CORNELL A&M/INTERSCOPE
38	RE-ENTRY	2	HERO THE VERVE PIPE	THE VERVE PIPE RCA †
39	NEW ▶	1	OVER THE EDGE RATT	RATT PORTRAIT/COLUMBIA
40	40	—	THE BOYS ARE BACK IN TOWN "DETROIT ROCK CITY" SOUNDTRACK	EVERCLEAR MERCURY/IDJMG †

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service. 109 mainstream rock stations and 67 modern rock stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. ○ Tracks showing an increase in detections over the previous week, regardless of chart movement. A record which has been on the chart for more than 20 weeks will not receive a bullet, even if it registers an increase in detections. Airpower awarded to songs appearing in the top 20 on both the BDS Airplay and Audience charts for the first time with increases in both detections and audience. † Videoclip availability. © 1999, Billboard/BPI Communications.

Billboard®

AUGUST 28, 1999

Modern Rock Tracks™

T. WK.	L. WK.	WKS. ON	TRACK TITLE ALBUM TITLE (IF ANY)	ARTIST IMPRINT/PROMOTION LABEL
No. 1 10 weeks at No. 1				
1	1	13	SCAR TISSUE CALIFORNICATION	RED HOT CHILI PEPPERS WARNER BROS. †
2	2	2	WHAT'S MY AGE AGAIN? ENEMA OF THE STATE	BLINK 182 MCA †
3	4	4	NOOKIE SIGNIFICANT OTHER	LIMP BIZKIT FLIP/INTERSCOPE †
4	3	3	ALL STAR ASTRO LOUNGE	SMASH MOUTH INTERSCOPE †
5	5	5	MY OWN WORST ENEMY A PLACE IN THE SUN	LIT RCA †
6	10	11	STEAL MY SUNSHINE YOU CAN'T STOP THE BUM RUSH	LEN WORK/ERG †
7	6	8	BATTLE FLAG HOW TO OPERATE WITH A BLOWN MIND	LO FIDELITY ALLSTARS FEAT. PIGEONHED SKIN/STUB POP/COLUMBIA †
8	11	10	THE KIDS AREN'T ALRIGHT AMERICANA	THE OFFSPRING COLUMBIA †
9	7	9	SOMEDAY 14:59	SUGAR RAY LAVA/ATLANTIC †
10	9	7	AMERICAN WOMAN "AUSTIN POWERS: THE SPY WHO SHAGGED ME" SOUNDTRACK & 5	LENNY KRAVITZ MAVERICK/VIRGIN †
11	12	12	YOU WANTED MORE "AMERICAN PIE" SOUNDTRACK	TONIC UNIVERSAL †
12	13	13	ANA'S SONG (OPEN FIRE) NEON BALLROOM	SILVERCHAIR EPIC †
13	8	6	LAST KISS NO BOUNDARIES	PEARL JAM EPIC
14	15	15	WHY I'M HERE FEBRUARY SUN	OLEANDER REPUBLIC/UNIVERSAL
15	14	14	BAWITDABA DEVIL WITHOUT A CAUSE	KID ROCK TOP DOG/LAVA/ATLANTIC †
16	16	16	BLACK BALLOON DIZZY UP THE GIRL	GOO GOO DOLLS WARNER BROS. †
17	17	17	HERO THE VERVE PIPE	THE VERVE PIPE RCA †
18	19	20	WELCOME TO THE FOLD TITLE OF RECORD	FILTER REPRISE †
19	18	18	STITCHES CANDYASS	ORGY ELEMENTREE/REPRISE †
20	21	25	BEAUTIFUL METASEXUAL	JOYDROP TOMMY BOY †
21	30	35	ENEMY DAYS OF THE NEW	DAYS OF THE NEW OUTPOST/INTERSCOPE
22	31	40	ZIP-LOCK A PLACE IN THE SUN	LIT RCA †
23	24	24	WHEN WORLDS COLLIDE TONIGHT THE STARS REVOLT!	POWERMAN 5000 DREAMWORKS †
24	26	27	YEAH, WHATEVER HALFWAY DOWN THE SKY	SPLENDER C2
25	23	22	WHATEVER GODSMACK	GODSMACK REPUBLIC/UNIVERSAL †
26	22	21	WE ARE EVERYTHING YOU WANT	VERTICAL HORIZON RCA
27	25	30	FOR THE MOVIES BUCKCHERRY	BUCKCHERRY DREAMWORKS
28	NEW ▶	1	COWBOY DEVIL WITHOUT A CAUSE	KID ROCK TOP DOG/LAVA/ATLANTIC †
29	27	26	BODYROCK PLAY	MOBY V2 †
30	29	31	LET ME GO PROLONGING THE MAGIC	CAKE CAPRICORN/IDJMG
31	NEW ▶	1	CAN'T CHANGE ME EUPHORIA MORNING	CHRIS CORNELL A&M/INTERSCOPE
32	28	23	BETTER DAYS (AND THE BOTTOM DROPS OUT) MOBILE ESTATES	CITIZEN KING WARNER BROS. †
33	NEW ▶	1	ONE MAN ARMY HAPPINESS...IS NOT A FISH THAT YOU CAN CATCH	OUR LADY PEACE COLUMBIA
34	34	32	MEET VIRGINIA TRAIN	TRAIN AWARE/COLUMBIA †
35	NEW ▶	1	CAILIN UNWRITTEN LAW	UNWRITTEN LAW INTERSCOPE
36	32	29	LET FOREVER BE SURRENDER	THE CHEMICAL BROTHERS ASTRALWERKS/VIRGIN †
37	37	—	BUMP ROYAL HIGHNESS	KOTTONMOUTH KINGS CAPITOL †
38	36	38	FALLING STAR SHOWOFF	SHOWOFF MAVERICK
39	NEW ▶	1	RODEO CLOWNS PHILADELPHIC	G. LOVE & SPECIAL SAUCE OKEH/550 MUSIC/ERG
40	33	28	GET BORN AGAIN NOTHING SAFE	ALICE IN CHAINS COLUMBIA †

SITES + SOUNDS

(Continued from page 64)

"On Spinner and Winamp, it's a mixture of different links, advertising, and the ability to transact and promote artists on the sites," Bentley says. Emusic's prices will remain 99 cents per track and \$8.99 per album on its co-branded sites.

Emusic will also begin working with Spinner.com to develop Emusic-specific radio channels, a first for the company. "To be able to make the catalogs we have available in the streaming format and get them to lots of consumers is a really great opportunity," Hoffman says.

RANDOM BITS: USWeb recently scored a contract to develop and oversee the Web presence of concert promoter SFX. The site has yet to debut.

ARTISTdirect's "Born On The World Wide Web" talent search, which started in July on the company's UBL.com site, will run through Sept. 18. Interested par-

Tunes.com will provide the exclusive Web broadcast of Farm Aid '99, featuring Willie Nelson, Neil Young, and others

ties must submit two songs in either the MP3 or Microsoft MS Audio 4.0 format, along with biographical information. The songs will be judged by a panel of music industry execs, journalists, and artists, including Counting Crows' Adam Duritz, Chris Cornell, and producer Rick Rubin. Prizes include demo deals with participating labels, including Atlantic Records, Time Bomb Recordings, and American Recordings.

Tunes.com will provide the exclusive Web broadcast of Farm Aid '99 Sept. 12. The Webcast, which begins at 1 p.m., will feature performances by Willie Nelson, Neil Young, John Mellencamp, Dave Matthews Band, Trisha Yearwood, and the Mavericks, among others.

Amazon.com on Aug. 26 will offer a free digital download of the War song "Galaxy 2000" from the band's recently released greatest-hits package, "Grooves And Messages." The track represents the first time Amazon has offered a free catalog track in support of a greatest-hits set. "Galaxy 2000" will be available in MP3 and Liquid Audio formats.

HBO Home Video has enlisted DME Interactive to bring E-commerce to its Web site. DME is working to design new interfaces, as well as a store through which visitors can purchase titles from the company's 500-title catalog. The deal marks DME's fifth year working with HBO.

Earth, Wind & Fire Is Still Elemental As It Plans Sony Set And Sweeping U.S. Tour

SING A SONG: If there's one thing that pushes Philip Bailey's buttons, it's hearing DJs on the radio say things like, "Wow, that Earth, Wind & Fire sure is great. I wonder if they'll get back together."

For the record, the long-lived band is alive and well, having been touring around the world for the past four years. It's working on a new album on Sony with Wyclef Jean, set for release next year. And those are just the high points; these guys have been wearing out some shoes lately.

"No one really knows that between our heyday and now, we've put out four or five albums," says a bemused Bailey, lead singer of the band. "We've been running around for years, and people don't know that we're still doing good business. I suppose that we're in a zone where to be noticed, you have to get airplay."

Radio exposure or not, the outfit is on instant recall for anyone who was breathing during the '70s. Between 1973 and 1983, the group scored 34 R&B top 40 hits, including seven No. 1's, and it hit the top 40 of the Hot 100 16 times with songs like "Shining Star," "September," "After The Love Has Gone," "Boogie Wonderland," and "Let's Groove." Over those years, it charted on The Billboard 200 with some 20 albums, including the No. 1 sets "That's The Way Of The World" and "Gratitude."

In all, the band has sold more than 20 million albums, earning six Grammy Awards (out of a staggering 14 nominations), four American Music Awards, an NAACP Hall of Fame Award, and even a star on the Hollywood Boulevard Walk of Fame.

But it's far from a retro ride for Earth, Wind & Fire, which now comprises original members Bailey, known for his sweet, pure falsetto; bassist Verdine White; drummer Ralph Johnson; and an additional troupe of 12 grade-A musicians, including the mighty horn section that has defined the band's essence since the beginning.

In fact, Earth, Wind & Fire is unexpectedly enjoying its busiest year in more than a decade. Over just the past few months, it has seen the remastering and rerelease of four of its multi-platinum albums (with bonus outtakes and demos) on Sony Legacy, along with the issue of the joyous new "MegaMix 2000," an anthemic musical résumé commandeered in part by former co-lead singer Maurice White.

The Fire has also headlined a two-hour A&E "Live By Request," VH1's "Hard Rock Live," and a re-airing of that program on PBS for use during its current fund drive; and has appeared on the "Tonight Show With Jay Leno," NBC's "Later," and ABC Radio's "The Tom Joyner Show" in just the past few weeks.

Meanwhile, the band began the latest leg of its sold-out live show Aug. 18, with stops in Seattle, Las Vegas, Boston, Atlanta, Chicago, Washington, D.C., and elsewhere.

"At the beginning of the year, we thought we wouldn't be doing anything until the end, when we started the album," says Verdine White. "Then everything just hit and mushroomed, and we got really busy."



by Chuck Taylor

Part of the tour places the band in a co-headlining spotlight with Barry White in the U.S. and Europe, with major promotional props in the States from radio giant AMFM, whose interest in the group extends from the proliferation of its year-old Jammin' Oldies format, currently in 11 markets nationwide, including six of the top 10. Jammin' focuses on uptempo R&B crossover hits from the '70s and early '80s, with appeal to black, white, and Hispanic listeners alike.

The company's agreement with concert promoter Radio Events Group, headed by Phoenix-based Brad Patrick, works like most station/promoter pacts: In exchange for tickets, AMFM agrees to promote the EW&F/Barry White dates on-air, with right of first refusal for AMFM station sponsorships in markets that broadcast other formats.



EARTH, WIND & FIRE

"Earth, Wind & Fire and Barry White—you can't get much better than that," says Beverly Tilden, AMFM VP of marketing. "We had Earth, Wind & Fire at the launch of our Jammin' station in New York, and nobody got off the dancefloor all night. They were so great to work with, and I think everyone walked out of there that night with such a great feeling."

No doubt, it's a two-way street. Says Verdine White, "Obviously, the Jammin' stations have helped us tremendously. They've made the market bigger and made those seats sell out faster than they would have before. With this and the Internet, which can post information instantly, sometimes it seems like people are finding out where we're going to be performing before we even know."

"If it weren't for the power of those stations, a lot of the music of the '70s would probably be lost at this point," adds Bailey, who also recently released

the R&B/jazz album "Dreams" on Heads Up International. "People listen to these high-powered stations and feel more convinced or more enthusiastic about their artists."

Such a mind-set has certainly made the reissue of four Earth, Wind & Fire albums, originally recorded for Columbia and ARC, a heartfelt proposition for the folks at Sony Legacy.

Producer Leo Sacks worked directly with band founder Maurice White to choose which albums best showcased the band in peak form, searching together through his personal archives for the demos and outtakes that would be included on the project.

Says Joy Gilbert, marketing director for Legacy's "Rhythm & Soul" series, "This band is a household name, and they're as strong as ever, getting a lot of exposure at Jammin' Oldies, top 40, even classic rock, and they're continuing to sell out concerts."

"The awareness is there, the consumer interest is there," she says. "We just felt like it was time to pay attention to Earth, Wind & Fire's catalog, and we hope to reach their wide base of fans and bring new ones to their music."

The label is treating the projects (released July 27) with TLC, setting up extended price-and-position campaigns at retail and establishing four-pack listener giveaways for Jammin' Oldies, crossover, and R&B radio stations. In hopes of drumming up airplay, the "MegaMix" single, originally clocking in at 7:32, was reworked into a manageable edit by New York DJs George Calle and Mauro DeSantis.

Meanwhile, the group is looking ahead to a fresh new chapter with its upcoming album, which came about after Jean produced a track for a group that included a formidable sample of Earth, Wind & Fire's "Shining Star."

"It was a hip-hop version of the song, and we performed in the video," says Verdine White. "Then we met with (Sony president/CEO) Tommy Motolla and (Columbia Records Group chairman/Columbia Records president) Donny Ienner and Wyclef, and they pretty much signed us based on that." The album will be released on Jean's Refugee Camp imprint and co-produced by Eric Bénét.

With that on the forefront, both Bailey and White look toward a future with no limitations.

"Over the years, I've been exposed to things I could never even dream of as a kid," Bailey says. "At the end of the day, I've been able to support my family and work for myself. I get paid for being the best me I can possibly be. How many of us get the chance to say that?"

Adds White, "I perceive myself as one of the luckiest people in the world. I'm a better man, I've had a chance to contribute a little bit to society, and to leave some music behind. Every time I'm onstage, I play like it's the first time I've ever been there and like the last time I'll ever do it."

Top 40 Tracks™

T. WK	L. WK	2 WKS	WKS ON CHART	TRACK TITLE IMPRINT/PROMOTION LABEL	ARTIST
1	2	3	10	GENIE IN A BOTTLE RCA	CHRISTINA AGUILERA No. 1
2	1	1	14	ALL STAR INTERSCOPE	SMASH MOUTH
3	3	2	15	IF YOU HAD MY LOVE WORK/ERG	JENNIFER LOPEZ
4	4	4	19	I WANT IT THAT WAY JIVE	BACKSTREET BOYS
5	5	5	9	BAILAMOS OVERBROOK/INTERSCOPE	ENRIQUE IGLESIAS
6	6	6	8	LAST KISS EPIC	PEARL JAM
7	8	8	9	SOMEDAY LAVA/ATLANTIC	SUGAR RAY
8	7	9	13	WHERE MY GIRLS AT? MOTOWN	702
9	9	7	12	SHE'S SO HIGH COLUMBIA	TAL BACHMAN
10	10	13	12	OUT OF MY HEAD HOLLYWOOD	FASTBALL
11	13	19	5	I DO (CHERISH YOU) UNIVERSAL	98 DEGREES
12	11	11	14	I WILL REMEMBER YOU (LIVE) ARISTA	SARAH MCLACHLAN
13	14	15	14	HEY LEONARDO (SHE LIKES ME FOR ME) PUSH/2	BLESSID UNION OF SOULS
14	22	24	5	SHE'S ALL I EVER HAD C2	RICKY MARTIN
15	15	18	14	IT'S NOT RIGHT BUT IT'S OKAY ARISTA	WHITNEY HOUSTON
16	17	27	7	BILLS, BILLS, BILLS COLUMBIA	DESTINY'S CHILD
17	24	22	10	UNPRETTY LAFACE/ARISTA	TLC
18	16	20	12	BETTER DAYS (AND THE BOTTOM DROPS OUT) WARNER BROS.	CITIZEN KING
19	21	25	8	BLACK BALLOON WARNER BROS.	GOO GOO DOLLS
20	12	10	12	BEAUTIFUL STRANGER MAVERICK/WARNER BROS.	MADONNA
21	18	14	16	SOMETIMES JIVE	BRITNEY SPEARS
22	39	—	2	MAMBO NO. 5 (A LITTLE BIT OF...) RCA	LOU BEGA
23	23	17	11	THE CUP OF LIFE COLUMBIA	RICKY MARTIN
24	29	34	5	SMOOTH ARISTA	SANTANA FEATURING ROB THOMAS
25	25	26	11	I COULD NOT ASK FOR MORE LAVA/ATLANTIC	EDWIN MCCAIN
26	20	12	21	LIVIN' LA VIDA LOCA C2	RICKY MARTIN
27	34	38	3	STEAL MY SUNSHINE WORK/ERG	LEN
28	31	33	7	SUMMER GIRLS LOGIC/ARISTA	LFO
29	28	28	12	TELL ME IT'S REAL MCA	K-CI & JOJO
30	38	40	3	SCAR TISSUE WARNER BROS.	RED HOT CHILI PEPPERS
31	30	32	17	ALMOST DOESN'T COUNT ATLANTIC	BRANDY
32	33	30	17	ANYWHERE BAD BOY/ARISTA	112 FEATURING LIL'Z
33	32	29	20	THAT DON'T IMPRESS ME MUCH MERCURY/IDJMG	SHANIA TWAIN
34	40	—	2	I NEED TO KNOW COLUMBIA	MARC ANTHONY
35	37	37	5	SMILE ELEKTRA/EEG	VITAMIN C FEATURING LADY SAW
36	27	21	15	WILD WILD WEST COLUMBIA	WILL SMITH FEAT. DRU HILL & KOOL MO DEE
37	36	36	9	808 TRACK MASTERS/COLUMBIA	BLAQUE
38	35	31	24	WHAT IT'S LIKE TOMMY BOY	EVERLAST
39	NEW	▶	1	THERE SHE GOES SQUINT/ELEKTRA/EEG	SIXPENCE NONE THE RICHER
40	NEW	▶	1	MUSIC OF MY HEART MIRAMAX/EPIC	'N SYNC & GLORIA ESTEFAN

Compiled from a national sample of airplay of Mainstream Top 40, Rhythmic Top 40 and Adult Top 40 stations supplied by Broadcast Data Systems' Radio Track service. 217 Top 40 stations are electronically monitored 24 hours a day, 7 days a week. Songs are ranked by Audience Impressions. (◯) Tracks showing an increase in Audience over the previous week. A record which has been on the chart for more than 20 weeks will not receive a bullet, even if it registers an increase in detections. Records below the top 20 are removed from the chart after 26 weeks. © 1999, Billboard/BPI Communications.

Billboard Video Monitor

THE MOST-PLAYED CLIPS AS MONITORED BY BROADCAST DATA SYSTEMS
 "NEW ONS" ARE REPORTED BY THE NETWORKS (NOT BY BDS) FOR THE WEEK AHEAD



14 hours daily
 1899 9th Street NE,
 Washington, D.C. 20018

- 1 Q-Tip, Vivrant Thing
- 2 Puff Daddy, P.E. 2000
- 3 Eve & Nokie, What Ya Want
- 4 Lauryn Hill, Everything Is Everything
- 5 Ginuwine, So Anxious
- 6 K-Ci & JoJo, Tell Me It's Real
- 7 TLC, Unpretty
- 8 Juvenile, Back That Thang Up
- 9 Mary J. Blige, All That I Can Say
- 10 Destiny's Child, Bills, Bills, Bills
- 11 Whitney Houston, My Love Is Your Love
- 12 Missy "Misdemeanor" Elliott, All N My Grill
- 13 Faith Evans, Never Gonna Let You Go
- 14 Tru, Hoody Hoo
- 15 Slick Rick, Street Talkin'
- 16 Naughty By Nature, Jamboree
- 17 Coko, Sunshine
- 18 Chris Rock, No Sex
- 19 Lil' Troy, Wanna Be A Baller
- 20 Gina Thompson, Ya Di Ya
- 21 Eric Benet, Spend My Life With You
- 22 Beatnuts, Watch Out Now
- 23 Deborah Cox, We Can't Be Friends
- 24 EPMD, Symphony 2000
- 25 B.G., Bling Bling
- 26 Macy Gray, Do Something
- 27 LL Cool J, Deepest Bluest
- 28 R. Kelly, If I Could Turn Back The Hands
- 29 Silk, Meeting In My Bedroom
- 30 Ideal, Get Gone

NEW ONS

Mariah Carey, Heartbreaker
 Chico DeBarge, Give You What You Want
 Mr. Vegas, Heads High
 Blaque, I Do
 Case, Think Of You
 702, You Don't Know
 U-God, Bizarre
 Eminem, Role Model
 Lost Boyz, Ghetto Jiggy



Continuous programming
 2806 Opryland Dr.,
 Nashville, TN 37214

- 1 Lonestar, Amazed
- 2 Dixie Chicks, Ready To Run
- 3 Martina McBride, Love You *
- 4 Alan Jackson, Little Man
- 5 Tim McGraw, Please Remember Me
- 6 Kenny Rogers, The Greatest
- 7 Lee Roy Parnell, She Won't Be Lonely Lonely
- 8 Shania Twain, You've Got A Way
- 9 George Strait, Write This Down
- 10 Shedaisy, Little Good-Byes
- 11 Faith Hill, The Secret Of Life
- 12 Trisha Yearwood, I'll Still Love You More
- 13 Alabama, God Must Have Spent A Little More...
- 14 Chely Wright, Single White Female
- 15 John Michael Montgomery, Home To You *
- 16 Clay Walker, Live, Laugh, Love
- 17 Dwight Yoakam, Crazy Little Thing Called
- 18 Joe Diffie, Night 'n Remember
- 19 Jason Sellers, A Matter Of Time
- 20 Anita Cochran, For Crying Out Loud *
- 21 Chad Brock, Lightn'ng Does The Work *
- 22 Paisley, Who Needs Pictures *
- 23 Wanda Barnett, The Whispering Wind *
- 24 Shane Minor, Ordinary Love *
- 25 Lila McCann, Crush *
- 26 Lisa Angelle, I Wear Your Love *
- 27 Gary Allan, Smoke Rings In The Dark *
- 28 Shana Petrone, This Time *
- 29 Bryan White, You're Still Beautiful To Me *
- 30 Sammy Kershaw, When You Love Someone
- 31 Claudia Church, Home In My Heart
- 32 Mary Chapin Carpenter, Almost Home
- 33 Kelly Willis, Not Forgotten You
- 34 Lacey, I Want A Man
- 35 Bruce Robison, The Good Life
- 36 Brooks & Dunn, Life Is A Highway
- 37 Brooks & Dunn, South Of Santa Fe
- 38 Yankee Grey, All Things Considered
- 39 Mark Wills, She's In Love
- 40 Jessica Andrews, You Go First
- 41 Montgomery Gentry, Lonely & Gone
- 42 Rebecca Lynn Howard, When My Dreams Come
- 43 Stacy Dean Campbell, Makin' Good Time
- 44 Michael Peterson, Sure Feels Real Good
- 45 Trio, After The Gold Rush
- 46 Sherrie Austin, Never Been Kissed
- 47 Jerry Kilgore, Love Trip
- 48 Julie Reeves, Trouble Is A Woman
- 49 Susan Ashton, You're Lucky I Love You
- 50 Vince Gill & Patty Loveless, My Kind Of...

* Indicates Hot Shots

NEW ONS

Brooks & Dunn, I Ain't Missing You
 Dwight Yoakam, Thinking About Leaving
 Keith Urban, It's A Love Thing
 Redmon & Vale, Squeezin' The Love Outta You
 The Bellamy Brothers, The Ex-Files
 Tim McGraw, Something Like That



Continuous programming
 1515 Broadway, NY, NY 10036

- 1 TLC, Unpretty
- 2 Kid Rock, Cowboy
- 3 Christina Aguilera, Genie In A Bottle
- 4 Ricky Martin, She's All I Ever Had
- 5 Limp Bizkit, Nookie
- 6 Eminem, Guilty Conscience
- 7 Destiny's Child, Bills, Bills, Bills
- 8 Chris Rock, No Sex
- 9 98 Degrees, I Do
- 10 702, Where My Girls At
- 11 Smash Mouth, All Star
- 12 Red Hot Chili Peppers, Scar Tissue
- 13 Jewel, Jupiter
- 14 Lenny Kravitz, American Woman
- 15 Enrique Iglesias, Bailamos
- 16 Sugar Ray, Someday
- 17 Lauryn Hill, Everything Is Everything
- 18 Goo Goo Dolls, Black Balloon
- 19 Silverchair, Ana's Song
- 20 Len, Steal My Sunshine
- 21 Jay-Z, Girls' Best Friend
- 22 Vitamin C, Smile
- 23 Santana Feat. Rob Thomas, Smooth
- 24 Jordan Knight, I Could Never Take The Place...
- 25 Juvenile, Back That Thang Up
- 26 Macy Gray, Do Something
- 27 Lit, Zip-Lock
- 28 Missy "Misdemeanor" Elliott, All N My Grill
- 29 Powerman 5000, When Worlds Collide
- 30 Filter, Welcome To The Fold
- 31 The Offspring, The Kids Aren't Alright
- 32 Blink 182, What's My Age Again?
- 33 LFO, Summer Girls
- 34 Weird Al Yankovic, It's All About The Pentiums
- 35 Tonic, You Wanted More
- 36 Puff Daddy, P.E. 2000
- 37 Tal Bachman, She's So High
- 38 Alanis Morissette, So Pure
- 39 Ginuwine, So Anxious
- 40 Q-Tip, Vivrant Thing
- 41 Orgy, Stitches
- 42 Ja Rule, Holla Holla
- 43 The Verve Pipe, Hero
- 44 Blur, Coffee & TV
- 45 Eve & Nokie, What Ya Want
- 46 Mystikal & Outkast, Neck Uv Da Woods
- 47 Godsmack, Keep Away
- 48 Naughty By Nature, Jamboree
- 49 'N Sync & Gloria Estefan, Music Of My Heart
- 50 Show Off, Falling Star

** Indicates MTV Exclusive

NEW ONS

Britney Spears, (You Drive Me) Crazy
 Jennifer Lopez, Waiting For Tonight
 Buckcherry, For The Movies
 Lou Bega, Mambo No. 5
 Moby, Bodyrock



Continuous programming
 1515 Broadway, NY, NY 10036

- 1 Smash Mouth, All Star
- 2 Jennifer Lopez, If You Had My Love
- 3 Madonna, Beautiful Stranger
- 4 Ricky Martin, She's All I Ever Had
- 5 Lenny Kravitz, Fly Away
- 6 Sugar Ray, Every Morning
- 7 Red Hot Chili Peppers, Scar Tissue
- 8 Sarah McLachlan, I Will Remember You
- 9 Alanis Morissette, So Pure
- 10 Goo Goo Dolls, Black Balloon
- 11 Sugar Ray, Someday
- 12 Jewel, Jupiter
- 13 Santana Feat. Rob Thomas, Smooth
- 14 Tal Bachman, Livin' La Vida Loca
- 15 Enrique Iglesias, Bailamos
- 16 Len, Steal My Sunshine
- 17 Lenny Kravitz, American Woman
- 18 Backstreet Boys, I Want It That Way
- 20 Fastball, Out Of My Head
- 21 Tom Petty & The Heartbreakers, Swingin'
- 22 Will Smith, Wild Wild West
- 23 Sixpence None The Richer, Kiss Me
- 24 Whitney Houston, My Love Is Your Love
- 25 Ricky Martin, The Cup Of Life
- 26 Lit, My Own Worst Enemy
- 27 Kid Rock, Cowboy
- 28 Chris Isaak, Baby Did A Bad Bad Thing
- 29 Sweetwater, In A Rainbow
- 30 Phil Collins, You'll Be In My Heart
- 31 TLC, Unpretty
- 32 Chris Gaines, Lost In You
- 33 Sweetwater, In A Rainbow
- 34 Donna Summer, I Will Go With You
- 35 Shania Twain, You've Got A Way
- 36 Sheryl Crow, The Difficult Kind
- 37 Train, Meet Virginia
- 38 Edwin McCain, I Could Not Ask For More
- 39 Eric Clapton, Blue Eyes Blue
- 40 Everlast, What It's Like
- 41 Shania Twain, That Don't Impress Me Much
- 42 Dido, Here With Me
- 43 Smash Mouth, Walkin' On The Sun
- 44 Natalie Imbruglia, Torn
- 45 Macy Gray, Do Something
- 46 Goo Goo Dolls, Iris
- 47 Barenaked Ladies, One Week
- 48 Citizen King, Better Days
- 49 Green Day, Time Of Your Life
- 50 Sinead Lohan, Whatever It Takes

NEW ONS

Jennifer Lopez, Waiting For Tonight
 Shania Twain, Man! I Feel Like A Woman
 Mariah Carey, Heartbreaker
 Meredith Brooks, Lay Down (Candles In The Rain)
 Lou Bega, Mambo No. 5
 Tori Amos, Bliss
 Sinead Lohan, Whatever It Takes

Music Video PROGRAMMING

Porter Leaves BET Behind; 'Ritmo Latino's' Top Picks

MORE CHANGES AT BET: Paul Porter has exited BET as music director. At press time, no replacement had been officially named, but sources say BET has been in discussions with producer/remixer Kelly G., who most recently has been a remixer at R&B station WGCI Chicago. Kelly G. and BET officials were unavailable for comment.

Porter's departure is the latest shake-up in BET's music department in the past few months. Gregg Diggs quit as music director (The Eye, Billboard, April 10), reportedly because he disagreed with upper management on how to enforce BET's standards and practices. Following Diggs' exit, Porter was named as his replacement. Then Stephen Hill, formerly director of music at MTV, was named BET



by Carla Hay

tell me I was being let go. I got something in writing only after I asked for it. I've been let go before, but never like this."

Hill was unavailable for comment. Porter says he is seeking new opportunities, and he can be reached by E-mail at paulporter99@yahoo.com.

LOCAL SHOW SPOTLIGHT: This issue's spotlight is on Tampa, Fla.-based Latin show "Ritmo Latino," which has been on the air since 1997.

TV affiliates: Tele-mundo; Time Warner Cable in Tampa, Fla., and Rochester, N.Y.

Program length: 30 minutes.

Time slot: Various. Key staffers: Wallis "Fosforo" Correa, executive producer.

Following are the top five videos for the episode that aired the week of Aug. 9.

1. Marc Anthony, "No Me Conoces" (RMM).
2. Mexicano, "Hagan Ruido Las Pistolas" (Boricua Guerrero).
3. George Lemonds, "Te Vas" (Presitigio).
4. Tito Nieves, "Le Gustan Que Las Veas" (RMM).
5. Elvis Crespo, "Suavemente (Remix)" (Sony Music Latin).

THE CLIP LIST

A SAMPLING OF PLAYLISTS SUBMITTED BY NATIONAL & LOCAL MUSIC VIDEO OUTLETS FOR THE WEEK ENDING AUGUST 28, 1999.



Continuous programming
 1221 Collins Ave
 Miami Beach, FL 33139

BOX TOPS

- Deborah Cox, We Can't Be Friends
 Juvenile, Back That Thang Up
 TLC, Unpretty
 LFO, Summer Girls
 Whitney Houston, My Love Is Your Love
 Puff Daddy, P.E. 2000
 Destiny's Child, Bills, Bills, Bills
 Christine Aguilera, Genie In A Bottle
 Toy Box, Tarzan & Jane
 Backstreet Boys, I Want It That Way
 Lil' Troy, Wanna Be A Baller
 Ginuwine, So Anxious
 Faith Evans, Never Gonna Let You Go
 K-Ci & JoJo, Tell Me It's Real
 Limp Bizkit, Nookie
 R. Kelly, If I Could Turn Back The Hands...
 Will Smith, Wild Wild West
 Britney Spears, Sometimes
 Naughty By Nature, Jamboree

NEW

B*Witched, Blame It On The Weatherman
 Basement Jaxx, Red Alert
 Brian McKnight, Back At One
 Coko, Sunshine
 IMX, Stay The Night
 Jay-Z, Girls' Best Friend
 Kristin Hersh, Echo
 Lit, Ziplock
 Lost Boyz, Ghetto Jiggy
 Lou Bega, Mambo No. 5
 Marc Anthony, I Need To Know
 Method Man & Redman, Tear It Off
 Mystic Journeyman, Mercury Rising
 Rell F/Amil, When Will U See
 Snoop Dogg, B-Please
 Static X, Push It
 The Boombang Boys, Squeeze Toy
 Tori Amos, Bliss
 Vega, Let Me Get It



Continuous programming
 1515 Broadway
 New York, NY 10036

NEW

- Gang Starr, Discipline
 DJ Hurricane, Come Get It
 Basement Jaxx, Red Alert
 Tori Amos, Bliss
 Boy George, When Will You Learn
 Pennywise, Alien
 The Pietasters, Yesterday's Over
 The Porkers, Perfect Teeth
 Snoop Dogg, B-Please
 Lou Bega, Mambo No. 5
 Zen Mafia, California
 Man Or Astroman, Theme From EEVIACC
 Eminem, Role Model



Continuous programming
 299 Queen St West,
 Toronto, Ontario M5V2Z5

- Britney Spears, (You Drive Me) Crazy (new)
 Mariah Carey, Heartbreaker (new)
 All Systems Go, All I Want (new)
 Dunk, Time To Fly (new)
 Joe, Arriba (new)
 Basement Jaxx, Red Alert (new)
 Essex Court, Ghetto Goldrush (new)
 Snoop Dogg, B-Please (new)
 Ricky Martin, She's All I Ever Had
 Red Hot Chili Peppers, Scar Tissue
 Smash Mouth, All Star
 Moist, Breathe
 Limp Bizkit, Nookie
 Sarah McLachlan, I Will Remember You
 Lauryn Hill, Everything Is Everything
 I Mother Earth, Summertime In The Void
 Christine Aguilera, Genie In A Bottle
 Destiny's Child, Bills, Bills, Bills
 Prozzak, Strange Disease
 The Tea Party, Heaven Coming Down



Continuous programming
 1111 Lincoln Rd
 Miami Beach, FL 33139

- Mana, Se Me Olvido Otra Vez
 Shakira, Inevitable
 Madonna, Beautiful Stranger
 Aleks Syntek, Sexo, Pudor Y Lagrimas
 Enrique Iglesias, Bailamos
 Cale Tacuba, La Locomotora
 Backstreet Boys, I Want It That Way
 Jamiroquai, Canned Heat
 Christian Castro, Mi Vida Sin Tu Amor
 Cher, Strong Enough
 Ricky Martin, Livin' La Vida Loca
 Jennifer Lopez, If You Had My Love
 Sixpence None The Richer, Kiss Me
 Moenia, Manto Estelar
 The Chemical Brothers, Hey Boy, Hey Girl
 Red Hot Chili Peppers, Scar Tissue
 Titan, Corazon
 Will Smith, Wild Wild West
 Limp Bizkit, Nookie
 Santana Feat. Rob Thomas, Smooth



2 hours weekly
 3900 Main St
 Philadelphia, PA 19127

- TLC, Unpretty
 Noreaga, Oh No
 Mary J. Blige, All That I Can Say
 Q-Tip, Vivrant Thing
 Lauryn Hill, Everything Is Everything
 Naughty By Nature, Jamboree
 Eve & Nokie, What Ya Want
 Les Nubians, Tabou
 High & Mighty, B Boy Document
 Memphis Bleek, Memphis Bleek Is
 Slick Rick, Street Talkin'
 Ginuwine, So Anxious
 Chris Rock, No Sex
 Gina Thompson Feat. Missy, Ya Di Ya
 Group Home, Stupid M.F.



Five hours weekly
 223-225 Washington St
 Newark, NJ 07102

- Madonna, Beautiful Stranger
 Sixpence None The Richer, There She Goes
 Megadeth, Crush 'Em
 Jennifer Lopez, If You Had My Love
 Alanis Morissette, So Pure
 Def Leppard, Promises
 Silverchair, Ana's Song (Open Fire)
 Lauryn Hill, Everything Is Everything
 Vitamin C, Smile
 Tracie Spencer, It's All About You (Not About Me)
 Sugar Ray, Someday
 Bijou Phillips, When I Hated Him
 Tonic, You Wanted More
 Smash Mouth, All Star
 Christine Aguilera, Genie In A Bottle
 Monster Magnet, See You In Hell
 Blur, Coffee & TV
 Blink 182, What's My Age Again
 Hole, Awful
 Britney Spears, Sometimes



15 hours weekly
 10227 E 14th St
 Oakland, CA 94603

- TLC, Unpretty
 Juvenile, Back That Thang Up
 R. Kelly, If I Could Turn Back The Hands...
 Q-Tip, Vivrant Thing
 Naughty By Nature, Jamboree
 Destiny's Child, Bills, Bills, Bills
 Eve & Nokie, What Ya Want
 Monica, Street Symphony
 Christine Aguilera, Genie In A Bottle
 Backstreet Boys, I Want It That Way
 Dru Hill, You Are My Everything
 Jennifer Lopez, If You Had My Love
 Mac Mall, Wide Open
 The Whorlidas, Dock Of The Bay
 B.G., Bling Bling

PRODUCTION NOTES

LOS ANGELES

Liz Friedlander directed Shelby Lynne's "Your Lies" video.

Donna Summer's "I Will Go With You" was directed by Rocky Schenck.

Charley Randazzo directed Mark Wills' "She's In Love" and Steve Wariner's "Two Tearsdrops."

Michael Peterson's "Sure Feels Real Good" was directed by David Hogan.

Dawkins & Dawkins teamed up with director Marlon Perry for the "Wrapped Up" video.

OTHER CITIES

Shoestring filmed "Twist Up And Roll" with director Todd Factor in Flint, Mich.

Sinead Lohan's "Whatever It Takes" was directed by James Brown in London.

Macy Gray's "Do Something" video was directed by Mark

Romanek in Chatsworth, Calif.

Martina McBride filmed her "I Love You" clip with director Gerry Wenner at Cumberland University in Lebanon, Tenn.

Willie Max filmed "I'm Not Your Girlfriend" with director Sanji in Detroit.

Beth Maguire's "Spoiled Rotten" video was directed by Bill Young in Houston.

Steven Goldmann directed Shane Minor's "Ordinary Love" video in Montreal.

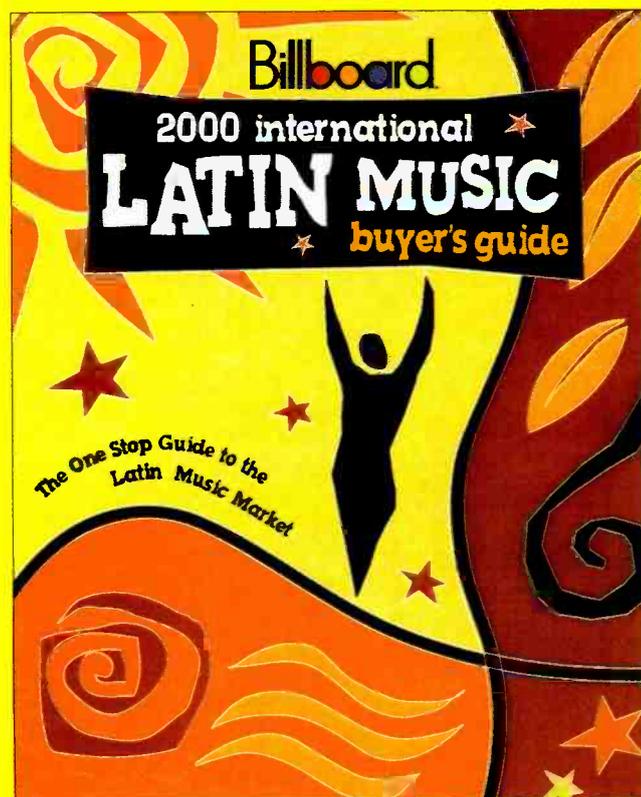
Ashland City, Tenn., was the location for Montgomery Gentry's "Lonely And Gone," directed by Chris Rogers, and Sisters Wade's "How Much Longer," directed by Trey Fanjoy.

Nancey Jackson's "Crazy Praise" was directed by Vincent Soyez in Mount Kisco, N.Y.

Esthero filmed "That Girl" with director Patrick Hoelck in Toronto.

Billboard's 2000 INTERNATIONAL LATIN MUSIC BUYER'S GUIDE

Your One Stop Guide to the Latin Music Market



**Over 3,000 listings from 19 countries:
record company executives, music
publishers, wholesalers and distributors,
latin music radio stations in the U.S.,
clubs, artists, managers, agents,
songwriters and much more!**

To order your copy call toll-free 800-344-7119.

(International call 732-363-4156). Or send check for \$85 plus \$6 shipping & handling (\$14 for international orders) with this ad to: Billboard Directories, PO Box 2016, Lakewood, NJ 08701.

Add appropriate sales tax in NY, NJ, CA, TN, MA, IL, PA, OH, VA & DC. Orders payable in U.S. funds only. All sales are final.

To order our NEW "International Latin Music Buyer's Guide" online and get updated information all year long call (212) 536-5223 or visit www.billboard.com/directories

Now available on diskette or mailing labels, for rates call Mike Fouratt at 212-536-5017.

www.billboard.com

BDLG3009

U.K.'s Muse Gains Initial Support In U.S.

Maverick Gets Act For North America; Deals Follow In Other Regions

BY DOMINIC PRIDE

LONDON—Need more proof that the U.K. and the U.S. are nations divided by two A&R communities? Take a look at British three-piece rock band Muse, from the seaside English town of Teignmouth, Devon.

The act was hotly chased by several labels in the U.S., according to its management, and eventually pacted with Maverick for North America. Maverick will put out the band's debut album, "Showbiz," on Sept. 28; elsewhere, Muse has three deals with other labels for key territories.

The band's story underlines the divergence in approaches and tastes of the two different A&R communities, which results in some U.K.-bred bands such as Bush or, more recently, Spacehog getting sales and attention in the U.S. while keeping a low-key following at home.

Despite garnering attention as a finalist in the best-unsigned-band competition at the U.K.'s In the City Convention last year, Muse was initially overlooked by British labels.

Muse's management and production company, Taste Media, is a joint venture between Safta Jaffery at SJP Producer Management and Dennis Smith at Sawmills Studio in Cornwall, where part of the album was produced.

Jaffery, who also manages the album's producer, John Leckie, says, "This kind of act didn't get a good reception at the time here, as guitar music was not seen very favorably."

An appearance at a U.S. music industry convention in November aroused interest in the band, and Maverick was quickest off the mark, says singer/songwriter Matt Bellamy. "They were able to do the deal there and then. All the others had to see people higher up."

Guy Oseary, head of A&R and a partner at Maverick, says he was impressed by the quality of the demo, and when he discovered the band was in L.A., he went to see it.

"They were showcasing for another label, and after the second song I stopped them and said, 'You don't need to play anymore,'" he says. "It was extremely powerful and beautiful."

With a sound that brings to mind earlier Radiohead—with Bellamy's vocals evoking those of Jeff Buckley—Muse has already impressed live audiences in the U.S. with a tour that included the Woodstock '99 festival in early August.

Says Bellamy, "Our sound is very English, but our live show is American."

Outside the U.S., Taste Media retains the rights and has struck separate licensing deals for the album. So far, it has pacted with Naïve in France; with Mushroom for the U.K., Ireland, and Australasia; and with Motor/Universal for the Germany, Switzerland, and Austria (GSA) and Eastern Europe regions.

"We only sent one package to Germany, and that was to [Universal Music president] Tim Renner and [Motor Music managing director] Petra Husemann," says Jaffery.

Husemann says, "When I heard



MUSE

[the tracks] I thought, 'Wow, that's even better than Radiohead—great, emotional, pathetic, teenage depression stuff . . . just great pop music like I want it to be, and the kind of thing that German youth can identify with.'"

But the label wanted to be sure that it had "a real performing act," adds Husemann. It was convinced after a showcase in Hamburg, and, says Husemann, "We signed the deal that night, and we were just sad that we could only get the rights for the GSA and Eastern Bloc region."

Deals are under discussion for Scandinavia and Japan; outside of these markets, Taste Media is considering direct sales via the Internet.

Maverick's Oseary says having the band signed to several different labels isn't a problem. "We share the Prodigy around the world," he says. "We have Richard Russell [managing director of the Prodigy's signing label, XL Records] who keeps everything in check, and I think Safta will do the same."

Mushroom Records U.K. managing director Korda Marshall says he had his eye on Bellamy from Muse and his previous bands for several years. Mushroom was among the labels that passed on the act the first time around, but, notes Marshall wryly, "A&R's a wonderful thing with 20/20 hindsight."

Marshall believes that it's possible for Muse to "avoid the Bush effect" and have a career running on the twin track of being successful in the U.S. while also keeping other markets—especially the U.K.—interested.

"England is their home, and it's very important that they are successful here," Marshall says. "It's important that they have the support among the grass-roots media and build a fan base here."

The album comes out Sept. 20 in Germany, Sept. 6 in France, and Oct. 4 in the U.K. The first single in France, Germany, and the U.S. will be the towering "Muscle Museum"; the U.K. will go with "Cave," an edgy, rhythmic track, on Sept. 6.

Having separate deals rather than a single, worldwide deal benefits the band, says manager Jaffery.

"Each of these labels has worked on the act as if it was a domestic signing," Jaffery says.

Working with an American company rather than signing to the British arm of a major has also worked in Muse's favor, Jaffery adds. "If you look at the number of British bands who have done it that way round, very few have made it. [U.S. labels] are not as impressed by British acts anymore; there isn't the feeling of importance."

Adds bassist Dominic Howard, "We got a chance to tour the States and build up a following. For a lot of acts that do well here, it can be quite a knockback when they don't do well there."

Maverick's Oseary says he signed Muse with no baggage about its origins, and especially not about its being passed on by British labels.

"That's the least of my concerns," he says. "I didn't know that, and I don't care about it. They are just a really great band."

Having success in the U.S. before getting noticed at home can often hamper an act's career, says Mushroom's Marshall. "The small group [of media] needs to feel they have discovered it themselves."

He points, however, to acts such as Ash and Garbage that have managed to retain the credibility of their U.K. fan bases while selling albums in the U.S.

Muse has British live commitments pending—including several club gigs and an appearance at Reading Festival on Aug. 27—which take the band to Sept. 4. After that, Muse returns to the States for a 12-city tour.



Matrix Makes It. Executives responsible for the Maverick Recording Co.'s soundtrack of the Warner Bros. film "The Matrix" receive platinum certification from the Recording Industry Assn. of America. The "Matrix" soundtrack spent four weeks as the No. 1-selling soundtrack in the country. Shown, from left, are Jason Bentley, Maverick soundtrack music supervisor; Dan Cracchiolo, Silver Pictures senior VP and "Matrix" co-producer; Russ Rieger, Maverick GM and co-executive producer of the soundtrack; Joel Silver, Silver Pictures president and "Matrix" producer; and Guy Oseary, Maverick partner and co-executive producer of the soundtrack.

SALE of the CENTURY

The Billboard 4th Quarter Buyer's Forecast

We will survey the best and brightest music releases & accessories for the most spectacular buying season in 100 years!

Billboard's annual retail buyer's forecast explores thousands of new records and accessories and picks the biggest and most important stars of the holiday season.

BONUS

- Buy a full page and we will mail your music or accessory in a gift basket to 300 key retailers and radio stations
- All advertisers will be listed on billboard.com with a "hot link" to a site of your choice
- The complete text of the 4th quarter buyer's forecast will be posted on billboard.com
- Bonus Distribution at the NARM Fall Convention, San Diego - Sept 15-17, 1999

The Future is NOW!

Tell the world about your new stuff . . .

**Issue Date:
September 18**

**Ad Close:
August 24**

Jodie Francisco: 323.525.2311 • jfrancisco@billboard.com

New York
212.536.5004

Lcs Angeles
323.525.2307

Nashville
615.321.4287

London
44.171.323.6686

www.americanradiohistory.com

ENTERTAINMENT BIZ ANTICIPATES FEDERAL PROBE

(Continued from page 14)

in entertainment industry government relations offices here—and it runs from “don’t worry” to “watch out.”

The RIAA, representing most U.S. labels, has categorically denied marketing violent fare to children. But there is concern that such federal probes, which include subpoena power, will be intrusive, time-consuming, and costly.

RIAA president/CEO Hilary Rosen commented after the president’s turnaround that “what the White House did for a one-day headline was to bog our industry down with a year’s worth of hassle” (Billboard, June 12). Rosen, however, also said RIAA member companies would cooperate with the investigations.

With fund-raising for the next presidential election on their minds, some Democrat leaders are now trying to distance themselves from Clinton’s decision, apparently fearful they might be losing their traditional music and movie industry supporters.

House minority leader Richard Gephardt, D-Mo., and other lawmakers have met with industry officials both here and in Los Angeles to assure them that they will work to offset the “blame it on the media” anti-violence campaigns launched by some key Republicans. They are also soft-pedaling the Clinton probe announcement.

Regardless of the feather-

smoothing, however, the fact is that the agencies are beginning some sort of investigations into media violence. And they’re keeping details close to their vests.

Vicky Steitfeld, an FTC spokeswoman, says the agency is “doing a study” but would not comment on whether subpoenas of company marketing plans would be part of that study.

However, Gretchen Michael, a spokeswoman for the DOJ, downplayed the extent of the agency’s presidential mandate, saying, “I wouldn’t characterize it as an

The agencies are beginning some sort of investigation, and they’re keeping details close to their vests

investigation or probe. It’s more of a study by a working group.” She added that “work is just beginning on this over here. It hasn’t moved very far—it’s summer.”

BILLS PENDING

There are also concerns about legislation on Capitol Hill. When Congress—now adjourned for its one-month summer recess—returns

Sept. 8, lawmaker conferees will hammer out a final version of the Senate and House’s already-passed versions of the juvenile-justice bill.

They will be deciding whether so-called “cultural amendments” in the bill—which call for a high-level commission to investigate violence in the media and the now-appropriated FTC and DOJ dual probe—stay in the final version of the bill.

With the help of moderate Republicans eager to make inroads into the fat campaign war chests of the entertainment industry usually reserved for Democrats, key cultural amendments in the House version were defeated during a two-day vote on the bill in June on the House floor (Billboard, June 26). The Senate version, however, passed May 20, still contains the worrisome provisions.

It is expected that the lawmakers will find the dual-probe plan a moot point now. The new-commission amendment, however, could be included in the final bill.

The commission, which will also have subpoena power, will include the attorney general, as well as the surgeon general, the secretary of health and human services, and the secretary of education, along with religious leaders, law-enforcement experts, and juvenile-care experts. Both Senate and House leaders have appointed members to hammer out the differences in the two versions of the juvenile-justice bill in conference, and majority Republicans will outweigh Democrats.

On the Senate side, those chosen to forge the final bill are Strom Thurmond, R-S.C.; Jeff Sessions, R-Ala.; Orrin Hatch, R-Utah; Ted Kennedy, D-Mass.; and Patrick Leahy, D-Vt.

On the House side, the conferees will include 28 members, including the chairmen and ranking Democrats from three committees: 14 from the judiciary committee, including Rep. Henry Hyde, R-Ill., and John Conyers, D-Mich.; eight from the committee on education and the workplace, including William Goodling, R-Pa., and Bill Clay, D-Mo., and two from the committee on commerce, including Thomas J. Bliley, R-Va., and John Dingell, D-Mich.

The final version of the bill will then be put to a pro-forma congressional vote this fall.

In addition to pending legislation, Sen. Sam Brownback, R-Kan., announced Aug. 13 that he is trying to form a new special committee, which would stand for one year, that would allow Congress to examine cultural problems such as violence in the media and parental issues, among other topics. Senate leaders will consider the request in September.

“It’s still in the works,” says a Brownback spokesman of the proposed committee. “It would be concerned with the quality with which children are raised in this country.”

RIAA spokeswoman Susan Lewis says the trade group opposes the plan. “Our view is that the Congress already has committees that can deal with these issues.”

VNU Acquiring Nielsen

Media Ratings Co. Will Be Internet Foothold

NEW YORK—Billboard parent company VNU is expanding its portfolio and positioning itself to further tap into the exploding Internet business marketplace with the acquisition of Nielsen Media Research Inc. for \$2.5 billion.

The definitive merger agreement, which was announced by the Haarlem, Netherlands-based VNU NV on Aug. 16, also includes assumption of \$200 million in debt. The boards of directors of both companies have approved the transaction, which is expected to close this fall.

Best known as the leading provider of television audience measurement and related services in the U.S. and Canada, New York-based Nielsen also has an ownership stake in the Milpitas, Calif.-based NetRatings Inc., a privately held Web audience measurement and market research firm.

In March, the two companies launched the Nielsen//NetRatings Internet measurement service, which combines the audience measurement and research expertise of Nielsen Media Research with the technological skill of NetRatings Inc.

Under final terms of the ownership and operating agreements announced Aug. 17, Nielsen Media Research currently owns 13.8% of NetRatings Inc., with warrants that allow it to raise its stake to about 47% by 2005.

If a decision is made to take the company public, Nielsen has the right to exercise any or all of its warrants for NetRatings at the time of the initial public offering, when it can choose to acquire a majority stake in the company.

With businesses rapidly moving into the online environment, the need for accurate “ratings” and site demographic data is expected to rise exponentially as advertisers make critical decisions about where to place their ads and seek feedback on their effectiveness in reaching target audiences.

In a report released Aug. 18, New York-based research firm Jupiter Communications forecast that online advertising is expected to grow to \$11.5 billion in 2003, surpassing dollars spent in some traditional media. Online advertising revenues have already surpassed those for outdoor advertising, Jupiter says, and will exceed spending for cable advertising and equal roughly three quarters of today’s radio spending by 2003.

“The addition of Nielsen and its premier brand to VNU’s existing business and marketing information operations offers opportunities to substantially enhance rela-

tionships with advertisers, advertising agencies, and media,” said VNU in announcing the acquisition. “VNU provides Nielsen with a global platform from which to grow its leading market position while providing significant opportunities to leverage the resources of the combined company across many of VNU’s properties.”

“Industry segments we serve are increasingly searching for integrated forms of data and information concerning their customers and prospects,” adds Gerald Hobbs, president/CEO of VNU-USA. “Customers today are sophisticated and know exactly what they want, and our objective is to keep up with them and meet their needs with more value-added services than others provide.”

“This is an event of transforming importance for both VNU and for Nielsen Media Research,” says John A. Dimling, president/CEO of Nielsen Media Research. “For VNU, the merger provides opportunities for growth across the entire media landscape, including traditional and interactive

media and Internet services. For Nielsen Media Research, the alliance provides opportunities to grow our core business in partnership with VNU in the United States and Canada, as well as opportunities for global expansion of our research and measurement business.”

VNU is a publicly traded international publishing and information company whose operations include marketing information services, consumer and business magazines, newspapers, directory information services, educational textbooks, trade shows, and entertainment. Worldwide, the company employs approximately 15,000 people and has annual revenues of more than \$2.8 billion.

In addition to Billboard, VNU’s U.S. holdings include Adweek, Brandweek, Mediaweek, Amusement Business, the Hollywood Reporter, SoundScan, and Bill Communications.

Nielsen Media Research is the leading provider of television audience measurement and related services in the U.S. and Canada. Its services provide audience estimates for all national program sources, including broadcast networks, cable networks, Spanish-language television, and national syndicators.

Nielsen has approximately 3,300 employees and had a revenue of \$402 million and earnings of \$126 million in 1998. For the 12-month period ended June 30, 1999, revenue was \$428 million and earnings were \$137 million.

‘Our objective is to keep up with [customers] and meet their needs with more value-added services than others provide’

- GERALD HOBBS -

Billboard® DIRECTORIES

The Definitive Source for Industry Information

INTERNATIONAL BUYER’S GUIDE: Jam-packed with critical personnel and other information about every major record company, video company, music publisher, and seller of products and services for the entertainment industry worldwide. A powerful tool. \$139

INTERNATIONAL TALENT & TOURING DIRECTORY: The leading source for those who promote or manage talent. Lists U.S. and International, talent, booking agencies, facilities, services and products. \$109

RECORD RETAILING DIRECTORY: The essential tool for those who service or sell products to the retail music community. Detailed information on thousands of independent and chainstore operations across the USA. \$175

INTERNATIONAL TAPE/DISC DIRECTORY: The exclusive source for information in the manufacturing area of the music and video business. Lists over 4000 professional services and suppliers. \$75

THE RADIO POWER BOOK: The ultimate guide to radio and record promotion. Detailed information about every major radio station, record label, and radio syndicator. Includes Arbitron information of top 100 markets. \$95

INTERNATIONAL LATIN MUSIC BUYER’S GUIDE: The most accurate reference source available on the Latin music marketplace. Business-to-business contacts in 19 countries. \$85

To order: call 800-344-7119 (International 732-363-4156), fax 732-363-0338, or mail this ad and payment to: Billboard Directories, PO Box 2016, Lakewood, NJ 08701.

Add \$6 per directory for shipping (\$14 for international orders). Add sales tax in NY, NJ, CA, TN, MA, IL, PA, OH, VA & DC. Orders payable in U.S. funds only. All sales are final.

Billboard Directories are also available online.

For rates call Andrea Irish at 212-536-5223. For information on getting a directory on diskette or mailing labels call Mike Fouratt at 212-536-5017

www.billboard.com

BDZZ3028

WARNER GETS INTERNATIONAL EXPERTISE IN AMES

(Continued from page 5)

hands. He'll figure out what to do."

Ames, who assumes his new position Oct. 4, had been working unofficially as president of Warner Music International, heading the company's European operations. In an interview with *Billboard* after his appointment was announced, he says, "I was in the interim working for Warner Europe. I will put someone in charge of Europe. I will be replaced internationally" (see story this page).

Parsons also says that in addition to being "well-respected in the industry," Ames is "well-respected in the investment community." As president of public company PolyGram's music unit, he was accustomed to dealing with securities analysts and big investors.

Wall Street has been concerned

'I think this commends Roger, that he comes out of the international sector'

- RICHARD PARSONS -

about Warner Music's performance for several years. In the second fiscal quarter this year, the music unit's revenue declined 8.5% from the previous year, which the company attributed to softness in international markets. Parsons indicates that the third quarter will be "a little soft" but adds that "for the year I think we will be on our plan."

Observers have said that Warner Music has not been as successful in developing local acts in foreign countries as have other major record companies. Ames' experience at PolyGram, which was given high marks for developing local repertoire in other countries, was seen as a big plus in his recent appointment. Observers believe that U.S.-based record executives tend to be too "U.S.-centric," as one puts it, which is a drawback at a time when an increasing percentage of revenue comes from overseas.

"I think this commends Roger, that he comes out of the international sector," says Parsons. "He demonstrated in leading PolyGram and building London that he knows how to do it. We're looking for that Ames magic to rub off on us." (Ames has managed and partly owned London Records.)

Besides Ames, the most intense speculation about who would get the appointment centered on Val Azzoli, co-chairman/co-CEO of the Atlantic Group, which has been the most successful of Warner's label groups in recent years.

Azzoli tells *Billboard*, "I was flattered by it all. It's interesting; everyone's calling me and asking, Am I all right? I run Atlantic Records. All I ever wanted to do was run Atlantic

Int'l Biz Applauds Ames Appointment

BY DOMINIC PRIDE

LONDON—The appointment of Roger Ames as chairman/CEO of Warner Music Group came as a surprise to international observers both outside and inside the company, but reactions are favorable.

Since April, Ames had been working at Warner Music International's offices on Baker Street in London, although no official announcement had been made that he had joined the group. He had, however, been present at international conferences and was seen at social functions with Warner Music executives and artists.

It was generally known that since his arrival he had been working as president of Warner Music International (WMI), reporting to WMI chairman Ramon Lopez. Stephen Shrimpton, who previously held the title of president, was effectively made vice chairman, although this, too, was never announced.

As president, Ames was also understood to have handled day-to-day operations of Warner Music Europe.

In becoming the music group chairman, Ames has leapfrogged over his longtime mentor Lopez,

'His appointment will have a minimum impact on the existing team, and he will bring an outsider's perspective. It's a smart move'

- RICK DOBBIS -

who is expected by observers to retire within two to three years. However, both Lopez and Shrimpton are reported to have pressed hard for Ames to get the top post.

Speculation is now centering on who will fill the roles Ames had begun to take on. Since the retirement of Manfred Zumkeller last year, there has been no Warner Europe president. The continent had been divided into regions, each with its own president. It was not clear whether or not a new international A&R post would be created.

A former London-based PolyGram

Records. I will continue to be happy. Roger, frankly, will do a better job. But I was flattered beyond belief."

The headquarters of Warner Music will return to New York from Burbank, Calif., where it had been under the Daly/Semel regime for four years. Some sources familiar with Ames say that they were some-

what surprised that he had accepted the position after having resettled in London with his family after leaving PolyGram.

But they say that the lure of leading the music unit of the largest global entertainment company was too strong to pass up. The challenges he faces are significant, though, domestically as well as inter-

nationally.

CHALLENGES AHEAD

SoundScan has reported that Warner Music's U.S. market share of total albums sold slipped to 16.6% in the first six months of this year from 18.3% in the same period last year, while its share of current, or new, albums fell to 14.7% from 17.2% a year earlier.

Despite the softness, Ames maintains that "there are no plans to restructure" the U.S. label groups, which also include Elektra Entertainment and Warner Bros. Records. As for bringing on other executives to help run the U.S. operations, he

says that he has not yet "thought that through."

Some observers have said the problem is that Warner Music has relied on aging artists and not developed new acts, but that is not entirely true. In recent years, Warner has broken multimillion-selling acts like Jewel, Alanis Morissette, the Goo

'He's sensitive to the A&R process, and he understands the worldwide business'

- DAVE MOUNT -

Goo Dolls, Hootie & the Blowfish, and Barenaked Ladies.

What may be more to the point is that Warner Music has not been a leader in the two genres that have been topping the best-seller charts recently—teen pop, as exemplified by Jive's Backstreet Boys and Britney Spears, and hard rap and rock, as by such acts as Roc-A-Fella's Jay-Z and Flip's Limp Bizkit.

"If you're not heavy on rap and teen, you're going to be punished in the States now," says analyst Nathanson.

Time Warner, under pressure from shareholders and advocacy groups several years ago, sold its share in hard rock/rap label Interscope Records and virtually ceded its share of those genres to its competitors. But Nathanson says, "If it was a values decision to move out of that market, you've got to respect their judgment."

Parsons, though acknowledging

senior staff member describes Ames as "a great A&R man with a great sense and knowledge of music. At the same time, he knows about records and about selling records." This executive sees Ames as "a strategic thinker," "a smart man with strong negotiating power," and someone "with a good knowledge of the music business in the States and in the rest of the world."

Former PolyGram Continental Europe president Rick Dobbis, who served during Ames' tenure at PolyGram before moving to Sony Music International at the beginning of 1999, says that Warner's decision is "in many respects a very logical appointment for them. He is a very experienced guy who's learned a bit of the system."

"Besides, his appointment will have a minimum impact on the existing team, and he will bring an outsider's perspective. It's a smart move for them."

Former chairman/CEO of PolyGram Alain Lévy declined to comment on Ames' appointment.

Assistance in preparing this story was provided by Emmanuel Le-grand, editor in chief of Music & Media

the market-share slippage, says, "I think we made the right call."

'SOLID MUSIC BACKGROUND'

Although Ames cannot be expected to turn Warner Music into a rap or teen powerhouse, sources say one of his strengths is working with artists.

A 49-year-old native of Trinidad, Ames started out in the business with EMI U.K. in 1975. He joined PolyGram U.K. in the A&R department of Phonogram in 1979 and moved to the newly restarted London Records as GM in 1983; later he became managing director.

(It was contract negotiations with Seagram about the fate of London—which Ames says is owned by a trust—that held up his official appointment to the international post at Warner Music. He says that London will be licensed to and distributed by Warner Music through a merger with Sire Records in the U.S. and distributed by East-West overseas.)

In January 1991, he became chairman/CEO of PolyGram U.K. and in 1996, president of PolyGram Music Group.

Sylvia Rhone, chairman/CEO of Elektra Entertainment Group, says, "I think it's great to have an executive with a solid music background, a solid range of experience in what we do every day, who has an understanding of the process of making hit songs and translating them into rev-

enues and net profits."

Dave Mount, chairman of Warner Music's domestic distributor WEA, adds, "He sounds like the perfect choice to me. He's sensitive to the A&R process, and he understands the worldwide business."

As any record company does, Warner Music pins its financial hopes on its release schedule for the rest of the year. From Elektra, there are albums coming from Metallica, AC/DC, Natalie Merchant, Third Eye Blind, and En Vogue, among others.

From Atlantic, there are expected titles from Tori Amos, Lil' Kim, Everything But The Girl, and Jewel (a Christmas album), as well as the "Pokémon" soundtrack. From Warner Bros., the list includes Paula Cole;

'I will put someone in charge of Europe. I will be replaced internationally'

- ROGER AMES -

Eric Clapton; Crosby, Stills, Nash & Young; and Faith Hill.

Warner executives say they are relieved that they can now concentrate on the music and not be distracted by speculation over the appointment or worries about a return to the turmoil that led to three chairmanships in less than two years.

Russ Thyret, chairman/CEO of Warner Bros. Records, says, "I'm grateful that the move was made quickly. It was to everyone's benefit. I know that Roger was also Bob Daly's choice. Bob and Terry took over a situation where each company assumed new leadership, and they

pulled it together. That was the most difficult thing for them at the time."

"The Daly/Semel tenure was very successful," adds Azzoli. "They came in at the worst time, when morale was at an all-time low ... Nobody knows how hard it was

to turn this thing around. I was about three minutes away from quitting. They literally changed my life ... Their mandate was to settle the waters ... I think: mission accomplished."

Jim Caparro, who reported to Ames as president of PolyGram Group Distribution and is now chairman of Universal Music's Island Def Jam Music Group, says, "Roger is one of the few consummate executives in our industry. He certainly has creative sensitivities but also business sensitivities. So, combined, he has the total picture of what it takes to run a record company."

Assistance in preparing this story was provided by Melinda Newman in Los Angeles.

Elektra Plugs Stereolab's 'Voltage'

BY LISA GIDLEY

NEW YORK—Known almost as much for its socialist politics as for its bubbly and hypnotic pop music, Stereolab tackles the themes of personal and political freedom on its latest U.S. release, "Cobra And Phases Group Play Voltage In The Milky Night," due Sept. 21 on Elektra.

"I don't think any record can change the world," says Stereolab vocalist/keyboardist Laetitia Sadier, "but it can be an element in a chain. It's a link."

She adds, however, that the lyrics of its latest set have stronger connective threads than those of earlier albums. "The theme is freedom,"



STEREOLAB

says the French-born Sadier. "I feel that we live in an age where personal freedom is infringed on."

On the album's sweetly spiked track "The Free Design," Sadier sings, "Our earthly design, can we be so detached/What crushes our desire not to be trapped?"

Equally prominent on the disc, of course, are the transfixing rhythms and esoteric melodies that have earned Stereolab a fervent following among independent music fans and college DJs.

Given the London-based act's success with that fan base, the label will direct much attention to indie retailers, says Elektra U.S. senior director of marketing Zsuzsanna Murphy. "We're going to focus on the indie accounts because that's where they come from," she says. "Over 50% of sales from their previous albums came from independent accounts."

Corby Harwell, indie buyer at Waterloo Records in Austin, Texas, confirms that Stereolab has always been one of the store's "stronger indie-type artists. We sell anything that they put out, whether it's a split single, a limited-edition 12-inch... anything. There's a huge Stereolab contingent here."

International interest in the band has mirrored its following in the U.S., with strong grass-roots support across the U.K. and other European countries. "Cobra And Phases" will be released Sept. 17 across Europe and Sept. 21 in Canada.

Stereolab was formed in 1990 in London by Sadier and guitarist Tim Gane; they remain the band's core songwriters. After shifting throughout much of the decade, the band's lineup has been relatively stable of late; its other members are guitarist/vocalist Mary Hansen, keyboardist Morgane Lhote, drummer Andy Ramsey, and new bassist Simon Johns.

Frequent collaborator Sean O'Hagan, leader of orchestral-pop act the High Llamas, contributes keyboards

and brass arrangements to "Cobra And Phases." Other guests include the album's co-producers, Jim O'Rourke and John McEntire; marimbist Dominic Murcott; cornetist Rob Mazurek; and musical-saw player Kevin Hopper.

While recording "Cobra And Phases" in the Brixton area of London, the group clicked instantly with new producer O'Rourke, a Chicago native notorious for both innovation and perfectionism. "What I appreciated about Jim was that he was very interested in the singing," Sadier says. "A lot of engineers find recording vocals difficult. But he considered it part of his job to get me or Mary to sing more expressively and bring out certain words."

The playful and wide-ranging tracks of "Cobra And Phases" collect many of the elements that the band has historically been known for. Stereolab initially gained notice in the U.K. and U.S. undergrounds for its riveting drones in the style of Neu! and the Velvet Underground, combined with the buoyant sounds and smooth female vocals of '60s French pop. On more recent albums it appended sparkly lounge elements, imaginary soundtracks, and orchestral sweeps inspired by experimentalists from Ennio Morricone to Os Mutantes.

To that list of influences, Gane adds a less frequently cited group: cacophonous sound sculptors Throbbing Gristle. "Instead of having a linearity that was easily grasped," he recalls, "you had something that was not made to be easily digested, with things going in all directions."

The group's humanistic political views are frequently integrated into its songs, although Sadier's lyrics, often in French, might slip by many English-speaking fans. "My natural tendency is to sing in French," she says. "But sometimes I like to go against my natural tendencies."

As with most acts rising from the underground, Stereolab has seen its U.S. fan base grow steadily. Following its first Elektra release, each of its sets for the label has outsold the previous one. Its most recent album before "Cobra And Phases," 1997's "Dots And Loops," hit No. 111 on The Billboard 200 and scanned 75,000 copies, according to SoundScan. Overall U.S. sales of Stereolab material—including sets on Drag City, Slumberland, Too Pure, and the group's own label, Duophonic—stand at 300,000.

The band's renown in America has grown via word-of-mouth, extensive press, and college radio support. Rick Ele, a DJ at University of California-Davis outlet KDVS Davis, Calif., reports that Stereolab always hits the station's top 30 chart. "People really enjoy them here," he says.

Murphy says Elektra will send campus stations advance copies of "Cobra And Phases" on Aug. 30. "Based on the kind of feedback we get—if any singles stand out—we would consider taking a track to commercial radio," she says.

To date, no Stereolab song has made its way onto a Billboard chart, although some tracks have been

spun on commercial modern rock stations. "They got some airplay here in the past; not a ton," says Laurie Gail, music director at modern rock WFNX Boston. "But they definitely get a good amount of press, which helps."

For his part, Gane is unfazed by Stereolab's lack of commercial radio hits. "I get similar questions a lot," he says. "Like, 'You've never had a hit single. Do you feel bad about it?' Like they expect me to say, 'Yeah, it's terrible.' But I don't really care about that. It's not the be-all, end-all."

Sadier agrees that Stereolab

'My natural tendency is to sing in French. But sometimes I like to go against my natural tendencies'

—LAETITIA SADIER—

doesn't create songs with commercial radio specifically in mind. Still, she adds, "A lot of the stuff we do is poppy, and I think it could fit in. There's so much pop; I think people long for a different aesthetic. I think if they were exposed to more types of music, they could like it."

HYPNOTIC SHOWS

While wide radio airplay isn't a given, Stereolab's popularity has been expanded by word of its live shows, which feature mesmerizing light effects and several hypnotic, extended pieces drawn from the more trancelike portions of the band's catalog. Sadier notes that the songs on "Cobra And Phases" should fit into Stereolab's live repertoire more readily than material from "Dots And Loops."

"The songs on this album are more *chanson*, more songlike," she says. "They're much easier to play live." The group's songs are published by Island Music (BMI).

Stereolab, which is managed by London-based Martin Pike and booked by Ellen Stewart at Go Ahead Booking, will tour the U.S. in November and December, with possible additional dates in the spring, according to Murphy. She notes that the label will help set up promotions in the cities the group will hit.

Noting that Stereolab's fans tend to be wired, Murphy adds that Elektra will heavily promote "Cobra And Phases" via its Web site, which will feature soundclips and a videotaped interview with Gane and Sadier.

Murphy adds, however, that one of Stereolab's strongest assets is its continued commitment to its aesthetic and to its fan base.

"They are," she says, "really and truly one of the last remaining grass-roots artists that are still, to a large degree, underground and have continued to build their base and grow with every record."

In A Flat Mkt., CDs Are On Rise Cassette Shipments Dip In Midyear RIAA Stats

BY BILL HOLLAND

WASHINGTON, D.C.—Midyear figures released Aug. 19 by the Recording Industry Assn. of America (RIAA) reveal an almost 7% increase in shipments of full-length CDs over the same period in 1998 but also paint a picture of an overall flat marketplace following a year of incredible growth in 1998 that was topped off by one of the biggest fourth quarters in industry history.

At midyear, the U.S. domestic market for recorded music, as measured by manufacturers' unit shipments minus returns, showed a slight dip in total unit shipments—from 502.5 million at midyear 1998 to 501 million at midyear '99—and only a 1.8% increase in total dollar value, from \$5.85 billion at midyear '98 to \$5.95 billion this year.

Shipments of full-length CDs, however—the core format of the industry's business—showed 6.9% growth from 370.6 million units in mid-'98 to 396.2 million units in mid-'99. The CD dollar value increased 6% from \$4.9 billion in mid-'98 to \$5.2 billion in mid-'99.

Shipments of prerecorded cassettes continued to slow. Shipments dropped 17.9% from \$68.6 million units in mid-'98 to \$56.3 million in mid-'99. Cassette dollar value fell 21.8% from \$616.4 million in mid-'98 to \$482 million in mid-'99.

Singles shipments in all formats were down 23.5%, from 54.2 million units in mid-'98 to 41.5 million units in mid-'99. The dollar value of singles shipments dropped 19.3% from \$205 million in mid-'98 to \$165.5 million this year.

Shipments to special markets, however, continued the improvement seen last year, as compared with

their poor showing in '97. Unit shipments of all formats to direct and special markets grew 11% from \$124.7 million in mid-'98 to 138.4 million in mid-'99. Dollar value rose 4.7% from \$732.5 million in mid-'98 to \$767.2 million in mid-'99.

Hilary Rosen, RIAA president/CEO, accentuated the positive in the results. "The real news is that the U.S. music market has been able to sustain 1998's phenomenal increases and enjoy [a nearly] 7% growth in full-length CD shipments," she said in a statement accompanying the statistics.

Rosen attributed the leveling off of the overall marketplace primarily to an 8% increase in returns in the period—on the heels of the high-flying fourth quarter of '98. "Also impacting the increase in returns," she added, "was the significant number of seasonal releases in the last quarter of 1998, which traditionally have a higher return rate."

She also cited another explanation for the plateau: retail sector consolidation. "The industry is also feeling the ripple effect of consolidation among some of the largest retailers," she said, "and, subsequently, more conservative buying on the part of these retailers as they assess their inventory."

The RIAA midyear statistics, which are compiled quarterly by the accounting firm of PricewaterhouseCoopers LLP, represent direct data from RIAA member companies, which account for about 90% of the U.S. market. The unit shipment and dollar values for the remainder of the market are calculated by the firm using retail sales data from SoundScan to estimate shipments by non-reporting companies.

STEIN'S BURNING BATTLE CRY

(Continued from page 12)

ity companies, mobile phone operators, and cable networks gearing up to transmit information. "We provide the content, and without the content the bright new-media world would be lost."

However, he said that the process of incorporating the WIPO terms at the European level was frustrating. "There must be good reason why one particular German commissioner was pressing for the deregulation of the telecoms market while at the same time systematically blocking proposals for copyright protection," he said.

Broadcasters came under heavy fire from Stein, who suggested that radio and TV's traditional right to broadcast should be re-examined, predicting the end of the "close symbiotic cooperation" that has existed between radio and the record industry in Germany.

While music TV gains in importance, he said, radio stations are now of little significance to the music industry as a promotion platform for new artists, since they insist on playing established hits.

Stein argued for a change in the relationship and suggested a hike in the fees paid to authors, composers, and labels for use of their music.

He outlined the battle lines to be

drawn for the years ahead when he mentioned the 1 billion German marks (\$535 million) in revenue generated yearly by private stations "while royalties are only around 100 million marks [\$53.5 million]." The discrepancy was even worse in the 50 publicly owned regional stations, he said, which generate 4.5 billion marks (\$2.45 billion) in ad revenue and license fees, of which authors' rights body GEMA and labels' body GVL get only a combined 2%.

"If radio stations insist on treating music as a mass-market component of its content, the industry must derive greater benefit from their revenues," Stein said.

He also raised an idea floated before that the industry should start its own radio station in the same way it had launched music TV channel Viva six years ago.

While noting the increase in domestically produced music, Stein warned that the diversity of German music is threatened by the inaction of German politicians. As he explains, "Even if the German culture minister admits to collecting mainly classical and jazz CDs, pop music produced in Germany is now a living art form which deserves to be nurtured and encouraged."

newsline...

EMI VETERAN Helmut Fest, currently VP of artist acquisition for EMI Europe, is to leave the company Aug. 31. Fest, who reported to EMI Europe president Rupert Perry, took on the post in April 1998, after eight years as president of EMI's Germany/Switzerland/Austria (GSA) region. His brief was to continue signing such acts as Chumbawamba, the Mofatts, the Kelly Family, and Joe Cocker to the major. However, acts signed in his new post did not enjoy the same success as those pacted during his GSA presidency. He joined the company in 1968 as a trainee, and his career has included a stint at Capitol Records as VP of international. Fest says he is looking to start another venture with potential investors, "but it won't be another label." Nor is he courting another corporate post, he says. "I want to continue my creative work with people and artists. I would still like to build a bridge to make sure more international artists have a chance in America," says Fest.

DOMINIC PRIDE

UNIVERSAL MUSIC Group has been added as a defendant in a suit filed by Jerry Moss and Herb Alpert over the 1989 sale of A&M Records. In their original action, filed against A&M, PolyGram N.V., and Philips Electronics in June 1998 in California Superior Court in Los Angeles, the A&M co-founders sought more than \$5 million they claimed was due them following the sale of their company (Billboard, June 13, 1998). Moss and Alpert filed a motion to amend the suit in July; they alleged that Universal violated a "label integrity" clause in the A&M sale contract when the label was merged into

Universal following Seagram's 1998 purchase of PolyGram and sought \$200 million in new damages (Billboard, July 10). On Aug. 18, Superior Court Judge Aurelio Munoz granted the motion, and lawyers for Moss and Alpert filed an amended complaint naming Universal as a defendant.

CHRIS MORRIS

TOM STURGES has joined Universal Music Publishing as executive VP of creative affairs. Sturges left Chrysalis Music in April 1996 after 10 years with the company, the last four as president of its U.S. publishing arm. He was also GM of Shaquille O'Neal's TWiSM Records.

IRV LIGHTMAN

MUSICLAND STORES and the Stamford, Conn.-based CustomDisc.com have struck an alliance that will allow visitors to Musicland's Web sites (samgoody.com, suncoast.com, mediaplay.com, and oncue.com) to create and purchase compilation CDs from the library of 200,000 songs available at CustomDisc.com. The two companies also will work together to create special compilations for sale to customers and to develop on- and off-line promotions in conjunction with labels.

SONY MUSIC Germany is putting its various dance labels under the control of its Sony Music Media (SMM) division, effective Sept. 1. The move will allow Sony to better exploit its dance repertoire through its compilations and other marketing media, says Jochen Leuschner, Sony Music senior VP, GSA, and managing director, Germany. A new unit, Dance Division, will be headed by Sascha Lindemann, current manager of the Dance Pool label, who will report to Michael Koch, senior manager of concept marketing for SMM. The division will control dance imprints that are currently attached to other Sony labels, namely Dance Pool (Columbia), Epidrome (Epic), and Adrenalin (SMM).

DOMINIC PRIDE

K-TEL INTERNATIONAL will offer free downloads via its new Internet radio station, which began broadcasting Aug. 17. Visitors will be able to download four free songs for the first two weeks using Microsoft's Windows Media Technologies 4.0. Four new songs will be added every two weeks at 99 cents per download. The station is accessed at windowsmedia.msn.com/radio or through ktel.com. In other news, K-tel International has named Randy Malinoff to the newly created post of GM of K-tel Online. Malinoff, formerly executive VP of marketing for Entertainment Internet Inc., will be responsible for all aspects of K-tel's Web operations. He will report to K-tel president Larry Kieves and will be based in Calabassas, Calif.



EXCITE@HOME and Cox Interactive Media are investing a combined \$85 million in Tickets.com, an upstart competitor to Ticketmaster Online-CitySearch (TMCS). Both companies have already invested \$15 million in Tickets.com; Excite says it will invest another \$40 million within the next 30 days, and Cox says it will invest another \$15 million. Cox Communications, a separate division operating TV and radio stations, is a key shareholder in Excite@Home. In a related deal, Tickets.com will buy \$13.5 million worth of advertising at Cox's city Web sites and traditional media, which includes newspapers and cable companies. Cox says it will also integrate links to Tickets.com in its 20 localized sites. In July, TMCS announced plans to acquire the entertainment city guide portion of Microsoft Sidewalk; it is also integrating services with the Lycos portals. TMCS has also agreed to add One & Only Network later this summer.

FRANK SAXE

UMG's Fourth-Quarter Revenue Drops Yet Earnings Rise On Sales Of Hit Albums By Twain, Bizkit

BY DON JEFFREY

NEW YORK—Seagram reports that revenue from Universal Music Group, the world's largest record company, slipped during the fourth quarter in part because of cuts in artist rosters and the release of fewer singles and music videos.

However, earnings were up sharply on the strength of hit albums by such artists as Shania Twain and Limp Bizkit.

For the fourth fiscal quarter, which ended June 30, pro-forma revenue fell 6.9% to \$1.34 billion from \$1.44 billion in the same period a year earlier. Earnings (known in financial circles as EBITDA, or earnings before interest, taxes, depreciation, and amortization) rose 20.8% to \$139 million from \$115 million a year ago.

Total revenue for the full fiscal year increased 3.6% to \$6.33 billion from \$6.11 billion, while earnings jumped 21.6% to \$861 million from \$708 million.

The results are pro forma, which means they have been adjusted as if Seagram had owned PolyGram for all of the past two fiscal years. The companies actually merged last December. The results do not include consolidated companies, of which Seagram owns only a portion.

Seagram attributes the lower fourth-quarter revenue to the following factors: the reduction in artist rosters that resulted from the merger of Universal and PolyGram; unfavorable foreign-currency conversions; soft markets in Japan, Germany, and Brazil; and fewer singles and music video releases than the previous year's.

A spokeswoman for Seagram says the music company "made a conscious decision to release fewer singles and videos" in the quarter. A spokesman for Universal Music said music executives would not be available for further comment.

As for earnings, the increase was propelled by cost savings arising from the merger, as well as by the hit albums. Other big international hits singled out by the company were from the Cranberries and Andrea Bocelli.

Universal led all music distributors in U.S. market share for total albums for the first six months of the year with 26.5%, according to SoundScan, an increase from 23.2% (for the combined PolyGram and Universal) in the same period the year before. For current albums, Universal's leading market share was 26.8%, up from 22.1%.

Seagram notes in its report that it has spent heavily on new-media investments, including the testing of downloaded music, the digitizing of music catalogs, and the development of GetMusic, its E-commerce joint venture with BMG Entertainment. Seagram says these and other investments reduced overall earnings by \$30 million in the fiscal year and projects that they could cut fiscal 2000 earnings by as much as \$100 million.

Universal Music has been advancing on several fronts in new media. Besides the GetMusic venture, which was announced in April, the company has made a deal with InterTrust

Technologies for digital rights management and a joint venture with AT&T, BMG, and Matsushita to develop technology for music distribution. It also announced that it would work with Panasonic (a unit of Matsushita), Toshiba, and RioPort (maker of the Diamond Rio MP3 player) to develop secure downloading technology for portable digital music players made by these companies. The players will be compliant with the standards developed by the Secure Digital Music Initiative. Matsushita owns about 8% of Seagram's entertainment companies.

Also during the fourth quarter, Universal sold its Universal Concerts venues unit to House of Blues Entertainment for more than \$190 million.

Seagram's film division was less successful than music because of the poor performance of movies in the early part of the fiscal year. For the

fourth quarter, the film company lost \$69 million on revenue of \$790 million on a pro-forma basis, compared with a loss of \$28 million on \$520 million in revenue in the year-earlier quarter. For the full year, the film unit posted a loss of \$200 million on \$3.38 billion in revenue.

Overall, Montreal-based Seagram reports that revenue rose 30% to \$12.3 billion in the fiscal year. Net profit fell 27.5% to \$686 million, but that figure included a gain on the sale of the Tropicana orange drink company. The company also booked a \$405 million restructuring charge during the year to cover the merger with PolyGram.

Seagram's stock jumped 7%, or \$3.50 a share, in New York Stock Exchange trading on the day the results were announced and closed at \$53.625. The shares are still down from a 52-week high of \$65.

Best Buy Plans To Establish Strong Presence In New York

BY ED CHRISTMAN

NEW YORK—Best Buy, which just invaded the San Francisco market with its Aug. 20 grand opening of seven stores, now has its sights set on New York.

Company executives say that the consumer electronics chain will open 12 stores in the tri-state metropolitan area in its next fiscal year, which begins at the end of February 2000.

Moreover, the company says, it will open up to 40 stores in the New York market over the next three years.

"With the grand opening of [our] San Francisco [stores], two major markets remain without Best Buy—metropolitan New York and Portland/Seattle," says Richard Schulze, chairman/CEO of Best Buy. "We look forward to providing an entirely new shopping experience to the people of New York in 2000."

The consumer electronics chain has already signed leases to put stores in Westbury and Bay Shore, on Long Island, N.Y.; West Nyack, N.Y.; Kingston, N.Y.; and Woodbridge, N.J. In addition, it is believed that the chain is on the verge of signing leases for two stores in Manhattan and is said to be continuing to look for other locations there as well. Each location is expected to measure about 45,000 square feet.

Best Buy already has four stores in New Jersey, including one in Princeton, as well as a New York store in Syracuse.

Best Buy currently has 323 stores in 36 states; the New York stores are among 50-55 new retail locations the company plans to open in 2000. Last year, the chain had revenue of \$10.08 billion. Best Buy says that its entertainment software business, which consists of music, video, and computer games, totals about \$2 billion. It ranks among the five largest

music accounts, along with the Musicland Group, Trans World Entertainment, Handleman Co., and Anderson Merchandisers.

In coming to New York, Best Buy will yet again get the chance to go up against its No. 1 competitor, Circuit City, which opened its first store in Manhattan in 1998.

Local merchants say that Circuit City, a top 20 account, has had little impact on the New York music market. However, merchants in other markets note that the local competition generally can withstand the entry of either Best Buy or Circuit City. But, they add, when the second chain to get to the market opens up, that's when the competition begins to heat up and the weaker music merchants begin to fall by the wayside.

On the other hand, now that both chains have been adhering to the majors' minimum advertised price policies—instead of using music as a loss leader as they previously did—the fallout is much more limited.

Industry observers note that New York record stores also have other things to contend with besides the two consumer electronics giants. The marketplace also houses the Wiz consumer electronics chain, which has been revitalized under the ownership of Cablevision and also likes to aggressively price music. And it boasts three superstore chains—Tower Records/Video, Virgin Megastores, and HMV—shooting it out for market share.

Steve Harman, New York regional director for Tower Records/Video, says he isn't worried about the new competition that Best Buy represents.

"I have been down this road before," Harman says. "When good competition comes in, you just take care of your own backyard. We are good, and we will just do what we do even better."

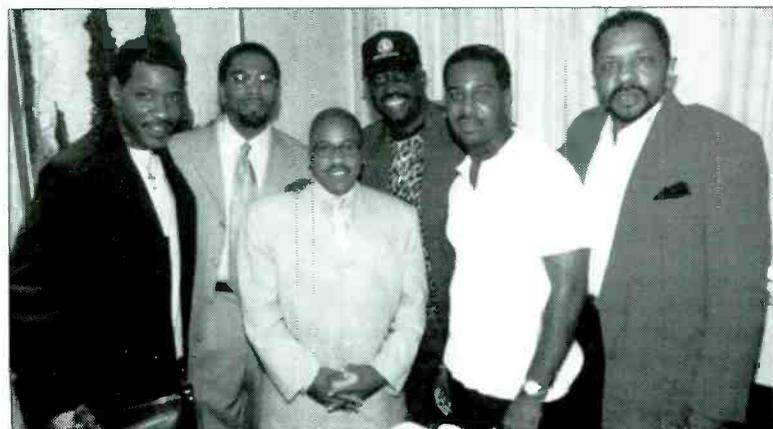
Newsmakers



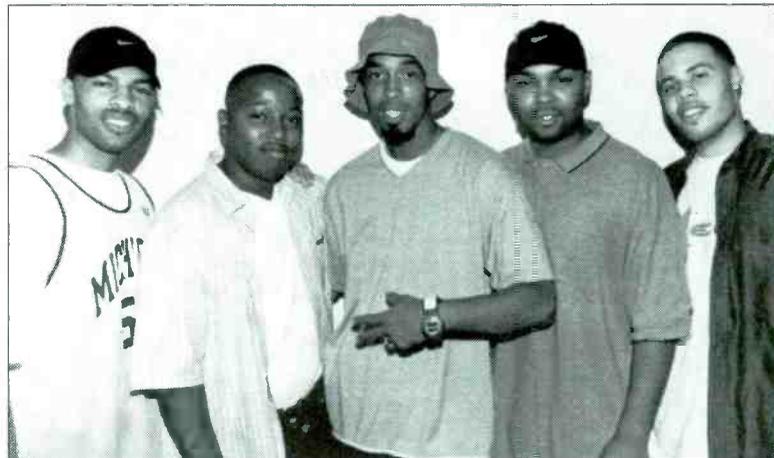
Megadeth Crushes 'Em. For a packed house at Los Angeles' Whiskey a Go Go, multi-platinum hard rock act Megadeth previewed several new songs from its new album, "Risk," due out on Capitol Records in late August. Among them was the rock anthem "Crush 'Em," featured on the soundtrack for "Universal Soldier: The Return." Shown in the front row, from left, are Roy Lott, president/CEO of Capitol Records; Burt Baumgartner, senior VP of promotions of Capitol Records; Jimmy DeGrasso of Megadeth; Marty Friedman of Megadeth; Paddy Spinks, VP of international of Capitol Records; Kristen Welsh, director of artist services of Capitol Records; and Bud Prager of E.S.P. Management. Shown in the middle row, from left, are Joe McFadden, senior VP of sales and field marketing of Capitol Records; Tommy Steele, VP of art and creative services for Capitol Records; and Steve Schnur, VP of A&R of Capitol Records. Shown in the back row, from left, are David Ellefson of Megadeth; Tommy Daley, national director of rock radio promotion for Capitol Records; Dave Mustaine of Megadeth; and Meredith Valenta, marketing manager of Capitol Records.



Guitarists On Hollywood's Rockwalk. Hollywood's Rockwalk recently inducted guitar greats Larry Carlton, Joe Satriani, Steve Vai, and Jimmie Vaughan into Hollywood's Rockwalk in a special ceremony. A \$1,000 donation was made on behalf of the inductees to Grammy in the Schools, an organization that works toward keeping music education in America's schools. Shown, from left, are Ray Scherr, chairman of Hollywood's Rockwalk; Vai; Satriani; Carlton; Vaughan; Dave Weiderman, director of Hollywood's Rockwalk; and David Sears, managing director of education and outreach for the NARAS Foundation.



Platinum Success. The Temptations recently celebrated their platinum record "Phoenix Rising" at Patsy's in New York. Shown, from left, are Harry McGilberry and Barrington Henderson of the Temptations; Kedar Massenburg, president/CEO of Motown Records; and Otis Williams, Terry Weeks, and Ron Tyson of the Temptations.



Vega Visits Capitol. Songwriter and producer Dallas Austin recently introduced Vega, the first act to be released on his Freeworld Records, to label staffers at Capitol Records' headquarters in Hollywood. Vega, an R&B quartet from Detroit, is scheduled to release its self-titled debut on Freeworld/Capitol in October. Shown, from left, are Eugene "G-Vega" Williams, Tennell "T-Vega" Williams, Austin, Jason "J-Vega" Chenevert, and Ahsahn "A-Vega" Williams.



Merchant On Broadway. Elektra recording artist Natalie Merchant recently played five sold-out shows at New York's Neil Simon Theatre. On the first night, Elektra executives presented Merchant with a plaque celebrating the platinum success of her second solo album, "Ophelia." Shown, from left, are Alan Voss, executive VP/GM of Elektra Records; Nancy Jeffries, senior VP of A&R of Elektra Records; Sylvia Rhone, chairman/CEO of Elektra Records; Greg Thompson, senior VP of promotions of Elektra Records; Merchant; Gary Casson, executive VP of Elektra Records; Gary Smith of Ft. Apache Management; Dana Brandwein, senior director of marketing of Elektra Records; and Steve Kleinberg, senior VP of marketing of Elektra Records.



Jarreau's Jazz Honored. Al Jarreau was among the honorees at the American Society of Young Musicians' seventh annual benefit concert. The event, which aids young musicians with mentorship programs and financial assistance, was held at the House of Blues in Los Angeles. Other honorees included Little Richard and Larry Thomas, president/CEO of Guitar Center. Shown, from left, are actress Angelica Bridges, Jarreau, and saxophonist Dave Koz.

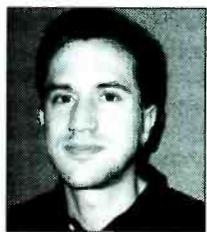


Renee Raises Miami Heat. In her adopted hometown of Miami, MCA artist Nadine Renee presented her Evening with Nadine Renee at the Bar Room club near South Beach. Renee's self-titled MCA debut is set for release Sept. 28. Shown, from left, are Bill Richards, Southeast regional sales director of MCA Records; Ed Franke, national director of sales of MCA Records; Jim Weatherston, divisional VP of Universal Music and Video Distribution; Renee; and Paul Ignasinski, buyer for Handelman Corp.



Certified Gold Blade. Collaborators behind "Blade: Music From And Inspired By The Motion Picture" pose with the gold certification received for the soundtrack. Shown, from left, are Paul Burgess, VP of sales and marketing forTVT; Steve Gottlieb, president of TVT; Patricia Joseph, VP of A&R and soundtracks for TVT; and Wesley Snipes, the album's executive producer.

HOT 100 SPOTLIGHT



by Silvio Pietroluongo

WINNER AND STILL CHAMPION: Christina Aguilera fends off the advances of Enrique Iglesias' "Bailamos" (Overbrook/Interscope) this issue, as "Genie In A Bottle" (RCA) holds at No. 1 on The Billboard Hot 100 for a fifth consecutive week. "Genie" slips from the top of the Hot 100 Singles Sales chart, as sales of the limited-run single decline by 35% this issue for a total of 138,000 units. As consolation, "Genie" does move to the No. 1 slot on Top 40 Tracks and climbs 4-2 on Hot 100 Airplay with a 4.5 million audience gain on both charts.

PLACE AND SHOW: Enrique Iglesias comes in a close second on the Hot 100 and debuts at No. 3 on the sales chart, as "Bailamos" moves 133,000 pieces in its first full week of release. Rising up to the top of the sales chart is the dark-horse contender, LFO's "Summer Girls," which earns the Greatest Gainer/Sales designation for a second consecutive week. The sale-priced "Girls" scans 141,000 units this issue, an increase of 27% over last issue's figure. The 8,000-unit gap between the No. 1 and No. 3 titles on the sales chart is the smallest margin since 1,500 pieces separated No. 1 "Lately" by Divine (Pendulum/Red Ant), No. 2 "How Deep Is Your Love" by Dru Hill Featuring Redman (Island/IDJMG), and No. 3 "The First Night" by Monica (Arista) in the Nov. 7, 1998, issue.

After debuting at No. 71 on the airplay chart last issue, "Girls" falls off this issue with a loss of 500,000 audience impressions. However, LFO adds five stations to its total and currently ranks top 10 at 13 mainstream top 40 outlets. "Girls" has also received exposure over the past few weeks as a viewer favorite on MTV's "Total Request Live." "Girls" is the first single to reach No. 1 on the sales chart while not simultaneously appearing on the airplay chart since Deborah Cox made it to No. 1 in the Nov. 28, 1998, issue with "Nobody's Supposed To Be Here" (Arista). That was the week before we expanded the airplay chart to include monitored stations from all formats. Prior to that expansion, it was not uncommon for an R&B or rap title to reach No. 1 on the sales list without appearing on what was then a predominantly top 40 Hot 100 Airplay chart.

MAMBO MAN: The Hot 100's Hot Shot Debut, at No. 63, is the international smash "Mambo No. 5 (A Little Bit Of...)" (RCA) by Lou Bega. After reaching No. 1 in 10 countries and selling more than 1.5 million copies worldwide, "Mambo" is beginning to make its mark on the U.S. airwaves. "Mambo" ranks top 10 at the following major market top 40 stations: WHTZ and WKTU New York; KIIS Los Angeles; WBLI Long Island, N.Y.; WWZZ Washington, D.C.; WXYV Baltimore; and WKRQ Cincinnati. The only commercial single planned so far is a 12-inch vinyl version, which hit retail Aug. 17. Bega's album "A Little Bit Of Mambo" will follow one week later.

RUNAWAY McBRIDE: Martina McBride debuts at No. 82 with "I Love You" (RCA Nashville/Columbia) from the soundtrack to the Julia Roberts/Richard Gere motion picture "Runaway Bride" (Columbia). "Love," which will also appear on the forthcoming McBride album "Emotion" (RCA Nashville), is receiving 97% of its points from airplay at country radio. Top 40 and adult stations are now hopping aboard, which should accelerate "Love's" procession up the chart.

UMVD TAKES \$18.98 LEAP

(Continued from page 5)

a label raises the pricing ceiling to establish a new top tier, usually subsequent superstar releases, regardless of the label, come out at the new level. Already, the marketplace is flooded with rumors about upcoming superstar albums coming out at the \$18.98 price point.

Historically, labels have used new superstar releases to establish a new top pricing tier. Among the artists that have been tapped for this honor have been Madonna, Michael Bolton, and Queen. This is the first time in this decade that artists' catalog albums have set the pace.

350 TITLES

In increasing the list price on some 350 titles, UMVD has moved eight "best of" packages to \$18.98, the pricing level previously assigned to movie soundtrack and Broadway cast albums. At any given time, Broadway cast and movie soundtrack albums generally carry a \$1 higher list price than the top pricing tier for superstars.

While \$17.98 has been the top superstar price for the past five years, in 1994 Atlantic Records released two albums with what it termed "event" pricing: the Three Tenors set and the Jimmy Page/Robert Plant "No Quarter" album. Both were priced at \$19.98.

In the new Universal scheme, among the titles priced at \$18.98 are albums by Jimmy Buffett, Abba, Eric Clapton, Aerosmith, the Eagles, Jimi Hendrix, Bob Marley, Tom Petty, and U2.

'We don't believe this is the direction to go in'

- SAM MILICIA -

The UMVD price changes are effective Aug. 30. The minimum advertised price (MAP) associated with the old list prices will stay in effect until Dec. 3, after which the MAP for the new list prices will kick in.

Retailers argue that the price increase will hurt Universal's midline product, which carries an \$11.98 list price, by moving about 30 titles to either \$17.98 or \$18.98.

Sam Milicia, senior VP of music purchasing at the Troy, Mich.-based Handleman Co., says, "We don't believe this is the direction to go in, especially since they had a wholesale price increase not too long ago. Also, in the eyes of the consumer, this diminishes the viability of the midline price point."

Like other majors this year, UMVD in April increased its CD wholesale pricing by 6 to 9 cents per unit, depending on the list price.

Ed Climie, VP/GM at Universal One-Stop in Philadelphia, says, "I hate to see someone break the \$18.98 level. An \$18.98 title is going to be a tough sell." Like other merchants, Climie laments what he terms the "cannibalization" of midline titles.

'When we went out and looked at the marketplace, we felt we were underpriced'

- JIM URIE -

But Jim Urie, executive VP at UMVD, points out that "when midline was first conceived, it was for products that weren't good enough to be sold at full price. Over the last 15 or so years, that somehow evolved into moving a massive number of titles down in price, regardless of selling strength. The records that we increased are all excellent pieces of product that deserve to be at the higher price and will continue to be consumer favorites at full price."

FACING COMPETITION

According to people familiar with

the latest price increase, UMVD moved 216 titles from \$16.98 to \$17.98; 23 titles from \$17.98 to \$18.98; six titles from \$15.98 to \$18.98; 12 titles from \$11.98 to \$18.98; and 21 titles from \$11.98 to \$17.98, among other price changes.

Among the titles moving from midline to frontline are Jimmy Buffett's "Songs You Know By Heart" and the "Jelly's Last Jam" original cast album.

Urie says, "When we went out and looked at the marketplace, we felt we were underpriced compared to the competition.

"Equally important, we think music is underpriced when compared with sporting events, theater, and books, all of which have experienced dramatic price increases in the last five years."

Like most retailers, David Lang, president of South Plainfield, N.J.-based Compact Disc World, says, "We never like a price increase. If they think they are going to realize greater profits raising midline to \$18.98, that's their call. For us it will decrease the unit sales of those titles."

ISRAEL MUST FACE PIRACY PROBLEM

(Continued from page 12)

harshest sentence meted out, however, was suspended, with the vast majority ending in easily payable fines.

The International Union for the Protection of Cinematographic Creativity has a branch in Israel which is a leading pursuer of the pirates. But branch attorney Gour-Arieh Armarnik observes that even if the Israeli market were effectively policed, piracy would continue to thrive. "There's nothing legally we can do to stop them," admits Armarnik. "Sometimes we catch one of their trucks on our roads and disrupt shipments. But we have no authority over manufacture."

Russian-born pirates have created a lucrative industry in Israel and continue to bulk-ship their

counterfeits to Russia. The expanding piracy situation in the quasi-autonomous Palestinian Authority region, which would quickly fill the vacuum generated by any damage inflicted on their Israeli counterparts, is also a major concern.

The U.S. has been pressuring the Palestinians, and they do fear sanctions. However, to date only one pirate plant has been shut down. Armarnik claims the Palestinians show no real desire to shut down one of their few successful industries.

Assistance in preparing this story was provided by Dominic Pride in London and Bill Holland in Washington, D.C.



Conditional Switch. Mint Condition members and executives from Elektra Entertainment Group Inc. celebrate the signing of Mint Condition to the label. Shown, from left, are Alan Voss, executive VP/GM of Elektra; Larkin Arnold, manager of Mint Condition; O'Dell, band member; Sylvia Rhone, chairman/CEO of Elektra; Stokley, band member; Ricky Kinchen, band member; Jeffrey Allen, band member; Larry Waddell, band member; Keri Lewis, band member; and Merlin Bobb, senior VP of A&R for Elektra.

THE Billboard 200

THE TOP-SELLING ALBUMS COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE, MASS MERCHANT, AND INTERNET SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY **SoundScan**

AUGUST 28, 1999



THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	PEAK POSITION
◀ No. 1 ▶						
1	1	2	13	BACKSTREET BOYS ▲ ⁶ JIVE 41672 (11.98/17.98) 9 weeks at No. 1	MILLENNIUM	1
2	2	1	8	LIMP BIZKIT ▲ ³ FLIP 90335*/INTERSCOPE (11.98/17.98)	SIGNIFICANT OTHER	1
3	5	7	31	BRITNEY SPEARS ▲ ⁹ JIVE 41651 (11.98/17.98)	...BABY ONE MORE TIME	1
4	3	4	14	RICKY MARTIN ▲ ⁵ C2/COLUMBIA 69891*/CRG (11.98 EQ/17.98)	RICKY MARTIN	1
5	6	3	3	VARIOUS ARTISTS UNIVERSAL-EMI-ZOMBA 47910/VIRGIN (12.98/17.98)	NOW 2	3
6	4	12	3	SOUNDTRACK COLUMBIA 69923/CRG (11.98 EQ/17.98)	RUNAWAY BRIDE	4
7	8	9	33	KID ROCK ▲ ² LAVA/ATLANTIC 83119*/AG (10.98/16.98) HS	DEVIL WITHOUT A CAUSE	6
▶ Hot Shot Debut ▶						
8	NEW ▶	1	1	VARIOUS ARTISTS VIOLATOR/DEF JAM 558941*/IDJMG (10.98/16.98)	VIOLATOR THE ALBUM	8
9	9	8	10	SMASH MOUTH ● INTERSCOPE 90316 (11.98/17.98)	ASTRO LOUNGE	6
▶ Greatest Gainer ▶						
10	15	16	9	SANTANA ▲ ARISTA 19080 (10.98/17.98)	SUPERNATURAL	10
11	11	10	10	RED HOT CHILI PEPPERS ▲ WARNER BROS. 47386* (10.98/17.98)	CALIFORNICATION	3
12	10	6	3	DESTINY'S CHILD COLUMBIA 69870*/CRG (11.98 EQ/17.98)	THE WRITING'S ON THE WALL	6
13	13	11	9	SARAH MCLACHLAN ▲ ARISTA 19049 (11.98/17.98)	MIRRORBALL	3
14	14	13	93	SHANIA TWAIN ◆ ¹² MERCURY (NASHVILLE) 536003 (10.98/17.98)	COME ON OVER	2
15	16	22	41	JUVENILE ▲ ² CASH MONEY 53162/UNIVERSAL (10.98/16.98)	400 DEGREEZ	15
16	12	5	3	HOT BOYS CASH MONEY 53264/UNIVERSAL (10.98/16.98)	GUERRILLA WARFARE	5
17	17	19	42	98 DEGREES ▲ ² MOTOWN 530956/UNIVERSAL (10.98/16.98)	98 DEGREES AND RISING	14
18	7	—	2	MEMPHIS BLEEK ROC-A-FELLA 538991*/IDJMG (10.98/16.98)	COMING OF AGE	7
19	18	17	11	BLINK 182 ● MCA 11950 (10.98/16.98)	ENEMA OF THE STATE	9
20	19	24	25	TLC ▲ ⁴ LAFACE 26055*/ARISTA (11.98/17.98)	FANMAIL	1
21	25	29	18	LIL' TROY ● SHORT STOP/REPUBLIC 53278/UNIVERSAL (10.98/16.98) HS	SITTIN' FAT DOWN SOUTH	21
22	20	18	11	JENNIFER LOPEZ ▲ WORK 69351/EPIC (11.98 EQ/17.98)	ON THE 6	8
23	23	23	81	DIXIE CHICKS ▲ ⁶ MONUMENT 68195/SONY (NASHVILLE) (10.98 EQ/16.98) HS	WIDE OPEN SPACES	4
24	21	14	13	SOUNDTRACK ▲ WALT DISNEY 60645 (11.98/17.98)	TARZAN	5
25	24	36	7	WEIRD AL YANKOVIC ● WAY MOBY 32118/VOLCANO (11.98/17.98)	RUNNING WITH SCISSORS	16
26	28	31	9	VARIOUS ARTISTS ● NO BOUNDARIES — A BENEFIT FOR THE KOSOVAR REFUGEES EPIC 63653 (11.98 EQ/17.98)		18
27	26	21	8	K-CI & JOJO ▲ MCA 11937* (10.98/17.98)	IT'S REAL	8
28	27	26	16	VARIOUS ARTISTS ▲ RUFF RYDERS 90315*/INTERSCOPE (11.98/17.98)	RUFF RYDERS: RYDE OR DIE VOL. 1	1
29	33	28	73	'N SYNC ▲ ⁷ RCA 67613 (11.98/17.98)	'N SYNC	2
30	22	15	9	SOUNDTRACK ▲ ² OVERBROOK 60344*/INTERSCOPE (11.98/17.98)	WILD WILD WEST	4
31	31	32	22	GINUWINE ▲ 550 MUSIC 69598*/EPIC (11.98 EQ/16.98)	100% GINUWINE	5
32	29	27	7	VARIOUS ARTISTS ● RAZOR & TIE 89024 (11.98/17.98)	MONSTER BALLADS	27
33	34	35	66	LENNY KRAVITZ ▲ VIRGIN 47758 (12.98/17.98)		5
34	30	20	11	SOUNDTRACK ▲ MAVERICK 47348/WARNER BROS. (11.98/17.98)	AUSTIN POWERS: THE SPY WHO SHAGGED ME	5
35	36	37	11	LONESTAR ● BNA 67762/RLG (10.98/16.98)	LONELY GRILL	28
36	39	44	47	GOO GOO DOLLS ▲ ² WARNER BROS. 47058 (10.98/16.98)	DIZZY UP THE GIRL	15
37	45	50	105	BACKSTREET BOYS ◆ ¹⁰ JIVE 41589 (11.98/17.98)	BACKSTREET BOYS	4
38	37	40	31	SUGAR RAY ▲ LAVA/ATLANTIC 83151*/AG (10.98/16.98)	14:59	17
39	43	47	32	GODSMACK ▲ REPUBLIC 53190/UNIVERSAL (10.98/16.98) HS	GODSMACK	22
40	35	30	11	JA RULE ▲ MURDER INC./DEF JAM 538920*/IDJMG (10.98/16.98) HS	VENNI VETTI VECCI	3
41	32	25	5	TOO SHORT ● SHORT 41644/JIVE (11.98/17.98)	CAN'T STAY AWAY	5
42	38	33	13	SOUNDTRACK ● ISLAND 546196/IDJMG (11.98/17.98)	NOTTING HILL	19
43	52	53	4	POWERMAN 5000 DREAMWORKS 50107/INTERSCOPE (8.98/12.98)	TONIGHT THE STARS REVOLT!	43
44	48	49	15	TIM MCGRAW ▲ CURB 77942 (10.98/17.98)	A PLACE IN THE SUN	1
45	40	38	25	EMINEM ▲ ² WEB/AFTERMATH 90287*/INTERSCOPE (11.98/17.98)	THE SLIM SHADY LP	2
46	49	45	8	MISSY "MISDEMEANOR" ELLIOTT THE GOLD MIND/EASTWEST 62232*/EEG (11.98/17.98)	DA REAL WORLD	10
47	41	41	39	THE OFFSPRING ▲ ⁴ COLUMBIA 69661* (11.98 EQ/17.98)	AMERICANA	2
48	46	48	40	CHER ▲ ³ WARNER BROS. 47121 (10.98/17.98)	BELIEVE	4
49	42	42	7	KENNY G ● ARISTA 19085 (11.98/17.98)	CLASSICS IN THE KEY OF G	17
50	51	64	9	LEN WORK 69528/EPIC (11.98 EQ/16.98) HS	YOU CAN'T STOP THE BUM RUSH	50
51	NEW ▶	1	1	RAHZEL MCA 11938* (10.98/16.98)	MAKE THE MUSIC 2000	51
52	47	46	11	TRU NO LIMIT 50010*/PRIORITY (12.98/19.98)	DA CRIME FAMILY	5
53	50	43	3	BARRY WHITE PRIVATE MUSIC 82185/WINDHAM HILL (10.98/16.98)	STAYING POWER	43
54	54	56	39	WHITNEY HOUSTON ▲ ² ARISTA 19037* (11.98/17.98)	MY LOVE IS YOUR LOVE	13

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	PEAK POSITION
55	57	55	25	LIT ● RCA 67775 (10.98/16.98) HS	A PLACE IN THE SUN	31
56	44	34	5	SOUNDTRACK JIVE 41686* (11.98/17.98)	THE WOOD	16
57	55	51	52	KORN ▲ ² IMMORTAL 69001*/EPIC (11.98 EQ/17.98)	FOLLOW THE LEADER	1
58	59	62	17	CASE ● DEF SOUL 538871*/IDJMG (8.98/12.98)	PERSONAL CONVERSATION	33
59	62	66	9	EDWIN MCCAIN LAVA/ATLANTIC 83197/AG (10.98/16.98)	MESSENGER	59
60	63	63	51	LAURYN HILL ▲ ⁵ RUFFHOUSE/COLUMBIA 69035*/CRG (11.98 EQ/17.98)	THE MISEDUCATION OF LAURYN HILL	1
61	56	54	5	CHRIS ROCK DREAMWORKS 50055/INTERSCOPE (10.98/16.98)	BIGGER & BLACKER	44
62	65	72	21	SILK ● ELEKTRA 62234/EEG (10.98/16.98)	TONIGHT	21
63	75	86	15	VARIOUS ARTISTS RHINO 75699 (11.98/16.98)	MILLENNIUM HIP-HOP PARTY	63
▶ Pacesetter ▶						
64	117	104	22	CHARLOTTE CHURCH ● SONY CLASSICAL 60957 (10.98 EQ/16.98)	VOICE OF AN ANGEL	28
65	61	59	9	702 MOTOWN 549526/UNIVERSAL (10.98/16.98)	702	34
66	64	60	7	SOUNDTRACK UNIVERSAL 53269 (10.98/17.98)	AMERICAN PIE	50
67	58	57	7	ALICE IN CHAINS COLUMBIA 63649/CRG (11.98 EQ/17.98)	NOTHING SAFE	20
68	NEW ▶	1	1	COKO RCA 67766* (10.98/16.98)	HOT COKO	68
69	66	67	11	ENRIQUE IGLESIAS FONOVISA 0517 (10.98/16.98)	BAILAMOS	66
70	67	65	98	CREED ▲ ³ WIND-UP 13049 (11.98/17.98) HS	MY OWN PRISON	22
71	60	—	2	ALISON KRAUSS ROUNDER 610465/MERCURY (NASHVILLE) (10.98/16.98)	FORGET ABOUT IT	60
72	79	75	30	DAVE MATTHEWS/TIM REYNOLDS ▲ ² BAMA RAGS 67755/RCA (1.98 CD)	LIVE AT LUTHER COLLEGE	2
73	53	39	4	EPMD DEF JAM 558928*/IDJMG (10.98/16.98)	OUT OF BUSINESS	13
74	77	96	17	B.G. ● CASH MONEY 53265/UNIVERSAL (10.98/16.98)	CHOPPER CITY IN THE GHETTO	9
75	68	—	2	SOUNDTRACK MERCURY 546389/IDJMG (11.98/17.98)	DETROIT ROCK CITY	68
76	74	79	20	ANDREA BOCELLI ▲ POLYDOR 547222 (10.98/17.98)	SOGNO	4
77	91	99	14	SHEDAISSY LYRIC STREET 65002/HOLLYWOOD (10.98/16.98) HS	THE WHOLE SHEBANG	77
78	69	61	74	LIMP BIZKIT ▲ FLIP 90124/INTERSCOPE (10.98/16.98) HS	THREE DOLLAR BILL, Y'ALL	22
79	70	82	22	B*WITCHED ▲ EPIC 69751 (10.98 EQ/16.98)	B*WITCHED	12
80	76	81	9	STEVEN CURTIS CHAPMAN SPARROW 51695 (11.98/16.98)	(SPEECHLESS)	31
81	81	85	74	JO DEE MESSINA ▲ CURB 77904 (10.98/16.98)	I'M ALRIGHT	61
82	88	89	68	DAVE MATTHEWS BAND ▲ ² RCA 67660* (10.98/16.98)	BEFORE THESE CROWDED STREETS	1
83	84	103	19	BUCKCHERRY DREAMWORKS 50044/INTERSCOPE (8.98/12.98) HS	BUCKCHERRY	74
84	72	69	40	112 ▲ ² BAD BOY 73021*/ARISTA (10.98/16.98)	ROOM 112	20
85	71	52	3	ERIC CLAPTON POLYDOR 547178/UNIVERSAL (23.98/29.98)	BLUES	52
86	97	95	13	BUENA VISTA SOCIAL CLUB WORLD CIRCUIT/NONESUCH 79478/AG (10.98/17.98) HS	BUENA VISTA SOCIAL CLUB	86
87	80	87	33	ORGY ▲ ELEMENTREE 46923/WARNER BROS. (10.98/16.98) HS	CANDYASS	32
88	NEW ▶	1	1	MACHINE HEAD ROADRUNNER 8651 (10.98/16.98)	THE BURNING RED	88
89	87	70	9	VARIOUS ARTISTS INTEGRITY/WORD 69974/EPIC (17.98 EQ/19.98)	WOW WORSHIP: TODAY'S 30 MOST POWERFUL WORSHIP SONGS	70
90	94	94	19	VENGABOYS GROOVILICIOUS 100/STRICTLY RHYTHM (16.98 CD) HS	THE PARTY ALBUM!	90
91	83	83	14	SNOOP DOGG NO LIMIT 50052*/PRIORITY (11.98/17.98)	NO LIMIT TOP DOGG	2
92	104	122	7	SOUNDTRACK KOCH 8901 (11.98/16.98)	POKEMON: 2.B.A. MASTER — MUSIC FROM THE HIT TV SERIES	92
93	78	71	12	SLICK RICK ● DEF JAM 558936*/IDJMG (10.98/16.98)	THE ART OF STORYTELLING	8
94	82	77	46	EVERLAST ▲ ² TOMMY BOY 1236 (11.98/17.98) HS	WHITEY FORD SINGS THE BLUES	9
95	89	91	46	JAY-Z ▲ ² ROC-A-FELLA 558902*/IDJMG (10.98/16.98)	VOL. 2... HARD KNOCK LIFE	1
96	NEW ▶	1	1	LYNYRD SKYNYRD CMC INTERNATIONAL 86272 (10.98/16.98)	EDGE OF FOREVER	96
97	73	58	8	SOUNDTRACK ATLANTIC 83199/AG (10.98/17.98)	SOUTH PARK: BIGGER, LONGER & UNCUT	28
98	85	90	4	VARIOUS ARTISTS WORD 69975/EPIC (19.98 EQ/19.98)	WOW-THE 90S: 30 TOP CHRISTIAN SONGS OF THE DECADE	84
99	123	131	22	SILVERCHAIR EPIC 69816 (11.98 EQ/16.98)	NEON BALLROOM	50
100	95	98	69	FAITH HILL ▲ ³ WARNER BROS. (NASHVILLE) 46790 (10.98/16.98)	FAITH	7
101	92	88	8	THE CHEMICAL BROTHERS FREESTYLE DUST 47610*/ASTRALWERKS (11.98/17.98)	SURRENDER	32
102	101	100	35	FATBOY SLIM ● SKINT 66247*/ASTRALWERKS (10.98/16.98) HS	YOU'VE COME A LONG WAY, BABY	34
103	86	76	6	FIEND NO LIMIT 50107*/PRIORITY (10.98/16.98)	STREET LIFE	15
104	93	80	10	DEF LEPPARD ● MERCURY 546212/IDJMG (11.98/17.98)	EUPHORIA	11
105	112	137	40	R. KELLY ▲ ³ JIVE 61625* (19.98/24.98)	R.	2
106	108	110	24	KENNY CHESNEY ● BNA 67655/RLG (10.98/16.98)	EVERYWHERE WE GO	51
107	90	74	8	DONNA SUMMER EPIC 69910* (11.98 EQ/17.98)	VH1 PRESENTS LIVE & MORE ENCORE!	43
108	106	109	51	ROB ZOMBIE ▲ ² GEFEN 25212*/INTERSCOPE (10.98/16.98)	HELLBILLY DELUXE	5

○ Albums with the greatest sales gains this week. ● Recording Industry Assn. of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numeral following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. *Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. Greatest Gainer shows chart's largest unit increase. Pacesetter indicates biggest percentage growth. Heatseeker Impact shows albums removed from Heatseekers this week. **HS** Indicates past or present Heatseeker title. © 1999, Billboard/BPI Communications, and SoundScan, Inc.

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST	TITLE	PEAK POSITION
109	107	107	65	DMX ▲ RUFF RYDERS 558227*/DJMG (11.98/17.98)	IT'S DARK AND HELL IS HOT	1
110	98	101	12	INSANE CLOWN POSSE ISLAND 524661/DJMG (11.98/17.98)	THE AMAZING JECKEL BROTHERS	4
111	143	171	3	MACY GRAY EPIC 69490* (11.98 EQ/16.98) HS	ON HOW LIFE IS	111
112	110	97	34	DMX ▲ RUFF RYDERS 538640*/DJMG (11.98/17.98)	FLESH OF MY FLESH BLOOD OF MY BLOOD	1
113	102	92	19	NAS ▲ COLUMBIA 68773*/CRG (11.98 EQ/17.98)	I AM...	1
114	133	121	27	COLLECTIVE SOUL ● ATLANTIC 83162/AG (10.98/16.98)	DOSAGE	21
115	132	152	10	SARAH BRIGHTMAN REALLY USEFUL 539330/DECCA (10.98/16.98)	THE ANDREW LLOYD WEBBER COLLECTION	110
116	105	106	16	ERIC BENET WARNER BROS. 47072 (10.98/16.98)	A DAY IN THE LIFE	25
117	118	102	13	JIMMY BUFFETT ● MARGARITAVILLE 524660/DJMG (11.98/17.98)	BEACH HOUSE ON THE MOON	8
118	109	118	46	SHERYL CROW ▲ A&M 90404/INTERSCOPE (10.98/17.98)	THE GLOBE SESSIONS	5
119	96	73	7	GZA/GENIUS ● WU-TANG 11969*/MCA (10.98/16.98)	BENEATH THE SURFACE	9
120	114	115	14	KENNY ROGERS DREAMCATCHER 004 (11.98/16.98)	SHE RIDES WILD HORSES	60
121	180	200	17	SARAH BRIGHTMAN ● NEMO STUDIO 56769/ANGEL (10.98/17.98)	EDEN	65
122	120	111	8	GEORGE JONES ASYLUM 62368/EEG (10.98/16.98)	COLD HARD TRUTH	53
123	116	108	62	BRANDY ▲ ATLANTIC 83039*/AG (10.98/17.98)	NEVER S-A-Y NEVER	2
124	158	129	12	JORDAN KNIGHT ● INTERSCOPE 90322 (10.98/16.98)	JORDAN KNIGHT	29
125	115	120	12	OLEANDER REPUBLIC 53242/UNIVERSAL (8.98/12.98) HS	FEBRUARY SON	115
126	122	116	31	TRICK DADDY ● SLIP-N-SLIDE 2802/WARLOCK (10.98/16.98) HS	WWW.THUG.COM	30
127	160	182	4	TAL BACHMAN COLUMBIA 67956/CRG (10.98 EQ/16.98) HS	TAL BACHMAN	127
128	128	132	8	MANA WEA LATINA 27864 (9.98/16.98)	MTV UNPLUGGED	83
129	126	159	39	JEWEL ▲ ATLANTIC 82950*/AG (10.98/17.98)	SPIRIT	3
130	125	117	66	GARBAGE ▲ ALMO SOUNDS 80018/INTERSCOPE (10.98/16.98)	VERSION 2.0	13
131	131	133	39	GARTH BROOKS ● CAPITOL (NASHVILLE) 97424 (19.98/26.98)	DOUBLE LIVE	1
132	130	139	38	2PAC ▲ AMARU/DEATH ROW 90301*/INTERSCOPE (19.98/24.98)	GREATEST HITS	3
133	146	153	89	ANDREA BOCELLI ▲ PHILIPS 539207 (10.98/17.98) HS	ROMANZA	35
134	103	78	5	GANG STARR NOO TRYBE 47279*/MIRGIN (19.98/22.98)	FULL CLIP: A DECADE OF GANG STARR	33
135	140	125	45	PHIL COLLINS ▲ FACE VALUE/ATLANTIC 83139/AG (10.98/17.98)	...HITS	18
136	119	105	9	MASE ● BAD BOY 73030*/ARISTA (11.98/17.98)	DOUBLE UP	11
137	99	—	2	LIL ITALY NO LIMIT 50108*/PRIORITY (10.98/16.98)	ON TOP OF DA WORLD	99
138	135	134	24	GEORGE STRAIT ▲ MCA NASHVILLE 70050 (10.98/16.98)	ALWAYS NEVER THE SAME	6
139	134	128	20	SOUNDTRACK ● MAVERICK 47390/WARNER BROS. (11.98/17.98)	THE MATRIX	7
140	113	—	2	G. LOVE & SPECIAL SAUCE OKEH/550 MUSIC 69746/EPIC (11.98 EQ/16.98) HS	PHILADELPHONIC	113
141	162	192	5	TRAIN AWARE/COLUMBIA 38052/CRG (10.98 EQ/16.98) HS	TRAIN	141
142	137	141	42	DRU HILL ▲ DEF SOUL 524542/DJMG (10.98/17.98)	ENTER THE DRU	2
143	121	142	52	FIVE ▲ ARISTA 19003 (10.98/16.98) HS	FIVE	27
144	139	119	10	DIANA KRALL VERVE 304/AG (10.98/16.98)	WHEN I LOOK IN YOUR EYES	68
145	196	188	21	SOUNDTRACK ● HOLLYWOOD 62177 (10.98/17.98)	VARSITY BLUES	19
146	149	155	7	SLIPKNOT I AM 8655/ROADRUNNER (10.98/16.98) HS	SLIPKNOT	112
147	142	126	90	WILL SMITH ▲ COLUMBIA 68683*/CRG (11.98 EQ/17.98)	BIG WILLIE STYLE	8
148	129	123	11	BLAQUE TRACK MASTERS/COLUMBIA 68987/CRG (10.98 EQ/16.98)	BLAQUE	79
149	148	144	10	IBRAHIM FERRER WORLD CIRCUIT/ONESUCH 79532/AG (10.98/17.98) HS	BUENA VISTA SOCIAL CLUB PRESENTS IBRAHIM FERRER	137
150	NEW	—	1	SHERRIE AUSTIN ARISTA NASHVILLE 18881 (10.98/16.98) HS	LOVE IN THE REAL WORLD	150
151	145	148	13	BLESSID UNION OF SOULS PUSH 27047/W2 (10.98/16.98)	WALKING OFF THE BUZZ	143
152	111	84	5	LIL' CEASE UNDEAS/ATLANTIC 92783*/AG (10.98/16.98)	THE WONDERFUL WORLD OF CEASE A LEO	26
153	147	140	42	FAITH EVANS ▲ BAD BOY 73016*/ARISTA (10.98/17.98)	KEEP THE FAITH	6
154	153	146	7	LYLE LOVETT CURB 11964/MCA (10.98/17.98)	LIVE IN TEXAS	94
155	172	185	9	MOBY v2 27049* (16.98 CD) HS	PLAY	145

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST	TITLE	PEAK POSITION
156	124	68	3	WIDESPREAD PANIC CAPRICORN 546203/DJMG (10.98/16.98)	'TIL THE MEDICINE TAKES	68
157	144	143	58	BARENAKED LADIES ▲ REPRISE 46963/WARNER BROS. (10.98/16.98)	STUNT	3
158	138	150	11	HARRY CONNICK, JR. COLUMBIA 69618/CRG (11.98 EQ/17.98)	COME BY ME	36
159	151	147	38	METALLICA ▲ ELEKTRA 62299*/EEG (18.98/24.98)	GARAGE INC.	2
160	141	154	12	MARY CHAPIN CARPENTER COLUMBIA (NASHVILLE) 68751/SONY (NASHVILLE) (10.98 EQ/17.98)	PARTY DOLL AND OTHER FAVORITES	43
161	152	149	92	MARTINA MCBRIDE ▲ RCA (NASHVILLE) 67516/RLG (10.98/16.98)	EVOLUTION	24
162	136	124	10	JAMIROQUAI WORK 69973/EPIC (11.98 EQ/17.98)	SYNKRONIZED	28
163	155	114	8	VARIOUS ARTISTS TOMMY BOY 1332 (12.98/17.98)	ESPN PRESENTS JOCK ROCK 2000	78
164	127	112	15	SOUNDTRACK ▲ SONY CLASSICAL 61816 (11.98 EQ/18.98)	STAR WARS EPISODE I: THE PHANTOM MENACE	3
165	150	127	16	SOUNDTRACK ● COLUMBIA 69853/CRG (11.98 EQ/17.98)	SONGS FROM DAWSON'S CREEK	7
166	RE-ENTRY	—	10	SOUNDTRACK VIRGIN 47174 (12.98/17.98)	CRUEL INTENTIONS	60
167	194	—	38	BEE GEES ● POLYDOR 559220/UNIVERSAL (10.98/17.98)	ONE NIGHT ONLY	72
168	178	179	12	LYNYRD SKYNYRD MCA 11941 (6.98/11.98)	THE MILLENNIUM COLLECTION: THE BEST OF LYNYRD SKYNYRD	147
169	177	190	3	VARIOUS ARTISTS SONY DISCOS/COLUMBIA 69989*/CRG (10.98 EQ/16.98)	LATIN MIX USA 2	169
170	164	169	18	TOM PETTY AND THE HEARTBREAKERS ● WARNER BROS. 47294* (10.98/17.98)	ECHO	10
171	175	176	13	DWIGHT YOAKAM REPRISE (NASHVILLE) 47389/WARNER BROS. (NASHVILLE) (10.98/16.98)	LAST CHANCE FOR A THOUSAND YEARS: GREATEST HITS FROM THE 90'S	80
172	161	164	57	MONICA ▲ ARISTA 19011* (10.98/16.98)	THE BOY IS MINE	8
173	159	156	16	NAUGHTY BY NATURE ARISTA 19047* (10.98/16.98)	NINETEEN NAUGHTY NINE NATURE'S FURY	22
174	NEW	—	1	VARIOUS ARTISTS UTV 564809/UNIVERSAL (10.98/17.98)	PURE 80'S	174
175	174	177	38	ELVIS CRESPO ▲ SONY DISCOS 82634 (8.98 EQ/13.98) HS	SUAVEMENTE	106
176	182	—	38	U2 ● ISLAND 524613/DJMG (11.98/17.98)	THE BEST OF 1980-1990	45
177	156	165	12	JT MONEY TONY MERCEDES/FREEWORLD 50060*/PRIORITY (10.98/16.98)	PIMPIN ON WAX	28
178	183	—	39	DEBORAH COX ▲ ARISTA 19022 (10.98/16.98) HS	ONE WISH	72
179	185	—	48	FASTBALL ▲ HOLLYWOOD 62130 (10.98/16.98) HS	ALL THE PAIN MONEY CAN BUY	29
180	NEW	—	1	KOOL KEITH RUFFHOUSE/COLUMBIA 52000*/RED INK (10.98 EQ/16.98) HS	BLACK ELVIS/LOST IN SPACE	180
181	165	170	17	LO FIDELITY ALLSTARS SKINT/SUB POP 69654/CRG (7.98 EQ/13.98) HS	HOW TO OPERATE WITH A BLOWN MIND	115
182	193	—	33	ALAN JACKSON ▲ ARISTA NASHVILLE 18864 (10.98/16.98)	HIGH MILEAGE	4
183	RE-ENTRY	—	24	SIXPENCE NONE THE RICHER ● SQUINT 7032* (10.98/15.98) HS	SIXPENCE NONE THE RICHER	89
184	167	163	9	ALABAMA RCA (NASHVILLE) 67793/RLG (10.98/16.98)	TWENTIETH CENTURY	51
185	RE-ENTRY	—	9	SOUNDTRACK 143/ATLANTIC 83163/AG (10.98/17.98)	MESSAGE IN A BOTTLE	39
186	179	191	39	MARIAH CAREY ▲ COLUMBIA 69670* (11.98 EQ/17.98)	# 1'S	4
187	171	151	6	JOHN MCDERMOTT/ANTHONY KEARNS/RONAN TYNAN MASTERTONE 8552/POINT (13.98/16.98) HS	THE IRISH TENORS	151
188	170	184	46	KIRK FRANKLIN ● GOSPO CENTRIC 90178/INTERSCOPE (10.98/17.98)	THE NU NATION PROJECT	7
189	200	—	36	DC TALK ● FOREFRONT 46526/MIRGIN (10.98/16.98)	SUPERNATURAL	4
190	187	195	35	JIMI HENDRIX EXPERIENCE HENDRIX 11671*/MCA (10.98/17.98)	EXPERIENCE HENDRIX: THE BEST OF JIMI HENDRIX	133
191	184	178	72	SOUNDTRACK ▲ WARNER SUNSET/REPRISE 46867/WARNER BROS. (10.98/17.98)	CITY OF ANGELS	1
192	176	161	20	VARIOUS ARTISTS ● IMMORTAL 69904*/EPIC (11.98 EQ/16.98)	FAMILY VALUES TOUR '98	7
193	154	113	8	SOUNDTRACK AMERICAN/C2 69947/CRG (11.98 EQ/17.98)	BIG DADDY	55
194	169	157	35	TYRESE ▲ RCA 66901* (10.98/16.98) HS	TYRESE	17
195	181	186	40	NEW RADICALS ● MCA 11858 (10.98/16.98) HS	MAYBE YOU'VE BEEN BRAINWASHED TOO.	41
196	168	135	8	VARIOUS ARTISTS EPITAPH 86563 (4.98 CD)	PUNK-O-RAMA 4	113
197	166	168	12	DAVE HOLLISTER DEF SQUAD/DREAMWORKS 50047/INTERSCOPE (10.98/16.98)	GHETTO HYMNS	34
198	198	—	50	MARK WILLIS ▲ MERCURY (NASHVILLE) 536317 (10.98/16.98) HS	WISH YOU WERE HERE	74
199	163	138	7	TRACIE SPENCER CAPITOL 34287 (10.98/16.98) HS	TRACIE	114
200	RE-ENTRY	—	30	VARIOUS ARTISTS ▲ KOCH 8803 (10.98/16.98)	WORLD WRESTLING FEDERATION: WWF THE MUSIC VOLUME 3	10

TOP ALBUMS A-Z (LISTED BY ARTISTS)

112 84 2Pac 132 702 65 98 Degrees 17	Mary Chapin Carpenter 160 Case 58 Steven Curtis Chapman 80 The Chemical Brothers 101 Cher 48 Kenny Chesney 106 Charlotte Church 64 Eric Clapton 85 Coko 68 Collective Soul 114 Phil Collins 135 Harry Connick, Jr. 158 Deborah Cox 178 Creed 70 Elvis Crespo 175 Sheryl Crow 118	Fastball 179 Ibrahim Ferrer 149 Fiend 103 Five 143 Kirk Franklin 188 Kenny G 49 Gang Starr 134 Garbage 130 Ginuwine 31 Godsmack 39 Goo Goo Dolls 36 Macy Gray 111 GZA/Genius 119 Jimi Hendrix 190 Faith Hill 100 Lauryn Hill 60 Dave Hollister 197 Hot Boys 16 Whitney Houston 54 Enrique Iglesias 69 Insane Clown Posse 110	George Jones 122 JT Money 177 Juvenile 15 K-Ci & JoJo 27 R. Kelly 105 Kid Rock 7 Jordan Knight 124 Koolha 180 Korn 57 Diana Krall 144 Alison Krauss 71 Lenny Kravitz 33 Lil' Cease 152 Lil' Italy 137 Lil' Troy 21 Limp Bizkit 2, 78 Lit 55 Lo Fidelity Allstars 181 Lonestar 35 Jennifer Lopez 22 G. Love & Special Sauce 140 Lyle Lovett 154 Lynyrd Skynyrd 96, 168 Machine Head 88 Mana 128	Ricky Martin 4 Mase 136 Dave Matthews Band 82 Dave Matthews/Tim Reynolds 72 Martina McBride 161 Edwin McCain 59 John McDermott/Anthony Kearns/Ronan Tynan 187 Tim McGraw 44 Sarah McLachlan 13 Jo Dee Messina 81 Metallica 159 Moby 155 Monica 172 NAS 113 Naughty By Nature 173 New Radicals 195 'N Sync 29 The Offspring 47 Oleander 125 Orgy 87 Tom Petty And The Heartbreakers 170 Powerman 5000 43 Rahzel 51	Red Hot Chili Peppers 11 Chris Rock 61 Kenny Rogers 120 Ja Rule 40 Santana 10 Shedaisy 77 Silk 62 Silverchair 99 Sixpence None The Richer 183 Sick Rick 93 Fatboy Slim 102 Slipknot 146 Smash Mouth 9 Will Smith 147 Snoop Dogg 91 SOUNDTRACK American Pie 66 Austin Powers: The Spy Who Shagged Me 34 Big Daddy 193 City Of Angels 191 Cruel Intentions 166 Songs From Dawson's Creek 165 Detroit Rock City 75 The Matrix 139 Message In A Bottle 185 Notting Hill 42	Pokemon: 2 B.A. Master — Music From The Hit TV Series 92 Runaway Bride 6 South Park: Bigger, Longer & Uncut 97 Star Wars Episode I: The Phantom Menace 164 Tarzan 24 Varsity Blues 145 Wild Wild West 30 The Wood 56 Britney Spears 3 Tracie Spencer 199 George Strait 138 Sugar Ray 38 Donna Summer 107 TLC 20 Too Short 41 Train 141 Trick Daddy 126 Tru 52 Shania Twain 14 Tyrese 194 U2 176 VARIOUS ARTISTS ESPN Presents Jock Rock 2000	163 Family Values Tour '98 192 Latin Mix USA 2 169 Millennium Hip-Hop Party 63 Monster Ballads 32 No Boundaries — A Benefit For The Kosovar Refugees 26 Now 2 5 Punk-O-Rama 4 196 Pure 80's 174 Ruff Ryders: Ryde Or Die Vol. 1 28 Violator The Album 8 World Wrestling Federation: WWF The Music Volume 3 200 Wow! The 90s: 30 Top Christian Songs Of The Decade 98 Wow Worship: Today's 30 Most Powerful Worship Songs 89 Vengaboys 90 Barry White 53 Widespread Panic 156 Mark Willis 198 Weird Al Yankovic 25 Dwight Yoakam 171 Rob Zombie 108
---	---	--	--	---	---	---	--

ASCAP, Lilith Team For Writing Contest

The ASCAP Foundation and Lilith Fair are teaming to create a national songwriting contest designed exclusively for unsigned women songwriters.

The contest was announced by Marilyn Bergman, president/chairman of ASCAP and the ASCAP Foundation, and Sarah McLachlan, artistic director of Lilith Fair, during the Aug. 19 Lilith Fair concert at the New World Music Theater in Chicago.

In a prepared statement released Aug. 19, Bergman said, "The ASCAP Foundation is committed to providing career development opportunities for talented and deserving music creators. Our friends at Lilith Fair have raised the profile of women in music to a new level. By partnering with each other in the ASCAP Foundation/Lilith Fair Songwriting Contest, we hope to bring before the music industry and the public significant new songwriters for the new millen-

nium."

The competition will be held yearly, awarding a cash prize of \$25,000 to the grand-prize winner and \$10,000 to the first runner-up. Additionally, contest winners will have the opportunity to perform at a yet-to-be-determined Lilith function.

Funds for the prizes are being provided by a group of women songwriters who wish to remain anonymous.

Lilith is providing the contest's Web site (www.lilithsong.org), and applicants will be screened by former Lilith organizers and ASCAP employees, who will also carry out the judging procedures.

According to Donna Westmoreland, director of marketing for Lilith Fair, this contest is also a way of keeping the Lilith name alive after the tour disbands at the end of the summer. "This is the last year, but only of this run of the event," said

Westmoreland. She adds that while the current incarnation of Lilith is being discontinued, the organizers hope to create future concerts or events. Coupling with ASCAP will provide Lilith organizers year-round exposure during their hiatus.

The ASCAP Foundation provides educational programs for American songwriters, including workshops, grants, scholarships, music education programs, and public-service projects for senior composers and lyricists. Its programs are funded by contributions from ASCAP members and supporters.

Applicants must submit one original song on cassette or CD, along with typed lyrics and a completed application. Applications are available at participating Guitar Center stores or at www.lilithsong.org. The deadline for submissions is Nov. 15, and winners will be announced in the spring.

ROBYN LEWIS

BETWEEN THE BULLETS™



by Geoff Mayfield

HIGHER GROUND: It is difficult for a No. 1 record, particularly one selling more than 200,000 units a week, to grow. Think of it as music's law of gravity: If you're on top, there's nowhere to go but down, or—as **Blood, Sweat & Tears** sang—"What goes up must come down." So leave it to **Backstreet Boys** to defy gravity.

Fueled by the frenzy for tickets to the Boys' upcoming U.S. tour, their "Millennium," as predicted here last week, actually manages to post a second consecutive week of sales growth, while the act's self-titled debut continues to surge. The former tightens its grip on The Billboard 200's top rung with a 17,000-unit gain (250,000 units); the 10-times-platinum "Backstreet Boys" returns to the top 40 with a 17% gain (45-37, 40,000 units).

The simultaneous launch of ticket sales for all U.S. dates, as noted here, spurred special programming from MTV and the Disney Channel during the sales tracking week, while the spectacle of long lines of kids and parents eager to buy those tickets spurred media coverage, not to mention widespread word-of-mouth attention.

Thus, we find ourselves again invoking the key chart-accomplishment phrase "since 'Titanic,'" as in, "most weeks at No. 1 since the 'Titanic' soundtrack" or "most weeks of 200,000 units or more since 'Titanic,'" This time we report that "Millennium" is the first album since 1998's "Titanic" soundtrack that has been No. 1 with sales exceeding 200,000 units and has seen growth in consecutive weeks.

Meanwhile, with tour activity and the future spike that will be provided by the holiday selling season, "Millennium" stands an excellent chance of chalking up its own share of accomplishments to go along with the distinction it already holds for scoring the largest single-week sales mark—1.13 million—in the SoundScan era.

WINNING: The Greatest Gainer on The Billboard 200 belongs to **Santana**, and the swell is enough to mark the band's first appearance in the album chart's top 10 since 1981's "Zebop!" The new "Supernatural" increases by 20,000 units, a 25% improvement that boosts it to a weekly total of 99,000 pieces. The premiere of a VH1 special plays a role in that gain, along with its ongoing tour, but the lead single, "Smooth," featuring **matchbox 20's Rob Thomas**, is another obvious spark plug. The song marches 52-40 on Hot 100 Airplay with 34.5 million audience impressions, a gain of 4 million over the previous week.

Meanwhile, the "Smooth" clip advances 46-23 on MTV, according to Broadcast Data Systems. It's also No. 1 at MTV 2 (formerly M2) and No. 14 at VH1. The album's growth is notable because it happens even as the "Smooth" single rings up a big sales week, marching 13-5 on Hot 100 Singles Sales (47,000 units).

FEATS DON'T FAIL ME NOW: **Limp Bizkit**, at No. 2 (192,500 units), falls below 200,000 pieces for the first week since "Significant Other" hit stores—but not before it ties a significant record. The only other rock album besides this one to exceed the 200,000 mark for this long a stretch in the SoundScan era is the first **Alanis Morissette** set, "Jagged Little Pill," which hit that stride from the March 16, 1996, Billboard through the April 27 issue. The difference between the two is that "Pill" had been out for several months when it hit its streak. "Other" is thus the first rock title to top 200,000 copies in each of its first seven stanzas... A small sales bump by **Backstreet Boys** label-mate **Britney Spears** gives her just enough juice to dislodge **Ricky Martin** from the No. 3 post, the first time in its 14 chart weeks that his self-titled English opus has ranked lower than the top three slots. Spears, with 139,000 copies, leads Martin by less than 1,000 units... After 108 weeks on the big chart, **Sarah McLachlan's** "Surfacing" falls below No. 100 and moves to No. 2 on Top Pop Catalog Albums (14,000 units). It's the seventh-longest stay on The Billboard 200 since we revised our catalog criteria at the start of calendar year 1997. The longest tenure on The Billboard 200 since that change was posted by **matchbox 20's** "Yourself Or Someone Like You," which stayed higher than No. 100 for 118 weeks. -

GROOVE TUBE: TV helps nab the percentage-based Pacesetter for pre-teen-aged vocalist **Charlotte Church**. She was featured on a Disney Channel special; her PBS special is making the pledge-drive rounds; and she was on a rerun of "Live With Regis & Kathie Lee." With all that exposure, her album soars 117-64 on a 63% gain... With a 5.4 rating and a 10 share, Fox's inaugural "Teen Choice Awards" on Aug. 12 pulled a respectable audience, bettering the draw of ABC's Thursday-night lineup. The show may have helped the aforementioned **Britney Spears** post her gain, although that album showed an even larger increase last week. The awards show's muscle is better exhibited by 'N Sync, which has only its second gain of the last nine weeks (33-29).

DIGITAL KIOSKS ON THEIR WAY

(Continued from page 5)

previously agreed to participate.

About five stores from each chain will be selected for the test, but exact locations have not been determined.

Digital On-Demand has secured content from Sony Music Distribution and EMI Recorded Music and is in advanced discussions with Universal Music Group and BMG Entertainment for their catalogs as well.

"We're on our way with both Universal and BMG," says a source at Digital On-Demand, "but we're not ready to sign the contracts yet."

Under the test, Digital On-Demand will install and monitor the kiosks at no charge to the retailer. When a customer uses the service, the retailer will pay a fee to Digital On-Demand.

Digital On-Demand administers all royalty and licensee fees to the label and artist.

The kiosk will be used to download and manufacture full albums along with artwork and liner notes. Once the CD is burned and packaged, the customer pays for it at the register. Customers can also plug portable devices into the kiosks. Price points for the transactions have not been determined.

Virgin's new Columbus, Ohio, store is using the RedDot Net kiosk to burn compilation CDs from music previously available only on the Internet, but the content is stored and delivered from a source on the premises.

The fall test, though, will deliver music from Digital On-Demand's off-site server.

"The issue here is how the customers buy downloads," says Warehouse president and COO Hugh Hilton. "It's a question of, 'Would I rather go to the store around the corner and get every title available in 10 minutes, or would I rather try it myself on my home computer?' Right now I don't know the answer."

Hilton says expensive upgrades and complicated procedures involved in downloading music at home make the kiosks a viable option.

'Stores aren't big enough to carry every title, but this makes us big enough to carry everything and can lead to incremental sales'

- HUGH HILTON -

"Stores aren't big enough to carry every title," adds Hilton, "but this makes us big enough to carry everything and can lead to incremental sales. It's very good in theory, so that's why we're testing it."

Hilton says the chain may invest in Digital On-Demand if the test is successful.

Musieland views the kiosks as one aspect of its embrace of new technologies.

"Musieland has said from the beginning that we would participate in new distribution technologies like downloading," says Marcia Appel, senior VP of corporate advertising and communications at Musieland. "Two weeks ago, we announced the availability of downloads on our Web site, and as a company we will continue to work on similar developments both online and in our stores."

At the kiosk, customers will be given three onscreen menu options. They will be able to browse through 3,000-5,000 Sony and EMI catalog titles and then burn a specific title immediately or order a title that would be shipped within 24 hours.

As Digital On-Demand digitizes more titles, the third option would be eliminated, Hilton says.

"The initial strategy is to increase our catalog sales," he adds.

Eventually, Hilton would like

Warehouse locations to physically carry about 250 front-line titles in-store, with all other titles available through the kiosks.

"Then we could immediately become a Virgin Megastore," he says. "But we know it's early and are just hoping the test works."

In order to manage the RedDot Net rollout, Digital On-Demand will open at least two more "network operating centers," which house the thousands of digital music titles that are beamed to stores.

The company has one set up in Carlsbad, Calif., and will open another near the Los Angeles metro area this fall and another one on the East Coast next spring, according to director of marketing Beth Walton.

ILLEGAL CD-Rs

(Continued from page 12)

part of the dip to the RIAA's Sound-byting educational campaign—in place at 300 universities throughout the U.S.—that informs users of artist and record company rights.

The RIAA stepped up its CD Plant Education Program last year by introducing its Anti-Piracy Good Business Practices, a series of practical tips that headed off manufacture of close to 100,000 bogus CDs, according to the RIAA, and resulted in the confiscation of 70,734 counterfeit and pirate CDs—47% less than last year at this time.

Cassette piracy seizures continued to fall, from 249,865 last year to 61,420 this year, as did seizures of counterfeit and pirate CDs, from 131,215 to 70,734.

Latin recordings, says the RIAA, are particularly targeted by pirates; half of all product seized by midyear '99 was Latin repertoire.

Enforcement efforts also increased, with arrests and indictments up from 174 in mid-'98 to 438 in mid-'99. Guilty pleas and convictions were up, too, from 398 in the midyear period last year to 492 this year.

NEW KIDS AT RADIO CHALLENGE COUNTRY'S 'BIG 7' CORE ACTS

(Continued from page 5)

Much has changed in five years. Programmers surveyed by Country Airplay Monitor still cite some of the above as today's core acts, most notably Strait, Brooks, Jackson, Brooks & Dunn, and Alabama, but others have been replaced on the list by Shania Twain, Tim McGraw, Faith Hill, and Trisha Yearwood. Many programmers also include on their list of core acts Martina McBride and Dixie Chicks—who WUSY (US101) Chattanooga, Tenn., PD Chris Huff says made the list almost “overnight.” And at least one core programmer, KDRK Spokane, Wash., operations manager/PD Ray Edwards, includes Jo Dee Messina among his core.

So why have some artists been able to maintain their core status while others have not? And why have some new acts managed to quickly gain superstar status while other hitmakers still struggle for name recognition?

Some PDs say it has to do with the way releases are timed; some artists' releases have had longer to burn in at radio, they say, before the next single is rushed out. Others cite an industry tendency to work harder on new artists and established superstars but not to develop second- or third-album acts. But mostly, they say, some artists have had the material, and others haven't.

“The reason is simple,” says Edwards. “[The formerly core artists] aren't making the big smash hits anymore. When somebody new comes along, and they make a whole bunch of hit records one right after another, guess what? We play the hits. And that means that this new person gets more airplay. Simple as that.”

Citing one specific artist, WMIL

Milwaukee operations manager Kerry Wolfe says that McEntire was replaced by Twain on his list because “Reba has struggled to find quality songs with any staying power.”

“Under loose definitions, I would say Vince Gill and Reba McEntire are probably still core due to their high name recognition and fan base,” says Huff. “However, under the strictest definitions, based on percentage of exposure and strength of library, Vince and Reba fall just short. The same goes for Clint. He's still a name artist, very recognizable; I don't have to worry about unfamiliarity with him. But out of his last handful of singles, only a couple have survived into gold. And his early titles are showing high burn. This all adds up to diminished exposure when compared with other core artists.”

“In the meantime, newer artists like Tim McGraw, Shania Twain, and more recently and very rapidly, the Dixie Chicks have amassed strings of hit after hit, resulting in strong gold and recurrent libraries,” Huff adds. “That is the kind of consistency that moves an artist into that ‘next level.’”

CHANGING OF THE GUARD

“We are seeing a transition in who are considered the superstar artists of country,” says KSON San Diego assistant PD/music director Greg Frey. “I really noticed it big time at the last Academy of Country Music Awards. Watching that show, I definitely saw what I thought was almost a changing of the guard. Tim McGraw, Faith Hill, and Dixie Chicks took home the lion's share of awards while a lot of superstars went home empty-handed. The difference was also there in the live performances: Reba and Brooks & Dunn sang brand-new songs that no one knew, and both acts were dead boring. Dixie Chicks and Martina McBride, however, performed their well-known [hits] and tore the place up.”

“The new superstars are acts like Dixie Chicks, Tim McGraw, Faith Hill, Shania Twain, and Martina McBride,” says Frey. “When I get a new record from one of those acts, it instantly grabs my attention. I want to hear what they've done. To a certain extent, I still get that feeling from George Strait, Brooks & Dunn, Alan Jackson, etc., but records by those acts that sound fresh and exciting are getting to be few and far between. I also think that there's a

lack of interest growing in the public's mind to some of the superstar acts. The last Reba song, ‘One Honest Heart,’ which I think is a very good song, never got anywhere in call-out. There was just no passion for it, only a lot of ‘I like it somewhat.’”

“I don't think the ‘big seven’ can be written off, but they must work harder than ever to deliver the goods,” Frey continues. “They need

‘We are seeing a transition in who are considered the superstar artists of country’

— GREG FREY —

big songs in order to survive, because the new kids are tearing it up. Nashville has found a handful of acts that are really coming on strong.”

But, Frey adds, “I'm a little concerned by the lack of a few more new male superstars. Mark Wills and Kenny Chesney have a few big songs each, but neither have captured the audience's attention enough to compete with the new superstars.”

DIMINISHED HIT POWER

WFBE Flint, Mich., PD Brian Cleary says that five years ago, “Travis Tritt and Wynonna/the Judds were part of this list” of core artists. “They are no longer on my list because their hit power has diminished. The product being produced by these artists is not the cutting-edge material they produced five years ago, and both careers are in a slump in quality of product, album sales, concert attendance, requests, etc.”

“They have been replaced by Tim McGraw and Shania Twain. Both of these artists have shown star power and hit power beyond a single cut or CD. They bring passionate fans to my radio station when I play their music.”

“Some would question Vince Gill because of the ‘softness’ of his last CD, but I believe it takes more than one CD to make or break a core artist,” adds Cleary. “Clint Black is probably not as hot now as he was in

the early '90s but is still a star and makes my core list.”

BUILDING A NEW CORE

So what are country programmers doing to build new core artists, and is it enough?

“Forgive me if I sound like a broken record: We are playing the hits,” says Edwards. “I did have a discussion recently with someone who said that ‘your most-played artists are not necessarily your core artists.’ To that I can only say, ‘Huh?’”

“Every format has to keep reinventing itself,” says Frey. “This is just a natural evolution. Remember what happened 10 years ago. Back then, if your name wasn't George Strait, Alabama, Reba, or Randy Travis, you were not long for this world. We need new faces to replace the old ones because that's the only way a format can stay fresh, attract new listeners, and stay alive.”

“As the chart continues to slow down, so will the process of building core artists,” says Huff. “I am optimistic that we are currently witnessing the birth of tomorrow's core artists. Artists like Kenny Chesney, Jo Dee Messina, and Mark Wills are starting to build the kind of track records that could take them to that level.”

“Radio is building core artists by continuing to expose them, both in frequency of play and the way specific artists are promoted,” says Cleary. “Core artists are familiar to the audience in more ways than just the title of their latest CD/single.”

But Cleary blames record labels more than radio for what he perceives as a shortage of new core artists.

“I would suggest the industry is not doing enough to build core artists, as evidenced by the fact that I would consider only two new artists [to have made it] since the class of '89,” he says. “Labels are too quick to send out the next single rather than building on recurrent airplay, which is a long-term benefit. Too often, once the first CD is a smash, the label's priorities move to the next new artist, and the sophomore act is left on their own.”

“Michael Peterson was, and still is, a star in the making, but two years after a stunning debut, he is in trouble. BlackHawk had two platinum releases and nine straight hits, but ‘King Of The World’ was a chart stiff, and the next album, which was a strong CD, went nowhere. The second and third CDs have to be worked just as hard as the first. The labels are too interested in their new acts.”

“Midlevel artists are not converting to the big time, all because no one wants to do things for the long term,”

continues Cleary. “John Michael [Montgomery] was the next in line to be a core artist but has been passed over by Shania and Tim. Kudos to Curb for not cramming Tim McGraw singles at us every 12 weeks like MCA does with George and Reba and Mercury does with Shania.”

“Look at what a plus it has been holding off on a next single after ‘Please Remember Me’ and having radio create the next hit. And they have done a great job giving Jo Dee Messina songs the room to grow through recurrent airplay, allowing the next single to be bigger than the last.”



Joining Forces. After signing a contract with Zinc Records, the 150-plus members of Sounds Of Blackness pose with music director Gary Hines and Bobby Z, president of Zinc Records. Shown, from left, are Hines and Bobby Z with the Sounds Of Blackness touring ensemble.

This Week's
Billboard
ONLINE

<http://www.billboard.com>

Exclusive
Album Reviews

Groove Collective
“Declassified”
(Shanachie)

Tricky with DJ Muggs and
Grease
“Juxtapose”
(Durban Poison/IDJMG)

News Updates
Twice Daily

Hot Product Previews
Every Monday

A new **Billboard Challenge**
begins every Thursday.
This week's champ is Eamon J.
Doyle of San Francisco.

News contact: Julie Taraska
jtarska@billboard.com



Plugged In. At the recent Plug.In conference in New York, ARTISTdirect held a press conference in conjunction with the company's announcement of its exclusive online distribution of products by 43 acts, including the Beastie Boys and Q Prime Management clients Metallica, Red Hot Chili Peppers, and Def Leppard. Shown, from left, are Steve Rennie, president of UBL; Marc Reiter, a management executive from Q Prime Inc.; Marc Geiger, CEO of ARTISTdirect; Beastie Boys member Mike D; Nick Turner, VP of ARTISTdirect; and Keith Yokomoto, COO of ARTISTdirect.

Posters

300 just \$99

When You Make CDs with Disc Makers!

Full color, glossy, 11" x 17" posters are the ideal way to promote gigs, record releases, or store appearances. Make CDs with Disc Makers, and you can get 300 full color posters for just \$99!

FREE catalog!
1-800-468-9353

DISC MAKERS
www.discmakers.com • info@discmakers.com

■ BPI COMMUNICATIONS INC. • Chairman: Gerald S. Hobbs • President & CEO: John B. Babcock Jr. Executive Vice Presidents: Mark Dacey, Robert J. Dowling, Howard Lander • Senior Vice Presidents: Paul Curran, Ann Haire, Rosalee Lovett, Craig Reiss • Vice President: Glenn Heffernan • Chairman Emeritus: W.D. Littleford

© Copyright 1999 by BPI Communications Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher. BILLBOARD MAGAZINE (ISSN 0006-2510) is published weekly except for the first week in January, One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$289.00. Continental Europe 225 pounds. Billboard, Tower House, Sovereign Park, market Harborough, Leicestershire, England LE16 9EF. Registered as a newspaper at the British Post Office, Japan 109,000 yen. Music Labo Inc., Dempa Building, 2nd Floor, 11-2, 1-Chome, Nigashi-Gotanda, Shinagawa-ku, Tokyo 141, Japan. Periodicals postage paid at New York, N.Y. and at additional mailing offices. Postmaster: please send changes of address to Billboard, P.O. Box 2011, Marion, OH 43305-2011. Current and back copies of Billboard are available on microfilm from Kraus Microform, Route 100, Millwood, N.Y. 10546 or Xerox University Microfilms, P.O. Box 1346, Ann Arbor, Mich. 48106. For Group Subscription information call 212-536-5261. For Subscription information call 1-800-745-8922 (Outside U.S.: 740-382-3322). For any other information call 212-764-7300. Canada Post Corp. International Publications Mail Agreement #0921920. Vol. 111 Issue 35. Printed in the U.S.A.

If you do not wish to receive promotional material from mailers other than Billboard Magazines, please call (800) 745-8922.

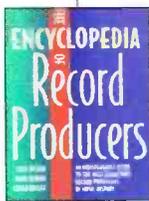
The Ultimate Guide To Record Producers

The latest title from Billboard Books to hit retail shelves is "The Encyclopedia of Record Producers." Co-authored by Billboard's pro audio/technology editor Paul Verna, Eric Olsen, and Carlo Wolf, this resource book is an extraordinary examination of the record producers who have wielded enormous musical influence throughout the century.

Included in the guide are incisive essays on 500 of the most influential producers, their lives; the

artists and music they produced; and how they worked; plus a discography of their work that totals over 35,000 entries. The encyclopedia the role played by record producers in all styles of popular music—rock 'n' roll, jazz, country, R&B, reggae, and dance music—has evolved, and what it is today.

"The Encyclopedia of Record Producers" is available at bookstores nationwide for \$24.95, or by calling 800-451-1741.



London Office Relocates

Changes are continuing in the London offices of Billboard Music Group. Billboard and Music & Media will be moving to 50-51 Bedford Row, London WC1R4LR; Bill-

board phone- 171-822-8300; fax- 171-242-9136; Music & Media phone- 171-822-8302, fax- 171-242-9138. These changes are effective Aug. 23.

Music Video Conference News

Plans are underway for Billboard's 21st annual Music Video Conference and Awards to be held this year in Santa Monica, Calif., Nov. 10-12. This year's conference will feature riveting panels and hot artist performances. At the close of the three-day conference, an awards ceremony will honor work

in nine genres, including pop; hard rock; modern rock; jazz & AC; country; dance; R&B; Rap/Hip Hop; and contemporary Christian.

For more information, contact Michele Quigley at 212-536-5002 and watch Homefront for the latest updates.

PERSONNEL DIRECTIONS

Several changes have been made in Billboard's editorial department. Effective Sept. 13, Dance Music editor Michael Paoletta will take on the additional responsibility of album reviews editor. Paoletta assumes album reviews responsibilities from pro audio/technology editor Paul Verna. Verna continues his pro audio/technology duties, and will continue to contribute to the news and special issues departments and the reviews and previews section.



PAOLETTA

Verna has held various positions with the magazine, including copy editor, associate marketing editor, and reporter. He started editing album reviews in August 1992 and became pro audio/technology editor in January 1994.



VERNA

Paoletta joined Billboard in October 1998 as dance music editor.

Prior to joining Billboard, Paoletta worked as a freelance writer whose work appeared in Billboard, Paper Out, Detour and a number of other publications.

Billboard Music Awards

MGM Grand Hotel • Las Vegas • December 8, 1999
For more information, contact Sylvia Sirin at 212-536-5173

Billboard/Airplay Monitor Radio Seminar & Awards

Fontainebleau Hilton • Miami Beach • October 7-9, 1999

Billboard Music Video Conference & Awards

Loews Santa Monica Beach Hotel • Santa Monica • November 10-12, 1999

For more information, contact Sylvia Sirin at 212-536-5173

Billboard & BET On Jazz—Jazz Conference & Awards

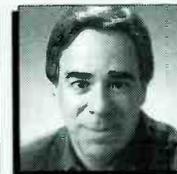
J.W. Marriott Hotel • Washington, D.C. • June 7-9, 2000

For more information, contact Michele Jacangelo Quigley at 212-536-5002

Visit our Web site at <http://www.billboard.com>
Contact Sam Bell at 212-536-1402/1-800-449-1402.
E-mail: sbell@billboard.com

Christina, Ricky, Jennifer Tie It Up

THE BATTLE BETWEEN Christina Aguilera and Enrique Iglesias is over for the week, the dust has settled, and the artist sitting at No. 1 on The Billboard Hot 100 is the woman who has been there for five weeks in a row. Aguilera's "Genie In A Bottle" (RCA) joins Ricky Martin's "Livin' La Vida Loca" (C2) and Jennifer Lopez's "If You Had My Love" (Work) as the longest-running No. 1 singles of 1999. That's a three-way tie among the three Latin artists who have ascended to pole position this year; and the artist closest to unseating Aguilera is another Latin vocalist. Iglesias does manage to jump 11-2 with "Bailamos" (Overbrook/Interscope) from the "Wild Wild West" soundtrack. If he can move up just one place next issue, he will



by Fred Bronson

be the fourth Latin artist to top the singles chart this year. He will also give the "Wild Wild West" soundtrack its second No. 1 hit, following Will Smith's title song.

If "Bailamos" does achieve No. 1 status, it will make "Wild Wild West" the first soundtrack in the '90s to yield two chart-topping songs on the Hot 100. The last soundtrack to do so was "Buster," which provided Phil Collins with two No. 1 songs in 1988-89: "Groovy Kind Of Love" and "Two Hearts."

Meanwhile, with "Genie" on top for a fifth week, Latin artists have occupied the No. 1 slot for 15 weeks in 1999. That tops the mark set in 1996 when Los Del Rio reigned for 14 weeks with "Macarena" (Bayside Boys Mix). And "Genie" is RCA's longest-running chart-topper since "Macarena."

SPEAKING OF LATIN: It might seem that Lou Bega is another Latin artist poised to top the Hot 100,

but the Munich-based musician is half-African, half-Sicilian. It's his song that has Latin credentials, as "Mambo No. 5" was written by Cuban-born bandleader Perez Prado in 1948. Bega's "Mambo No. 5 (A Little Bit Of...)" (RCA) earns Hot Shot Debut honors, entering at No. 63. That makes the U.S. one of the last markets to succumb to this song's charms. The single is No. 1 in Sweden, Norway, Denmark, Finland, Spain, and the Netherlands and was on top in Germany. In the U.K., where the single is not yet released, it rises 40-33 just based on import sales.

Bega's U.S. debut puts Prado back on the chart as a songwriter. As an artist, he last appeared on the Hot 100 in 1962 with a "Twist" version of his 1958 hit "Patricia."

'SMOOTH' OPERATOR: Carlos Santana has the third biggest hit of his career, as "Smooth" (Arista) glides 26-11 on the Hot 100. It's the most successful Santana single since "Black Magic Woman" peaked at No. 4 in 1971. The only other Santana single to reach the top 10 was "Evil Ways," No. 9 in 1970. Rob Thomas of matchbox 20 is featured with Santana on "Smooth."

RED HOT: "Scar Tissue" (Warner Bros.) is in its 10th week at No. 1 on Modern Rock Tracks; that's good enough to make the Red Hot Chili Peppers track the third-longest chart-topper in this chart's history, tied with Oasis' "Wonderwall." Next issue "Scar" will catch "My Own Worst Enemy," the Lit song that had an 11-week run. The record is 15 weeks, held by Marcy Playground's "Sex And Candy" in 1997.

MARKET WATCH

A WEEKLY NATIONAL MUSIC SALES REPORT

YEAR-TO-DATE OVERALL UNIT SALES

	1998	1999
TOTAL	461,156,000	465,229,000 (UP 0.9%)
ALBUMS	385,192,000	410,756,000 (UP 6.6%)
SINGLES	75,964,000	54,473,000 (DN 28.3%)

YEAR-TO-DATE SALES BY ALBUM FORMAT

	1998	1999
CD	308,368,000	346,299,000 (UP 12.3%)
CASSETTE	75,886,000	63,535,000 (DN 16.3%)
OTHER	938,000	922,000 (UP 1.7%)

OVERALL UNIT SALES THIS WEEK

14,789,000

LAST WEEK

14,929,000

CHANGE

DOWN 0.9%

THIS WEEK 1998

14,559,000

CHANGE

UP 1.6%

ALBUM SALES THIS WEEK

13,295,000

LAST WEEK

13,392,000

CHANGE

DOWN 0.7%

THIS WEEK 1998

12,798,000

CHANGE

UP 3.9%

SINGLES SALES THIS WEEK

1,494,000

LAST WEEK

1,537,000

CHANGE

DOWN 2.8%

THIS WEEK 1998

1,761,000

CHANGE

DOWN 15.2%

YEAR-TO-DATE CASSETTE SALES BY GEOGRAPHIC REGION

	1998	1999		1998	1999
NORTHEAST	4,209,000	3,845,000 (DN 8.6%)	SOUTH ATLANTIC	14,861,000	12,850,000 (DN 13.5%)
MIDDLE ATLANTIC	10,570,000	8,983,000 (DN 15%)	SOUTH CENTRAL	14,742,000	12,535,000 (DN 15%)
E. NORTH CENTRAL	12,382,000	10,085,000 (DN 18.6%)	MOUNTAIN	4,503,000	3,650,000 (DN 18.9%)
W. NORTH CENTRAL	4,759,000	3,743,000 (DN 21.3%)	PACIFIC	9,860,000	7,844,000 (DN 20.4%)

ROUNDED FIGURES

FOR WEEK ENDING 9/15/99

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY



FOREVER

THE NEW ALBUM

PUFF DADDY

featuring artists:
the NOTORIOUS B.I.G.

JAY-Z

R.KELLY

LIL' KIM

NAS

REDMAN

SHYNE

FAITH EVANS

TWISTA

CEE-LO

BIZZY BONE

and more

AUGUST 24, 1999



www.puffdaddy.com





2 sides of tori

to venus and back tori amos

the otherworldly double album
of new studio creations and
transcendent moments captured live

featuring the new singles
"Bliss" and "1,000 oceans"
and live classics including
"precious things" and "cornflake girl"

in stores sept. 21

Press/TV:

- The Late Show with David Letterman 8/12
Good Morning America 9/3
The Tonight Show with Jay Leno 9/21
The Rosie O'Donnell Show
Live with Regis & Kathie Lee
The View, Access Hollywood,
Spin cover, Alternative Press cover,
USA Weekend cover, Rolling Stone,
Cosmopolitan, Seventeen
- Featured heavily in the season
premiere of Beverly Hills 90210
on September 8th
- MTV Special Programming:
Fanatic, On Line Interactive Concert,
Total Request Live

On Tour With Alanis Morissette

8/18 Ft Lauderdale	9/7 Toronto
8/20 Tampa	9/8 Cleveland
8/21 Atlanta	9/10 Pittsburgh
8/22 Nashville	9/11 Chicago
8/24 Charlotte	9/12 Detroit
8/25 Washington, DC	9/14 Cincinnati
8/27 Camden	9/15 Milwaukee
8/28 Holmdel, NJ	9/16 Minneapolis
8/31 Mansfield, MA	9/19 Concord, CA
9/1 Wantagh, NY	9/20 Bakersfield
9/3 Buffalo	9/22 Phoenix
9/4 Columbus, OH	9/24 Las Vegas
9/5 Indianapolis	9/25 Laguna Hills, CA
	9/26 Laguna Hills, CA

produced by tori amos
management: arthur spivak
for spivak entertainment

 www.atlanticrecords.com
the atlantic group
©1999 atlantic recording corp. a time warner company