



NEWS: All the latest runners as the **CHRISTMAS NUMBER ONE** race goes under starter's orders
Spice Girls crown 4



ANALYSIS: **MW's** latest **PRICE SURVEY** sees big name acts helping to keep up retail margins
CD prices 6



A&R: As a spate of **SCOUTS** lose their jobs, what is going on at the cutting edge of talent discovery?
Talent 9



SCORE DRAWS SHEET OFF FOR MUSIC-P20

FOR EVERYONE IN THE BUSINESS OF MUSIC 21 NOVEMBER 1998 £3.50

Music Week

Kennedy hosts merger summit

by Robert Ashton

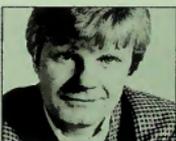
The shape of the combined UK operations of PolyGram and Universal will start to be mapped out this week, but will not follow the model emerging in the US, where Seagram plans to merge its labels to create four major groups.

PolyGram UK chairman John Kennedy, who will head the combined UK company, will hold his first session with his three most senior UK label chiefs within the next week to create the structure of the new Universal Music group.

The meeting follows the first detailed report of how the US labels will be consolidated. A well

sourced story in the *Los Angeles Times* last week suggested that Seagram is planning four groups on two coasts. The Interscope group, incorporating Geffen and A&M, will be run by Jimmy Iovine from Los Angeles alongside Jay Bobberg's MCA. In New York Universal Records will incorporate Def Jam and a scaled-down Motown, while Island and Mercury will be combined with the head of PolyGram Canada, John Reid, expected to assume the role of president.

There had been speculation that the US template would determine the shape of the UK company, but indications are that Kennedy has



Kennedy: not copying US model
more room to manoeuvre. "What takes place over here doesn't necessarily follow over there," says one senior US-based source. Kennedy confirms he is not going to ape the US model - and

at how many record companies he wants in the UK. "Well-placed sources suggest this means Kennedy will settle on a scenario which keeps Polydor, Mercury and Island intact, but drastically scales down Universal. Although many models have been mooted for the international streaming of product, this is also still under consideration.

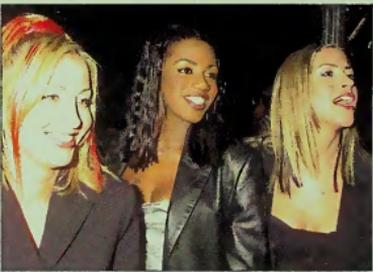
Kennedy says he will conduct group and individual discussions with label bosses, including Polydor's Lucian Grainge, Island's Marc Marot and Mercury's Howard Berman. He says he will also include Universal's two label general managers Mark Crossingham and Matt Voss in the talks.

The senior US executive says, "I think Kennedy has now got to look

at how many record companies he wants in the UK." Well-placed sources suggest this means Kennedy will settle on a scenario which keeps Polydor, Mercury and Island intact, but drastically scales down Universal. Although many models have been mooted for the international streaming of product, this is also still under consideration.

Kennedy admits he will be looking for some overlap between the eventual UK structure, which he expects to finalise by the end of the year, and other European territories. He adds the most likely timing for implementing the new UK structure is March 1999.

Labels added to their growing tally of prizes last Thursday by picking up the breakthrough artist award at the MTV Europe Music Awards. The London Records act performed their number one hit, Lady Marmalade, at the event in Milan. After some consideration the group decided not to find a fourth member to fill in for the pregnant Natalie. Instead, appearing instead as a trio, UK and UK-signed artists dominated the awards with Spice Girls picking up two awards and Five, Massive Attack and Natalie Imbruglia winning one apiece. The night ended with Robbie Williams, who collected the best male award, performing Let Me Entertain You. Full story, p3



Gina G joins Eurovision judges

The Great British Song Contest organisers are hoping to outstrip last year's record number of entries after persuading former Eurovision entrant Gina G to join a 20-strong team of music industry experts to judge the entries.

GBSC music executive Jonathan King is hoping to attract more than 1,000 songs by the December 4 deadline, well up on the total of around 840 entries delivered to Basca and MPA last year. However, he says he has been disappointed at the lack of enthusiasm for the GBSC and Eurovision from some record companies so far this year.

Gina G, who sang the 1996 entry *Doh Aah...*, Just A Little Bit, joins judges including Windswept Pacific managing director Bob Grace, Cher producer Brian Rawling, Eternal label head Steve Allen and MW editor Ajax Scott. The jury will meet on January 14 to select 20 songs from the 40 channelled through by the songwriter and publisher organisations. These will be passed to the BBC, which will choose eight finalists.

The fees for each entry are £40 plus VAT for members of both organisations and £60 for non-members.

Promoters queue up to take on Glastonbury

The Glastonbury festival may not end with the expected retirement of organiser Michael Eavis, following news that promoters are expressing keen interest in carrying on the event.

Eavis has indicated that Glastonbury 2000 may be his last festival, but says he has been inundated with approaches from "all the big promoters" to extend the life of the event beyond his involvement.

The established Glastonbury brand name has obvious advantages to concert promoters. However, a non-Eavis backed Glastonbury would not be staged on the farmer's 400-acre Northy Farm in Somerset and at least one concert promoter questions whether it can be successfully staged by new promoters away from the original site.

"I suppose it was quite near it



Eavis: talking to promoters
could work, but anyone who took it over would need to keep the special spirit of Glastonbury, which will be hard to achieve," says the promoter.

Eavis says potential new backers would have to work closely

with the local community to offer the unique atmosphere of the 30-year-old event. "You have to involve all the community and you can't be seen to be making a fortune. This has taken years and years of planning," he says.

Next year's event will take place, as usual, over the last weekend in June. As a contingency against the mud and rain which have marred the past two festivals, Eavis plans to take on an additional 40 acres of high ground for some of the 100,000 concert goers to pitch their tents. "I hope it's third time lucky because we've only had four wet festivals, two of them in the past two years," he says.

Eavis adds that three of the headlining bands are already confirmed for 1999, but he will continue the policy of not pre-advancing the festival line-up.

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[milia'99]

February 9-12

There's this guy who claims that only a couple of years ago, he was just another developer in the middle of nowhere and that, thanks to just one trip he made to the French Riviera where he exhibited at this high profile interactive media trade show in Cannes, his company has gone public and he's now got offices in London, Tokyo, Los Angeles, and Amsterdam. He also goes on and on about the show and how he rubbed shoulders with the digerati elite on the showfloor, at the conferences and parties, and the famous Martinez bar. Plus, he says the show was just overflowing with journalists from all over the world... You'll probably think he's dreaming.

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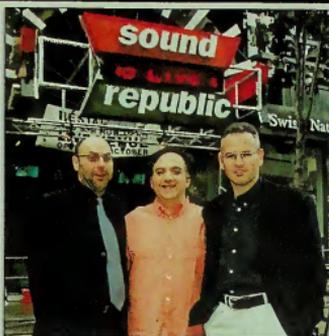
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Sound Republic, whose partners include entrepreneur Robert Earl, will host this year's Hits Under The Hammer gala auction for the Nordoff Robbins Music Therapy and Norwood Ravenswood charities. Hits Under The Hammer is hoping to raise more than £500,000 with what it claims is the first exclusively international auction of hit song lyrics. Set to take place on March 24 next year, around 40 items will be available at the venue, while another 100 songs will be auctioned via the internet (www.icollector.com). Recent contributions include Bono's original lyric sheet for U2's The Sweetest Thing and Alanis Morissette's for Thank U. Hits Under The Hammer has also signed a publishing deal with Sanctuary Publishing for a book titled The Story Behind The Song to be published next autumn featuring songwriters' stories about why they wrote particular hits. Pictured, from left to right, are Hits Under The Hammer committee member Richard Rosenberg, Earl and fellow committee member Steven Howland.



TOTP extends brand with CD-Rom series

The BBC's strategy of extending the Top Of The Pops brand to make it the number one global music name has taken a step forward with the launch of a new CD-Rom.

The TOTP Mix Factory CD-Rom, which joins the magazine, compilation CDs, website and radio show as a spin-off from the BBC TV series, was developed by BBC Worldwide's multimedia division in tandem with the programme's production team.

Gordon Anderson, head of sales and marketing at BBC Multimedia, says the CD-Rom, which is aimed at 11- to 15-year-olds, is an ideal way to extend the brand. It will be followed by further releases in the series.

news file

ISLAND DENIES U2 RUMOURS

Island has dismissed reports that U2 will transfer to Interscope following the Seagram deal. Island managing director Marc Marot says the label is merely considering changing its license in North America. "Interscope is an option, but it depends on how the US structure unfolds," says Marot. U2 manager Paul McGuinness says, "U2 have been with Island 20 great years and are looking forward to many more."

MPCS RELAUNCHES WEBSITE

MPCS has relaunched its website following a redesign. The site at www.mpcs.co.uk contains information for both MPCS members and for professionals who wish to record copyright music. New features include MPCS Anti-Piracy Unit and Dance Copyright Clearance Team pages as well as direct access to the MPCS Online Enquiry Service.

VAN OUTEN TO HOST MUSIC SHOWS

Denise Van Outen will front Jonathan King's ITV primetime Christmas music show, The Record Of The Year 1998. The first part of the event will be aired on December 12 to announce 20 nominations. A one-hour special on December 19 will present the final 10 shortlisted acts. Later the same evening another 30-minute show will announce the winner.

BBC TO SCREEN HOLLAND SERIES

Later... presenter Joop Holland starts his new six-part music and travel show, Beat Route, for BBC2 on November 26. The musicians and cities he visits include Van Morrison and The Chieftains in Dublin, and flamenco guitarists in Seville.

IMBRUGLIA SET FOR NETCAST

BMG will broadcast the final date of Natalie Imbruglia's current UK tour on the internet. The gig, which is taking place at London's Forum this Thursday, will be available via the singer's official website, www.natalieimbruglia.co.uk.

MTV Awards head for Dublin as acts celebrate victory

by Martin Talbot

MTV is to take its European Music Awards spectacular to Dublin next autumn.

MTV Europe president Brent Hansen says he is keen to hold the show in Ireland for the first time, though no final decision has been taken on a venue. The staging in Dublin would come three years after the event was held in London.

Talking the morning after Thursday's 1998 awards, Hansen said, "I've always wanted to take it to Dublin. They haven't had a major MTV show there before. It would be a perfect way of following the massive enthusiasm of last night."

Hansen says the post-ritem of last night's event will begin over the next couple of months, and that discussions will start about the next venue. He says a decision has not been taken whether to stage

MTV EUROPE AWARDS 1998

Male - Robbie Williams (Chrysalis)
Group - Spice Girls (Virgin)
Dance - Praddy (XL)
Song - Tom - Natalie Imbruglia (RCA)
Rock - Aerosmith (Columbia)
Breakthrough - All Saints (London)
Rap - Beastie Boys (Grand Royal/Palophone)
Video - Teardrop - Massive Attack (Virgin)
Album - Ray of Light - Madonna (Warner)
Female - Madonna (Warner)
Select UK - Five (RCA)
Select North - Eagle-Eye Cherry (Select Central - Thomas D, Franka Potente)
Select Southern - Blivetigo

the event in a purpose-built venue, or to create a one-off arena as was built in Berlin at the Brandenburg Gate for the first event in 1993.

Thursday's show was a triumph for UK and UK-signed acts, which

took seven of the 11 pan-regional awards presented. The Spice Girls (best pop act and best group) and Madonna (best female and best album with Ray Of Light) were the evening's only double winners.

The Spice Girls contributed to a successful night for EMI Group, which picked up five awards through Virgin's Spice Girls and Massive Attack, and Chrysalis UK signing Robbie Williams and Capitol US's Beastie Boys.

The Free Your Mind Award, presented each year to a humanitarian cause, went to the Serbian radio station B92. The award was presented by REM.

Hansen says he was delighted with the show. "As a TV show I think it was spectacular. I thought the Manics were great, and the show will give them amazing exposure in America."

The awards spectacular will be broadcast on all of MTV's channels worldwide, including a primetime Friday night US broadcast. The show was also due to be relayed on ITV on Saturday night.

Among the highlights of the evening were the Manic Street Preachers, who performed If You Tolerate This..., and Robbie Williams, who closed the show with performances of Millennium and Let Me Entertain You. Five also received a warm reception from the young Italian audience for their performance of Everybody Get Up.

The growing status of the event was highlighted by the number of senior US executives who flew to Milan for the show. Among those who attended were Elektra's Sylvia Rhone, Warner Bros's Phil Quaterano, Sony's Jeff Aueroff and MTV Networks chief Tom Freston.

Asda simplifies pricing in TV-backed initiative

Asda has introduced a two price point policy across its entire range of CDs in a move it is backing with a TV campaign.

All single CD albums are now priced at £12.99, while double CDs will cost £14.99. Andy Spofforth, Asda's music buying manager, says, "We are trying to simplify the message to our customers."

With an average price of £12.87, Asda emerged as the cheapest for Top 25 artist chart albums in MW's latest pricing survey, which was carried out in Brighton and Worthing last Monday. HMV's Brighton store was the most expensive among the multiples with an average price of £14.20 for artist chart albums.

The survey reveals that the strong artist release schedule unveiled by most record companies this Christmas has instilled enough confidence in retailers for them to go with full price CDs wherever possible. The price of an average CD increased from £13.47 in a similar survey carried out in June to £13.82.

See price survey, p6

McKie promises 'attitude' as new Smash Hits editor

Empag has appointed former national newspaper journalist John McKie as editor of Smash Hits to replace Gavin Reeve who left to join RCA two months ago.

McKie, 27, who claims to have been a regular reader of Smash Hits since buying his first issue in 1983, describes the move as a dream job. "I think it's a great time at the moment because pop is in such a good state," he says. He adds that Smash Hits has learned the lessons of previous unsuccessful dalliances with non-pop acts.

McKie says he has some fresh ideas for the magazine, but will not rush to introduce radical changes to the content in an effort to chase circulation. During the first six months of the year, Smash Hits' circulation was 303,191, just 0.1% lower than a year earlier.

All the best magazines, such as the New Statesman in the Sixties and Vogue in the Eighties, had attitude and Smash Hits has got to reassert its own attitude. It probably needs to shout a bit louder,"



McKie: taking 'dream job' says McKie.

McKie has previously written for the Evening Standard, The Independent and the Mail On Sunday. He says he was the first journalist to cover the Oasis versus Blur battle in a national and also led a campaign to have Jarvis Cocker installed in the Rock Circus.

Empag editor-in-chief Mark Ellen says, "McKie has a strong understanding of what the readers want and the kind of issues that have a real impact on their world."

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TAKING RISKS WITH DEBUT ALBUMS

Speak to most retailers at the moment – if they are not too busy to come to the telephone – and chances are that they will be pretty bullish about business in the run up to Christmas.

But although 1998 is far from being over as far as sales of the big albums go, there is one area that is causing some of them concern: the perceived failure so far of albums by some of the new names that have been punted out to them during the past nine months on the back of a couple of hit singles.

When it comes to dance acts, no one is surprised that their albums fail to sell in significant numbers. But pop is a different matter. Stand out successes by the likes of Spice Girls, Take That, All Saints and Aqua have underlined that pop does sell albums.

Which makes it all disappointing when an album is seen to falter early on. The message is that success is about building a genuine fanbase rather than scoring hits with heavily-promoted £1.99 singles. This often means record companies staying in for the long haul – remember how long it took for Take That to build. The problem is that perception helps shape reality, and if an act is perceived to be performing disappointingly then it may be harder for it to pick up the support it needs, let alone deserves, later on. Christmas is a risky time. All is still to play for this year, but one thing is for sure: early in 1999 labels will be analysing more carefully than ever what hit and what missed – and adding up the costs of singles that failed to deliver album results.

As you will notice, this week's issue of *Music Week* contains a few changes to the charts section with some different layouts and some elements moved around. These changes are part of the ongoing development of the magazine and will be followed by further moves in the New Year. The aim is to make all parts of *Music Week*, and especially the central section, easier to follow. As ever, your feedback will be welcomed.

Ajax Scott

PAUL'S QUIRKS

EXTRA VALUE EQUALS EXTRA SALES

Among all the new product released over the past few weeks, there have been some real gems – albums that will stand the test of time and still be selling in reasonable quantities after the millennium.

The U2 hits package springs to mind and the limited-edition extra disc certainly makes it a collectors' item, especially if Island sticks to its guns and ensures that no more of the limited double CDs are made available in the future. Similar double packages from Paul Weller and M People give the fans an incentive to buy the greatest hits packages despite already having some of the artists' previous albums. By the same token, the Oasis *Solesides* album proved successful because the fans thought that at £10.99 the album was good value and worth collecting.

Consumers these days want value for money and they aren't slow to object if they think they are being ripped off. TV programmes like *Watchdog* encourage complaints and sometimes the music industry itself is wide open to criticism. Withdrawing albums and reissuing them with an extra track, which has been a hit, may add to sales, but in some cases more than 200,000 copies may already have been sold and that's a lot of unhappy customers. Remastering a series of albums is often just an excuse to move mid-price albums back up to full-price in the hope that true fans will buy the new format again. Add to that the picture disc CD, the Digipack, the three-inch limited CD and the cardboard slip case and all the fans are getting in most cases is the original tracks on different formats. Surely, with all the new product around, companies shouldn't have to scrape the barrel and milk artists' back catalogues so blatantly.

Despite protests from retailers large and small, Ministry Of Sound continues to try to direct our potential customers into other stores. Its latest mail out for the Annual Album offers a free Ministry CD holder worth £14.99 to anyone purchasing the album at Woolworths and sending their receipt to the Ministry. It appears the company doesn't listen to its retail customers. Even worse, it apparently doesn't care.

Paul Quirk's column is a personal view

PWL's Atkins steps up for Millennium Dome role

The value of the music industry to the Millennium celebrations has been confirmed with the appointment of PWL Production Company general manager Sally Atkins as manager of the Baby Dome.

Atkins, who has worked for Pete Waterman since she joined PWL to run its management operations in 1988, has been poached by the New Millennium Experience Company (NMEC) to programme events in the new venue.

She will be responsible for all the performances in the Baby Dome after it opens to the public on New Year's Eve 1999. These are expected to encompass films,



Atkins: switching to Dome role

TV specials and modern and classical music performances within the venue, which will boast two 2,500-seat auditoriums.

"It's a fantastic challenge.

Music will be a very important part of what is happening around the Millennium," says Atkins, who has recently managed the production division at PWL.

A spokesperson for NMEC says Atkins, who starts her new job on November 30, will work closely with the Baby Dome's sponsors, including Sky TV, Tesco, Marks & Spencer, Manpower and BT.

Prior to joining PWL, Atkins ran her own management company Big Time Management for four years and was head of A&R at Rocket Records in the early Eighties where her first met Waterman.

Cowell's Alberta tilts at Spice's Christmas crown

by Paul Williams

The Spice Girls are facing a second successive battle with BMG A&R maestro Simon Cowell in the race for the coveted Christmas number one spot.

Cowell, who last year secured BMG the distribution deal for the Teletubbies, is behind RCA's high-profile release *The 'Yo Yo Song* by teenage Alberta, a runner-up in the 1997 Great British Song Contest.

The A&R consultant, whose Teletubbies record Teletubbies Say Eh-Oh! was held at number two in last year's festive chart by the Spice Girls' *Too Much*, is resigned to the fact that becoming Christmas runner up is becoming something of a habit. "I've given up trying to have a Christmas number one. I've been the bridesmaid so many times now. If it were number two, in December it will be fantastic," he says.

Virgin is quietly confident that the Spice Girls' *Goodbye*, currently 4/7 favourite with bookmaker William Hill and released on December 14, will secure the group a third successive Christmas number one, matching a feat only achieved previously by the Beatles. Emma Hickey, Virgin product manager, says, "My personal philosophy is not to get bogged down by the competition because you need to give the record

THE RACE FOR THE FESTIVE FAVOURITE

4/7: Spice Girls (*Goodbye*, released Dec 14)

3/1: Jane McDonald (*Cruising To Christmas*, Dec 14)

8/1: B*Witched (*To You I Belong*, Dec 7)

12/1: Alberta (*Yo Yo Song*, Dec 14)

14/1: Alien Voices/*Three Degrees* (released Dec 14)

16/1: Billie (*She Wants You*, Dec 7)

Byzone (*I Love The Way You Love Me*, Nov 23); Cliff Richard

Wills *Mia, Dec 7*; Fat Les (*Naughty Christmas* (Gobin In The Office), Nov 30)

Nov Source: William Hill

you're working on the best possible set up."

The single, which went to radio last week, had its first TV airing on Channel Five's *The Pepsi Chart* last Wednesday and will be followed by performances on shows including *E! O'connor*, *Live And Kicking* and *TOTP* between now and Christmas.

Currently second favourite is Jane McDonald, whose odds have been cut from 33/1 to 3/1, partly on the back of one £1,000 bet for the newly-recorded Christmas melody *Cruising To Christmas* which is being issued on December 14 by Focus Music International.

The single is one of four of the five favourites which are previously



Alberta: a 12/1 festive shot

unreleased tracks. Although 8/1 shot B*Witched's *To You I Belong* is taken from their debut *Epic* album, the Spice Girls, McDonald and Alberta's efforts are all new recordings, while fifth favourite Alien Voices & The Three Degrees cover of Wham!'s *Last Christmas*, which is being released by Wildstar on December 14.

Other records being launched in the run up to Christmas in a bid to take a shot at the festive number one slot include Fat Les's *Naughty Christmas* (Gobin In The Office), Chef's *Chocoozie Sally Balls* from the South Park soundtrack and the Marsh Carey and Whitney Houston duet, *When You Believe*.

HMV £3m ad blitz to take in ITV

HMV is turning to ITV for the first time as part of its biggest television push yet for a Christmas campaign.

Advertising slots for the £3m promotion, which is launched in-store today (Monday), will run on the network from now up to Christmas and will support more than 20 music and video releases, the highest number of titles featured so far in a festive campaign by the retailer.

HMV says it has decided to use the network – along with Channel Four, Channel Five and cable/satellite as in previous years – to reach an even broader mainstream audience for the promotion, which it is billing as its strongest to date.

As part of the campaign the chain is offering every customer who spends £20 or more £50 worth of vouchers to be used after Christmas. "It is similar to what we did last year, but the entry



point is lower than before," says HMV promotions manager Duncan Castle. "For example last year we did £2 off any CD album worth £14.99 or more, while this time it is £12.99 or more."

The vouchers, which will be given out in a booklet up until Christmas Eve, also include £1 off any cassette costing £9.99 or more, 50p off any single priced at £3.99 or more and £2 off any video costing £12.99 or more.

Chrysalis gets OK to buy Choice FM

The Radio Authority has given the go-ahead to Chrysalis Group's proposed acquisition of Choice FM Birmingham.

The Radio Authority ruled that the combination of the group's current ownership of Heart 100.7 Birmingham and Choice FM could not be expected to operate against the public interest. The ruling is conditional on Chrysalis only introducing any re-branding of the station on a gradual and phased basis.

Chrysalis is also expected to make specific and limited concessions to safeguard the character of the service and to ensure it makes particular provision for Afro-Caribbean listeners in Birmingham.

Chrysalis Radio chief executive Richard Huntingford says: "The addition of Choice and Quality North East makes us the largest dance brand in the country with five stations and 13m adult listeners."

THE goes 'back to basics' as Smith returns to helm

by Paul Williams

THE's newly-appointed managing director Norman Smith has vowed to take the business 'back to basics' in a bid to recapture lost ground in the audio distribution market.

Smith, who returns to the role five years after quitting the company, says he will put good service at the centre of his plans following a year in which the distributor lost a lucrative deal with Boots and still faces uncertainty over its relationship with its parent John Menzies chain.

"The business under me will be focused back on the route I came," says Smith, whose predecessor Dick Francis has returned to THE Games.

"I will be looking at giving a service to the smaller retailer - the old

independent - which perhaps the business took its eye off, offering our service and looking to use modern technology to enhance that business," he says.

It was critics of the company's decision to move into new areas such as publishing and games software which led to Smith quitting the company in September 1993. He believes that the request for him to return shows that the company, whose total annual turnover is around £300m, has come round to his way of thinking.

"John Menzies is a small player and will always be a small player compared with the likes of Sony, Warner and Fox, but they believed from a base like THE they could operate in the same waters," says Smith, who was formerly distribution



Smith: returning to THE

business director for video distributor Technicolor.

Among his priorities in his new role, which he will assume full-time

in the new year, will be to seek new contracts. He says he is already involved in discussions, although he is unwilling to reveal names. "There are certain people we're looking at who at the moment are not in home entertainment in a big way," he says.

However, he says his first priority is hanging onto the existing business. He is also hopeful that the company might be able to win back the contract it lost in the summer with Boots, which decided to source its product directly from record companies.

He is not expecting the retailer's new strategy will succeed. "What worries me about Boots is that if they make a right mess of it, they might get out of audio altogether," he says.

Virgin Records is hoping 911's forthcoming covers album will not only be one of the first big new albums of 1999, but will also be the one that furthers the band's appeal beyond the current ten fanbase. Due for release on January 18, There It Is was prompted by the band and manager Neil Ferris following their recording of The Bee Gees' More Than A Woman, their most successful single to date. The album will be preceded by a version of Dr Hook's A Little Bit More, due for release as a single on January 4, and will also include recordings of Judy Clay and William Bell's Private Number, The Style Council's You're The Best Thing and Rick Astley's Never Gonna Give You Up.



Profits up at bullish Capital

Capital Radio Group chief executive David Mansfield says next year's impending economic downturn may benefit his group's acquisition strategy if financially weaker media groups are forced to sell off some of their stations.

Mansfield was talking at last week's presentation of the Capital Radio Group's results for the 12 months to September 30, 1998. Turnover climbed 9.8% to £117.2m, with operating profit moved up 8% to £37.8m.

"We are in a very strong financial position and we will take advantage of the added opportunities that may arise," he says.

Success for the group has included Wildstar, its record company venture with Telstar. Capital group programming director Richard Park says the label turned in a profit in its first year largely thanks to the international success of Connor Reeves.

He adds that the media group will be looking to build on the success of its Party In The Park event during the next 12 months.

RADIO RESULTS

Capital Radio Results for the year to September 30 1998

	1997	1998	change
Turnover	£106.8m	£117.2m	+9.8%
Pre-tax	£32.5m	£39.7m	+8.0%
Profit	£23.2m	£37.8m	+64%

Source: Capital Radio Group

GWR Group Results for six months to September 30 1998

	1997	1998	change
Turnover	£35.2m	£41.2m	+17.0%
Pre-tax	£4.6m	£8.3m	+81.0%
Profit	£2.8m	£4.1m	+46%

Source: GWR

Meanwhile, Classic FM's parent company GWR posted an 81% increase in pre-tax profits to £8.3m for the six months to September 30 on turnover up 17.0% to £41.2m.

The company accompanied its results announcement with another request to the Government that it change legislation limiting national commercial radio ownership to 7.5% of the radio audience.

Aegean's Georgiou launches new label

Andreas Georgiou, resident of Aegean Net and record label Hardback & Sons, has set up a new label with All Saints collaborator Karl 'K' Gee' Gordon.

Greenback, which will be run out of the north London offices of Aegean's parent company Hardback, has already signed its first act, Joanne Bryant, who sang the Forget Me Not's section on George Michael's new one single Fast Love.

Georgiou says the R&B label is currently looking for a distribution deal with the first release from Bryant expected next February.

The launch of Greenback follows a reorganisation of Hardback's music interests with Aegean ceasing as a record label. All its acts have left the company with the exception of Trigger.

Hardback's first single, Right Here Right Now by R&B trio Fire, has been licensed to Wildstar and will be released on November 30.

CIN in apology to Creation following Oasis chart hitch

CIN has issued an apology to Creation after a computer breakdown at Asda resulted in around 7,000 sales of Oasis's The Masterplan going unrecorded in its first week of release.

Around 20 other titles including Meat Loaf's The Very Best of Which were included in last week's chart. However, even with those sales, U2 would still have been around 15,000 units ahead of Oasis.

Millward Brown charts director Bob Barnes says the chart compiler noticed problems with Asda's sales data for new releases on the Tuesday of that week, but the supermarket was confident it would be sorted out in time. "This

problem happens nearly every week, but is normally resolved in a day or two," he says.

By the Friday Asda had fixed the link, allowing Saturday data to be recorded. However, sales from the previous days could not be retraced in time. CIN chart director Omar Masketkasi says that only at the end of business on Saturday could it be confirmed which titles were affected, but by then it was too late to estimate sales from earlier in the week.

Rogor Qual, label development manager at 3mv which distributes Creation, says it would have been fairer if Asda's entire sales for the week had been removed, rather than running with the data it had. "We'll all continue open to CIN, but all the options open to CIN, both 3mv and Creation are at a loss to understand why they chose this one which clearly discriminates against Oasis," he says.

newsfile

SALES UP 5% AT WH SMITH
WH Smith increased its High Street sales by 5% in its first set of annual figures since changing its accounting year-end and refocusing the group following the sale of its music retailing operations. For the 12 months to August 31 its 400 stores achieved sales of £240m, compared with £230m in the same period in 1997. The sales were also slightly up on the £337m achieved in the 12 months to the previous financial year end of May 31. Operating profits for the period were also up, rising by 19% from £42m to £51m.

EPIC DENIES 'DION TO RETIRE' TALK
Epic Records has dismissed reports that Celine Dion is planning to give up her recording and live performance career at the end of next year. Though a spokesperson says the singer will take a break at the end of her world tour, she will not be retiring.

DMG GETS GO-HEAD TO BUY KFM
DMG Radio has been given permission by the Radio Authority to complete its acquisition of Kent and Sussex Radio, which broadcasts as KFM in the Tunbridge Wells and Sevenoaks areas.

DEADLINE FOR PIRACY PAPER
The music industry has been given until December 31 to comment on the European Commission's newly-published Green Paper on Combating Counterfeiting and Piracy in the Single Market. The Green Paper has studied the economic impact of counterfeiting and piracy, the effectiveness of current legislation and proposals to reduce the illegal trade. The EU is expected to draft its proposals following a hearing in Munich on March 2 and 3.

SUCCESS FOR WESTSIDE TRIAL
Westside Records says it has received a number of approaches from other radio stations following the broadcast of shows on Maidstone FM and Medway FM featuring Westside material and paid for by the Music Collection International division. Westside general manager Tony Rounce says, "It's as cheap for us to buy airtime on other radio stations as taking out adverts."

NET STUDY PREDICTS MARKET SHIFTS

The author of a new study, which predicts the growth of sales on the internet will have 14% off the current 79% US market share of the big five groups in the next decade, says a similar shift will emerge in the UK with independents significantly adding to their estimated 15% share. Internet Underground Music Archive's Andy Atherton says he expects on-line sales to change the shape of the UK market dramatically.

DOUBLE PLATINUM FOR GEORGE

George Michael's Ladies & Gentlemen... is the Best of George Michael's certified double platinum in its week of release by the BPI last week. The Master Plan by Oasis received its first platinum award.

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WHAT PRICE MUSIC IN THE HIGH STREET?

	HMV	Virgin	Our Price	Smiths Woolies	Asda	Borders	Rounders	MVC
TOP 25 ARTIST ALBUMS								
THE BEST OF 1980 - 1990: U2**	10.49	14.49	14.49	13.99	13.99	12.99	13.99	14.09
THE MASTERPLAN: Oasis	10.99	10.99	9.99	10.99	10.99	9.99	9.99	9.99
SUPPOSED... An Alcazar Morrisette	14.49	14.49	13.40	13.99	13.99	12.99	13.99	12.99
I'VE BEEN EXPECTING: R Williams	14.49	14.49	13.40	13.99	13.99	12.99	13.99	12.99
THE BEST OF: M People	14.49	14.49	14.49	13.99	14.99	12.99	13.99	14.99
QUENCH: The Beautiful South	14.49	13.99	14.49	13.99	13.99	12.99	13.99	14.49
HITS: Phil Collins	14.49	14.49	14.49	13.99	13.99	12.99	13.99	14.49
TALK ON CORNERS: The Corrs	11.99	13.99	13.99	13.99	12.99	12.99	13.99	13.49
B*WITCHED: B*Witched	14.49	12.99	13.99	13.99	12.99	13.99	14.99	11.99
BEST OF: Ladyshill Black Mamba	13.99	11.99	13.99	13.99	13.99	12.99	13.99	12.99
UR. R.E.M.	13.99	14.49	14.49	13.99	13.99	12.99	13.99	12.99
SONGS FROM... Vonda Shepard	14.49	14.49	14.49	14.99	13.99	12.99	13.99	15.99
BEWY: M People	13.99	13.99	13.99	13.99	13.99	12.99	15.99	13.99
THE VERY BEST OF: Meat Loaf	15.99	14.99	13.99	14.99	14.99	13.99	15.99	13.99
STEP ONE: Steps	13.99	13.99	13.99	13.99	12.99	15.99	14.99	11.99
WHERE WE BELONG: Boyzone	13.99	11.99	12.99	13.99	13.99	12.99	15.99	14.99
YOU'VE COME A... Fatboy Slim	12.99	12.99	12.99	11.99	11.99	11.99	12.99	11.99
SULFANS OF SWING: Die Straits	14.49	14.49	13.49	13.99	13.99	12.99	13.99	14.49
THE MOVIES: Michael Ball	13.99	14.49	14.49	13.99	13.99	12.99	13.99	14.49
HONEY TO THE B: Billie	13.99	13.99	12.99	13.99	13.99	12.99	13.99	14.99
SAVEGARDEN: Savage Garden	11.99	11.99	12.99	13.99	13.99	12.99	13.99	14.99
MY LIFE - HITS: Jullie Iglesias	17.99	19.99	17.99	16.99	16.99	12.99	18.99	15.99
THIS IS MY TRUTH... Manic Street Preachers	14.49	14.49	14.49	11.99	13.99	12.99	13.99	12.99
MUTATIONS: Beck	13.99	14.49	13.49	n/a	13.99	12.99	13.99	14.99
ONLY OF LIFE: The Levellers	13.99	13.99	13.99	11.99	13.99	12.99	13.99	12.99
AVERAGE PRICE	12.99	14.01	13.87	13.78	13.87	12.87	14.27	13.03
AVERAGE OVERALL PRICE FOR A CHART ARTIST CD								13.82

	HMV	Virgin	Our Price	Smiths Woolies	Asda	Borders	Rounders	MVC
TOP 10 DOUBLE CD COMPILATIONS								
THE ANNUAL IV	15.99	15.99	15.99	13.99	15.99	14.99	15.99	16.49
HUGE HITS 1998	16.99	16.99	15.99	15.99	15.99	14.99	16.99	17.99
ALL TIME GREATEST MOVIE SONGS	15.99	15.99	15.99	15.99	14.99	14.99	15.99	16.29
VERY BEST OF THE LOVE ALBUM	15.99	15.99	15.99	15.99	14.99	14.99	15.99	16.99
NOW DANCE 98	15.99	15.99	15.99	15.99	15.99	14.99	15.99	16.99
BEST CHART ALBUM...EVER!	15.99	15.99	15.99	15.99	14.99	14.99	15.99	16.99
GREATEST HITS OF 1998	15.99	15.99	15.99	15.99	14.99	14.99	15.99	16.99
THE FEMALE TROOP	15.99	15.99	15.99	15.99	14.99	14.99	15.99	16.99
SOUL	15.99	15.99	15.99	15.99	15.99	14.99	18.99	16.99
FANTASTIC '80S - 3	15.99	15.99	15.99	15.99	14.99	14.99	15.99	16.99
AVERAGE PRICE	16.09	16.09	15.79	15.79	14.99	16.29	17.09	14.82
AVERAGE OVERALL PRICE FOR A DOUBLE COMPILATION CD								15.90

CATALOGUE

FAT OF THE LAND: Prodigy	16.49	15.99	15.99	14.99	13.99	10.99	15.99	n/a
FAITH: George Michael	16.49	15.99	15.99	15.99	15.99	10.99	15.99	14.49
DEFINITELY MAYBE: Oasis	16.99	15.99	15.99	13.99	15.99	14.99	15.99	n/a
RATTLE & HUM: U2	15.99	15.99	15.99	14.99	14.99	10.99	15.99	n/a
BAT OUT OF HELL: Meat Loaf	16.49	15.99	15.99	15.99	13.99	10.99	15.99	13.49
HITS: Joni Mitchell	15.99	15.49	15.49	14.99	n/a	n/a	15.99	n/a
MORE ADAM GOLD: 1st: Queen	16.99	15.99	15.99	15.99	13.99	10.99	16.99	14.99
THRILLER: Michael Jackson	16.49	15.99	15.99	15.99	15.99	10.99	15.99	13.49
MORE ADAM GOLD: Abba	16.49	15.99	15.99	15.99	15.99	10.99	15.99	n/a
WILD ONE: The Best of Tim Lizz	15.99	15.49	15.49	14.99	16.99	10.99	15.99	n/a
AVERAGE PRICE	16.44	15.89	15.89	15.39	14.66	11.43	16.09	n/a
AVERAGE PRICE FOR A CATALOGUE CD								14.27

*Asda not included in average due to ongoing sale **U2 figures refer to the single CD album

AVERAGE PRICES OF TOP 75 ARTIST ALBUM CDS



Source: Music Week research

I was no coincidence that HMV launched its "biggest ever sale" last month during what has been largely an uninspiring year for big name releases. The campaign was just one of many undertaken by music retailers during 1998 in a bid to make up for a general release lull and give potential customers another reason to pass through their doors. But, several weeks into the all-important pre-Christmas market, record companies have been more than making up lost ground by producing what has turned into one of the strongest festive release schedules in years. So good are the releases, in fact, that heavy discounting now seems the last thing on most retailers' minds.

As HMV chart rock and pop manager Jonathan Rees says, "We're not in the business of cannibalising chart product and we won't be cutting our margins where there is so much quality product out there."

A survey of retailers in Brighton and Worthing last Monday (November 9) suggests the upward trend has already begun with the price of a current Top 25 CD rising to £14.04, compared with £13.47 in Music Week's last survey carried out in Swindon on June 22. Moreover, several factors should be noted when comparing last week's Top 25 price with those of June.

First is the fact that the more recent chart contains two lower price CDs which significantly affect the results: Oasis's *The Masterplan* is in all stores at between £9.99 and £10.99, while Fatboy Slim's *You've Come A Long Way, Baby* costs £11.99 or £10.99. Without these two titles the average price of a current Top 25 CD rises to £14.04.

Secondly, as in June, the average cost of a CD is also affected by the presence of a double CD title, this time Jullie Iglesias's *My Life*, which has an average cost of £17.43, exceeding this title and the two low price CDs the average cost rises to £13.91 - still significantly higher than June's adjusted figure of £13.69.

Besides the onset of Christmas business, the competition in one of our survey towns of Brighton has further warmed up with the opening of two music stores during the past two months - a new Virgin Megastore and

AVERAGE PRICES OF TOP 10 DOUBLE CD COMPILATIONS



Source: Music Week research

AVERAGE PRICES OF BACK CATALOGUE FULL-PRICE CDS



Source: Music Week research

MARGINS

Now that a feast of big name acts has arrived, price cutting is the last thing on retailers' minds. Yinka Adegoke reports



Oasis

Fatboy Slim

Borders' second UK store, which were launched within three days of each other in September. But, the new competition has not significantly tipped the balance in terms of CD pricing.

Relative chart album prices continue to stabilise as rivals seem to be watching each other's price points closer than ever. For example, 14 of the Top 25 CDs cost the same at HMV and Virgin, while Woolworths and WH Smith have the same price points on 16.

The price stability becomes especially clear with double compilation CDs. These cost an average of £16.09 at HMV, Virgin and Our Price, which have the same price on every one of the Top 10 double CDs, while at WH Smith and Woolworths they cost the same average of £15.79, though there are

slight variations on price points.

It is only in double compilations that any of the retailers can beat Asda on average price. MVC's average £14.82 tag is just slightly below Asda's consistent £14.99 tag for a double CD compilation. Asda in fact only operates two price points now, £14.99 for double chart CDs and back catalogue and £12.99 for chart CDs.

"We wanted to remove any inconsistency in pricing because it is just confusing to customers," says Asda music and buying manager Andy Spofforth. Following the previous week's successful WA-free campaign, which caused its music and video sales to quadruple, Asda is now promoting the new policy with in-store marketing.

New kid on the block, Borders, is still

trying to find its feet in the UK market, according to head of music buying Bob Reamer. "You could say we inflated the price points we met in this market, but we'll be looking at more focused discounting next year," he says. He notes that Borders' focus on an older demographic means that it does not always feel the need to make offers on chart-top product, helping to lift its average price for a chart artist album to £14.27 - the second highest of the chains.

"We are at the stage we were in the US about five years ago before younger people and kids started discovering us so teen pop is not such an issue now," says Reamer.

Rounders, the one independent store included in the survey, does not compete with the chains on price and has the highest average price for a chart artist CD at £14.57. Manager Graham Gilbert says that the store's location in Brighton Square, which is away from the town's main shopping area, makes it easier to maintain reasonable margins, but it is still difficult. "We have no option but to go abroad for some of the chart stuff, particularly after the first week of release. If we want to compete with the chains," he says.

Back catalogue remains a highly competitive area. HMV again leads the way on price with an average of £16.44 while MVC is by far the cheapest with an average members' price of £14.27. While artist album prices show little movement, singles discounting is far from over with most new release singles on sale at £1.99.

Meanwhile, to back up the strong Christmas schedule, retailers are preparing special seasonal promotions to try to boost sales further. HMV's Rees is one of those looking forward to a Christmas performance. "It's very commercial Christmas. Everyone knows you're U2, George Michael or Mariah Carey are. It's not like introducing new acts like Embrace," he says.

With such strong things coming through the industry as a whole should benefit from looking forward to a Christmas season of recent years, hopefully spending rather than bedside slippers.

Christmas Service

EMI

Distribution

Virgin

Two new services added to our improved seasonal offerings are:

Extended Ordering

All orders received by 6pm (Mondays 3pm) - delivery pre-noon next day from 30th Nov - 31st Dec

"Customer Care"

Phoneline (from Monday 30th November)

Dedicated point of contact for delivery, collection, returns and general enquiries

Deliveries

Saturday am
7th Nov - 26th Dec FOC

Weekday Pre-Noon
30th Nov - 31st Dec FOC

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Fax 0345 573504



Opening Hours and Telephone Arrangements

Weekdays:

Commencing Monday 2nd November

Mondays	8.30am - 6.00pm
Tuesdays - Fridays	9.00am - 6.00pm

Weekends:

Commencing Sunday 29th November

Sunday 29th Nov	11.00am - 5.00pm
Saturdays, 5, 12, 19, Dec	12.00 noon - 6.00pm
Sundays, 6, 13, 20, Dec	11.00am - 4.00pm

Christmas & New Year:

Monday 21st December	8.30am - 6.00pm
Tuesday 22nd December	9.00am - 6.00pm

Christmas & New Year: continued

Wednesday 23rd December	9.00am - 6.00pm
Thursday 24th December	9.00am - 3.00pm
Tuesday 29th December	8.30am - 6.00pm
Wednesday 30th December	9.00am - 6.00pm
Thursday 31st December	9.00am - 3.00pm

Distribution Centre will be closed on:

Friday 25th December
Saturday 26th December
Sunday 27th December
Monday 28th December
Friday 1st January 1999

Note: Outside of the published hours a full 24 hour voicemail service is available

Normal service will resume on Monday 4th January 1999

EMI

Merry Christmas to all our Customers
helping you to enjoy the festive season

Virgin

SCOUTS

A CHANGING ROLE IN A VOLATILE MARKET

Often unfairly maligned, A&R scouts have a reputation as underpaid, underworked chancers who follow each other like sheep but rarely venture further than Muzel Hill. While there have been bad A&R scouts, overall the stereotype bears little relation to the truth. Yet there is little doubt that their role is going through an upheaval as companies rethink how they go about finding the Next Big Thing.

Among those who have left their labels in recent weeks include Ian Abraham from Virgin, Josh Joseph from Elemental, Luke Curran from Polydor, Mike Kinsman from Echo and Valerie Vickers from One Little Indian.

The survivors have knocked down and the "hunting in packs" mentality appears to be on the wane. RCA's Louis Bloom, who achieved the relatively rare feat of actually bringing in an act which got signed — Made In London, discovered from an unsolicited tape — says, "When I first started just more than a year ago, we were all chums and shared info, but now you're by yourself. It's more competitive out there, but that's the way it should be.

Before we were picking and choosing, but we all want to be A&R managers and are learning there's more to it than that."

Universal scout Dets Wild, who claims she was first on the likes of Lucie, Annie Christian and Badly Drawn Boy (although they were not taken up by the labels she was working for at the time), adds, "The sheep mentality is there to a degree, but people are looking after number one; we're not going out to gigs together and are only telling others about them when we've out-and-out passed on them."

Apart from the regular turnover of those unsuited to the job, there are various explanations for the change. The first is musical: guitar bands have given way in the charts for pop and R&B acts who are rarely discovered playing the backroom of the Dog & Duck. Meanwhile, there is a perceived lack of acts out there at the moment with originality and flair. Most scouts could take just an hour each morning to sort their 30 or so unsolicited tapes into three piles: one for Beck soundalikes, one for Radiohead soundalikes and a third for what's left — which will always be the smallest heap.

Creation scout Alan

Wright — who blames the job losses on "bosses who have screwed up" shooting the messenger — rarely leaves London unless

he has received a tape his bosses all like (as happened with One Lady Owner) but then prefers to set up showcases rather than attend gigs. "There's still that [sheep] mentality, but that's because people thought there were a few scouts who knew what was going on in the '90s, when the truth is no one is sure," he says.

But there is a broader shift under way, with labels more likely to sign acts that have already been developed by someone else. So managers are taking acts they



Nine Yards: discovered from an old demo



One Lady Owner: picked up after Creation scout heard a tape

have developed straight to managing directors and senior A&R people over the A&R scouts' heads.

Some even suggest that scouts have become a victim of their own success: as soon as the word is out on an act everyone picks up on it. "People are a lot more professional about developing their networks now," says Chris Briggs, who is Robbie Williams' A&R man at Chrysalis and was a scout there around the punk era. "You only have to bump into a scout at the back of the Bull & Gate for 10 minutes and they can bring you up to speed about everything that's going on."

Those scouts that remain suggest they are having to approach their work differently. Historically they have always

heard an old demo, while simultaneously trying to keep it quiet. "People talk and will always find out what you're on to, but the skill of a scout is to see it through and go against what other people may feel, not feeling justified by whether others like it," he says.

Independent senior A&R director Dave Gilmore, who as a scout at Island in the early Nineties discovered acts such as PJ Harvey through a publisher and Tricky through a record handed to him by Portishead as he was trying to sign them, argues that there is nothing wrong with the scout network per se. But, he says, changes in technology mean that scouts have to be as in-touch with what is going on in people's bedrooms as in backroom dives.

"You go to see four or five bands in a bar and they are all of a similar level, but some outfits taking that time over stuff in their own studios might have a slightly different take on music," he says.

It is a philosophy that appears to be working for one of the few regional scouts still active. After 10 years working in a Manchester instrument shop serving the likes of Shaun Ryder and Noel Gallagher, Gut's Matt Halliwell led to develop a network that stretches out from Manchester to cover an area from Birmingham to Scotland. "I don't see why there aren't more regional scouts. What's happening now is a lot of studio bands and bedroom stuff, and by earning respect from being here and understanding sounds from my work in retail, my name gets around. I feel we have the pick of the crop," he says.

Polydor/Widcaro is looking to develop a new approach to scouting in response to what A&R manager Colin Barlow — who was just 16 and running a fanzine when Muff Winwood took him on as an A&R scout at CBS in the mid-Eighties — laments the excessively one-dimensional approach of most of today's scouts. "Most seem to be into just one genre, rather than rock, pop and R&B. When I started out we had regional scouts but I spent two years living in a car, travelling around and that's the best way. So we've asked record shops to put forward boys and girls for interviews, because it seems to me that it's always the same old people doing it, which is where that sheep mentality comes in. We want the people who know what's selling and who's buying — it's the way forward."

This is not a one solution. Another, as group A&R executive Briggs suggests, is for labels to get their scouts to ask themselves "who's going to buy this and why?"

That such questions are being posed reflects the more fundamental questions being asked across the business. But concern remains. "Scouts losing their jobs is not just worrying for them, but it raises the question of where the music is going to be found," says WEA scout Daniel Moore. "Managers will find things but who's going to the obscure places?"

It is a valid question. Whoever holds the answer will no doubt be at the forefront of the next talent wave. **Stephen Jones**

ONES TO WATCH

FURSLIDE

For the first signing to Nettle Hooper's new label Meanwhile... — which goes through Virgin — Furslide will surprise many by being an American guitar band.

The influential Bristolian producer (Massive Attack, Björk, Madonna) enticed the trio to leave New York to record their mix of prog, rock, breakbeats and samples at London studios Metropolis, Olympic and Abbey Road.

There had been much American label interest in the act before the deal, but Hooper clinched it after he flew them from New York to Los Angeles to perform for him.

Their debut single is Love Song (to be released in February) followed by an album, Adventure, in April, and there's a showcase launch for act and label at Improv in London's Tottenham Court Road on November 23.

GRAND MAL

London's confidence in trying to break new US signing Grand Mal in the UK before the States is gradually appearing justified.

Their New York Dols/Sluts influences — evident on their debut album Maledictions (released early next year), which was produced by Dave Fridmann (Flaming Lips, Mercury Rev, Jane's Addiction) — shone through at their first London date at Camden's Monarch last Tuesday during a fleeting visit.

And their Radio One Evening Session play/XTM playlisting was last week commended by daytime play for their debut edition single, the Dinosaur Jr.-sounding Whole Letta Nothing (released November 23) by Radio One's Jo Whalley.



D'Angelo — Devil's Pie (Virgin) Mr Brown Sugar goes deep underground on this collaboration with Gangstar's DJ Premier. **Review** (US promo, tbc)
Somantic — sampler (Universal) Quality. Suggests they are set to be at the forefront of any British revival (sampler)
The Clint Bone Experience — White No Sugar (Rapid Banger) As the record says: "Obviously a new revelation" (single, tbc)
Whitney Houston — My Love Is Love (Arista) First studio album in eight years is arguably her best (album, November 23)

Gay Dad — To Earth With Love (London) So this is what 1990 will sound like? (tbc)
Celine Dion & R Kelly — I'm Your Angel (Epic) Will hopefully boost interest in R Kelly's lengthy but classic album (single, November 16)

Radiator — Generator (Chrysalis) Racked-up track setting them up for a breakthrough in 1999 (promo, tbc)
Spice Girls — Goodbye (Virgin) The Music Week jury remains out on whether this is worthy of a Christmas number one slot (single, December 14)

The Mighty Wah! — Heart As Big As Liverpool (Columbia) A limited-edition EP from the man behind Niall Pooner's Art Of Bluff (single, November 23)

MC Lyte Feat. Gina Thomas — It's Yours (Elektra) Sweet and light R&B — but definitely not R&B-lite (single, November 30)

CHART COMMENTARY

by ALAN JONES



Believe sold a further 165,000 copies last week to remain at number one for the fourth straight week, while raising its overall sales to 700,000. It is now the fifth biggest-seller of 1998 but it will have to sit atop the album charts to reach the 1.3m sales of Celine Dion's My Heart Will Go On. Although it has spent a week less at number one to date than Cher's 1991 chart-topper The Shoop Shoop Song (It's in His Kiss), it has comfortably eclipsed the 515,000 sale that record achieved.

Indie labels have their best week ever, occupying five of the top six positions in the chart. Only Cher's persistence at the top prevented them from shutting the majors out altogether. The historic line-up includes E47's debut for Telstar after 16 hits with PolyGram, a pair of hits from Richard Branson's V2, and a couple of singles from Zomba. The latter company, established in 1981, is enjoying its best year ever, and for the first time has five singles in the Top 40

MARKET REPORT

TOP 10 COMPANIES



SALES UPDATE



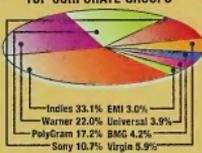
This week, the line-up including Steps (two), The Tamperer (four), Sham Rock (17), Tina Cousins (20) and R. Kelly featuring Keith

SINGLE FACTFILE

When they made their chart debut a year ago this week with their annoying line dancing hit 5-6-7-8, it seemed Steps would be a short-lived novelty act but they have gone from strength to strength in 1998, eventually peaking at 14 with that record at the beginning of the year, then reaching number six with Last Thing On My Mind and number two with One For Sorrow. They return to runners-up spot this week with their

double A-sided hit Heartbeat/Tragedy, which sold more than 66,000 copies last week. If it repeats that feat next week, Steps will have sold 1m singles in 1998 - a significant achievement, although it is one which nine acts can already boast of this year - the highest tally ever, beating the eight acts who sold 1m units last year. Steps' debut album Step One has sold more than 190,000 units since its release nine weeks ago

TOP CORPORATE GROUPS



PERCENTAGE OF UK ACTS IN THE CHART

UK: 53.3% US: 28.0% Others: 18.7%

Murray (26). A sixth Zomba single - Solid Harmonie's L to Z Once Again - debuts at 55, something of a disappointment as the

group's three previous singles this year all reached the Top 20.

Altogether, Zomba has had 31 Top 75 hits in 1998 - more than many bigger companies, and easily the highest tally for an indie. Aside from its flagship Jive label, Zomba's hits have come from the Peach, Eastern Bloc and Pepper imprints and include one number one (The Tamperer) and three number twos (two from Steps, one from the Backstreet Boys). Other acts it has scored with include 2Pac, Joe, Kaleef, Will Mellor, Jazzy Jeff & The Fresh Prince and Sparkie.

It has spearheaded an indie revival, which has also seen a stunning performance by Ediel, with significant support from China, V2, Mushroom, Profile, Telstar, All Around The World, Skint, Logic and several others. Incidentally, it's not just in Britain that Jive is hot - the label has the highest new entry in Billboard's US Hot 100 this week, with 18-year-old newcomer Brinley Spears making her debut at 17 with ...Baby, One More Time.

THE YEAR SO FAR... TOP 20 SINGLES

1	MY HEART WILL GO ON	CELINE DION	EPIC
2	IT'S LIKE THAT	RUN-DMC VS. JASJON NEVINS	SM&J COMMUNICATIONS
3	NO MATTER WHAT	BOYZ2ME	POLYGRAM
4	CEST LA VIE	B'WITCHED	EPIC
5	BELIEVE	CHER	WEA
6	HOW DO I LIVE	LEANN RIMES	CURBS/THE HIT LABEL
7	GHETTO SUPERSTAR (THAT IS WHAT YOU ARE)	PNAS MICHEL FEAT ODB & MYA	INTERSCOPE
8	TRULY MADLY DEEPLY	SAVAGE GARDEN	COLUMBIA
9	VIVA FOREVER	SPICE GIRLS	VIRGIN
10	3 LIONS '98	BADDELSKINNER/LIGHTNING SEED	EPIC
11	MUSIC SOUNDS BETTER WITH YOU	STARJUMP	VIRGIN
12	DOCTOR JONES	ADINA	UNIVERSAL
13	NEVER EVER	ALL SAINTS	LONDON
14	THE BOY IS MINE	BRANDY & MONICA	ATLANTIC
15	FEEL IT	TAMPERER FEAT MAYA	PEPPER
16	BRIMFUL OF ASHA	CORNERSHOP	WILMA
17	FROZEN	MADONNA	MAVERICK
18	HONEY	MUSSEI VS HOT'N JUICY	AMP&M
19	VINDALOO	FAT LES	TELSTAR
20	ROLLERCOASTER	B'WITCHED	EPIC

© CMC

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

PEPSI Chart

1	Believe	Cher	WEA	21	TO THE MOON AND BACK	Savage Garden	Columbia
2	Heartbeat/Tragedy	Steps	21	TESTIFY	All People	W/People	W/People
3	The Bartender and the Thief	Steps	23	WHAT CAN I DO	The Echo	Atlantic	Atlantic
4	17th Avenue	Boyz 2 Me	24	MUSIC SOUNDS BETTER WITH YOU	Destiny Fave	Virgin	Virgin
5	Each Time I Call	Supa	25	Mellonism	Public Enemy	Chryslis	Chryslis
6	Would You?	Touch & Go	26	Guess I Was a Fool	Andrus Lane	Mercury	Mercury
7	Sit Down	James	27	No Regrets	Robin Williams	Capitol	Capitol
8	I Don't Want to Miss a Thing	Alicia Keys	28	When You're Gone	Apex Adams With Melissa C. All II	BMG	BMG
9	Falling in Love Again	Eagle Eye Cherry	29	17th Avenue	Boyz 2 Me	Chryslis	Chryslis
10	Another Day	Dr. Dre	30	Daydream	Savvy AI	MJJ	MJJ
11	Sweetest Thing	U2	31	No Matter What	Byron	Parlophone	Parlophone
12	Outshine	George Michael	32	Pray	Tim Quates	Jive	Jive
13	Perfect 10	The Beautiful South	33	All About the Money	Moka	Columbia	Columbia
14	Thank U	Alicia Keys	34	So Young	The Coxs	Abricot	Abricot
15	I Just Wanna Be Loved	Carole Gub	35	If We Try	Keanu Reeves	Maverick	Maverick
16	Little Bit of Lovin'	Katy La Rue	36	Looking for Love	Keanu Reeves	Maverick	Maverick
17	This Kiss	Vanessa	37	What's Your Sign	Carole Gub	Dusted Sound	Dusted Sound
18	Blue Angels	Fuge	38	More Than a Woman	Ami	Virgin	Virgin
19	Crush	Janet Pope	39	Tell Me	Mea	Shan Rock	Shan Rock
20	My Favourite Game	The Cardigans	40	Girlfriend	Eric	Virgin	Virgin

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MTV UK THE BOX

- | | | |
|----|---|---|
| 1 | 1 | THE ANTS |
| 2 | 1 | OUTSIDE George Michael |
| 3 | 4 | SWEETEST THINGS U2 |
| 4 | 2 | THANK U ALANIS Morissette |
| 5 | 7 | THE FIRST NIGHT Monica |
| 6 | 1 | THE EVERLASTING Manic Street Preachers |
| 7 | 6 | MIAMI W/9 Smith |
| 8 | 3 | SWEETHEART Jermann Dupri feat. Mariah Carey |
| 9 | 3 | ODD WOP (THAT THING) Lauryn Hill |
| 10 | 3 | DAYDREAMER REM |
| 11 | 6 | BELIEVE Cher |

- | | | |
|------------------|----|------------------------------------|
| Label | 1 | THE ANTS |
| Epic | 2 | TRAGEDY Steps |
| Island | 3 | I LOVE THE WAY YOU LOVE ME Boyzone |
| Maverick/Reprise | 4 | UNTIL THE TIME IS THROUGH Five |
| Rowdy/Arista | 5 | OUTSIDE George Michael |
| Epic | 6 | HEARTBEAT Steps |
| Columbia | 7 | MY HEART WILL GO ON Celine Dion |
| 7 | 8 | UP AND DOWN Vengaboys |
| 8 | 9 | ONE FOR SORROW Steps |
| Warner Bros | 9 | I DON'T MIND MA Sherrack |
| WEA | 10 | 6 TELL ME TO MISS A THING Aventura |

Most played videos on MTV UK/Media Research Ltd w/e 13/11/98 Source: MTV UK

TOP OF THE POPS

Believe Cher: The Bartender And The Thief
Stereophonics: Treason Steps
If You Buy This Record (Your Life Will Be Better) The Tamperer
May: Sit Down '88 James: Tell Me
Ma Sherrack: Play This Country: If We Try Karen
Rennick: Power Of Good-Bye Madonna.

Draft time: 20/11/98

CD:UK

Studio performances: If We Try Karen Rennick: Treason Steps: The Bartender And The Thief
Stereophonics: Fashion '98 Gamma Kai: Daydreamer: Tayana Ali: So Young: The Cors
Videos: The Power Of Good-Bye Madonna: I Don't
Want To Miss A Thing Aerosmith: Believe Cher
People's Choice Videos: I'm Your Angel Celine Dion & R Kelly: Turn The Page Mariah Carey: I Love The
Boogie Club

Exclusive footage: MTV Awards
Archive playlist: Hitman

THE PEPSI CHART

Performance: Heartbeat Steps: Until
The Time Is Through Five: War Of
Nerves Ali Santas
Videos: The Bartender And The Thief Stereophonics:
No Regrets Robbie Williams: Believe Cher

Draft time: 16/11/98

RADIO ONE PLAYLISTS

- A-LIST** Until The Time Is Through Five: War Of Nerves
1 (96 Remix) Ali Santas: Wild Surf Ash: Love
The Way You Love Me Boyzone: My Favourite Game
The Cardigans: Believe Cher: Falling In Love Again Eagle-Eye
Cherry: So Young (R. Kinsie Mix) The Cors: There Goes
The Neighborhood Cheryl Crow: Sid '98 James: Hard Knock
Life (Shoeto Animate) Jay-Z: Sexuality Lovato: The
Power Of Good-Bye Madonna: The Everlasting Manic Street
Preachers: Thank U Alani: When You Believe Mariah Carey &
Whitney Houston: Dreaming Brad Pitt: Arista: The Bartender
And The Thief Stereophonics: If You Buy This Record (Your
Life Will Be Better) The Tamperer Ltd: May: Would You...?
Tina Turner: No Regrets Robbie Williams

- B-LIST** When You're Gone Bryan Adams feat.
Helene Carr: Daydreamer: Tayana Ali: Guess I
Was A Fool Another Level: So Young Belkin & Wilched:
Amen Call: Take Me There Blackstreet & Mya feat.
Ma: Have You Ever Big: Each Time 5-17: Best
Friend's Girl Electra: Bro: World's End: Take The

Long Way Home Forever: The End Of The Line: Home:
Because I Get It Like That: The Archa Brothers: Lotus
I REM: Move Mania Sash! feat. Shannon: I Want You '98
Savage Garden: Miami Will Smith: Goodbye Spice Girls:
Heartbeat Steps: Up And Down Vengaboys

- As Featured** All I Need Ari: Wish I Were You
Alvin Aali: Ari: "Freaky Like A
"She Wants You Julie": "When You Believe Mariah Carey &
Whitney Houston: My Angel Celine Dion & R Kelly:
The Certainty Of Change: "Dying Game": "Cancer For
The Cure Eric: The Good Will Out Entrance: "If I Tell You
That Whitney Houston: "Everlasting Janet Jackson: "Funky
Love Kavana: Delir' Der Thing Phoebe Uni & The Main
Street Crew: We Gotta Get Out Of This Place Again: You
Could Read My Mind Star On 54: Brand New Start Paul
Weller

R1 playlist for week beginning 22/1/98
© Denotes additions

RADIO TWO PLAYLISTS

- A-LIST** The Power Of Good-Bye Madonna: Each Time
5-17: Hands Jive: I'm Your Angel Celine
Dion & R Kelly: Brand New Start Paul Weller: Dumb
The Bandits Sound: Falling In Love Again Eagle-Eye
Cherry: The Kiss Faith Hill: So Young: The Cors: Believe Cher:
Heartbeat Steps: I Love The Way You Love Me Boyzone

- B-LIST** The Greatest Love I'll Never Know
Celine Dion/Mark: Sweetest Thing U2: When
You Believe Mariah Carey & Whitney Houston: Sash! feat. My
Best Friend Bryan Adams: The Love Horrors: Ghetto Girls
Simply Red: Everlasting Janet Jackson: I Just Wanna Be Loved
Like You Cuz: Until M People: Always Have, Always Will
Ari Of Base: From This Moment On Shania Twain: Goodbye
Spice Girls

- C-LIST** I Had No Right PM: Gals: I Wish I Were You
Alvin Aali: Ari: "Ain't No Way I'll Let You Turn Me Down
With Faith Hill: Heaven From Hell: (Album) Robbie Williams: Blue
On The Bayou (Album) King: Who's Your Sign? De'Vine: I
Want You '98 Savage Garden: Where Your Road Leads
Tosca: Yearwood with Garth Brooks: Inside Of Gold Eye Cassidy: My
One True Friend Bryan Adams: Way Over Yonder In The Blue
Key Billy Bragg & Wildfire: Pledge Of Love Bryan Adams: Little Bit Of
Love: 'Kale L' Rem: Have You Ever Brandy (Album) John
Lennon: Alison Moore: The Best Of Friends (Album) Song
Hooler

BOX BREAKERS

- | | | | |
|----|----|---|-----------------------|
| 1 | 1 | TAKI ME THERE Blackstreet & Mya feat. Ma | Intersecco |
| 2 | 1 | WILDESTYLE Pro Kims Vs DJ Supreme | All Around The World |
| 3 | 1 | MIAMI Will Smith | Columbia |
| 4 | 1 | HE WANTS YOU Kings | Isoscent |
| 5 | 1 | I WANT YOU Savage Garden | Sony |
| 6 | 1 | BUILD ME UP BUTTERCUP The Foundations | Castle Communications |
| 7 | 10 | THE POWER OF GOOD-BYE Madonna | Maverick |
| 8 | 1 | MOVE MANIA Sash! feat. Shannon | Multiply |
| 9 | 4 | SWEETHEART Jermann Dupri feat. Mariah Carey | Columbia |
| 10 | 1 | BIG BIG WORLD Erina | Universal |

Highest climbing videos on the Box in advance of single release w/e 8/11/98
Source: The Box

MTV UK PLAYLISTS

HEAVY: Sweetheart Jermann Dupri feat.
Mariah Carey: Another One Bites The Dust
Queen/Wycle: Sweetest Thing U2: Thank
U Alani Morissette: The Power Of Good-
Bye Madonna: Outside George Michael: Believe Cher
Cherry: I Want You '98: Another Level: My Favourite
Game The Cardigans: Little Bit Of Love: Kate Leon: Each
Time 5-17: Would You...? Tina Turner & Go:
Daydreamer: Tayana Ali: Miami Will Smith: Have You
Ever? Jive: Until The Time Is Through Five: War Of
Nerves Ali Santas: So Young: The Cors
BUZZ BIN: Blue Angels Pro: The Bartender And The
Thief Stereophonics: Because I Get It Like That Janet
Jackson: Take The Long Way Home Faithless: The
Everlasting Manic Street Preachers

BREAKERS: Falling In Love Again Eagle-Eye
Cherry: Gemma: She Wants You Eric: Gotta Get Tricky:
Fetish Sim: I Don't Want To Miss A Thing Aerosmith:
Testify M People: No Deep In You Love Du Hit:
Move Mania Sash! feat. Shannon: If You Buy This
Record (Your Life Will Be Better) The Tamperer Ltd:
Hoop: Big World Erina: Love Like This Faith
Evans: On Top Of The World DJ Supercat: No Regrets
Robbie Williams: Best Friend's Girl Courtney: There
Goes The Neighborhood Cheryl Crow: I Love The Way
You Love Me Boyzone: Heartbeat/Tragedy Steps

AMERICAN CHARTWATCH

by ALAN JONES

With more than 16m copies of Jagged
Little Pill sold in America, the industry
progress for Alanis Morissette's
follow-up was sky-high, with the more
optimistic forecasters suggesting it could sell
800,000 or even a million in its first week.
Well, the figures are in, and though it duly
debuted at number one, it fell far short of
expectation. Its introductory tally of 422,000
is, however, the highest first-week score for
an album by a woman since SoundScan
started compiling accurate sales data in
1991, beating the 422,000 mark set by
Lauryn Hill earlier this year. U2's The Best Of
1980-1990 & The R-Sides was a worthy but
distant runner-up to Morissette, selling
237,000 copies. With Celine Dion's
seasonal album There Are Special Times
new at four, the urban Belly soundtrack in at
five and hard-core rapstress M.I.A. x surfacing
at number seven with Mama Drama, half of
the top 10 is new.

Phill Collins' Hits The Album holds at number
28 and leads the brick pack, closely followed
by the Rolling Stones' No Security, which
debuts at number 34. The Stones' sixth

charted live album, it sold 38,000 copies.
Two other albums by UK artists made their
top 100 debuts - The Masterplan by Oasis
bored at number 51, and John Lennon's
Anthology creeps in under the wire at
number 99. The Oasis album sold 31,000,
while the Lennon set found 17,000 takers -
though, as a four-CD set selling for about
\$60 (it's listed at \$72.98) it raised more
than \$1m at retail.

The Bee Gees' One Night Only sold slightly
lower and debuted at 107. With a total of 23
new entries - the biggest intake of 1998 -
several albums topped heavily, with REM's
Up sliding 3-66, Phish's Story Of The Ghost
slumping 9-65 and Black Sabbath's Reunion
reaffirming 33-70.

All Saints' self-titled debut somehow
managed to swim against the tide, and
bounced 44-40, reaching a new high on its
32nd chart appearance. The group's Never
Ever slips 17-22, but remains the star
performer among singles by UK acts, while
Five's It's The Things You Do moves 77-65
and Cleopatra's Life Ain't Easy remains
stalled at number 81.

INTERNATIONAL PROFILE: CHER

by PAUL WILLIAMS

It is difficult to imagine how Rob Dickins
could have come up with a better parting
gift to Warner than helping to turn Cher
into a fully-fledged, top-selling star.

Dickins, who leaves his post as Warner
chairman at the end of the year, initiated and
was executive producer of the UK-signed
act's Believe album, which has not only
spawned one of the UK's biggest hits of the
year, but is now building into a huge smash
across Europe and beyond.

"He's a very happy man, Mr Dickins," says
WEA's head of international Hassan
Choudhury who, just over a week ago,
completed a 16-day jaunt around Europe with
Cher, which saw her appearing on a string of
high-rating TV shows.

While TV has played an important part,
Choudhury notes it is radio which has turned
the album's title track into such a big hit.

"The record has been so passionately
embraced by radio," he says. "Its success is
plain and simply the old route of radio."

Tellingly, the video for the single has only
just been completed and will add further
strength to a campaign which currently has

the single sitting at one in Denmark, two in
Austria and Germany and three in
Switzerland.

The album, meanwhile, last week climbed
to one in Austria, ending the German chart
at nine and moved up to 16 in Spain to put it
well on course to surpassing the 800,000
global sales of Cher's last album. Her
awards tally to date on the new album
includes gold discs in Austria, Denmark and
Germany. "We are looking at possibly doing a
million albums this side of Christmas," says
Choudhury.

Cher's promotional schedule presently
has her in the States where she is
undertaking a series of high-profile TV
appearances, including David Letterman, Jay
Leno and Entertainment Tonight. Choudhury
says radio there is also beginning strongly to
support the single which is released
tomorrow (Tuesday), a week after the release
of the album.

US commitments will take her up to the
end of the year with a return to Europe in
February which will be a second, quite
possibly Strong Enough, will be released.

21 NOVEMBER 1998

The Week On Air
Average
of Weeks
in the
Top 50

Rank	Artist	Cher	Label	WMA	2427	+3	89.44	+2
1	BELIEVE							
2	SWEETEST THING	U2	Island	1756	-1	62.68	+4	
3	FALLING IN LOVE AGAIN	Eagle Eye Cherry	Polydor	1093	+39	60.41	+23	
4	OUTSIDE	George Michael	Epic	1675	-15	53.96	-21	
5	PERFECT 10	The Beautiful South	Go! Discs/Mercury	1780	-6	53.86	-22	
6	THANK U	Alanis Morisette	Maverick/Reprise	1487	+5	53.76	+14	
7	IF YOU BUY THIS RECORD	The Tamperers feat. Maya	Pepper	1275	+15	48.97	+19	
8	SO YOUNG	The Corrs	Atlantic	740	+85	47.17	+25	
9	EACH TIME	E-17	Telstar	982	+30	41.43	+30	
10	I DON'T WANT TO MISS A THING	Aerosmith	Columbia	1565	-11	38.92	-13	
11	CRUSH	Jennifer Faith	Edel	1383	-3	37.84	+1	
12	WOULD YOU...?	Touch & Go	Dave/V2	849	+3	37.82	n/c	
13	LITTLE BIT OF LOVIN'	Kele Le Roc	1st Avenue/Polydor	1259	n/c	37.56	-20	
14	THIS KISS	Faith Hill	Warner Bros.	1035	+20	37.35	+8	
15	MY FAVOURITE GAME	The Cardigans	Stockholm/Polydor	558	+7	36.82	+17	
16	JUSTIFY	M People	M People/BMG	1005	+3	35.78	n/c	
17	100% TESTAMENT	Culture Club	Virgin	865	-1	35.00	-13	
HIGHEST CLIMBER								
26	THE POWER OF GOOD-BYE	Madonna	Maverick	286	+65	32.49	+72	
19	TO THE MOON AND BACK	Savage Garden	Columbia	1156	-14	31.89	-26	
20	MUSIC SOUNDS BETTER WITH YOU	Stardust	Virgin	711	-5	29.79	-5	
21	NO REGRETS	Robbie Williams	Chrysalis	857	+48	29.69	+33	
22	I LOVE THE WAY YOU LOVE ME	Boyzone	Polydor	682	+35	28.35	-7	
23	WHAT CAN I DO	The Corrs	143/Lava/Atlantic	1158	-13	28.19	-25	
24	MILLENNIUM	Robbie Williams	Chrysalis	906	-29	28.09	-16	
25	WHEN YOU'RE GONE	Bryan Adams With Melanie C.	A&M/Mercury	749	+43	27.49	+42	
MOST ADDED								
26	GOODBYE	Spice Girls	Virgin	292	n/c	26.55	n/c	
27	IF YOU TOLERATE THIS...	Manic Street Preachers	Epic	740	-13	26.08	-5	
28	BLUE ANGELS	Pras	Ruffhouse/Columbia	658	-5	24.71	-3	
29	GANGSTER TRIPPIN'	Fatboy Slim	Skint	303	-26	22.86	-8	
30	THE EVERLASTING	Manic Street Preachers	Epic	308	+76	21.93	+32	
31	SIT DOWN	James	Fontana/Mercury	319	+31	21.00	+12	
32	FM YOUR ANGEL	Celine Dion & R Kelly	Epic	316	+7	20.05	+23	
33	THE BARTENDER AND THE THIEF	Stereophonics	V2	162	+59	18.89	+41	
34	IF WE TRY	Karen Ramirez	Manifesto/Mercury	311	+5	18.58	+38	
35	LOOKING FOR LOVE	Karen Ramirez	Manifesto/Mercury	662	n/c	17.88	+22	
36	DAYSLEEPER	REM	Warner Bros	425	-28	17.11	-15	
37	WHAT'S YOUR SIGN	Dee'ee	Dusted Sound/Sony	738	-32	16.55	-70	
38	MORE THAN A WOMAN	911	Virgin	578	-23	16.54	-30	
39	SAVE TONIGHT	Eagle Eye Cherry	Polydor	531	-14	16.07	-8	
40	HEARTBEAT	Steps	Jive	212	+93	15.73	+9	
41	MOVE MANIA	Sash! feat. Shannon	Multiple	309	+50	15.61	+84	
42	END OF THE LINE	Meja	Mercury	212	+83	15.25	+21	
43	ALL 'BOUT THE MONEY	Honey	Columbia	953	-22	14.95	-57	
44	IF YOU COULD READ MY MIND	Stars On 54	Tommy Boy	706	+27	14.55	+43	
45	SEARCHIN' MY SOUL	Vonda Shepard	Epic	731	-1	14.40	+3	
46	ANOTHER ONE BITES THE DUST	Wyclef/Queen/Pras & Free	Dreamworks	449	+43	14.20	+70	

RADIO ONE

Rank	Artist	Cher	Label	WMA	2427	+3	89.44	+2
1	BELIEVE							
2	WOULD YOU...?	Touch & Go (Dave/V2)						
3	BELIEVE (Cover/MS)							
4	IF YOU BUY...	The Tamperers feat. Maya (Pepper)						
5	GANGSTER TRIPPIN'	Fatboy Slim (Skint)						
6	FALLING IN LOVE AGAIN	Eagle Eye Cherry (Polydor)						
7	SWEETEST THING	U2 (Island)						
8	MY FAVOURITE GAME	The Cardigans (Stockholm/Polydor)						
9	THE BARTENDER AND THE THIEF	Stereophonics (V2)						
10	THANK U	Alanis Morisette (Maverick/Reprise)						
11	OUTSIDE	George Michael (Epic)						
12	DREAMING	Donovan (Atlantic)						
13	THE EVERLASTING	Manic Street Preachers (Epic)						
14	LITTLE BIT OF LOVIN'	Kele Le Roc (1st Avenue/Polydor)						
15	IF WE TRY	Karen Ramirez (Manifesto/Mercury)						
16	SO YOUNG	The Corrs (Atlantic)						
17	THE POWER OF GOOD-BYE	Madonna (Maverick)						
18	SIT DOWN	James (Fontana)						
19	GOODBYE	Spice Girls (Virgin)						
20	PERFECT 10	The Beautiful South (Go! Discs/Mercury)						
21	DAYDREAMIN'	Tatyana Ali (M&J/Epic)						
22	100% TESTAMENT	Culture Club (Virgin)						
23	WILD SURF	Ash (Atlantic)						
24	MUSIC SOUNDS BETTER WITH YOU	Stardust (Virgin)						
25	THERE GOES THE NEIGHBOORHOOD	Sheryl Crow (A&M/Mercury)						
26	BLUE ANGELS	Pras (Ruffhouse/Columbia)						
27	EACH TIME	E-17 (Telstar)						
28	HARD KNOCK LIFE	Jay-Z (Roc-A-Fella)						
29	I LOVE THE WAY YOU LOVE ME	Boyzone (Polydor)						
30	MILLENNIUM	Robbie Williams (Chrysalis)						
31	CRUSH	Jarvis Paak (Epic)						
32	TAKE THE LONG WAY HOME	Rachael D'Adona (Virgin)						
33	UP AND DOWN	Vengaboons (Polygram/UK)						

© Music Control UK. This table is based on total number of plays on Radio One from 06.00 on Sat 8th Nov 1998 until 24.00 on Sat 14th Nov 1998.

AT A GLANCE WEEKLY MARKET SHARES



Rank	Artist	Cher	Label	WMA	2427	+3	89.44	+2
26	GOODBYE	Spice Girls	Virgin	292	n/c	26.55	n/c	
27	IF YOU TOLERATE THIS...	Manic Street Preachers	Epic	740	-13	26.08	-5	
28	BLUE ANGELS	Pras	Ruffhouse/Columbia	658	-5	24.71	-3	
29	GANGSTER TRIPPIN'	Fatboy Slim	Skint	303	-26	22.86	-8	
30	THE EVERLASTING	Manic Street Preachers	Epic	308	+76	21.93	+32	
31	SIT DOWN	James	Fontana/Mercury	319	+31	21.00	+12	
32	FM YOUR ANGEL	Celine Dion & R Kelly	Epic	316	+7	20.05	+23	
33	THE BARTENDER AND THE THIEF	Stereophonics	V2	162	+59	18.89	+41	
34	IF WE TRY	Karen Ramirez	Manifesto/Mercury	311	+5	18.58	+38	
35	LOOKING FOR LOVE	Karen Ramirez	Manifesto/Mercury	662	n/c	17.88	+22	
36	DAYSLEEPER	REM	Warner Bros	425	-28	17.11	-15	
37	WHAT'S YOUR SIGN	Dee'ee	Dusted Sound/Sony	738	-32	16.55	-70	
38	MORE THAN A WOMAN	911	Virgin	578	-23	16.54	-30	
39	SAVE TONIGHT	Eagle Eye Cherry	Polydor	531	-14	16.07	-8	
40	HEARTBEAT	Steps	Jive	212	+93	15.73	+9	
41	MOVE MANIA	Sash! feat. Shannon	Multiple	309	+50	15.61	+84	
42	END OF THE LINE	Meja	Mercury	212	+83	15.25	+21	
43	ALL 'BOUT THE MONEY	Honey	Columbia	953	-22	14.95	-57	
44	IF YOU COULD READ MY MIND	Stars On 54	Tommy Boy	706	+27	14.55	+43	
45	SEARCHIN' MY SOUL	Vonda Shepard	Epic	731	-1	14.40	+3	
46	ANOTHER ONE BITES THE DUST	Wyclef/Queen/Pras & Free	Dreamworks	449	+43	14.20	+70	

WICKEST INCREASE IN PLAYS

Rank	Artist	Cher	Label	WMA	2427	+3	89.44	+2
41	MOVE MANIA	Sash! feat. Shannon	Multiple	309	+50	15.61	+84	
42	END OF THE LINE	Meja	Mercury	212	+83	15.25	+21	
43	ALL 'BOUT THE MONEY	Honey	Columbia	953	-22	14.95	-57	
44	IF YOU COULD READ MY MIND	Stars On 54	Tommy Boy	706	+27	14.55	+43	
45	SEARCHIN' MY SOUL	Vonda Shepard	Epic	731	-1	14.40	+3	
46	ANOTHER ONE BITES THE DUST	Wyclef/Queen/Pras & Free	Dreamworks	449	+43	14.20	+70	

BIGGEST INCREASE IN AUDIENCE

Rank	Artist	Cher	Label	WMA	2427	+3	89.44	+2
41	MOVE MANIA	Sash! feat. Shannon	Multiple	309	+50	15.61	+84	
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46	ANOTHER ONE BITES THE DUST	Wyclef/Queen/Pras & Free	Dreamworks	449	+43	14.20	+70	

© Music Control UK. Compiled from data provided by BBC, Virgin, EMI, Sony, Warner, etc. All figures are based on the week ending 14th Nov 1998. WMA = Weekly Market Share. +3 = Increase in plays. +2 = Increase in audience.

Rank	Artist	Cher	Label	WMA	2427	+3	89.44	+2
1	SO YOUNG	The Corrs (Atlantic)						
2	FALLING IN LOVE AGAIN	Eagle Eye Cherry (Polydor)						
3	GOODBYE	Spice Girls (Virgin)						
4	NO REGRETS	Robbie Williams (Chrysalis)						
5	WHEN YOU'RE GONE	Bryan Adams With Melanie C. (A&M/Mercury)						
6	EACH TIME	E-17 (Telstar)						
7	DAYDREAMIN'	Tatyana Ali (M&J/Epic)						
8	WAR OF NERVES	All Saints (London)						

TOP 10 GROWERS

Rank	Artist	Cher	Label	WMA	2427	+3	89.44	+2
1	GOODBYE	Spice Girls (Virgin)						
2	DAYDREAMIN'	Tatyana Ali (M&J/Epic)						
3	WAR OF NERVES	All Saints (London)						
4	GIRLS NIGHT OUT	Alfa (Widstar)						
5	WHEN YOU'RE GONE	Bryan Adams With Melanie C. (A&M/Mercury)						
6	HEARTBEAT	Steps (Jive)						
7	ALWAYS HAVE, ALWAYS WILL	Ace Of Base (London/19)						
8	THE POWER OF GOOD-BYE	Madonna (Maverick)						

21 november 1998

music week
AS USED BY



BBC RADIO 1



albums



1 BELIEVE

- 2 HEARTBEAT/TRAGEDY Steps
- 3 THE BARTENDER AND THE THIEF Stereophonics
- 4 IF YOU BUY THIS RECORD YOU WILL BE THE TAMPONER feat. Maya Pepper
- 5 EACH TIME E-17
- 6 WOULD YOU...? Touch And Go
- 7 SIT DOWN (REMIX) James Fontana
- 8 I DON'T WANT TO MISS A THING Aerosmith
- 9 FALLING IN LOVE AGAIN Eagle-Eye Cherry
- 10 ANOTHER ONE BITES THE DUST Queen with Michael, Ben feat. Pras, Michelle/Free Dreamworks



- 11 BLUE ANGELS Pras Ruffhouse
- 12 THE DOPE SHOW Marilyn Manson Interscope
- 13 OUTSIDE George Michael Epic
- 14 THIS KISS Faith Hill Warner Brothers
- 15 I JUST WANNA BE LOVED Culture Club Virgin
- 16 DAYDREAMIN' Tayana Ali Epic
- 17 TELL ME MA Sham Rock Jive
- 18 SWEETEST THING U2 Island
- 19 GUESS I WAS A FOOL Another Love! Northwestside

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I'm your angel



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1 LADIES & GENTLEMEN - THE BEST OF

- 2 THE BEST OF 1980-1990 & B-SIDES U2 Island
- 3 THE MASTERPLAN Oasis Creation
- 4 THE BEST OF M People M People/BMG
- 5 TALK ON CORNERS The Corrs Atlantic
- 6 I'VE BEEN EXPECTING YOU Robbie Williams Chrysalis
- 7 MODERN CLASSICS - THE GREATEST HITS Paul Weller Island
- 8 THE BEST OF 1980-1990 U2 Island
- 9 ONE NIGHT ONLY Bee Gees Polydor
- 10 SUPPOSED FORMER INFATUATION JUNKIE Alanis Morissette Manerick



- 11 QUENCH The Beautiful South Go/Discs/Mercury
- 12 HITS Phil Collins Virgin
- 13 THE BEST OF - THE STAR AND WISSAM! JaySmith Black Manazo PolyGram TV
- 14 B*WITCHED B*Witched Epic
- 15 GREATEST Duran Duran EMI
- 16 WHERE WE BELONG Boyzone Polydor
- 17 THE MOVIES Michael Ball PolyGram TV
- 18 THE VERY BEST OF Meat Loaf Virgin/Sony TV
- 19 SONGS FROM ALLY MCFEAL Vonda Sheppard Epic

FRM

21 NOVEMBER 1998



U2 are backing a label, Kitchen Recordings, which has evolved from their famed club The Kitchen in Dublin. The label was launched last week with a party at the club which was broadcast live on the internet. The label's first release is a 12-inch vinyl-only single, Rob Rowland's "Ground Zero". Rowland was nominated as the best live dance act at this year's Hot Press Awards. The label will be managed by Reggie Manuel, who says that U2 will be doing more than just providing finance for Kitchen Recordings. "Bono and the Edge have a direct role in overseeing the running of the label and will be involved in a

dave lambert in talks over am:pm role

Dave Lambert, Positiva's head of A&R, looked set to complete negotiations last week which will see him move to Island to run the former A&M dance imprint AM:PM. It is understood that he will be in place at Island for the first week of December.

AM:PM moved to Island following the closure of A&M as a standalone label earlier in the year – a move which also led to the departure of AM:PM's then label head Simon Dunmore. AM:PM has been one of the most successful major label dance imprints of the past two years, racking up huge hits with acts such as Ultra Nate and Mousse T vs Hot'n'Juicy.

When contacted by FRM, Lambert (pictured below) confirmed that he was in

negotiations with Island but refused to comment further. Lambert has been with the EMI dance imprint Positiva since its inception in 1994, helping set up the label with Nick Halkes.

Positiva has enjoyed a string of dance hits with acts such as Reel II Reel, Barbara Tucker and DJ Quicksilver. An insider says, "It's a smart move for both sides. Dave would have always played second fiddle at Positiva and AM:PM needs someone with a track record to step into Dunmore's shoes."

Another factor in the move is understood to have been Lambert's good working relationship with the US indie Strictly Rhythm from whom AM:PM's most successful artist, Ultra Nate, is licensed.

While AM:PM's future at Island is settled, there is no news as yet of what changes – if any – will take place at PolyGram's and Universal's other dance imprints following the merger of the two corporations.

selection of artists," he says. The formation of the label reflects the growth of the Irish dance scene which is now producing a new generation of producers and artists. "We feel we could no longer ignore the quality of dance music being produced in Ireland," says Manuel. "The time has come to make it accessible to the rest of the world." While Rowland's record is techno, the label will not restrict itself to any one genre. Manuel says, "The Kitchen club itself moves from techno to drum & bass to house depending on the night. We feel that we can reflect this variety of styles in the label using the overriding guide of quality dance music." Kitchen Recordings' website can be found at www.the-kitchen.com.

inside:

[2] SEVEN DAYS IN DANCE: ANDY HORSFIELD & JAMES TODD reveal what caught their attention this week

[3] RADIO: The Top 40 Dance Airplay countdown; PETE YONG'S playlist

[4-6] HOT VINYL: all the tunes of the week, the latest reviews and DJ Tips

[7] JOCK ON HIS BOX: DJ HARRI



buzz chart	CLUB:	'BAD GIRLS'/I LIKE: Juliet Roberts (Delirious)	p8
number	URBAN:	'HARD KNOCK LIFE' Jay-Z (Northwestside)	p8
ones	POP:	'SHE WANTS YOU' Britte (Innocent)	p7
	COOL CUTS:	'BURNIN' Cevin Fisher (Subversive)	p8



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18 20	PRAY Tina Turner	19 21	THANK U Ala	22 24	GIRLFRIEND I	23 25	LITTLE BIT OF HOME ALON	24 26	MY FAVOURIT	25 27	LA Marc Et C	26 28	ALL I NEED A	27 30	ROLLERCOAS	28 31	STRAIGHT FR	29 32	GANGSTER	30 33	SEX ON THE	31 34	NO MATTER	32 35	MUSIC SOU	33 36	BRAND NEW	34 37	TESTIFY M P	35 38	REPEATED L	36 39	ALL I WANT	37 40	LOVE LIKE T
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98

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3 beat ends deal with northwside

The split was amicable and comes after 3 Beat supplied Northwestside with a number of minor chart hits from artists such as Isha D, Powerhouse and CLS. 3 Beat first worked with Northwestside directors Christian Tattersfield and Nick Raphael while they were at *After*, which licensed Lisa Marie Experience's Top 10 hit 'Keep On Pumpin'' from the Liverpool indie in 1995. However, the deal with Northwestside failed to result in a hit of the same proportions.

Michelle Woolf, 3 Beat's label manager, says, "The split is totally amicable and is a joint decision between ourselves and Northwestside. 3 Beat feels that with the way the music industry is at the moment we'd like to go back to our roots and be an independent company."

Meanwhile, Northwestside has been concentrating recently on its album artists such as Jay-Z and Another Level.

3 Beat's first independent releases will be New Atlantic's 'I Know' and Triple S's 'Whoomp'. The label will also be doing a compilation with Liverpool ILR Radio City and concentrating on its subsidiary label Glow.

Leading Liverpool independent dance label 3 Beat Records and BMG imprint Northwestside have ended their three-year licensing deal.

[7 DAYS IN DANCE]

andy horsfield & james todd boxed



"Tuesday: **ANDREW ING** from the **ZOUK CLUB** in **SINGAPORE** ramp up with a update on things in the Far East. Also, talked to **DANNY TENAGLIA** in **NEW YORK** to finalise dates for the forthcoming **GLOBAL UNDERGROUND CD** he's going to do for us which should be out in **January**. Then spoke to **ALEX** who's organising the **TONY DE VIT MEMORIAL GIG** which we're involved with. Wednesday: got the last of the stock of our 'Sasha - San Francisco' **CD** to **JOHN KNIGHT** at **SRO**. Had a conference call with **RICARDO** from **THRIVE RECORDS** in **LA** and **MIKE** at **TWLO** in **NEW YORK**, about a party in late November for the release of **JOHN DIGWEDD**'s album in the US. Thursday: travelled to **DUMFEE** with **NICK WARREN** for a **Global Underground club tour** date. Nick played a blinder and we overdid it with the liquid 'Rock Star'. Friday: woke up with a hangover. Drove to **NOTTINGHAM** and heard **PETE YONG** play **PINK BOMB**'s 'AfterShock' on **QUAD**, our singles label. Arrived at **THE DOMS** in **NOTTINGHAM** for a **SASHA** tour date. He signed posters while we gave away **CDs**. Saturday: did some clothes shopping in **Nottingham** then we left for **LIVERPOOL** where Sasha was playing at **CREAM**. A guy offered us £50 for a **Sasha CD** but we'd given our supplies away to young ladies by then. Sunday: home to **NEWCASTLE**. Mucked around in the studio and then went to the pub. Monday: Organised competitions with **LOUISE DEAR** for **DANNY RAMPLIN**'s show. Finalised deal for supply music from our Quad label to software house **EUTECHNIX** for their Playstation game 'Max Power'. Then in the studio to finish the next **FORTH** single for our **CODED** label."

pure plastic. worthing.

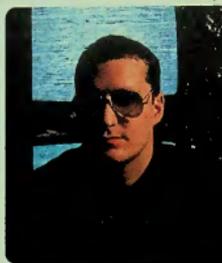
1MY, tel/fax: 01503 200515

Pure Plastic is Worthing's only specialist vinyl store, specialising in underground dance. "We tend to steer clear of the more mainstream dance labels, going really leftfield so that DJs can't find something a bit more interesting," says co-owner Russell Steiner, who runs the shop with partner Leo Sicilia.

The best-selling dance genre at Pure Plastic is hard house and trance, and the shop has also started doing well with French disco house. "We tend to sell a lot of trance on import, from Dutch labels like Contour and Botzal, German label Dos Or Die and UK stuff on Additive," says Steiner. "We run a promo night, Sittin' Pretty, once a month at the O. Club playing uplifter hard house and trance, and people come in and buy the stuff they hear us play."

"Tracks doing well at the moment include French tubes 'Drop The Bomb' by **SUPERFUNK** on **Fiat Lux** and 'Give Me Some Love' by **WIGWAM** on **Nu Tone**, and on the trance side 'Eden' by **HORN GATE** on **Additive** and 'Solar Flare' by **MERIDIAN** on **Orient Martin** are current best sellers."

Pure Plastic recently increased its titanium booth to four and has expanded its range of merchandising to include record boxes, bags and styl.



Former Grid member Richard Norris (pictured) has joined Creation's dance label Eruption to act as A&R consultant. The role came about following a meeting several weeks ago with Creation boss Alan McCre, who used to manage The Grid in 1990. "I have been friends with Richard for 10 years," he says. "I want Eruption to take chances and put out challenging leftfield records, and I think Richard can help us do this."

Norris is justifiably excited about his role to raise the profile of the label. "My aim is to sign a lot of good quality dance music, regardless of genre," he says. "I've already got lots of projects in the pipeline ranging from pumping house through to a whole cross-section of styles, and we're hoping to see the first releases by early spring next year."

Among these are an American breakbeat DJ - someone Norris describes as a "young genius" who has been making him soundtracks and some New York-style four-to-the-floor house music. "Basically I know loads of musicians, both here and in New York, and I also have a few scouts looking out for things in New York," says Norris. "I do have a strong link with New York, but the music can come from anywhere."

Since The Grid disbanded, Norris has been working with numerous bands including *Elastic*, doing remixes and working with his new band, *Gold Star*, who will be releasing material on a major label in the New Year.

Norris, who can be contacted on 0421 550 870 or 0171-460 0050, joins Kris Needs, who will continue as an A&R consultant as well as running the label's club nights. The next Eruption party is on November 27 at 333 Old Street, London, and will feature Barry Ashworth, Irvine Welsh, Agent Dan and DAVE the Drummer.

[LABEL] [FOCUS]

KONTRABAND

Basement B1, 9 Hoxton Square, London N1 6NU, tel: 0171-739 0068, fax 0171 729 0823, e-mail: tracey@kontraband.co.uk

HISTORY:

Kontraband has established itself as a

credible independent dance label since being set up by Tracy Gunfille, former A&R manager with Dr Bob Jones' Black On Black label, just over a year ago. Being headquartered in Hoxton Square, epicentre of London's current creative hotbed, certainly helps, as has Gunfille's commitment to supporting new and established artists with a twist to their repertoire, encouraging them to play live and release albums.

Gunfille's anti-pigeon-holing philosophy has resulted in a roster which defies definition. New acts to be launched by the label include the Alpha Pussycats with their new disco beats, trust-fucksters Big Hair,

funkadelic outfit The White Rabbit and beat-based El Barrilo, while established artists such as Rocky & Diesel, Crispin J Glover and Ben Chapman have all released or remixed for Kontraband. A milestone release for the label was its fourth offering, Bronx Dogs' 'Tribute To Jazzy Jay', released to dancefloor acclaim in February.

SPECIALIST AREAS:

High-grade house with hip hop sensibilities and genre busting 'beach beat' artists:

The Alpha Pussycats, The White Rabbit, Big Hair, El Barrilo, Rocky & Diesel, Ben Chapman (aka Bill, Ben &

Baggio/Hal 9000/Freewheelin' Franklin/Ramshack), Nikel

LAST THREE RELEASES:

'10 Seconds Silence' The White Rabbit; 'Move Grooves/Out Of Space' Rocky & Diesel; 'Beat-nik d'EP' Various

COMING UP:

Kontraband's debut album 'Beat-nik d' featuring Kontraband's roster: 'The Show' Big Hair with Terry Francis

RETAILER'S VIEW:

"Good to see an independent label pushing forward new and established talent in London via a constant string of releases with their own concept and style in mind" - Pete Herbert, Atlas Records, London

1 BELIEV
Cher

2 HEARTBEAT/R

3 THE BARTENDI

4 IF YOU BUY THIS REK

5 EACH TIME E-1

6 WOULD YOU...?

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19 GUESS I WAS

[BEATS & PIECES]

Remember where you heard it first. A major dance indie is being very proactive in its attempts to lure an established dance A&R person over the River Thames to bolster its staff. The current uncertainty in the majors is pushing a number of high-profile A&Rs weighing up the benefits of a Bankside line tube pass... It was with great sadness that we learned of the death of DJ **OM BOUTHER** who

was a regular on the mid-Winlaties house scene alongside brother Jerry playing at clubs such as the Velvet Underground, Golden, Miss Money Penny's, the Lakota and Malibu Stacey. Having moved to New York a short time ago, it appears that 27-year-old Bouthier took his own life. A memorial service will be held in Paris shortly. Messages of condolence can be faxed to the Bouthier family on 00 331 45 46 28 99... **SAINTED FR**, who had promotion for acts such as Air, Daft Punk, the Freshies!ers and Massive Attack, have moved and can now be found at The

Workplace, 105 Ludbrook Grove, London W11 1PG, tel: 0171-616 8410, fax: 0171-616 8411... The full release of **CLOCK**'s version of 'Blame It On The Boogie' will have many DJs turning crimson when they realise just exactly which act is responsible for that white label they've been playing. An anonymous 'bootleg' mix was sent out of the track featuring a dub followed by a full **CLOCK** promo featuring that mix and more commercial ones bearing the name **CLOCK**. Surprise, surprise the **CLOCK** promo was roundly ignored while the bootleg met praise...

on the airwaves

(by caroline moss)



Two significant things define this week's Dance Airplay 40. The first is the highest amount of new entries for some weeks; the second is a new number one, **PRAS**' 'Blue Angels', which has displaced **STARBUST** after a record-breaking 11 weeks at the top. Strangely enough, 'Music Sounds Better...' was the only tune strong enough to push **PRAS**'s Ghetto Supastar off pole position back in August, where it had spent five weeks, previously a very respectable reign at the top before French house started setting new records.

Highest of the seven new entries is **LOVESTATION**'s 'Sensuality' on Fresh, in at 21 and being championed by Galaxy 101 in Bristol, Galaxy 102 in Manchester, Choice Birmingham and Vibe FM. Also new this week are **BLACKSMITH & MYA**'s 'Take Me There' at 28, **TATYANA ALI**'s 'Daydreamin' at 30; **EN VOGUE**'s 'Hold On', back with Tuff Jam remixes, at 31;

RUFF DRIVER vs **ARROLA**'s 'Dreaming' at 35; **SASH!** FEAT. **SHANNON**'s 'Move Mania' at 37; and **R KELLY** FEAT. **KEITH MURRAY**'s 'Home Alone' at 38. Also back in at 24 is **WYOLETTEQUEEN**'s 'Another One Bites The Dust'.

Kiss FM has launched its third annual Kiss 100 House Challenge to raise money for homeless young people. This year the station and Centropoint have joined forces with Sainsbury's, asking Londoners to donate old clothes by depositing them in transit vans in selected Sainsbury's car parks. Last year's House Challenge raised more than £150,000 for Centropoint's hostels, and this year the aim is to exceed this amount. 'Homelessness is a serious issue in London, especially among young people,' says Kiss 100 marketing manager Neil Russell. 'The last few years of the Kiss 100 House Challenge have proved that our listeners care enough to do something about it.' The House Challenge runs until after Christmas.

pete tong playlist



'SATISFACTION SKANK' (Unknown [white label]) • 'BAD GIES!' (Joni Roberts [Dedicated]) • 'PLAYING WITH MY MIND' (House of Glass [Azuli]) • 'BUENA VISTA' (Inner City [white label]) • 'IT'S NOT RIGHT, BUT IT'S OKAY' (Whitney Houston [Arista]) • 'WHAT YOU WON'T DO FOR LOVE' (Goldie [Metalheads]) • 'NORAMA OF ANGELS' (Santill [Mugpa]) • 'BURNING UP' (Cevin Fisher [Subversive]) • 'ON & ON' (Hurricane [white label]) • 'WHAT IS LOVE' (Soundscapers [Pimpin]) • 'WALK LIKE A PANTHER' (All Seeing Eye [white label]) • 'WONDERFUL PERSON' (Black Masses [Tom Tom]) • 'ALARM CALL' (Alan Braxe [MOO] Björk [One Little Indian]) • 'BIG LOVE' (Pete Heller [Junior Boys Own]) • '9A-10-HI-NE' (The Tribe [ZYX]) • 'LOVE STIMULATION' (Hummus [Danzon]) • 'CRAZY' (Lucky [Delirious]) • 'HAZE' (Loop Loops [Kantelone]) • 'RED ALERT' (Bassment Jaxx [African Jaxx]) • 'CANDYMAN (ROB SWIFT MIX)' (Carneshop [Wajaj]) • 'ON! LOVE' (Bob Sincir [Tolow]) • 'GOOD SHOT' (Honds Burn [white label]) • 'OUT OF THE BLUE' (Unknown [white label]) • 'CUTSISO BLOOST MIX' (Ed Rush, Optical & Fiera [Photoplay]) • 'TRIGGER' (The Assassin [Vicious Vinyl]) • 'TEELS GOOD' (Disco Dust [Soulforce]) • 'YOU SHOULD BE...' (Blotchier [Ministry of Sound]) • 'WHISPER' (Roy Rec feat. D.C. [50+ 'N' sides]) • 'PSYCHIC BOUNTY KILLER' (Armond Non Holden [Hif]) • 'MADONN ON UP' (M People [BMG]) • 'NEVER GET OUT OF THE BOAT' (The Aardial [white label]) • 'HOT MY KOB' (BESSA: 'VOICES' Desert [Glow]) • 'UNKNOWN' (Do Foot [Hif]) • 'UNKNOWN' (Quadrant [white label]) • 'I KNOW' (Unknown [white label]) • 'MANTRA' (Cokeo [Hif]) • 'BUSTIN' (Love) (Young MC vs SW6 [SW6]) • 'DISCO BABES FROM OUTER SPACE' (Babe Instinct [Positiva])

AS FEATURED ON RADIO ONE'S THE ESSENTIAL SELECTION WITH PETE TONG ON FRIDAY 13 NOVEMBER (10PM-9PM)

danceairplayforty

THE NEW RELEASES

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
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hot vinyl

(on the decks: brad beatnik,
andy beavers,ronnie herel,
james hyman,danny mcmillan,
jeremy newall (release the groove!))

TUNE OF THE WEEK



RAE & CHRISTIAN 'SPELLBOUND' (GRAND CENTRAL) (SOUL)

After the recent spate of magazine front covers and a frenzy of media hype, this standout single from the Mancunian-based production team clearly shows why the attention is justified: the Northern-based production team have written a decent song which actually has melody. Complementing a flowing flute and the subsequent Herbie Laws 'Trying To Get That Feeling Again' sample are Veba's vocals, particularly the plaintive 'You got me, you got me...so hooked upon your love'. Aim's remix of 'Anything U Want' features samples from the Alkaholiks' 'Next Level' and Cold Blood's 'I Love You More Than You'll Ever Know' and guest raps from Q-Ball and Curt Cazal. ●●●●● JH

SHIRO FEAT. LORD TARIQ 'GOOD LOVE' (NOO TRYBE US PROMO) (R&B)

The previous single 'I Like' (taken from the 'Caught Up' OST and featuring MC Lyte) never saw an official release, so lets hope this gets the exposure it deserves as it's an awesome piece of wax. Containing chopped-up elements of Kool & The Gang's mellow classic 'Summer Madness', the track is as juicy as it gets. Lord Tariq rhymes on a single verse to enhance impact. But ultimately it is Shiro's gorgeous vocal tones that shine through and touch the soul on this super-smooth groove. Watch out for her forthcoming album 'Life Goes On'. ●●●●● RH

BILLIE 'SHE WANTS YOU' (INNOCENT) (HOUSE)

In similar commercial vein to the Morales mixes of Mariah Carey, Erick Morillo transforms a blatant pop track into a club cut with his chunky and funky cowbell-linking mix that comes with a full vocal mix and a 'Subliminal' dub. Meanwhile, Cevin Fisher delivers a darker house sound and Sharp's mix is swooshing synth-washing dirty disco. ●●●●● JH

BRENDA DURMANN 'LOVE IS ALL AROUND' (PRELUDE) (GARAGE)

The pioneering dance label of the Seventies and Eighties is back with another double-pack. An extremely catchy song with strong crossover possibilities is given a classy production from ex-Ten City member Byron Burke. Complete with a jazz instrumental, a deeper dub and a rave mix, this is pop dance at its finest. With hooks that stay with you for days, this is crying out for your attention. ●●●●● JN

D'ANGELO 'DEVIL'S PIE' (VIRGIN US PROMO) (R&B)

D'Angelo plus DJ Premier equals phatness beyond belief. This is an equation not to be messed with, as featured on the absolutely brilliant 'Belly' OST and also D'Angelo's forthcoming 'Voodoo' album. 'Devil's Pie' is raw as far as musical content goes, consisting of only breakbeats, a cycled bassline, sound effects and mad Primo scratches, but it works like a dream



D'ANGELO

and D'Angelo's Prince-style, super-chilled vocals ride that groove neatly, making the album a more mouthwatering prospect than sucking an Opal Fruit! Bad tune. ●●●●● RH

SOUL HOOLIGAN 'SWEET PEA' (FRESKANOVA) (BEATS)

Following furiously in the footsteps of label-mates Freestylers are Soul Hooligan who, apart from remixing the former's latest single, deliver the perfect complement to 'Rockefeller Skank' with a similar 'Ready Steady Go' 'twangy Sixties feel. 'Mohawk'/'Champ' stabs and a singing 'Sweet Pea' hook punctuate the seven-inch mix whereas the Plump DJ's mix is raver breakfast. Bonus track 'Ride The Pony' is another gem with its frantic pace and 'The beat kicks then I start rockin'' sample. ●●●●● JH

ADAM F 'BRAND NEW FUNK' (V RECORDINGS) (DRUM & BASS)

Moonlighting from his major label deal, Adam F contributes this track to the forthcoming 'Planet V' album - and a stormer it is too. A monstrous bassline, swaying synths and dramatic keyboard stabs are deftly blended to create a track worthy of its title. The accompanying DJ Sum mix cleverly cuts up the bass and keyboards while adding tougher beats. ●●●●● BB

ATMOSFEAR 'DANCING IN OUTER SPACE' (DISORIENT) (HOUSE)

This latest release in the Atmosfear remixing project brings things full circle, with the London group's 1979 classic getting the treatment from fellow dub disco pioneer François Kervorjian. The end result does not quite live up to the sum of its parts (or last year's 'MAM' remixes for that matter). However, the combination of crisp kinetics disco beats with those familiar horn riffs is still a certified winner, while the flip's 'Spaced Out' dubs things up in homage to the original trippy B-side 'Outer Space'. ●●●●● AB

IAN POOLEY 'WHAT'S YOUR NUMBER' (V2) (HOUSE)

In its original mix this is a submerged breakfast late-night affair, reminiscent of Underground Solution's 'Luv Dancin'. Bob Sinclair's Paradise Mix overlays a "And for my next number" hook and a 'World of music' sample over a Hamilton Bohannon-ish bouncy disco mood. Jazzanova's mix is choppy, using the female 'Things change...call me' sample and Swag FM also offer a take. ●●●●● JH

THORNETTA 'SHOULD DA BEEN U' (SOMA) (GARAGE)

The debut release from Thornetta is a funky affair produced by Scott Grooves. This cover of Gwen Guthrie's Eighties classic is given enough snap, tickle and pop to send it hurtling onto today's cassettefests. A raw filtered dub mix from man of the moment Eddie Amador, and a deep and smooth rendition from Detroit techno dude Alton Miller, help make this a worthwhile purchase. ●●●●● JN

INTERFEARANCE 'ALL DAY' (ELECTRONICALLY ENHANCED) (HOUSE)

This is a major leap forward for Interfearance, retaining their inventiveness but considerably increasing their dancefloor appeal. 'All Day' builds strangely, but once it hits its stride after the quiet breakdown there is no stopping its warped disco charge. The flip's 'All Night' is an off-kilter take using the same guitar theme in reverse and a 7/8 time signature that is a nightmare to mix but is worth the effort. ●●●●● AB

SI BEGG/11 PEOPLE 'B BOY OF TOMORROW'/'STRAWHEAD' (HYDROGEN DUKEBOX) (BREAKBEAT)

These two tracks have been lifted from the forthcoming 'Track Further Funk' compilation that is due soon on Hydrogen Dukebox. Si Begg offers a quirky mid-tempo hip hop instrumental with crazy sample licks and tough raw-edged beats. Meanwhile, electro masters 11 People weigh in with their frazzled number to date, mixing old school jazz-funk licks and smooth-flowing rhythms. Just what the doctor ordered. ●●●●● DM

SCOTT GROOVES 'MOTHERSHIP RE-CONNECTION' (SOMA) (HOUSE)

Scott Grooves' choice of covers and samples may lack originality, but you cannot deny their

21 november 1998

THE OFFICIAL CHARTS

21 november 1998



1 1 BELIEV Cher

2 HEARTBEAT/

3 THE BARTEN

4 IF YOU BUY THIS RE

5 EACH TIME E

6 WOULD YOU.

7 SIT DOWN (RI

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the **TOP 50** [upfront house]

(copyright by stan jones from a sample of more than 800 releases - fax: 0171-931 2361)

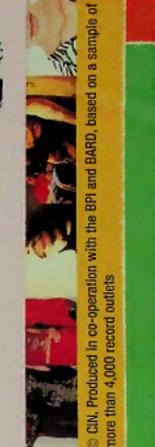
THE LW	Wks	Artist	Label
1	2	BAD GIRLS (FUNK FORCE MIXES) LIKE POWER II MOVE MIXES Juliet Roberts	Delirious
2	5	SHE WANTS YOU (ERICK MORILLLO/DEVIN FISHER/SHPARV) Billie	Innocent
3	NEW	YOU SHOULD BE... (BLOOMSTER) Blaster	Sound Of Ministry
4	3	SENSE OF DANGER (FLORY PRIGASANT/STACY STEPHEN MANDRAK/PEPE BRADDOCK MIXES) Presence featuring Shara Nelson	Pagan
5	NEW	DA-FORCE (ALAN THOMPSON/SKARV/SHPARV) PKIXES Bedlam	Playola
6	18	GETTING AWAY WITH IT (ROLL MIXES) The Egg	Indochino
7	2	FUNKY LOVE (MATT DAREY/TROUSER ENTHUSIASTS/SFPREAD/LOVE MIXES) Kavana	Virgin
8	NEW	GONNA MAKE YA MOVE (DON'T STOP) (SCORCRO/DONKIN/MIXES) Pink	Activ
9	NEW	TO THE LEFT (JONESSE MIXES) Bake Williams	Cleveland City
10	3	NEVER LOST HIS HARDCORE (SHARPIE/DONKIN/HEADZ/FLOOR/PLAY MIXES) NRG	Banana
11	24	DOWN ON THE STREET (FROM 'THUMB MIXES') Jim	Polystar
12	17	THE ROOM (RADICAL PLAZA/ZOT/BEARD BOYDING/AUGER/FLY DRIVER MIXES) Radical Playaz	Qub
13	8	GONNA LOSE MY LOVE (SUNDANCE MIXES) Overground Wave	Perfecto
14	5	PLEASURE '98 (MARC ANDREWS/D'AVO BOP MIXES) Marc Andrews	Positiva
15	2	DISCO BABES FROM OUTER SPACE (LANGCHOU CHOO VS PMA/H-HEADZ/BURGER QUE/ORIGINAL MIXES) Babe Instinct	Fluff
16	12	FUNKY GROOVE (RHYTHM MASTERS/GROOVE JULES MIXES) Unity DJs	Manifesto
17	NEW	CLAP YOUR HANDS (BULLETPROOF/RADD MIXES) Kadce	Neo
18	15	DREAMING (PUT DRIVER/ZANCE MIXES) Put Driver presents Armia	Infemo
19	14	MADNESS THIS (BREAM/COCKSHARK/TANK/FUNK FORCE MIXES) Leliani	ZTT
20	25	TOUT EST BLEU (FRANCOIS KERVORIAN/TABOY/OMID NOURZEGH MIXES) Ame Strong	Airlight
21	NEW	POWER WOMAN (VENGA BOYS/LUBBER/HES MIXES) Mark Van Dale with Enrico	Club Tools
22	32	MIAMI (JASON NEVINS MIXES) Will Smith	Columbia
23	30	VENUS - SUNSHINE PEOPLE (DJ GREGORY/MOUSSE T MIXES) Cheek	Barycia/ffr
24	37	I FEEL GOOD THESE FOR YOU (ALAN BRUCE/ALAN VICTORLESS SCUL MASON MIXES) Daddy's Favourite	Ga.Beat
25	51	IF YOU COULD READ MY MIND (HEX HECTOR/STEVE 'SLIK' HURLEY MIXES) Stars On 54	Tommy Boy
26	10	POLYVERTURE (ORIGINAL/VO/TOMRAT MIXES) Niels Van Gogh	Kosm'Logic
27	26	TAKE THE LONG WAY HOME (ROLLO & SISTER BUSTE/IG/GRANT NELSON MIXES) Fallthies	Cherry
28	32	FRIDAY NIGHT (K-LASS/PRIAT N' PHANUKYU/UPPER GISTE/MORLY MIXES) Phat N' Phunxy present Rozalia	Riviera
29	34	WHAT'S YOUR NAME (BOB SINCLAIR/JAZZANOVA/FUNK FM MIXES) Ian Peasey	V2
30	3	BODYGUARD (YOU CAN CALL ME AL) (BOOKER T/SWINGHILL & MY MIXES) Chast	Charm/Star
31	16	EVERY TIME (FUNK FORCE/SUNSHINE/SOLID GROOVER/GEX MIXES) E-77	Telar
32	47	BIG WORLD Emilia	Rodes/Universal
33	27	U TOOK MY LOVE (SPIRITUAL MASTERS/DEVO FINGERS/JONESSE MIXES) Spiritual Masters	Head Recordings
34	33	SUNSHINE (DEVIN FISHER/RUBIN PHIBERVS NORTH MIXES) Cevlin Fisher presents The Dream featuring Kenard	Twisted UK
35	25	MOVE MANIA (SASH/JOHN & NORMAN MIXES) Sash! featuring Shannon	Multiply
36	52	INSATIABLE (OCEANIC/CHADERS/BEA'S/SLIMP/MONIC MIXES) Oceanic	Oceanic Productions
37	31	I WANT YOUR LOVIN' (ADG/SCOTT B MIXES) Adams & Gex featuring Wan Dickey	Bummer
38	43	3 FIRE Mankey	Slamm/Pioneer
39	46	SENSUALITY (LOVESTATION/FLAVA 2 FLAVOUR/FLOR FUNK MIXES) Lovestation	Fresh
40	56	UP ON THE ROCKS VOLUME 2 Thomas Bangalter	Roulé (Import)
41	16	IF YOU BUY THIS RECORD YOUR LIFE WILL BE BETTER (SHARPOPE/SMUGLAGZ/ORIGINAL MIXES) The Tempester featuring Maya	Pepper
42	NEW	THE ATM Chris Co	Estel
43	NEW	HIGHER LOVE Brian Chambers	Kid Zap
44	46	JOY IS FREE (NY/TROUSER ENTHUSIASTS MIXES) Dive	WEA
45	33	DARIN COULD WAY O' LOVING (HARVEY/ORIGINAL MIXES) Super Collider	Knob
46	25	FOREVER Next Generation	Slamm/Pioneer
47	52	IT FEELS SO GOOD (SOWIGUES/SONIQUE VS. COMMIE MIXES) Sonique	Serious
48	53	DEEP HOUSE (JUTTY DUB/PALJ KINGZ/2P STAGE/PLUCE WAYNE MIXES) Triple J	Southeast
49	44	RIGHT HERE RIGHT NOW (INDUSTRI STANDARD/INDICAL RISKER/EGGEMIE B MIXES) Fierce	Wildster
50	54	YOU DON'T KNOW (M.A.S./LONDON CONNECTION/EMVELOVED MIXES) Mass Syndicate featuring Sa Sa Bobien	ffr
51	36	THE ROOF IS ON FIRE (STRETCH & VERNLOW FANFUS/WESTBAM/UNITY DUBS MIXES) Westbam	Logic/Low Spirit
52	59	EURODISCO (MICHAEL KILKIE/JASON SAMPUR & BOB KRASHAAR/PETE GLEADALL MIXES) Bis	Wijaia
53	27	ALRIGHT (HEX HECTOR/CLUB 69/LIQUID GROOVE MIXES) Club 69 featuring Suzanne Palmer	Twisted UK
54	59	PLAYIN' WITH MY MIND House Of Glass	Azuli
55	49	TOUCH IT Monthal	Universal

[commentary]

by alan jones

No change at the top of the chart, with **JULIET ROBERTS** fending off a formidable challenge from both **BILLIE**, who moves 5-2 with 'She Wants You', and **BLOOSTER**, aka DJ Brandon Block, who celebrates his number 27 position in *DJ* magazine's ranking of the world's Top 100 DJs by debuting at number three with 'You Should Be...'. As mentioned last week, **Juliet Roberts** has had an unprecedented seven number ones - but none of them has registered the level of support that 'Bad Girls' I Like' have this week - and she really needed all that support, because **Billie** and **Blooster** register greater DJ action than any of this year's previous number two and three hits. **Billie** would have been number one every week since 20 June with the support she has this week. She is also number one on the Pop Tip chart, and her overall support is higher than for any other record this week.

Incidentally, I did Billie a disservice last week when I suggested 'She Wants You' was her first club hit - 'Because We Want To' had an upfront chart peak of 23. I may, thanks to Tail Paul's mixes. And more apologies are due to **OCEANIC**, whose 'Insatiable' jumps 51-41 upfront and 22-10 Pop Tip this week - I inadvertently credited the record to All Around The World last week. In fact, the track - a remix of their 1991 number three hit - is available for licensing through Oceanic Productions on 0151-709 8811. Aside from the **Blooster** single - a **Bea Gees** remake discussed more fully in the Pop Tip commentary - the only other new entry in the Top 10 also revisits the golden era of disco - it's 'Da Force', **BEDLAM's** re-vamp of the Real Thing hit 'Can You Feel The Force', which has been the subject of at least four previous revivals in recent years, though none has fared quite as well as the **Bedlam** version. As with the **Blooster** single, it's a DJ who is behind the record, in this case **Trade's Alan Thompson**... If it seems that old retailers are hanging on better than normal this week, it's not just an illusion - this week's chart turnover is down to its second lowest level of the year, with the lead-in required for club promotion meaning that most of the new records mailed in the past week or two are scheduled for release at the end of this year, or at the start of 1999, which explains their scarcity.



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98

Specialist radio
DJ Mix
4-track mix
4-track mix

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effectiveness. This follow-up to Grooves' Lonnie Liston Smith cover 'Expansions' uses chunks of live Funkadelic and Parliament recordings to generate some very funky four-to-the-floor fun. The **Dat Punk** remix has been rocking the nation with its electro-fied intro, mad breakdowns and bumping

boomie main theme. On the second half of the double-pack promo, **Slam** takes things deeper with a couple of cool tech-house treatments, while **Funk D'Void** rounds off the essential package by layering choice cut-and-paste vocals over some well-filtered funk ●●●●

BEST OF THE ALBUMS

VARIOUS 'DEEPER SHADES OF HOJO VOL. 2' (HOJO CHOONS) (HOUSE)
Having released some of the year's best Euro-techno tracks, such as Greece's 2000's 'Three Drivers', Germany's 529's 'Cable Del Mar' and CMT's 'Dream Universe', this double CD not only contains those fine moments but also tracks by acts such as Medway, Mira, Paragladers and Lustral. Lee Burridge mixes the second CD, which professes to be "deeper breaks" - who am I to argue? ●●●● **JH**

mind, and their sound should appeal to both the big beat and the nu skool camps. Highlights include the album opener 'Cause & Effect', 'Max Fiasco' and the electroic beast 'Submission'. ●●●● **DM**

TERMINAL HEAD 'LAST ORDERS...START THE REVOLUTION' (PUSH) (BREAKBEAT)
The Terminal Head boys release their debut album with a full-on revolution in

VARIOUS 'ELVIS NEVER MEANT SHIT TO ME' (FILTER) (ALTERNATIVE)
Whether it's the sullenly submerged house sounds of DJ O's 'The End Of The Beginning', Sunship's squelchy speed garage-styled 'Try Me Out', the freestyle jam from Trailermen or Kid Loco's deep drum & bass 'Crazy Loid' offering, this compilation fuses styles, showing just how progressive the past two years have been for the Dorado offshoot. ●●●● **JH**

19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40

THANK U 4 ALL
PERK UP
IF WE TRY K
GIRLFRIEND
LITTLE BIT OF
HOME ALON
MY FAVOUR
LA Marc ETC
ALL I NEED A
ROLLERCOAS

STRAIGHT FR
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the **ALBAN CHART**

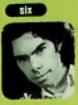
Pos	Wk	Title	Artist
1	5	HARD KNOCK LIFE	Jay-Z
2	8	LOVE LIKE THIS	Faith Evans
3	1	HOME ALONE/DEPENDN' MONEY/ZEKLY THE LOOT CAN MAKE ME HAPPY	R Kelly
4	3	LOVE ME	112 featuring Miss Blackout
5	13	TAKE ME THERE	Maniah
6	4	TOUGH IT	Spankz
7	6	TIME TO MOVE ON	Rak & Christian
8	19	SPELLBOUND	Solo
9	5	TOUCH ME	Pineho One
10	7	DON' QUR THING	JD featuring Maniah Carey
11	7	SWEETHEART	Beverly Knight
12	11	SISTA SISTA	and Tyte featuring Gina Thompson
13	14	IT'S ALL YOURS	E-17
14	3	EACH TIME	Gerald Levert
15	26	THINKING ABOUT IT	Another Level
16	17	GUESS I WAS A FOOL	Kelly Price
17	8	FRIEND OF MINE	Ova Hill featuring Releman
18	9	HOW DEEP IS YOUR LOVE	Nine Years
19	12	LONELINESS IS GONE	Total featuring Missy 'Madamee' Elliott
20	10	TRIPPIN'	Layrnn Hill
21	23	DOD WUP	Prax
22	20	BLUE ANGELS	Pete Rick
23	3	TRUMASTER	Quavo/Wydel Jean/Prax & Free
24	27	RODGIARD (YOU CAN CALL ME AL)	Will Smith
25	22	ANOTHER ONE BITES THE DUST	Eagle
26	29	MIAMI	Atlantic
27	21	HAPPY HOME	1st Avenue/Widcard
28	30	STRAWBERRY	Atlantic
29	24	LITTLE BIT OF FLOWN'	Atlantic
30	37	I CAN'T SEE	Arctic
31	28	3 DON'T LET IT GO TO YOUR HEAD	Wildster
32	31	RIGHT HERE RIGHT NOW	Gez Street/V2
33	35	4 BECAUSE I GOT IT LIKE THAT	Naio Tybe/Virgin
34	NEW	GOOD LOVE	Atlantic
35	NEW	TOP OF THE WORLD	Fancy Footworks
36	NEW	SECRETS	V2
37	NEW	BULLSHITTIN'	Atlantic
38	NEW	THE RECIPE	Priety/Virgin
39	NEW	MY LITTLE SECRET	Columbia
40	NEW	WAR & PEACE (VOLUME 1)	Priety/Virgin

[commentary]
 by Tony Iarsides

Surprise, surprise: **JAY-Z** finds himself number one with his humungous 'Hard Knock Life'.

There's precious little else going on, as things start to wind down for Christmas. **RAC & CHRISTIAN** are a welcome entry with 'Spellbound' featuring Veba (no Texas as stated last week). It's a shame not to see **MC LITE** in there with 'It's All Yours' featuring Gina Thompson... definitely one of my favourite tracks of the moment...

Another strong offering from the WEA camp is **GERALD LEVERT**'s 'Thinking About It', which moves up 11 places to 15 this week. A clever track, a good video and - if my memory serves me correctly - some nice house mixes from Blaze... Other than that, look out for **SHINGO FEATURING LORD TARIO**, new in at 34 but set to rise with 'Good Love'... Virgin is rush-releasing **TIMBALAND**'s first proper solo album in the coming weeks. Titled 'Tim's Bio: Life From Da Bassment', it features numerous guests such as Puffy and Jay-Z and is even more left-field than the stuff he does for everybody else. Particularly good are the tracks called 'Here We Come', which borrows its melody from the Spiderman theme music, and 'Can't Nobody' featuring Nicole Ray... Keeping with the leftfield, check out the new **D'ANGELO** track 'Devil's Pie' from the 'Be' soundtrack. Produced by Premier, it bodes well for D'Angelo's upcoming second album. Not in our chart but a must-have record.



the **TOP CHART**

Pos	Wk	Title	Artist
1	15	SHE WANTS YOU UP AND DOWN	Billie
2	2	TRAGEDY	Vengaboys
3	NEW	IF YOU SHOULD BE...	BioCeter
4	1	IF YOU BUY THIS RECORD YOUR LIFE WILL BE BETTER	The Tempters featuring Maya
5	1	BAD GIRLS/S LOVIN'	Julia Roberts
6	6	MIAMI	Will Smith
7	8	FUNKY LOVE	Kovana
8	3	INSOMNIA	T-Spoon
9	19	2 OUTSIDE	Oceanic
10	22	THE 70'S MOMENT MEE/DON' LET THIS MOMENT END	George Michael
11	5	IF YOU COULD READ MY MIND	Lelani
12	11	MOVIE MANIA	Shane On 54
13	NEW	POWER WOMAN	Sault featuring Shannon
14	7	SEARCHIN' MY SOUL	Mark Van Dale with Enrico
15	12	BIG BIG WORLD	Yulia Montgometry
16	4	FRIDAY NIGHT	Emilia
17	3	RODGIARD (YOU CAN CALL ME AL)	Phat N' Phunxy featuring Rozalla
18	9	NEVER LOST HIS HARDCORE	Ghost
19	16	EACH TIME	KRG
20	13	CRITICIZE ME	E-17
21	25	DO YOURSELF DIZZY!	Topo Working featuring Alexander O'Neal
22	10	SO PURE	Soraya UK
23	32	LOVE SHACK	Subotola
24	NEW	MOTOWN PARTY/ONAS PARTY/INGLE ALL THE WAY/DOON SAKITA	BSZ
25	NEW	GOTTA MOVE ON	Fat Payers
26	NEW	DA-FORCE	Pump Siders
27	NEW	BEHAVE	Bedlam
28	30	ON THE TOP OF THE WORLD	Cher
29	31	PRICKLY HEAT (OOOIE, OOOIE, OOOIE)	Diva Surprise featuring Georgia Jones
30	34	I WANT YOUR LOVE	Prickly Heat
31	18	AFTER THE RUSH	Adams & Gee featuring Owen Dickey
32	11	BLAME IT ON THE BOOGIE	Red Sky
33	NEW	LET'S START THE DANCE	Clock
34	NEW	THIS KISS	La Shama
35	NEW	OK - ALRIGHT	Faith Hill
36	NEW	CRUSH	Yoyo
37	NEW	CLAP YOUR HANDS	Bianca
38	NEW		Kadoc

[commentary]
 by alan jones

BILLIE bounces to the top of the chart this week, with 'She Wants You' enjoying a slim margin over **VENGABOYS**' 'Up And Down', which holds at two. Both records enjoy support from more than 70% of the panel, an unusually high penetration, and one which agrees well for their upcoming release. The Billie single has been serviced on no fewer than three 12-inches, though it is doubtful that the commercial release will do as well for all the reasons - Eric Mavio, Devin Fisher, Sharp, Almighty, Wayne G and Ian Levine... **STEPS** and the **BLOCCSTER** debut side by side this week at three and four with **Gez Gees** covers. The current fascination with songs written by the **Gibb** brothers reflects the similar shape of **Abba** covers a couple of years ago - though the **Abba** covers were nearly all **MURK**, while the **Gez Gees** remakes cover many different bases. In addition to the **Steps** and **Bloccster** singles, the two tracks based on **GROUSE** - **FRAS**'s 'Blue Angels' and **DOPE & SHUGGLAZ**'s 'The Word' - are bubbling under the chart - and **GLORIA ESTEFAN**, who has the chart's top highest new entry, isn't above a **Gez Gees** cover either. Her '70's Moment Meeley', which also includes tracks like 'This Time Baby' and 'Don't Leave Me This Way', includes a large chunk of 'If I Can't Have You'. It's serviced as a separate promo to 'Don't Let This Moment End', with which it debuts at number 13, on the grounds that commercially they will also be on the same record.



21
 november 1998

1 BELIEVE Cher

2 HEARTBEAT

3 THE BARTEN

4 IF YOU BUY THIS

5 EACH TIME

6 WOULD YOU

7 SIT DOWN IF

8 I DON'T WANT

9 FALLING IN

10 ANOTHER ONE BITES

11 BLUE ANGEL

12 THE DOPE SI

13 OUTSIDE Ge

14 THIS KISS Fe

15 I JUST WANT

16 DAYDREAMI

17 TELL ME MA

18 SWEETEST T

19 GUESS I WAN

20 DRAV Time

21
november
1998

THE OFFICIAL CHARTS

21
november
1998

the **COOL CUTS** [chart]



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- 1 **NEW** **BURNIN' Cevin Fisher** (With a new twist on that Loleatta Holloway vocal)
- 2 **NEW** **THE REMIXES M People** (Including mixes from Sharp, Joey Negro and Jimmy Gomez)
- 3 (1) **2 FUTURE 4 U Armand Van Helden** (Armand back on form with this hot EP)
- 4 (2) **DARKNESS Satoshi Tomiie** (Deep New York house groove with Robert Owens on vocals)
- 5 (11) **ALARM CALL Björk** (Mixes from DJ Krust, Alan Braxe, Beck and others)
- 6 (6) **RING OF SATURN Goldie** (Album-sized EP of eclectic tunes)
- 7 **NEW** **WHISPER Ray Roc feat. D.C.** (Cool garage tune with mix from Fire Island)
- 8 **NEW** **WINDS OF CHANGE Sunday Club** (Good old-fashioned progressive epic from Jersey's finest)
- 9 (10) **WATER RIDE 16B** (With mixes from Stacey Pullen and Micronauts)
- 10 **NEW** **BABY LET ME LOVE YOU FOR TONIGHT Kariya** (Hot new Junior Vasquez mixes of this club classic)
- 11 (4) **YOU SHOULD BE DANCING Blockster** (Brandon Block vs the Bee Gees)
- 12 **NEW** **GIVE IT UP Mirrorball** (Postastic club anthem with mixes from Olav Basoski and Forthright)
- 13 **NEW** **FEEL THE FORCE Disco Dust** (Mike Pomeroy-produced disco track based on The Real Thing's classic)
- 14 **NEW** **FINGERS Joi** (Asian breakbeat fusion with dub mix from Lionrock)
- 15 **NEW** **DA SHAPE OF DA 80'S Junior Sanchez** (Pumping New York house groove)
- 16 **NEW** **ANDALUCIA Amethyst** (Finely produced progressive trance)
- 17 (13) **SPELLBOUND Rae & Christian** (Their debut album's highlight track released as a single)
- 18 **NEW** **LOOK TO THE LIGHT The Prophet** (Deep house production from Nigel Hayes)
- 19 **NEW** **PULVERTURM Niels Van Gogh** (Big in Europe and set to do the business here)
- 20 **NEW** **TRIGGER The Assassin** (Top progressive track from Down Under)

Subversive

Deconstruction

frrr

INcredible

One Little Indian

frrr

Slip 'N' Slide

Stress

Eye Q

Sidewalk

Ministry Of Sound

Multiply

Soulfuri

Realworld

Narcotic

Jackpot

Grand Central

Black Jesus

Kosmo

Vicious Vinyl



A guide to the most essential new club tunes as featured on 11th's "essential selection", with new long, broadcast every Friday between 8pm and 9pm. Compiled by DJ feedback and data collected from leading DJs and the following states: city sounds (London), groove (Black), marketing (Trax), (London), eastern (Brooklyn), hard (Manchester), 2nd (Geneva), (Lagos), 3 beat (Liverpool), (Lyon), (Newark), global beat (Brooklyn), mazza (Paris), arcade (Portland), (Hyden), (London).



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(You can call me A)

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☎ 2337

1 BELIEVE Cher

2 HEARTBEAT

3 THE BARTEN

4 IF YOU BUY THIS R

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9 FALLING IN T

10 ANOTHER ONE BITES

11 BLUE ANGEL

12 THE DOPE S

13 OUTSIDE Ge

14 THIS KISS Fe

15 I JUST WAN

16 DAYDREAM

17 TELL ME MA

18 SWEETEST T

19 GUESS I'WA

14 19 GUESS I'WAL

20 PRAY Tina Cousins



21 THANK U Alanis Morissette

22 PERFECT 10 The Beautiful South

23 IF WE TRY Karen Ramirez

24 GIRLFRIEND Billie

25 LITTLE BIT OF LOVIN' Kele Le Roc

26 HOME ALONE R Kelly featuring Keith Murray

27 MY FAVOURITE GAME The Cardigans

28 LA MARC Et Claude

29 ALL I NEED Air

30 ROLLERCOASTER B**Witched

31 STRAIGHT FROM THE HEART Donibally

32 GANGSTER TRIPPIN' Fatboy Slim

33 SEX ON THE BEACH T-Spoon

34 NO MATTER WHAT Boyzone

35 MUSIC SOUNDS BETTER WITH YOU Stardust

36 BRAND NEW START Paul Weller

37 TESTIFY M People

38 REPEATED LOVE ATGOC

39 ALL I WANT Purescence

40 LOVE LIKE THIS Faith Evans

Maverick

Go/Dissc/Mercury

Mamifesto

Innocent

Stockholm

Positiva

Virgin

Epic

Polydor

Virgin

M People/BMG

Wonderboy/A&M

Island

Puff Daddy/Arista

Jive



Maverick

Go/Dissc/Mercury

Mamifesto

Innocent

Stockholm

Positiva

Virgin

Epic

Polydor

Virgin

Epic

Polydor

Virgin

Epic

Polydor

Virgin

M People/BMG

Wonderboy/A&M

Island

Puff Daddy/Arista

compilations

- 1 THE ANNUAL IV - JUDE, JULES & BOY GEORGE**
Ministry Of Sound
Virgin/EMI
- 2 HUGE HITS 1998**
warner.esg/Columbia TV/Sony TV
Virgin/EMI
- 3 THE VERY BEST OF THE LOVE ALBUM**
Virgin/EMI
- 4 THE GREATEST HITS OF 1998**
Telestar TV
Virgin/EMI
- 5 WOMAN**
PolyGram TV/Sony TV
PolyGram TV
- 6 THE ALL TIME GREATEST MOVIE SONGS**
Sony TV/PolyGram TV
warner.esg/Columbia TV
- 7 NOW DANCE 98**
Virgin/EMI
- 8 THE BEST CHART HITS IN THE WORLD...EVER II**
Virgin/EMI
- 9 A PERFECT LOVE II**
warner.esg/Columbia TV
Columbia
- 10 THE BEST ROCK ANTHEMS...EVER I**
Virgin/EMI
- 11 THE BEST SING ALBUM IN THE WORLD...EVER IV**
Virgin/EMI
- 12 SONGS FROM WHISTLE DOWN THE WIND**
Really Usak/Polydor
- 13 MUST RELATING CLASSICAL ALBUM...EVER II**
Virgin/EMI
- 14 THE GREATEST BALLADS IN THE WORLD...EVER I**
Virgin/EMI
- 15 SOUL**
PolyGram TV
PolyGram TV
- 16 THE FEMALE TOUCH**
warner.esg/Columbia TV
warner.esg/Columbia TV
- 17 ONLY CLASSICAL ALBUM YOU'LL EVER NEED**
Conifer Classics
- 18 SASHA - SAN FRANCISCO**
Ridgill Underground
- 19 FANTASTIC 80'S I - 3**
Columbia
- 20 SIMPLY THE BEST RADIO HITS**
warner.esg

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15 20 STEP ONE Steps



21 GREATEST MOMENTS Culture Club

22 ANOTHER LEVEL Another Level

23 BELIEVE Cher

24 VOICE OF AN ANGEL Charlene Church

25 UP REM

26 HONEY TO THE B Billie

27 R R Kelly

28 SULTANS OF SWING - THE VERY BEST OF Dire Straits

29 YOU'VE COME A LONG WAY, BABY Fatboy Slim

30 SAVAGE GARDEN Savage Garden

31 THIS IS MY TRUTH TELL ME YOURS Manic Street Preachers

32 MY LIFE: THE GREATEST HITS Julio Iglesias

33 THESE ARE SPECIAL TIMES Celine Dion

34 LIFE THRU A LENS Robbie Williams

35 VERY BEST OF THE BEE GEES Bee Gees

36 TITANIC (OST) James Horner

37 WHO CARES A LOT? - THE GREATEST HITS Faith No More

38 LET'S TALK ABOUT LOVE Celine Dion

39 FIVE FIVE

40 LESLEY GARRETT Lesley Garrett

BEC/BMG Comifer

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CHART COMMENTARY

by ALAN JONES



George Michael's number one debut bows U2's Best of 1980-1990 & B Sides double compilation of pole position after just one week but the group also has the week's eighth biggest-selling album courtesy of the single disc Best Of 1980-1990 version of the package, which debuts at eight. Making it a very good week for their record label Island, Paul Weller's Modern Classics - The Greatest Hits debuts at seven. While George Michael is well ahead at the top, the remainder of the Top 10 is very closely packed, with 44,300 sales giving U2 second place but 53,300 only earning Alanis Morissette 10th position.

The Corrs' Talk On Corners registered its millionth sale in the week, and spritzes 65 on the chart, as a result of exposure for their new single So Young and the repackaging of Talk On Corners, which now includes the remixed versions of their hits and a bonus track culled from their previous album. Meanwhile, The Bee Gees reap a

MARKET REPORT



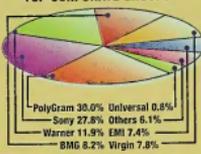
massive reward for the Audience With... programme, which was screened by ITV on Saturday 7 November, too late to impact last

ALBUM FACTFILE

George Michael registers his fourth number one solo album from as many releases this week, debuting in pole position with Ladies & Gentlemen... The Best of George Michael, which sold more than 144,000 copies to snatch the title away from U2. Michael - who has previously topped the chart with Faith, Listen Without Prejudice... Volumes 1 and Other - has also had two number one albums with Wham!, Ladies & Gentlemen

is off to a much brighter start than the Best of Wham!, which debuted at four on 6 December last year with slightly disappointing sales of 58,000, though it has subsequently sold around 860,000 copies. Michael's last album Older sold 285,000 copies when it debuted at number one in May 1996. Both Older and the Best of Wham! bounce back this week, with Older climbing 145-139 and the Best of Wham! moving 131-113.

TOP CORPORATE GROUPS



week's chart. Their One Night Only live album catapults 35-9 with an impressive 546% surge in sales, while The Very Best Of

The Bee Gees explodes 89-35 with a 303% improvement. One Night Only has sold more than 170,000 copies in the past 10 weeks, while The Very Best Of The Bee Gees has sold nearly 800,000 copies thus far.

After registering a trio of top five hits, Another level make their album chart debut at 22, with their introductory, self-titled LP, which sold more than 22,000 copies last week. That's a far few for a group that was completely unknown at the start of the year, particularly as they are straddling the boy band/credible R&B divide.

It compares very well with the 25,000 first week sales attained by the debut albums of Boyzone and Backstreet Boys and easily eclipses the more modest tallies turned in by British R&B breakthroughs like Mark Morrison and Shola Ama. Expect it to reach Christmas with sales closer to platinum (300,000) than gold (100,000).

COMPILATIONS

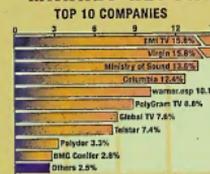
The Ministry of Sound's Annual IV holds at the top of the compilation chart this week but it's a fairly hollow victory, as its sales of 37,700 are well down on what a number one compilation ought to be selling at this stage of the year.

I hinted a couple of weeks ago that the compilation market was in trouble, and there is more evidence of this filtering through. The Annual IV only occupies 12th place in a combined artist/compilation chart this week - the first time this year that the number one compilation has not been among the Top 10 overall. And the year-to-date increase in compilation sales of 4.1% is vastly inferior to the 9.0% growth in the artist album sector, with individual compilations actually selling fewer than last year, as the number of

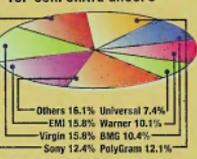
releases has increased significantly. Oddly enough, the compilation sector was extraordinarily buoyant at the start of the year, with an increase of 14.8% in sales in the first 16 weeks. In the 30 weeks since, the figure has slipped every week, with a few exceptions, to its current 4.1%.

Sales for last week show the trend is worsening. Overall album sales last week were 2,805,220, a massive 21% higher than the same week last year. But while artist albums surged by 38%, compilations dipped by 14%. It's very likely that the significant number of high profile artist compilations by the likes of U2, George Michael, Oasis et al have taken the shine off the sector, though whether it is a temporary or permanent shift in the market's shape remains to be seen.

MARKET REPORT



TOP CORPORATE GROUPS



THE YEAR SO FAR... TOP 20 ALBUMS

1	LIFE THRU A LENS	ROBBIE WILLIAMS	CHRYSLIS
2	URBAN HYMNS	THE VERVE	HUT
3	TALK ON CORNERS	CORRS	ATLANTIC
4	LET'S TALK ABOUT LOVE	GELINE BUN	EPIC
5	TITANIC - OST	JAMES HORNOR	SONY CLASSICAL
6	ALL SAINTS	ALL SAINTS	LONDON
7	POSTCARDS FROM HEAVEN	LIGHTHOUSE FAMILY	WILD CARD
8	RAY OF LIGHT	MADONNA	MAVERICK
9	WHERE WE BELONG	BOYZONE	POLYDOR
10	INTERNATIONAL VEGET	KATATONIA	BLANCO Y NEGRO
11	LEFT OF THE MIDDLE	GALINIE ABRUGLIA	REA
12	BUELLA	SIMPY RED	EAST WEST
13	SAVAGE GARDEN	SAVAGE GARDEN	COLUMBIA
14	SPICEWORLD	SPICE GIRLS	VIRGIN
15	WHITE ON BLONDE	TEXAS	MERCURY
16	THE BEST OF	JAMES	FONITANA
17	AGUIA	AGUIA	UNIVERSAL
18	MAVERICK & STRIKE	FINELY DIANE	EPIC
19	THIS IS ME TRUTH TELL ME YOURS	MANIC STREET PREACHERS	EPIC
20	MEZZANINE	MASSIVE ATTACK	VIRGIN

THE YEAR SO FAR... TOP 20 COMPILATIONS

1	NOW THAT'S WHAT I CALL MUSIC! 39	VARIOUS ARTISTS	EMI/VIRGIN/POLYGRAM
2	NOW THAT'S WHAT I CALL MUSIC! 40	VARIOUS ARTISTS	EMI/VIRGIN/POLYGRAM
3	FRESH HITS 98	VARIOUS ARTISTS	WARNER/EMG/BSG/SONY TV
4	THE FILL MOVIE	VARIOUS ARTISTS	REA VICTOR
5	NEW HITS 98	VARIOUS ARTISTS	WARNER/EMG/BSG/SONY TV
6	BIG HITS 98	VARIOUS ARTISTS	WARNER/EMG/BSG/SONY TV
7	THE Ibiza ANNUAL	VARIOUS ARTISTS	MINISTRY OF SOUND
8	GREASE	ORIGINAL SOUNDTRACK	POLYDOR
9	NOW THAT'S WHAT I CALL MUSIC! 38	VARIOUS ARTISTS	EMI/VIRGIN/POLYGRAM
10	FANTASTIC 80'S!	VARIOUS ARTISTS	COLUMBIA
11	CLUBBING GUIDE TO...IBIZA - JULIES/TONG	VARIOUS ARTISTS	MINISTRY OF SOUND
12	ETIE TONG/BOY GEORGE - DANCE NATION 5	VARIOUS ARTISTS	MINISTRY OF SOUND
13	DIANA PRINCESS OF WALES - TRIBUTE	VARIOUS ARTISTS	DIANA MEMORIAL FUND
14	THE BEST...ANTHEMS...EVER! 2	VARIOUS ARTISTS	VIRGIN/EMI
15	THE BEST SIXTIES SUMMER...EVER!	VARIOUS ARTISTS	VIRGIN/EMI
16	MIXED EMOTIONS II	VARIOUS ARTISTS	POLYGRAM TV
17	KISS IN Ibiza 98	VARIOUS ARTISTS	POLYGRAM TV
18	BEST DANCE ALBUM IN THE WORLD...EVER! 8	VARIOUS ARTISTS	VIRGIN/EMI
19	THE BEST OF BOY GEORGE	VARIOUS ARTISTS	VIRGIN/EMI
20	TOP OF THE POPS 1998 - VOLUME 1	VARIOUS ARTISTS	POLYGRAM TV

THE OFFICIAL UK CHARTS SPECIALIST

21 NOVEMBER 1998

MID-PRICE

This	Last	Title	Artist	Label (distributor)
1	1	WELCOME TO THE BEAUTIFUL SOUTH	The Beautiful South	Go! Discs AGG0106 (F)
2	4	TRACY CHAPMAN	Tracy Chapman	Elektra ETK46CD (W)
3	2	NU-SECOND	Infectious INFT 0766CD (V)	
4	6	NO.40 COMING	Stone Roses	Geffen GEF 2543 (BMG)
5	5	APPETITE FOR DESTRUCTION	Guns N' Roses	Vertigo VZ 92492 (F)
6	12	BROTHERS IN ARMS	Dixie Straits	Regal 937862 (V)
7	3	THE THREE E.P.'s	Band Aid, The	Telstar TRM17CD1 (W)
8	NEW	IT'S MY LIFE	Sash!	Creation CRECD 106 (UMG/V)
9	7	PARADISEA	Primal Scream	East West 39842682 (W)
10	NEW	ATTACK OF THE GREY LANTERN	Bob Sinclair	Parlophone CDPCS 7387 (E)
11	8	DOOKIE	Green Day	Reprise 9324552 (W)
12	11	RESERVOR DOGS	Original Soundtrack	MCA MCD 31703 (BMG)
13	10	REPUBLICA	Republica	Deconstruction 7422141852 (BMG)
14	18	THE HOLY BIBLE	Epik 474212 (SM)	
15	9	READING, WRITING & ARITHMETIC	The Sundays	Parlophone CDPCS 7378 (E)
16	17	TRANSFORMER	Lee Read	RCA NDR885 (BM)
17	19	BRIDGE OVER TROUBLED WATER	Simon And Garfunkel	Columbia 62482 (SM)
18	NEW	RECKLESS	Bryan Adams	A&M 2960132 (F)
19	13	THE OCKX OF THE BAY	Otis Redding	Atlantic 95431702 (W)

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BUDGET

This	Last	Title	Artist	Label (distributor)
1	3	CHRISTMAS PARTY	Jive Bunny & The Mastersixers	Crimson CRIMCD4 (EUK)
2	5	THE WINKERS CHRISTMAS ALBUM	Various	Crimson CRIMCD 1 (EUK)
3	NEW	REACT TEST NINE	Various	React REACTCD 145 (V)
4	10	NON-STOP SING-A-LONG CHRISTMAS PARTY	Various	Crimson CRIMCD 16 (EUK)
5	NEW	CHILDREN'S CHRISTMAS CAROLS & SONGS	Various	Crimson CRIMCD9 (EUK)
6	4	98.2	Various	Moving Shadow ASHADW0982C (SRD)
7	NEW	ULTIMATE NON-STOP CHILDREN'S CHRISTMAS	Various	Crimson CRIMCD18 (EUK)
8	NEW	THE CHRISTMAS CAROLS ALBUM	Cathedral Choir	Crimson CRIMCD 17 (EUK)
9	NEW	TEARY & THE LOST... BOWTIE CHRISTMAS (CD)	Various	Walt Disney WLD 924942 (F)
10	NEW	CHILDREN'S CHRISTMAS PARTY	Various	Crimson CRIMCD4 (EUK)

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COUNTRY

This	Last	Title	Artist	Label (distributor)
1	1	LOVE SONGS	Daniel O'Donnell	Ritz RZCD2 715 (BMG)
2	2	TRAMPOLINE	The Mavericks	MCA Nashville UMD 0196 (BMG)
3	3	COME ON OVER	Shania Twain	Mercury 314243002 (F)
4	4	SITTIN' ON TOP OF THE WORLD	LeAnn Rimes	Curb/Hill Label/London 950202 (F)
5	5	WIDE OPEN SPACE	Dixie Chicks	Epik 458942 (SM)
6	8	WHERE YOUR ROAD LEADS	Tina Turner	MCA Nashville UMD 0151 (BMG)
7	6	MUSIC FOR ALL OCCASIONS	Dolly Parton	MCA Nashville UMD 0152 (BMG)
8	7	HONKY TONK	Mavericks	MCA MCD 1134 (BMG)
9	9	SONGS OF INSPIRATION	Daniel O'Donnell	Ritz RITZCD3 709 (F)
10	12	SEVENS	Garth Brooks	Capitol 650992 (E)
11	10	STEP INSIDE THIS HOUSE	Lyle Lovett	MCA MCA21831 (BMG)
12	13	FAITH	Faith Hill	Warner Brothers 246782 (BMG)
13	16	YOU LIGHT UP MY LIFE	LeAnn Rimes	Curb/The Hit Label CURCD06 (Impar)
14	14	SPYBIDY	Emmylou Harris	Grapevine GRACD 241 (BMG/F)
15	11	I TURN THE PAGE	Don Williams	Giant 7432160212 (BMG)
16	20	FURTHER DOWN THE ROAD	Charlie Landsborough	Ritz RITZCD 4085 (F)
17	19	NO OTHERS	Garth Brooks	Liberty COP 785032 (E)
18	18	THE WOMAN IN ME	Shania Twain	Mercury 522686 (F)
19	15	EVERYWHERE	Tim McGraw	Curb CURCD 208 (BMG/F)
20	NEW	ALABAMA SONG	Alison Moorer	MCA Nashville UMD0524 (BMG)

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ROCK

This	Last	Title	Artist	Label (distributor)
1	NEW	WHO CARES A LOT - GREATEST HITS	Faith No More	Sleash 556032 (F)
2	NEW	WHO CARES A LOT - GREATEST HITS	Faith No More	Sleash 556032 (F)
3	2	GREATEST HITS I & II	Queen	EMI CDPCS 101 (E)
4	1	A LITTLE SOUTH OF SANITY	Aerolith	Geffen GED 2521 (BMG)
5	4	NEVERMIND	Nirvana	Geffen DGC 2426 (BMG)
6	3	REUNION	Black Sabbath	Epik 4015640 (SM)
7	5	OUT IN THE FIELDS - THE VERY BEST OF	Clay Aiken	Virgin CDVZ 2071 (E)
8	6	VERY BEST OF	Deep Purple	EMI 466802 (E)
9	9	ADORE	The Smashing Pumpkins	Mat/Virgin CDHXT4 51 (E)
10	10	TRAGIC KINGDOM	No Doubt	Interscope LND 90003 (BMG)

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XFM

This	Last	Title	Artist	Label (distributor)
1	1	WOULD YOU?	Touch And Go	V2 VVRS00388 (V)
2	7	BRAND NEW START	Paul Weller	Island CD711 (F)
3	10	THE BARTENDER AND THE THIEF	Stargrophenics	V2 VVRS04953 (V)
4	2	SWEETEST THING	L2	Island G1272 (F)
5	6	MY FAVOURITE GAME	The Cardigans	Stockholm/Polydor 56788 (F)
6	3	BODY MOVIE	Beastie Boys	Grand Royal/Parlophone CDCLD389 (E)
7	4	THANK U	Alanis Morissette	Maverick W0458CD (V)
8	NEW	THE DOPE SHOW	Marilyn Manson	Interscope IND05910 (B)
9	5	GANGSTER TRIPPIN'	Fatboy Slim	Siskit SKR738 (SM/VP)
10	27	ALL I WANT	Purellence	Island G1272 (F)
11	11	GOODNESS ON A HIMY	Mercury Rev	V2 VVRS06323 (V)
12	NEW	ALL I NEED	Air	Virgin VSCD71102 (E)
13	8	NEGATIVE	Mansun	Parlophone CDRI808 (E)
14	NEW	SIT DOWN	James	Fostana JMC021 (F)
15	9	GAME ON	Catatonia	Bianco Y Negro NEG114CD (W)

INDEPENDENT SINGLES

This	Last	Title	Artist	Label (distributor)
1	NEW	THE BARTENDER AND THE THIEF	Stargrophenics	V2 VVR 500623 (SM/VP)
2	NEW	HEARTBEAT/TRAGEDY	Steps	Jive 055142 (F)
3	1	IF YOU BUY THIS RECORD...	The Tempters feat. Maya	Pepper 051932 (P)
4	2	WOULD YOU...?	Touch & Go	V2 VVR 500303 (SM/VP)
5	NEW	PRAY	Tina Cousins	Jive 051912 (F)
6	3	HOME ALONE	R Kelly feat. Keith Murray	Jive 052232 (F)
7	4	TELL ME MA	Sham Rock	Jive 052252 (F)
8	6	GANGSTER TRIPPIN'	Fatboy Slim	Siskit SKINT 302 (SM/VP)
9	NEW	GOODSPEED	BT	Renaissance Music RENCD 002 (ADD)
10	9	SEX ON THE BEACH	T-Spoon	Control/Edel 004235 (ON (P))
11	NEW	TO LOVE ONE AGAIN	Solid Harmonie	Jive 052282 (F)
12	8	CRUSH	Jennifer Paige	EAR 003945 (E) (P)
13	5	EURODISCO	Bis	Wijaya WJ 86CD (V)
14	NEW	IMAGE OF YOU	Red Snapper	Warp WAP 111CD (V)
15	7	YOU GOT ME	Christina Fyfe	Meskroom MUSH 330DS (SM/VP)
16	10	GOODNESS ON A HIMY	Mercury Rev	V2 VVR 500323 (SM/VP)
17	NEW	ONE FOR SORROW	Steps	Jive 051932 (F)
18	12	WARNING	Franchyters feat. Navigator	Freshkone FND 14 (SM/VP)
19	11	TIME TO MOVE ON	Spirals	Control/Edel 002302 (F)
20	13	ALRIGHT	Club 8 featuring Suzanne Palmer	Twisted UK TWCD 19338 (V)

All charts © CAIN

INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (distributor)
1	NEW	THE MASTERPLAN	Creation CRECD 21 (SM/VP)	
2	NEW	R	R Kelly	Jive 051703 (F)
3	2	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Skin BRASSIC 11CD (SM/VP)
4	5	STEP ONE	Steps	Jive 051912 (F)
5	3	ONE WAY OF LIFE - BEST OF	Loveliers	China/Jive 052212 (F)
6	4	VERSION 2	Garbage	Madroom MUSH 20CD (SM/VP)
7	6	GALAM 20	Modcheba	Indochina ZEN 017CD (V)
8	10	WORD GETS AROUND	Stargrophenics	MCA VVR 100438 (SM/VP)
9	7	THE SINGLES 86-96	Depeche Mode	Mute UMG01TEL 5 (V)
10	12	JANE McDONALD	Jane McDonald	Focus Music Inc FMCD 1 (V)
11	11	DESERTER'S SONGS	Mercury Rev	Jive VVR 100782 (SM/VP)
12	8	NU-CLEAR SOUNDS	Ash	Infectious INFECT 600 (V)
13	15	SONGBIRD	Eve Cassidy	Bliss Street G 21005 (HOT)
14	9	THE SINGLES 81-85	Depeche Mode	Mute LDCMTEL 1 (V)
15	13	PSYCHENE FICTION	UNKLE	Ma Wax MW 9630DS (V)
16	14	MELTING POT	The Charlatans	Beggans Banquet BBCCD 198 (V)
17	17	JURASSIC 5	Jurassic 5	Pan PAN 015CD (V)
18	NEW	GREATEST WIND UPS	Simon Logan	Radio Alice CDARE1 (V)
19	NEW	FIN DE SIECLE	The Divine Comedy	Setsola SETCLD 067 (V)
20	16	SONGS FROM SUN STREET	The Saw Doctors	Shantown SAWVIC 080CD (F)

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SPECIALIST

21 NOVEMBER 1998

COUNTRY REPORT

by IAN NICOLSON



There'll be no more easy weeks for 1998's summer breakthroughs **The Mavericks** (MCA), or even autumn's **Daniel O'Donnell** (Ritz). Next week's figures will be dominated by the release of **EMI's** **Garth Double Live** on November 17 (see box), and the 50% slip in **O'Donnell's** sales this week (from 33,000 to 16,300) heralds a strong competitor. These two very different artists' markets overlap in the UK, and Ritz has done well to notch up four week's sales beyond the Brooks campaign opens. In the meantime, **Garth's** 1997 **Sevens** album has snuck back into the Top 10 on anticipation alone.

The chart also highlights three newer artists who may yet show up the heavyweights. **Trisha Yearwood's** November UK live dates and her Brooks support role have helped her summer album **Where Your Road Leads** (MCA) bounce back to number six (1,000-plus units sold this week), while **Capital Radio** - which went playlist-fishing in Nashville again to find **Faith Hill's** infectious **This Kiss Again** - have proved once more that mainstream radio play is crucial to hopeful country crossover acts. The success of **This Kiss** - which has lifted 1998's still import-only **Faith** album

● As he flew back to US on Ireland on Sunday there must have been a smile of relief as well as delight on **Garth Brooks'** face. He'd just wound up a massive world tour by making good a promise with a week of record-breaking revival meetings at **Belfast's** King's Hall. And the shows seamlessly dovetailed with the launch of **Garth Double Live** on November 17 in the UK and the next day in the US. ● **Parlophone** MD **Keith Wozencroft** predicts

from nowhere to 12 in three weeks (and 3,300 copies), caught label **Warner Bros** by surprise, but a follow-up single, promotional tour, showcase and subsequent album are now in place for spring 1999. Hill's rollercoaster career - massive early US success in 1993 and 1994 followed by throat problems in 1995, marriage to Tim McGraw in 1997, more massive success and the arrival of the couple's first baby in mid-1998 - undermined her UK debut in 1994, and **Warner** has decided to start all over again (with **LeAnn** and **Shania** in mind).

25,000 UK sales by the end of November and more than 50,000 by Christmas. That's a mere skrimish set against the campaign for **7m sales to push Brooks' US** total past 100m units, but good enough to stay competitive over here in the best year for country in the UK since the Seventies. ● Meanwhile, the four hours it took to move 37,000 tickets for the **Five King's** Hall shows mean **EMI Ireland's** **MD Willie** **Kavanagh** can hope for a mainstream number one instead.

Meanwhile, **Epic's** **Dixie Chicks** have made the most capital from the success of this year's CMA Awards show - the BBC2 telecast peaked 24% up on 1997's figures - and the associated 20-title retail campaign. The CMA clips have done more than 80,000 sales for the featured artists (who did not include **Shania**) over the five-week campaign. The **Dixie Chicks** performance at the awards was their most significant exposure to date in the UK, and held them in a comfortable fifth on the chart, moving more than 1,000 albums a week and outselling the previously reliable **Lyle Lovett** (MCA) by 2:1.

R&B SINGLES

This	Last	Title	Artist	Label/Cat No.	Distribution
1	1	EACH TIME	E-17	Telstar CDSTAS 3017 (AV)	
2	2	ANOTHER ONE BITES THE DUST	Queen+Weird Joe+rut Paschke+Pina	Qmusic/DK 7288 (BMG)	
3	4	ELIJE ANGELS	Travis	Ruffhouse 6969215 (SML)	
4	3	DREAMYAMIN'	Yasuyuki Aki	Epic 665455 (SML)	
5	6	GUESS I WAS A FOOL	Another Level	Northwestside 74327612 (BMG)	
6	7	LITTLE BIT OF LOVIN'	Kia Ra Ra	1st Avenue/Wild Card/Parlo 567281 (P)	
7	5	HOME ALONE	R Kelly feat. Keith Murray	Virgin 052236 (P)	
8	9	HOW DEEP IS YOUR LOVE	Du:hal	Island Black Music 125 725 (P)	
9	8	LOVE LIKE THIS	Fleming Evans	Puff Daddy/Arca 743216551 (BMG)	
10	10	FASHION '98	Gaia	WEA/WEA 179CD (V)	
11	10	WHAT'S YOUR SIGN	D'Sree	Sony 8265185 (SML)	
12	11	METAPHY	M People	M People/BMG 743216124 (BMG)	
13	12	FRIEND OF MINE	Kelly Price	Island Black Music CD 728 (P)	
14	15	LOVELINESS IS GONE	Nine Years	Virgin VSDOT 1936 (E)	
15	15	5 MINUTES	Lil' Mo feat. Missy "Misdemeanor" Elliott	Elektra 9 536CD (V)	
16	13	TOP OF THE WORLD	Brandy feat. Missy	Atlantic 492 49CD (V)	
17	14	THE FIRST NIGHT	Monica	Rovdy/Warner 743216124 (BMG)	
18	20	DOO WOP (THAT THING)	Lauryn Hill	Ruffhouse/Columbia 6969215 (SML)	
19	17	SEXY CINDELLA	Lynch David Hall	Columbia 6969215 (SML)	
20	15	SHÉ'S GONE	Monique Maszenfen feat. Destiny's Child	Columbia 6969415 (SML)	
21	16	FINALLY FOUND	Haytham	1st Avenue/Mercury 7432021 (P)	
22	18	TIME TO MOVE ON	Sparkle	Virgin 052230 (P)	
23	27	THE BOY IS MINE	Brandy & Monica	Atlantic AT 00367 (P)	
24	20	GHTO SUSPACT THAT IS WHAT YOU ARE	Paul Mitchell feat. DDB & Jazsandra JMA	Interscope/NO 9355 (BMG)	
25	22	WHAT CAN I DO?	Link	Relativity 6969215 (SML)	
26	25	I WANT YOU BACK	Destiane B feat. Missy Elliott	Virgin V178 (E)	
27	14	REPUTATIONS (JUST BE GOOD TO ME)	Andre'a Grant	1st Avenue 743216124 (BMG)	
28	19	BLACK ANGEL	Mica Paris	Cosmopolite 7432001 341 (E)	
29	26	CONCRETE SCHOLYDAR	Jazzistic 5	Fan Fan CD 076 (V)	

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

COUNTRY FACTFILE

DANCE SINGLES

This	Last	Title	Artist	Label/Cat No.	Distribution
1	1	LA	Marc B. Claude	Postiva 12TV 104 (E)	
2	2	GOODSEED	BT	Renaissance Music REN102 (ADD)	
3	4	I FEEL GOOD THINGS FOR YOU	Daddy's Favourite	Go Beat GDBX 12 (P)	
4	1	STRAIGHT FROM THE HEART	Doolally	Locked On/Clayton LDX 1047 (V)	
5	5	REPEATED LOVE	EDGech	Wonderbar/ABM WB07 (M)	
6	6	CUTS LO	At Bus Optical Force	Prototype PRD 014 (V)(P)	
7	7	OUR SUMMER SUITE	Problem Kids	Paper PAP025 (V)	
8	8	ALL I NEED	Air	Virgin VST 1702 (E)	
9	7	WOLFE WOLF...?	R Kelly & Keith Murray	V2/VIR 5033066 (3M)(P)	
10	9	HOME ALONE	R Kelly feat. Keith Murray	Jive 052239 (P)	
11	10	SMOKE PACKIDGE	Max Master Mike	Asphodel ASP 018 (P)	
12	20	100 T'S ON IT	Luniz	Atlantic VEST 01 (E)	
13	11	EVERYTHING I NEED	N' SYNC Live & Direct	Sig's/Side SLIP 79 (V)	
14	19	26 DEGREES	Jonny featuring Sivah Bhatt	XL Recordings XLT 103 (E)	
15	16	ANOTHER ONE BITES THE DUST	Queen with Jazsica Jay feat. Nicki Minaj	Dreemaster DREMT 234 (BMG)	
16	4	ON THE TOP OF THE WORLD	Ida Surprice featuring George Jones	Postiva 12TV 100 (E)	
17	2	BODY MOVIN'	Bessie Boves	Grand Royal/CAPO 1201 809 (E)	
18	24	MADAGASSA	Art Of Trance	Platipus PLAT 43 (SRD)	

DANCE ALBUMS

This	Last	Title	Artist	Label/Cat No.	Distribution
1	1	ROOM 112	R Kelly	Jive 0517931/05137834 (P)	
2	2	TRIP HIPS	Various	Puff/Daddy 7432161832 (BMG)	
3	3	CIJ BEHINDS PRESENTS EARTH - VOLUME 3	Good Looking	EARPLAP 0308 (V)	
4	5	SMOKE PACKIDGE	Another Level	Atlantic VEST 01 (E)	
5	5	SASHA - SAN FRANCISCO	Various	Global Undercurrent - GU 0057 (SRD)	
6	8	KEEP THE FAITH	Faith Evans	Arista - 0743216474 (BMG)	
7	1	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Skat BRASSIC 11LP/BRASSIC 11MC (P)(P)	
8	5	MEDICINE & MY PAIN	Lynch David Hall	Cosmopolite 8221801/8221804 (E)	
9	7	THE MISSEDICATION OF LAURYN HILL	Lauryn Hill	Columbia 49842/4984204 (3M)	
10	2	MAGNETIC	Jonny L	XL Recordings XLT 129 (SRD)	

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MUSIC VIDEO

This	Last	Artist/Title	Label/Cat No.
1	1	RONAN HARDING Michael Flatley's Feet Of Flames	WVL 629523
2	2	ORIGINAL CAST RECORDING-Cats	PolyGram Video 479140
3	3	VARIOUS ARTISTS/My A Producer/CLIFF RICHARD/8th Anniversary Concert	Video Collection VCL416
4	4	VARIOUS ARTISTS/Andrew Lloyd Webber-Celebration	Video Collection VCL416
5	5	FIVE-Five Inside	BMG Video 7432169590
6	6	DANIEL D'ORVILLE/ART DUFF-Give A Little Love	Rite RD277
7	7	MICHAEL CRAMFORD-In Concert	Warner Music Video 7282616020
8	8	ALANIS MORISSETTE-In Concert	Telstar Video 716100 (JAN)
9	9	VARIOUS ARTISTS/Various Artists - A Musical Journey	Telstar Video 716100 (JAN)
10	10	BACKSTREET BOYS-A Night Out With	Jive 052187
11	11	FOSTER & ALLEN-Greatest Hits & Some That Will Be	Telstar Video 716104
12	12	THE CORBS Live At The Royal Albert Hall	Warner Music Video 7963007713
13	14	ALL SAINTS-All Saints	PolyGram Video 501780

MUSIC WEEK 21 NOVEMBER 1998

VIDEO

This	Last	Artist/Title	Label/Cat No.
1	1	TIFFANIC	Fox Video 09485
2	2	TOMORROW NEVER DIES	MGM/UA 507179 (E)
3	3	ALL ABOUT THE BEAST EVILWATER DOOR	TriStar 100 100 (E)
4	4	MARTIAL LAW	Columbia TriStar 072425 (V)
5	5	INDEPENDENCE DAY	Fox Video 41769
6	6	ROAM	Arts & Crafts
7	7	BEADY EARL Michael Flatley feat. The D'Orville	Warner Music 0522
8	8	AUSTIN POWERS	Postiva 79835
9	9	ERODICE - Fatboy 13	PolyGram Video 501780 (E)
10	10	ORIGINAL CAST RECORDING-Cats	Warner Music 0522
11	11	ANASTASIA	Fox Video 23465
12	12	THE BOURNERS	PolyGram Video 051780 (E)
13	13	HOME ALONE 3	Fox Video 27025
14	14	ROXANNE THE RED-HEADED WEAVER - MOVIE	Columbia 49842/4984204 (3M)
15	15	FLUBBER	Walt Disney 1851267

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BETTING ON FILM MUSIC

Blockbuster soundtracks are providing a lucrative new line for the sheet music market. Yinka Adegoke reports

Last month's decision by the 10-year-old classical publisher, Boosey & Hawkes, to develop its profile in film, advertising and television music by buying media music specialist, Big Picture Music, put the spotlight on the increasing relevance of popular media in boosting stagnant printed music sales.

It has been another tough year for publishers of printed music, according to the latest figures from the Music Publishers Association. Sales of printed sheet music in the calendar year 1997 barely outperformed inflation with a 3% rise to £42.8m from £41.6m.

But the fact that 1998 is already promising better returns is in part due to a shift in focus by those publishers who are beginning to concentrate as much on media music — and in particular music from blockbuster movies — as they are on folios based on albums by hit rock and pop acts such as Oasis and the Spice Girls, which have traditionally been among their best sellers.

Not content with hitting the top of the box office, video, albums and singles charts, Titanic has also spawned the sheet music success of the year. My Heart Will Go On, composed and written for the Titanic soundtrack by James Horner and Will Jennings, has been 1998's biggest seller for publisher IMP. While Celine Dion's single recording of the title has sold more than 1m units, IMP's sheet music version has racked up sales of 200,000 copies. By any standards this should be regarded as a runaway success. At the same time, the printed music book for the Titanic album soundtrack, which is also published by IMP, has sold more than 45,000 copies.

The numbers are especially impressive when compared with typical sales figures for the best-selling album folios. Indeed, for anything other than top pop acts or perennial rock era names such as The

Beatles or Led Zeppelin, sheet music publishers consider sales in the region of 10,000 units to be the cause for celebration.

IMP's head of publishing Mark Mumford says that 1998 has been a bumper year for film soundtrack books. "Titanic has obviously broken a lot of records, especially when you consider it is predominantly a modern classical score," he says. "But The Full Monty has done very well, too. So far we've sold more than 6,000 copies of that one."

IMP has not been the only publisher to benefit from the success of a movie. Classical music specialist Boosey & Hawkes witnessed a tremendous leap in the sales of the Russian composer Rachmaninov's printed catalogue thanks to the box office success of Shine, a film about David Helfgott, the gifted but troubled pianist with an overpowering passion for the Russian



performing titles.

Sales has not been left out of the movie and TV phenomenon. According to general manager Chris Butler, it is continuing to profit from some of Hollywood's biggest releases. These include scores from blockbusters Jurassic Park, Saving Private Ryan and Schindler's List which were all composed by John Williams. During the final quarter of 1998, Music Sales is hoping for especially strong sales from the successful British movies, Lock, Stock And Two Smoking Barrels.

"We've found that soundtrack albums which are basically the actual score to the film movie can be as successful as those which are made up of a mixture of brand new and classic pop titles," says Butler, who points to the 10,000 units sold of the Four Weddings And A Funeral soundtrack book.

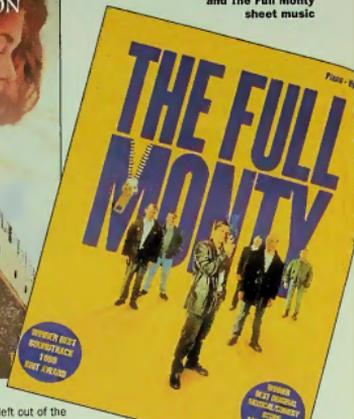
"We are always looking for the chance to do film collections and scores," he says. "They now account for around 10% of all our sheet music sales."

All the publishers have recognised the extent to which music with a high media profile can help buffer stagnant pop-related sales.

"People want to play music that they are familiar with," says Mumford. "They don't worry about where it came from originally."

Consequently many sheet music publishers are now turning their attention to TV-related music as another area promising healthy returns. This Christmas IMP, which has sold nearly 15,000 units of the theme from the cult sci-fi television series, X-Files, has high hopes for a new series called Decade Of Film. Each set will focus on a particular decade from the Fifties to the Nineties and feature title songs or themes from family favourites such as Talk To The

Screen tested: Titanic and The Full Monty sheet music



Animals and From Russia With Love.

Of course, in many cases, sales are made to fans and collectors who want sheet music books either as souvenirs or to complete collections which already consist of CDs, videos, posters and other related merchandise. So special offers are made to include stills and biographies alongside the scores.

At the same time Boosey & Hawkes has stepped up its efforts to win film and TV commissions for the living composers on its roster, such as Peter Maxwell Davies and Harrison Birtwistle.

"We have a media division now actively looking for film scores for the composers we represent," says Richards.

The veteran publisher underlined its renewed commitment to media music in October when it snapped up Big Picture Music, the media music specialist which handles film themes, TV tunes and advertising jingles.

The deal covers Big Picture's studios in London's Wardour St, its stable of a dozen composers and a back catalogue which includes the theme from A Bridge Over The River Kwai and successful TV series Soldier, Soldier.

"Media is likely to be one of the biggest growth areas in the music industry over the next 10 years and we look forward to being a significant player in this field," says Trevor Glover, managing director of Boosey & Hawkes Publishing.

It's not so long ago that sheet music publishers were bemoaning the fact that he TV had taken the place of the piano in the family home. Now, it would appear, the piano — or at least the electronic keyboard at least — is striking back.

'We are always looking for the chance to do film collections and scores. They now account for around 10% of all our sheet music sales' — Chris Butler

composer's work.

Stephen Richards, director of printed sales at Boosey & Hawkes, recalls how the company anticipated a high level of consumer interest since the music itself played such a key role in the movie's plot. But it also made sure it had specially customised product ready to meet the expected demand.

"We knew that the original piece is a particularly difficult one for anybody who is not a virtuoso," he says. "So we created a simpler score which was still true to the original." Boosey & Hawkes' simplified Rachmaninov No.3 Piano & Symphony concerto sold more than 8,000 copies in 1997, and remains one of its best

netting new customers

The announcement last month that sheet music publisher Music Sales had been nominated as a finalist for the FT Website Of The Year (alongside the likes of Kodak and British Airways) served to highlight the growing importance of the net to sheet music retailing.

Print, by its very nature, has always lent itself to mail order, so it is perhaps no surprise that the net is emerging as a dynamic means of building up a new consumer sales base.

For sheet music companies, the Internet can be used in two ways. The simplest is as a more advanced form of mail order which enables customers to place orders via e-mail and through websites rather than by post or telephone. Otherwise a would-be

purchaser can listen to clips of the music, place the order, pay for it with a credit card in real time and download the sheet music on to his or her own terminal at home before printing it out.

www.sheetmusicdirect.com (pictured), the website jointly run by the UK's Music Sales and its US partner Hal Leonard, has been one of the most successful outlets for Internet sheet music sales. The site currently distributes 2,000 song titles.



According to project managers Andrew Manson and McLeish, the turnover has trebled since its launch in April this year. It now has on average 750-1,000 hits by fresh visitors everyday.

But despite this rapid growth, the Internet still only accounts for 1% of Music Sales' turnover. "Internet sales are growing but it will be a long time before they threaten, let alone replace, High Street sales," says Manson. IMP's head of publishing Mark Mumford

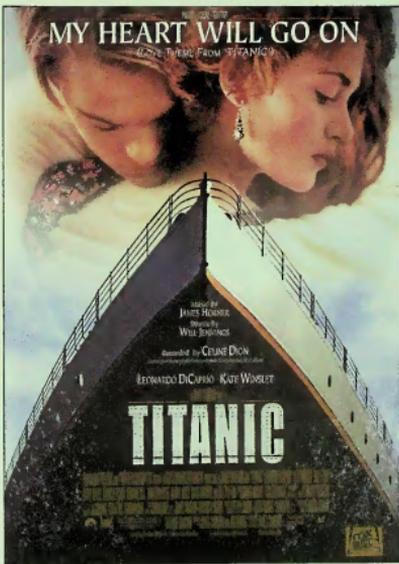
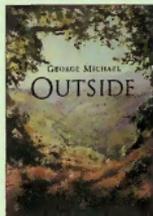
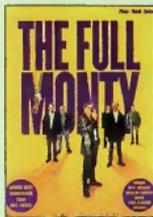
does not believe the internet will affect traditional retail outlet sales either. "At present we regard the net as a great way to keep people informed about sheet music in general," he says.

Boosey & Hawkes director for printed sales Stephen Richards agrees with this assessment and reports that the company has no immediate plans to use the net for retail.

"The Internet is more important to us as a marketing tool," he says. "There is a shortage of classical music shops that sell printed music scores both in the UK and round the world so we prefer to use it to make people aware of what we have in our catalogue, what it costs and how they can get it from us," he says.

THE FULL MONTY

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Table listing music releases with columns for artist, title, format, and genre. Includes entries like 'WARRIOR DANCING INTO THE VOID', 'WARRIOR OF ICE', 'WARRIOR OF THE WIND', etc.

Table listing music releases with columns for artist, title, format, and genre. Includes entries like 'WARRIOR SPICE', 'WARRIOR OF THE WIND', 'WARRIOR OF THE WIND', etc.

SINGLES RELEASES FOR 23 NOV-29 NOV, 1998: 154 ● YEAR TO DATE: 6,985

Table listing singles releases with columns for artist, title, format, and genre. Includes entries like 'ARABIAN NIGHTS', 'ARMY OF SEVEN', 'ARNO CORNINCHI', etc.

Table listing singles releases with columns for artist, title, format, and genre. Includes entries like 'ARABIAN NIGHTS', 'ARMY OF SEVEN', 'ARNO CORNINCHI', etc.

*Previously listed in alternative format

THE SINGLES TITLES A-Z

Table listing the titles of singles releases in alphabetical order from A to Z.

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APPOINTMENTS

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RETAIL FOCUS: RECKLESS RECORDS

by Karen Faux

Secondhand specialist Reckless Records has long been a landmark in London's Goto and has just added another store a few doors down in bustling Berwick Street. "The original store, which has been there since the mid-Eighties, has retained all the soul and dance stock and is primarily trading in vinyl, while the new one will concentrate on CDs, as well as selling some rock and jazz vinyl," says Angus Funston, assistant manager at Reckless Records' oldest store in Islington. "So far, the new shop has exceeded expectations. Reckless is very well known and it is where all the DJs and tourists head for."

The indie chain currently operates seven stores with three in London and four in the US. Stock comprises mainly CDs and vinyl that people bring in off the street and sell, while rarities and collections are often offered by people responding to its advertisements in *Record Collector* and various dance magazines. "Sometimes good things come to us by word of mouth," says Funston. "It is not unusual for records to sell between £60 and £70, although the value



Reckless Records: secondhand range and rarities enhance the chain's reputation

can change very quickly depending on collectibility at any given time."

At the store in Upper Street, Islington, which has been in business since 1982, Funston reports that most of the business is in standard, across-the-board releases.

RECENTLY SOLD RARITIES

The Who - Sell Out (mono LP from 1967 with poster) £250
Savage Resurrection - Savage Resurrection (seven-inch LP from 1968) £60
Bob Marley - Exodus (psychedelic acetate) £60
Nirvana - Love Buzz (first seven-inch from 1988 with numbered picture sleeve) £450
Other rarities most in demand: Beatles' original mono LPs, James Brown, Tim Buckley, Stereolab, Garbage, original 120s psychedelic LPs and reggae LPs and seven inches.

"There is a big demand for new CDs, which are effectively as good as new, and we generally sell these for £9.99," he says. "As far as pricing goes, we grade CDs according to how recently they were released and, as we are fully compensated, it is very easy to keep

track of what we have charged for an item in the past and keep our pricing consistent."

The 12-inch department provides one of the fastest turnovers of stock, while in the rock area there is huge demand for bands such as Led Zeppelin, Pink Floyd, Nirvana and the Sex Pistols. In the soul and dance department, the most frequently requested items include Kelly Price's *Soul of A Woman CD*, and I Feel Good Things For You by Daddy's Favourite and Doolally's *Straight From The Heart* on 12-inch.

Reckless Records' website currently advertises 1,000 CDs and an equivalent number of rarities and vinyl. While the Islington store's black-and-white sign is a familiar sight in Upper Street, the decor inside is currently undergoing a face-lift. "Everything is displayed to make it easy for customers to find what they want," says Funston. "In the past, secondhand stores have often been dark and dingy, and half the fun has been rummaging through higgledy-piggledy racks. However, the style of secondhand buying has changed and people don't want that kind of shop any more."

IN-STORE THIS WEEK

Andy's Records

Windows - two CDs for £22, Michael Ball, All Time Greatest Movie Songs; In-store and press ads - Monty Python, Miles Davis, Grand Tour Of Britain, Afghan Whigs, Hard Floor, Dreamscape, Carols From Ampleforth, Roberto Alagna/Angela Gheorghiu; TV ads - Michael Ball (Channel Four North), All Time Great Movie Songs, LadySmith Black Mambazo, Simply The Best Classical Anthems (Anglia), Michael Ball (Tynce Tees)

ASDA

Singles - Clock, Céline Dion & R Kelly, The Corrs, Arrola, Sash!, Five, Vengaboys, Shania Twain; Albums - Mariah Carey, Elaine Paige, Whitney Houston, Tony Bennett, Seal, E17, Cream Anthems, Best 90s Album In The World... Ever, Biggest 80s Hits In The World... Ever; Video - Friends, U2

Boots

In-store - Titanic, George Michael, M People, Boots exclusive CDs at £10 for the price of two, two classical CDs for £10, two videos for £10 across selected range

FARRINGTONS

Windows - autumn sale, Verdi Experience, Angelic Voices, Martha Argerich, Jan Bostridge; In-store - sale, Musique D'Abord, Titanic

HMV

Singles - Ecstasy, The Divine Comedy, Vengaboys; Windows and in-store - Christmas campaign; Press ads - All Saints, Shania Twain, Asn, Space, XTC

MENZIES

Singles - Sash!, Shania Twain; Album - Mariah Carey; Windows - Mariah Carey, All Time Greatest Love Songs 3

NEWCASTLE

Selects listening posts - Entombed, Thea Gilmore, Skinny Puppy, Deep Thoughts,

NOW

Singles - Vengaboys, Kavana, Sash!, Céline Dion & R Kelly, The Corrs; Albums - Mariah Carey, Seal, TOTP 3, All Time Greatest Love Songs 3, Kiss Anthems 98, Best 90s Album In The World... Ever, E17, Elaine Paige, Whitney Houston; Video - Brookside, Emmerdale, Making Badly Big Christmas Box, Robbie Williams Live In Your Living Room, Boogie Nights

ourprice

Windows - Another Level, Mariah Carey, The Mavericks, George Michael, Cher; In-store - George Michael, Kiss Anthems 98, Des'ree, Paul Weller; TV ads - Another Level, Cher (satellite); Radio ads -

Method Man, Lynden David Hall; Press ads - All Time Greatest Love, TOTP 3, Cream Anthems, XTC, One World

TOUVER

Singles - Vengaboys, The Corrs, Lo-Fidelity Allstars, Jungle Brothers; Windows - Whitney Houston, Paul Weller, Jewel, Seal, Paul Van Dyk, We Love You; In-store - We Love You, Metalheadz, video sales; Press ads - Tony Bennett, Eagle-Eye Cherry, Paul Van Dyk, We Love You, Jewel

MEGASTORES

Singles - The Corrs, Sash!, Céline Dion & R Kelly, Five, The Divine Comedy, Shania Twain; Windows - Natalie Imbruglia, Tony Bennett, Mariah Carey, E17, Tomorrow Never Dies; In-store - Metallica, New 41, boxed sets for £9.99, three CDs for £22

WH SMITH

Singles - Shania Twain, Sash!; Album - Mariah Carey; Windows - Mariah Carey, All Time Greatest Love Songs 3

WOOLWORTHS

Singles - Clock, Sash!; Album - E17; In-store - Mariah Carey, Kiss Anthems 98, George Michael; TV ads - George Michael, Steps, Culture Club; Press ads - South Park, Mariah Carey, Céline Dion & R Kelly, The Corrs

BEHIND THE COUNTER



MALCOLM WHITE, Seedee Jons, St Helier, Jersey

"Business has been great since we relocated last May. Our new premises occupy the whole corner of a street and people can see us from a distance. There are more banks and shops in this part of town, which means that there are always lots of people around."

There was a slight drop in sales after the tourist season ended, but Christmas has started early this year. Compared to this time last year, business is probably up by about 50% and there seems to be better product around.

This week Robbie Williams hasn't done quite as well as expected, although it should pick up when the TV advertising kicks in over Christmas. U2 and Oasis are currently running rock-and-roll on album sales, although Oasis are looking as if they will slightly have the edge. Artists such as The Beautiful South, REM and Alanis Morissette are all very steady for us at the moment.

There are some good deals around on boxed sets and we're expecting to shift quite a few of the Velvet Underground, Style Council and The Who, among others.

We're still doing very well on the dance side. Essential Selection 98 is going to be big for us as is Global Underground: Sasha - San Francisco. A lot of our customers who are into rap have been asking about Method Man's *Tical 2000*, which came out on November 16. These days we're selling a lot more drum & bass and hard house, with anything on the Shock label doing well. We've expanded our product lines to include some hardware, such as record decks. We're also selling more videos and merchandising. We ordered in five boxes of South Park soft toys and they sold out in 24 hours.

Although life in the shop will get busier and busier over the next few weeks, we'll be sticking with our existing staff of five people as they are all extremely fast on their feet."



DAN PRICE, Fullforce rep for the North West

"We're now heading for Christmas mayhem and business has definitely moved up a notch. I'm still seeing all my accounts on the same day and at the same time, but with more stock coming off the car and more to talk about on pre-sales. I'm spending a lot more time with each one. At this time of year, it is all about giving our customers the time and attention they need.

The new Trafford Shopping Centre outside Manchester, which is now the biggest in Europe, is already attracting a lot of Christmas shoppers with HMV and Music Zone both phenomenally busy. Today I visited Quirks in Ormskirk and HMV and Virgin in Liverpool, which are all very busy and provide a good barometer of what's happening sales-wise.

Since going into the singles chart at number two, E17 are still going strong and crossover prospects for their soon-to-be-released album are looking very bright.

We will be very busy with singles over

ON THE ROAD

Christmas. It is currently a joy to sell in the forthcoming single from Sash! - *Move Mariah* - which should go top five. *Lucricia McNeal's* *Greatest Love You'll Ever Know*, which is a double *Aside* with *A Child Is Born*, is also looking hot.

A lot of the business is with the older end of the market during the autumn, and I'm currently carrying a very wide cross section of releases. Albums from Daniel O'Donnell, Foster & Allen and Jane McDonald are all in big demand, while Ash and Paul Van Dyk are still steaming out. With this kind of variety there is no chance to feel stale with the product.

On the compilations front, Telstar's *Greatest Hits 98*, *Best Of Dance 98* and *Chris Tarrant's Party Album* will all be strong performers and albums such as *Soul Survivors 2* and *Ultimate Country* are still constant sellers. All in all, this is the strongest range for Christmas that I can remember."

BRIAN MCLAUGHLIN, no doubt, has many words to sum up his feelings about this effort – plastered across London's West End and beyond last week – but, alas, “Wanted” may not be one of them. In fact, get a felt-tip pen and change two of the letters on the offending article and you could come up with a new word for the retail king to describe the perpetrator of the dastardly deed. We calculate McLaughlin now has 500 reasons for revenge because that’s how many of the offending items went up to mark his 30th anniversary with HMV. So, in case he has any sympathisers out there, pictures of Sony’s GARY FARROW in uncompromising positions should be sent off immediately to HMV’s head office in Wardour Street. This one could run and run.

Remember where you heard it: Is it a sign of things to come that Nick Phillips is emerging from hibernation to get out and about a bit more? Dooley’s most recent encounter was at Bertorelli’s last week, where the former Universal man was conducting such a confidential lunch that he and his guest moved table when they realised they had been sat near Dooley... Which major record company chairman has been heard musing “Do you think Michael Owen can sing?”...The Met Bar must have been empty on Thursday night as what seemed like half of London decamped to Milan for shopping, drinking and, oh yes, a music awards show, at which UK acts excelled...The MTV Awards proved good news for RCA MD Harry Magee (with winners Five and Natalie), stupendous news for EMI’s Mark Collen (Robbie Williams has truly arrived) and inspiration perhaps for



London’s Laurie Cokell (the spectacular performance by Germany’s Rammstein) ...With everyone from Rob Dickens to the inscrutable Max Hole there, it was Gossip Central, but discretion (or a sore head) forbids us from revealing what was said...Friday morning saw a breakneck rush to the airport to try to beat an airline strike scheduled for noon ...Pity those attendees including the Prodigy who had opted for the 11am to Stansted and ended up sitting on the tarmac for two hours...US execs at Universal and PolyGram labels have been kept sweating for two months while LA Times reporter Chuck Philips sniffed out what was in store for the soon-to-be-merged new music group. Although most dodged his calls, Philips’ cunning knew no bounds and he recently doorstepped a music industry event to pick off the top brass as they emerged, their guards possibly lowered by a few stiff Martinis... He seems to have done a good job too. John Kennedy claims he only found out the US structure the day before Philips published... After last year’s turn of events, Simon Cowell, in the Christmas number one battle yet again this year, has clearly had enough of risking his shirt on another festive bet. As he recalled with the Teletubbies record last year when he had two

and a half grand riding on it, “I had to make up my mind whether I made 10,000 quid or put the track out earlier and sell more records”...But forget about the Christmas number one. What about 1999’s first number one? There’s serious talk of Warner releasing Prince’s 1999 the Monday after Christmas, but maybe as just a radio promo. Is this because The Artist is also thinking of re-recording the track himself?...Sad to hear talk of winding up orders flying around...Infectious MD Korda Marshall may be close to dotting the i’s and crossing the t’s on a deal with Murdoch Jrn, but the heavyweight negotiations haven’t quashed his appetite for globe trotting. He was off to catch Ash in Amsterdam last week before jetting to Mushroom’s 10th birthday party in Oz – for the weekend...Sony Music’s Great Marlborough Street HQ turned into something akin to an episode of Ally McBeal last Tuesday when Vonda Shepard turned up to wow the crowds with a 25-minute performance...Which act praised by many after In The City is likely to sign with a US label after whipping up greater enthusiasm at CMJ in New York, where music executives are apparently more confident of the future of guitar bands than their UK counterparts?...Congratulations to East West boy band Ultra, who are capping a successful year which has seen three Top 30 hits in the UK with their debut album going gold in Italy and Indonesia ahead of its release over here.....

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Dooley is pleased to see that members of the VIENNA BOYS' CHOIR are just a bunch of normal kids after all.

Currently celebrating the choir's 50th anniversary with a world tour which

stopped off in the UK last week, three of its members here prove that they are more than happy to sing for their supper. Their record label, PHILIPS CLASSICS, has just unveiled a CD collection called The Best Of The Vienna Boys' Choir especially for Christmas. Tragically it doesn't come with garlic bread.

music week

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