

NEWS: Having signed

by Alax Scott

Eric Nicoli, the man named last week as incoming executive chairman of EMI, has given an early indication that the company could broaden its focus from concentrating solely on music when he over from Sir Colin takes Southgate on August 1.

While he insists that he will spend his first few months in the post getting to know the company he admits expanding its portfolio is "a strong possibility". Although he says that developing "organic growth" is his first priority, he admits that broadening out into other related areas of entertainment or media is a "potentially attractive option"

The appointment of Nicoli, 48. who is currently chief executive at United Biscuits and has been a non-executive director of EMI for the past five-and-a-half years, pro

EMI carries UK hopes into the

Eurovision Song Contest for the second successive year after its new signing Precious won the fin ound of voting last week to fly the flag at the event in Jerusalem on May 29. Say It Again, penned by Paul Varney, was around 700 votes ahead of nearest challenger So Strange, performed by RCA's Alberta, EMI, whose Where Are You? by Imaani was last year's Eurovision runner up, has yet to give Say It Again a release date. hough two of the runners up are heduled: Sister Sway's Until You Saved My Life, which is due to appear on All Around The World in early April, and Jay's You've Taken My Dreams, released by warner.esp today. Great British Song Contest music consultant Jonathan King suggests Precious could be huge. "They could be the next Spic Girls," he says. "They've got enormous potential and are about to be seen by 350m viewers."

vokad a mixed reenance last week, EMI shares fell 9p to 440p on the day of the announcement. finishing the week at 430p.

EWS: Its use in a

Following recent speculation that EMI was close to hiring a high-profile executive from within entertainment husiness the some analysts expressed disappointment at the choice of Nicoli to succeed Southeate, who will a pay-off of around receive £800.000

According to one leading UK fund manager, "EMI needs some one with a strong track record. This situation smacks of weak ness on the part of the non-exec utive directors.

While regretting such comment, Nicoli himself says it is not unexpected. "I much prefer to be underestimated than the opposite," he says.

"We know the man He adds



Recorded Music CEO Ken Berry

agement uncertainty has been very unhelpful and its been an unfortunate few months but the succession is determined and we won't be examining the entrails for months

Few senior EMI executives have vet met Nicoli but most express reliaf at the fact that an appoint. ment has been made following the sudden departure of lim Fifield last year.

"The good news is that the wait is over," says one.

News of Nicoli's appointment came as speculation continues to mount that former PolyGram music chief Roger Ames is close to finalising a deal to join Warner Music International. The sticking point is understood to remain ownership of the 50% stake in London Records' US operation currently held by Universal, Ames has been a regular visitor WMI's offices in London's Baker Street in recent months, although he confirms he is still in discussion with EMI and Sony. A shortterm licensing deal has been struck for WMI to handle Orbital's

See profile n11

The MCPS last week moved to clarify the situation regarding the long-running AP1 /AP2 mechanical rovalties dispute after the BPI issued a letter to members declaring the matter has been resolved

The letter, sent out last week to all 230 BPI members, says dis cussions have now concluded and that the BPI's negotiating committee has achieved a successful outcome, it is understood that this will make it easier for small record companies to comply with AP1 criteria, enabling them to pay royalties on units sold rather than man ufactured.

However, the MCPS says the discussions - which involve bers of both the BPI and indepen dent labels body Aim - are still ongoing. MCPS director of business affairs Chris Martin says, We're not quite there yet."

The AP1/AP2 dispute has been one of main the issues adopted by

BPI calms new CD price probe fears

The BPI has played down newspa reports last week which sug gested CD price differentials across international borders will form part of a government feasibil-ity study in to High Street markups

Trade secretary Stephen Byers announced last Wednesday that his department would launch an investigation of how prices for

three broad sectors - foods, branded goods and leisure products offer in the Lik France Germany and the US. Initially the inquiry will simply seek to determine whether it is possible to collect meaningful and comparative information

The BPI says it has not been approached by the DTI. A BPI spokeswoman says, "The media reports have overplayed the issue."





Gavin scoops rights to new monitoring system

Music Week's sister US maga Gavin has scooped the zine rights to a new airplay monitoring service which is set to challenge the dominance of the established BDS service.

The magazine has bought rights to the Mediabase monitoring service which monitors 800 radio stations in 125 US markets. Unlike BDS, which can only monitor tracks held in its database, Mediabase uses a team of music experts to supplement its technology, thus offering a more accurate result.

While BDS focuses on the ord industry, Mediabase doe inates the supply of data to the radio industry and has more than 950 subscribing stations. Mediabase is now set to market its data to the record industry for the first time, effectively going head-to-head with BDS.

Miller Freeman Entertainment managing director Doug Shuard says, "We are pleased to be able to give the US record industry an alternative. The addition of accu-rate monitored airplay data to Gavin means that with the launch of fono in Europe last year, Miller Freeman now offers definitive data on two thirds of the world record market."

THE BIGGEST SELLING FEMALE TRIO OF ALL TIME return with this years most anticipated release

The single "No Scrubs" 22/3/99 The US #1 album "Fanmail" - OUT NOW

NEWS

A new approach to racking chart product and a dedicated listening area with floor pads that vibrate in time with the music are among the innovations Virgin Retail will unveil tomorrow (Tuesday) at its new £1.2m store at the Bluewater centre in Dartford - Europe's biggest retail and leisure complex. Simon Doman, events and PR manager at Virgin says, "Part of the requirement of the Bluewater landlord was to incorporate features that haven't existed elsewhere. We're embracing that idea quite radically "

Anticipating a high proportion of sales from chart and mainstream artists, Virgin has positioned chart product in the middle of the store rather than at the edges. "You just can't miss it," says Doman. HMV and WH Smith are also opening stores at Bluewater. HMV says its new features are focused on the store's design as it is saving more radical innovations for its new branch in London's Oxford Street, which is due to open towards the end of the year



Asda expands range to 100 chart albums

Asda has expanded its chart dis play from 60 to 100 titles to boost further its status as the supermarket with the biggest music range. The retailer introduced the

newly-expanded section in all 223 stores that sell music last week, while at the same time adopting a two-price point policy for all single and double albums

Asda's music and video general manager David Inglis says the move is partly an attempt to keep up the profile of current albo when they fall out of the Top 40 or Top 60, "We now don't have to drop them out of the chart and in re-enter them later," he says, Tesco stocks a Top 75 in 460

stores, Safeway mostly has a Top 40 although some stores take a Top 75 chart and Sainsbury carries a Top 100 in its 20 biggest stores.

tor but don't need the same level

of people we had two or three years ago," he says. "We've gone

PLANET 24 DEAL BOOSTS MUSIC Planet 24's musical output is to increase on the back of its £15m deal last week to buy the television production company, Planet 24, which makes The Big Breakfast and was also behind The Word, was founded in 1992 by Bob Geldof, Lord Waheed Alli and Charlie Parsons

newsfile

INDUSTRY EVANINES TAY CHANGES

Four accountants are preparing a report on how the music industry could benefit from improved tax incentives following another budget which has offered the business few breaks. The technical committee of the Chartered Institute of Taxation has approached the group, including Taxserve's George Eastaway and Baker Tilly's Steve McMellon to prepare a report outlining how the Inland Revenue could improve the tax climate for musicians, record companies and other music businesses.

BADIO PAYS TRIBUTE TO LOVE

Broadcaster Adrian Love, whose long radio career included stints at Radio One, Radio Two, Capita Radio, Jazz FM and Classic FM. died aged 54 last Wednesday after a lung collapse. He started his career at pirate station Radio City in 1966 with his final role presenting on BBC Southern Counties Radio, Radio Two DJ Ed Stewart naid tribute to Love "I was genuinely shocked to hear of his death. He was such a friendly sort of guy who really loved his radio work," says Stewart.

GINA G WINS CONTRACT CASE Gina G has won her legal battle to be released from her recording contract with FX Music, which V went into liquidation two weeks ago. Gina G, whose hit Ooh Aah...Just A Little Bit was the UK's 1996 Eurovision entry, started the action In November 1998 and still has an outstanding claim against FX Music for non-payment of royalties. FX Music also faces a writ from Ooh Aah writer Simon Taube, who is claiming breach of trust and unpaid royalties.

EMI restructures sales team with new focus on internet

by Paul Willims

EMI is deploying one of its staff to work on internet retail campaigns as part of an overhaul of the company's field sales operation.

Eric Windholt, formerly area account manager, has moved to the newly-created position of retail development manager, where his role will include working with retailers to develop catalogue campaigns online, as well as working in other promotional areas such as the student sector

The job is one of two new positions introduced at EMI's Brook Green headquarters in west London as part of the restructuring. The number of field sales teams visiting HMV, Virgin and independent stores each week has been cut from three to two, with one team of six people each now responsible for the north and the south. As a result, three people have lost their jobs, while former key accounts manager Graeme Rogan joins Windbolt at head office as catalogue and jazz development manager

The move follows initiatives by other record companies to reflect the changing shape of the retail business. Last spring BMG axed six reps' jobs and moved more staff over to national accounts. while last November six people lost their jobs at Virgin Records when it gave its retail sales staff an additional radio promotions roli

EMI's sales director Mike



HMV: growing online prese McMahon says his company's reor ganisation reflects the changing market with the growing impor tance of the internet and the clining size of the indie sector. "We want to support the indie sec-

through this and decided we need ed to up the workload and support in the internet sector and also give the focus to catalogue and jazz and world music. McMahon adds the appointment of someone to work on internetbased campaigns comes in the

wake of the increasing number of online sites, "It's early days yet and the UK is significantly behind the States but with recent activity by Tower, HMV, Virgin and quite a lot of indie stores going online we felt it was time," he says, adding that fewer than 20 indie stores will lose out on a reps visit as a result of the changes

Music mourns Menuhin after remarkable career

Vahudi Manuhin was hailad as a musical colossus and a genius as tributes poured in last week for the late violinist and conductor.

Menuhin, widely regarded as one of the great classical music figures of the century, died of heart failure in a Berlin hospital aged 82 last Friday following a recording career spanning more than 70 years.

"Lord Menuhin was a musical colossus of the 20th century, a truly great man," says Classic FM man aging director Roger Lewis, Last Friday and Saturday the station turned over parts of its programming to the musician, as did Radio Three, which is putting together a dedicated evening of programmes for April 22 - the day Menuhin would have celebrated his 83rd birthday.

Born in New York of Russian Jewish parents in 1916. Menuhin made his first recordings in 1928 nd four years later recorded the Elgar Violin Concerto with Sir Edward Elgar, a work still regarded as one of the musician's most significant recordings.





radio tributes Though recording from time to time with other record companies, the vast majority of his work was for EMI in a working partnership that lasted a remarkable 66 years and covered more than 300 works. EMI Group chairman Sir Colin Southgate "Few artists have touched so savs. many people, not only as an extraor dinanty communicative musician. but also as a human being.

Menuhin opened a boarding school in England for young musi clans, among them Nigel Kennedy, and in 1977 founded the International Menuhin Music Academy for young graduate string players in Gstadd, Switzerland.

Stereophonics album crowns V2 successes

The most successful period in V2's history was due to be capped yesterday (Sunday) by the Stereophonics giving the company its first number one artist album.

The band's Performance & Cocktails was outselling nearest rivals The Corrs by more than three to one before the weekend. while another of the week's big new releases - Peasants, Pigs & Astronauts by Kula Shaker - was trailing the V2 act by a margin of five to one

The Stereophonics' success comes in the wake of several big successes for V2, including a top five album in Unde rworld's Beaucoup Fish with JBO. Mercury Rev have also broken into the Top 30 this year with Deserter's Songs, while in the past five months V2 has enjoyed top five singles with Touch & Go and the Stereophonics.

Among the key releases on the way from V2 is an EP next month from Grandaddy, an album in May from Bob Marley's son Ky-Mani and albums in June from acts ding Billy Crawford and reggae veteran Junior Delgado,



NEWS

MWCOMMENT

NICOLI: IN SEARCH OF A BIG IDEA

EMI's board of directors may have been disappointed by the City's reaction to their new boss but they should not have been surprised.

Eric Nicoli is undoubtedly not the flash name analysts were hoping for, and, dressed in his trad City gent attire, he certainly does not look particularly flash. More importantly, perhaps, United Biscuits' share price performance under his leadership has been far from spectacular. But none of that should automatically disqualify him from the job. Some have suggested that Nicoli's management background - and his record of shedding rather than building businesses - mark him out as Sir Colin Southgate II. On paper he seems rather more like Jim Fifield II, a career technocrat recruited from outside EMI who happens to have a passion for original R&B music. On meeting him it is quickly apparent that he is neither. Relaxed, chatty, a good listener; he is a nice bloke. The question now is whether he can develop his own big idea for EMI and drive it towards that goal. Here the jury has to be out. For all the breathing space that his appointment gives him. he cannot afford to take his time. Takeover speculation may have receded, but he still needs to be seen to act decisively. Unfortunately, disposing of non-core assets is not an option: that has already been done. Meanwhile, despite the best efforts of EMI's investor relations team to suggest otherwise, making significant returns from e-commerce is still years away. Which makes thinking the unthinkable in areas such as distribution - not to mention the need for retaining twin EMI and Virgin companies - all the more vital First up he could start to change the character of the board which appointed him. Two vacancies will need to be filled this year. Making more innovative - if not actually flash appointments would send out the right signs to his senior managers, as well as the City. Ajax Scott

PAUL'S QUIRKS

INDIES DESERVE EQUAL TREATMENT

udging from the amount of faxes and telephone calls I've received over the past few weeks, indie dealers are in no mood for excuses from record companies who, despite protestations of innocence, have been playing a fast and losse game over new releases and back catalogue deals with some retailers.

Sony has come in for a fair proportion of criticism over its decision to limit the amount of "free" stock available to Indie dealers, and also for allowing some multiples to offer free items with the new Kula Shaker album.

As far as singles are concerned, most dealers would have been more than happy to sell George Michael's As CD singles at 52.99 for the first week so long as everyone had been offered the same discount deal. This would have reduced the amount of free stock. Sony had to put into the market place and achieved its other stated objective of raising CD single prices.

The ablum situation is just as worying as stores compate for business with the first three may arbust most of the year at likiting the streets within days of each other. Each major chain appears to have an exclusive orifer of free posters, limited editions, autographed copies and so forth, and indice always seem to be pulying ext-thu-, busines days we know that as soon as we are offered a deal you can bet your life multiples or supermarkets have been offered a better one. You only have to look at the album promotions instore this week to see that if Indies are innoving 54 off their normal pilee, then the multiples are offering £5 or £7 off the same back catalogue albums.

Sometimes it's not enough to sit around at Bard meetings discussing industry problems and sharing ideas for the good of the industry, only for council members then to go back to their stores with the intention of cutting their fellow traders' throats. Fair play and a level playing field are all that we want and it appears that strong record companies are the only ones who can supply one.

Paul Quirk's column is a personal view

V99's northern venue moves to Staffordshire

by Paul Williams

This year's festival programme is fast gathering momentum with the first line-ups confirmed and V99 naming Staffordshire as its new northern site.

The Manic Street Preachers. Fatboy Silm and Massive Attock are among the first artists announced to play festival dates this season, while V39 is set this evening (Menday) to follow details released last week by Homelands and T in The Park by revealing its own lineup at a launch party at London's Kensington Roof Gardens.

Ahead of the launch, uede. The Beautiful Suede. South, Massive Attack and the Manics are all contenders for the line-up, V99 has named its new northern venue as Weston Park in Weston, Staffordshire, The site, which last year staged part of the GB summit was secured after the organisers lost out on their Leeds site to a rival festival being planned by Mean Fiddler. V99, organised by concert promoters. SIM. Concerts Metropolis Music MCD and DF

MBI predicts growth in worldwide music sales

Sales of recorded music around the world are expected to grow by 16% over the next five years, according to a report published this week by MBI, Music Week's sister publication.

M87's seventh annual look at the global music industry, which provides detailed analysis of 57 music markets around the world, estimates worldwide music sales, which last year edged past \$400m for the first time, will be worth \$47.6bm in 2004, with total alloum sales reaching 4.7bm units.

In 1998 UK music sales were an estimated \$3bn – up nearly 3% on 1997. The report predicts growth will continue over the next five years – MB/ estimates UK sales will rise by 6.4% between now and 2004.

MBI suggests economic uncertainties and the threat of pizey, together with new music formats and the internet, will affect sates in major territories such as the US, the UK, Japan and Gernary, However, the slowdown in mature music markets could be offset by growth in Latin Amorica, eastern Europe and some Asian territories.



Fatboy Silim: playing Homelands under the Roseclaim umbrella, will take place in Weston during August 21-22, with the festival's southern leg held over the same days at Hylands Park, Chelmsford.

SiM Concerts' events coordinator Rob Ballantine siys when V99 lost out on the Leeds site at Temple Newsam there was never any question of remaining in Leeds. "There wouldn't be the market for it and it would have been unfair for the rest of the area to have two festivals in the same place because Leeds is the most easterly of the pop festivals. Wo're now closer to Manchester and Liverpool and in a lot more of a central population area," he says.

Ballantine adds the event this year has been strongly backed, despite Roscelaim being unable to announce one of the venues until now. "We've had to work very hard this year, but we've been really well supported in terms of the industry," he says.

Mean Fiddler, meanwhile, has yet to reveal the line-up for its own joint Reading and Leeds event taking place between August 27 and 29. Blur and The Offspring are among those expected to appear.

This year's T in The Park, taking place in Glogsw on July 10-11, includes the Manlos. Blur. Massive Attack and The Beautiful South, while the Homelands festival in Winchester on May 29-30 includes the Chemicel Brothers, Faithless, fablow Jist wall the Manlos, is following its usual tradition of not announcing the Ine-up ahead of the June 25-27 event.

US live music giant SFX sets sights on UK market

SFX Entertainment, the largest promoter, producer and venue operator for live music in the US, has signalled its intention to gain a foothold in the UK after running the ruler over Wembley Stadium.

Hate user versions y advacim. Mitrough a shareholder RSM last Thursday vated in favour of a L2Gon rival bio from the Pkaedock English National Stadium Devilopment Company for the famous condon venue, live music insiders say it will be only a matter of time before SFX gains a presence here. 'I'ks not if, but when, 'asys one promoter. 'I know they have been tailing to people here and are very keen to get hold of land and venue."

Another promotes adds he would be happy to talk to the group, which operates 75 versues in the US, including 14 amphtheetres in nine of the top 10 local live markets and announced revenues of \$824.3m last year compared with just \$96.1m in 1997. "I know they are thinking of Europe and atthough we



are not talking to them I would be interested to hear what they have to say," he says. SFX was unavailable for comment.

SR was pipped to the Wembley deal after asking for additional time to complie a bid for the stadium, which will host concerts by the Rolling Stones, Celine Dion and Arcsmith this summer. A Wembley spokesman confirms it opmed the books' for SRS, but says shareholders could not affard to walt longer for SR to complie a bid because that would have ippardiad the Rotional Lottery backed ENSDC offer, which was due to expire on Warch 15.

MCPS-PRS link-up boosts payouts to members

PRS collected a record £217m in revenue in its first set of full-year figures since forming the MCPS-PRS Alliance, the collection society announced last week.

With administration and other charges remaining unchanged for the year to December 1998, the PRS was able to distribute a record £186m to music creators, up 8% from £172 in 1997.

PRS chief executive John Hutchinson says, "It is very satisfying to continue to pass most of the growth in PRS revenues on to our members."

Most of the increase came from broadcasters, which contributed

MCPS-PRS ALLIANCE DISTRIBUTIONS

1997 1998 % change PRS £172m £186m +8.1 MCPS £198m £196m 0.0 Seurce: MCPS-PRS Allance's usadited results for the year to December 31 1998

£79m, 13% up on 1997. A spokesman for the MCPS-PRS Alliance says this reflects the growth in the satellite TV and commercial radio sectors. "The licensing techniques and distribution and data reviews have improved, but its mainly down to broadcasters or shops and stores playing more music," he says. General performance income was up 4% to £68m and international income rose 6% to £62m.

MCPS distributed £198m to members last year, which was urchanged from 1997 despite a weaker release schedule. The spokesman says this was partly achieved because MCPS has been able to reduce operational and administrative costs by 8% year-onyear after linking with PRS in the Aliance in January 1998.

MCPS also reduced the commission charged to members from 6.0% in 1997 to 5.5% last year, in line with the Cannes Agreement. EDITED BY TRACEY SNELL - MARKETING

PR veterans Lisa Agasee (pictured left) and Liz Watson have joined forces to launch their own press company specialising in pop. Based In the Canalot Studios in west London, Wall To Wall will form part of The Music Group, a new company whose business partner is industry financial consultant Debbie Lysaght, Wall To Wall plans to hire other people to work in related areas including olugging and styling in order to offer clients a complete one-stop service. Agasee - who spent 11 years at Epic Records where she handled acts such as Spin Doctors, Daryl Hall, Luther Vandross and, most recently, 3T. OTT and B*Witched - and Watson - who worked at Sharp End Promotions on acts including Kylie and Dannii Minogue, 2 Unlimited, Boyzone and 911 - plan to draw on their different experiences working in independent and major label PR. "We like dealing with all the pop magazines," says Agasee. "There's a gap in the market for people who can handle pop. That's where we will start though that's not all we will do." Wall To Wall has already been hired to handle press for 911 and a major-backed pop label which is soon to lounch



Flipside in talks for radio opportunities

New fortnightly music magazine Flipside is in negotiations with a major pop radio station for a series of cross-promotional initiatives

The magazine, which has been set up by a small independent pub-lisher with private funding and covers a broad spectrum of music targeted at the 18-25 age group, is due to publish its third issue on March 23. It is being distributed through High Street outlets includ-ing WH Smith, through whom it offered a cover-mounted CD with its launch issue

Editor-in-chief Julie Channell says, "We felt there was a gap in the market as publications like NME, while good, do not cover certain genres of music.

The promotional tie-up opportunities being discussed with the radio station include cross-advertising and on-air programme sponsorship.

n e w s file

WINGATE JOINS ITT David Bowie's publicist Jonathan Wingate has left the Outside Organisation to become ZTT's head of press, handling ZTT's head of press, handling roster acts from Art Of Noise to Lee Griffiths. Sharon Hanley, who moved to Outside with the Spice Girls from Lynne Franks PR in 1997 and most recently handled Des'Ree, has also left to become deputy head of press for BBC Eastenders.

LWT STARTS CLASSIC ALBUM RUN

LWT has secured a time slot for the second series of Classic hums, which this time is set to feature Meat Loaf's Bat Out Of Hell, U2's The Joshua Tree, Who's Next by The Who, Bob Marley And The Wailers' Catch A Fire and Steely Dan's Aja. The series kicks off on Sunday May 9 at 10.30pm and will run in the same slot each week

CHALONER MOVES AT MUSIC CHOICE

Graham Chaloner has been promoted to operations director at Music Choice, the digital audio cable and satellite service backed by BSkyB, Sony, Warner and EMI. Chaloner was previously engineering manage and in his new role will be responsible for overseeing Music Choice's European operations.

DRS BACKS COMDOSERS' EVENT

PRS has joined the list of ors of next month's London Sinfonietta's State of the Nation weekend, an annual event showcasing emerging British composer talent. Taking place between April 10-11 at London's South Bank Centre. the event will feature performances of works by new composers as well as works and educational projects. It is expected to attract 1,000 people. PRS is joining sponsors including Radio Three and the South Bank Centre

VIRGIN OFFERS BOOKING SERVICE

Virgin Net has launched a credit card booking service on its Internet site following a tie-up with Nottingham-based booking agent Way Ahead. The service is available as part of Virgin Net's Music Channel and offers tickets to concerts handled by Way Ahead.

TOUCH LAUNCHES DUTCH EDITION

Touch is launching its first overseas issue next month when a Dutch version of the black music magazine goes on sale in the Netherlands, Editor Vince Jackson says the new edition will essentially comprise a translated version of the UK title. The first issue goes on sale on April 7

BMG ALBUM MARKET SHARE

BMG's share of the a arket for 1996 is 9.0% and not 0.9% as stated in the Music Week Awards '99 brochure.

MULTI-PLATINUM FOR THE CORRS

The Corrs and The Manic BIT Street Preachers both 12 awards from the BPI for albums last week. The Irish band's second album, Talk On Corners, went eight times platinum while This Is My Truth Tell Me Yours picked up a triple platinum award. Gold awards went to Blondie's No Exit, Kula Shaker's Peasants, Pigs And Astronauts Divine Comedy's Fin de Siecle and the compilation Kiss House Nation

Toyota ad campaign tees up singles comeback for Fury

by Tracey Snell

Billy Fury could be heading for the singles chart again - more than 30 vears after his last big hit -- following a decision by Toyota to use one o his songs as part of a £7m TV ad campaign for its new Yaris car.

The campaign, which kicks off in April, will run for five months and feature a re-recording of the track Wondrous Place a Too 30 bit for Fury in 1960.

The song is understood to play throughout the entire length of the ad, which is being targeted to run during mass audience programmes such as Coronation Street, Peak Practice and Heartbeat.

In a bid to exploit the TV exposure, the song will be released as a single on April 26, 39 years after it was originally released by Decca This time, however, it is being issued by K-Tel, which owns the ver sion of the recording being used by

t's a brilliant opportunity, K-Tel label manager Janie Webber, who adds that it has been more than 10 years since the budget label last released a single -Barbara Dickson's Time After Time.

We felt it was too big an oppor tunity to miss because of the weight Toyota is putting behind the campaign. It would be great to see K-Tel back in the singles chart," she

K-Tel has appointed Tilly Ruther ford as a consultant on the project Its move mirrors that of Colun which today (Monday) releases Andy



ns' recording of Music To Watch Girls By currently being used in the TV ad for the Fiat Punto

for K-Tel in 1979, together with 19 other tracks. These have since appeared on numerous greatest hits packages, whose sales could also benefit if the single becomes a hit second time round

The track is being digitally remastered in time for its April 26 release, together with two further tracks which will feature on the single, It's Only Make Believe and Last Night Was Made For Love.

The artwork for the single is being produced by ad agency Saatchi & Saatchi, which has put together the TV campaign for loyota, and will feature imagery

Scottish Radio goes outside with contractor acquisition

Scottish Radio Holdings, which operates 11 stations in the region including Clyde FM and Forth FM, has made its first foray into the outdoor advertising market with the £27.5m acquisition of outdoor contractor Train

Glasgow-based Trainer, which claims 45% of the lucrative 96sheet market in Scotland, will operate as the outdoor advertising division of SRH alongside the group's existing newspaper and radio divisions

Richard Findlay, SRH's chief xecutive, says, "We've been executive, says, examining the outdoor market for more than a year and Trainer is the jewel in the crown in Scotland.

Outdoor advertising is one of the fastest growing areas of the media sector - the music industry's spend on the medium rose by 84.6% during the final six months of last year compared with the same period in 1997.

"Television has become fragment-ed and more complex to buy, whereas outdoor hasn't. It has become



Findlay: outdoor more complete

more sophisticated," says Findlay who adds the group will be expand ing its cross-media offering to advertisers. "Using outdoor in tandem with radio makes for a rounded and complete package. It is something that has already been recognised in the US with Clear Channel," he adds. Clear Channel International

recently announced plans to take a stake of up to 35% in Jazz FM owner Golden Rose Communications, whose radio sales force is being merged with CCI's outdoor advertising offshoot More Group.

of Trainer had pre-tax profits £1.4m on turnover of £5.3m in 1998.

Walkers' Doritos is further cementing its relationship with the music industry by linking with HMV for an on-nack promotion, backed by a £1.5m TV ad campaign.

The three-month promotion, hich kicks off next Monday (March 22) under the banner The Loudest Spack On Earth, includes heat, activated instant win coupons inside packs of Doritos' snacks which reveal prizes when customers rub neir thumb over them.

The prizes include £10,000 cash, VIP trips to an MTV Live event and £2-off vouchers redeemable at HMV stores

The HMV logo will appear on all 50m Doritos packs Involved in the promotion, which is being targeted at 16 to 24 war-olds and will be supported by HMV in-store as well as ILR radio promotions

The tie-up is part of a long-term music sponsorship programme by Doritos, put together by music marketing company Music Innovations. with a total prize fund of £10m.

The snack brand had previously centrated its sponsorship on the film industry. Caroline Diamond, Doritos marketing director, savs,



We are doing this to build image [with our target audience] and to sup port our above the line advertising."

Richard Orr, HMV marketing maner, says, "In the last few years HMV has run a number of high profile promotions with leading brands. Like any good promotion the aim of these is to increase store traffic and spend at key times of the year while also raising our own brand profile

The tie-in with Doritos will be the largest on-pack promotion that we've undertaken with a snack brand. It is a very good fit between brands that share a similar cus-tomer profile," he adds.

from the commercia K-Tel tracks previously used in TV ads include material by Acker Bilk.

Doritos in new music promotion

INTERNATIONAL - EDITED BY PAUL WILLIAMS chartfile

Des'ree, the Sony S2 signing, has three songs in fono's Top 20 chart of UK-sourced tracks on European radio with What's Your Sign? dropping two to 17 Gotta Be arriving at 18 and Life down two to 20. Also, in France her album Supernatural has leapt 39 places to 30, while What's Your Sign? has moved from 54 to 37 on the singles

 Cher's follow-up to Believe, Strong Encugh, ends Bryan Adams and Melanie C's fourweek reign as the UK's biggest radio hit in Europe and is also building in Europe's sales charts. It climbs 15 places to six in Belgium, and is at the same position in Germany and at 10 in

Thirteen is shaping up to be far from unlucky for Blur. Their new album's first single Tend moves up from eight to seven among the UK elite on the European airwaves, while on Italian sales chart it is the second highest new entry at three and stays in the Spanish Top 10 at eight. The single debuts at 15 in Norway.

 Sony Music is pushing Universal hard for UK airwaves supremacy in Europe. With Skint, it now has six of the 20 biggest 11K radio bits in Furone beaten by Universal with seven but outshining EMI (three), Warner (two) and the indies (two).

· Peasants, Pigs & Astronauts Peasants, Pigs & Astronauts might have been outsold by the Stereophonics in the UK, but Kula Shaker's second album is doing well in Japan. After the previous week's breakthrough of UK acts XTC and Underworld into the Japanese Top 20, the Sony band have a new entry at Sony band have a new entry at 18. The Sixties music fans, though, are outshone by one musical hero: Jimi Hendrix, whose Live At The Fillmore East of arrives one place higher

 Beaucoup Fish is giving Underworld much overseas success. It somersaults 23 places to four in Belgium and is a new entry at 34 in France. However, making better progress in France is The Corrs, whose Talk On Corners follows a nine-place jump last week by moving un seven to five

Elton John remains in the top • Eiton John remains in the top five of the Canadian singles chart. His charity single Candle In The Wind 1997 finally left the top five there for the first time since its release, dropping from three to six, but the singler's Widthe I has fixe for whether the singler's Written In The Stars duet with LeAnn Rimes debuted at four. Leann Rimes debuted at four. The top part of the chart is British flavoured with the Spice Girls' Goodbye holding at one, UK-signed Cher's Believe at two and Orgy's cover of New Order's Blue Monday in at five.

The US is still looking bleak for the UK (see Americ Chartwatch) with UK acts having to fall back on historic ents. In February's round of RIAA awards, Th Beatles received four multi platinum awards for four of their singles: Hey Jude (4m), Something (2m), Get Back (2m) and Let It Be (2m) with six other s winning platinum awards and two gold prizes.

man Richard Griffiths' additi le as vice president for central Europe is othing the UK release of selected artists on offer from the company's continental affiliates. Among them is Jennifer Brown (pictured), who has already released three albums in her native Sweden and has sold more than 250,000 albums in Japan. Her UK career begins with the single Tuesday Afternoon, released by RCA on April 12, with the album Vera lined up for July 12. RCA UK managing director Harry Magee says Griffiths is making the UK company aware of the artists in Europe which really stand out and have good prospects of UK success. "A lot of good is coming out of Europe through BMG, good is coming out of Europe through BMG, but we're not going to put them out unless we are committed to them and Jennifer is th first of these," he says.

Manics to lead Brit pack in Virgin's Stateside campaign

Virgin Records America is in the middle of its biggest concentration of high-profile UK releases since the appointment 18 months ago of forer UK managing directors Ray Cooper and Ashley Newton. Among the wave of releases it will

be handling is the Manic Street Preachers' latest album This Is My Truth Tell Me Yours, whose US appearance around May or June fol lows the long-awaited signing of the band to Virgin for North America.

The same company is also look ing after the US release of albums by acts such as Blur. Skunk nsie. Van Morrison and Billie. Ana

After disappointing sales for the band's first four albums released by Sony across the Atlantic, Manica manager Martin Hall says they are eating this as their first Ame

Strong Enough

4

5 Believe

6 Praise You

ě Tende

10 13

11 12

12 16 Each Time

13 9 Sweetest Thing

14 21

16 14 No Matter What

18 28 You Gotta Ba

19 19 Wo 20 18 Life Would You 2

AUSTRALIA

CANADA

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GERMANY single Strong Enough Cher

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What's Your Sign? 17 15

You Stole The Sun From My He

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TOP UK-SIGNED CHART PERFORMERS ARROAD

Believe Cher Rest Of 1980-1990 112

Believe Cher

Believe Che

Believe Cher

Tender Blur gle

Believe Che

Believe Cher

Bolieve Cher

Believe Cher

Goodbye Spice Girls

One Night Only Bee Gees

What's Your Sign Des'ree

When You're Gone



The left). Newton (second right) and Hall (right)

album. "Everyone was disappointed the non-performance of Everything Must Go so we felt it was time for a new start. It hadn't worked out on previous records and we wanted a whole new team of people on board," he says. Outside North America, the Sony

album has already bed UK TOP 20 AIBPLAY HITS IN EUROPE

> 48.14 /2 George Michael feat, Mary J Blige

> > 1st Avenue/Mercury

16 21

6 3

17 7 2

Eok

WEA

Skin

Chrysalis

Mercury

Mercury

Teleta

Island

Epic

Polydor

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Char

Cher

Fatboy Slim

Robble Will

The Crat

E47

Honeyz

Boyzone Des'ree

Des'ree

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Touch & Go

Robbie Williams

Brvan Adams & Mel C

nd Van Helden

Elton John & LeAnn Rimer

Manic Street Preachers

letand

WEA

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Polydor

Sony S2

so far, including reaching one in Sweden and Finland, going top five in Norway and hitting the Australian Top 20

Hall believes his act sits comfortably on Virgin's US roster alongside bands including Blur and The Verve, adding that the fact Cooper and Newton, co-presidents of Virgin Records America, are from the UK is a big advantage.

They can relate to the band and have the same sense of humour, he says. "We can deal directly with Ray and Ashley.

The pair themselves describe the band as among the finest to come out of the UK in the past decade We are thrilled to be working with them in North America." savs Cooper

Virgin issued Van Morrison's first

Top, in the States last week, while it is releasing Blur's 13 on March 30. Placebo are currently touring in the US to support their second album, while Gomez have been targeted as a long-term develop ment project for this year. Billie's first US single - She Wants You - is released on April 13, to be followed by her album on May 4.

The Chemical Brothers' next album is due to appear in June and Skunk Anansie's Post Orgasmic Chill in August, marking what will be a significant push in the States

They're very much a major, major project for us," says Virgin UK head of international marketing Lorraine Barry, who says the album will be preceded by the single Charlie Big Potato in June when the band return to the States

AMERICAN CHARTWATCH by ALAN JONES After the influx of top urban talent last week, the Billboard album chart has a more settled look this week, with the only new entry to the Top 50 being George Strait's Always Never The Same. Country veteran Strait, 46, debuts

at number six to register his fourth Top 10 album. There are two other entries to the Top 100 - and they're both country acts, too, with Kenny Chesney's Everywhere We Go at number 51 and Sawyer

Brown's Drive Me Wild at number 99. TLC's Fanmail continues at number one but is nearly passed by The Miseducation Of Lauryn Hill, which sold more than 200,000 copies for the second consecutive week



Fatboy Slim's You've Come A Long Way,

Baby regains its bullet and jumps 62-55, its highest position yet in a 12-we chart career. It's now the only album in the Top 100 by a British, as opposed to British-signed, act and is being helped considerably by the hit single Praise You, which is the second highest climber in the chart, jumping 27 places to number 71. It thus tops the number 78 peak scaled by Rockafeller Skani last November but still lags behind another Norman Cook alias - the Mighty Dub Katz' Magic Carpet Ride reached number 58 three years ago

British acts in the bottom half of the album chart are Phil Collins (108-110), the Bee Gees (194.115), George Michael (117.130), XTC (106.140), the Spice Girls (146.156) and All Saints (172.189), plus two re-entries. Five's self-titled debut at number 194 and Depeche Mode's The Singles 86 98 at number 182.

On the singles chart, Believe by Cher (pictured) continues at number one in an all-female top five while Elton John & LeAnn Rimes' Written in The Stars climbs 37-29, while Orgy's cover of New Order's Blue Monday jumps 90-75.

Next Wednesday is St Patrick's Day and in honour of our neighbours, we should note the current achievements of Irish acts in the US charts - all of whom are signed to the UK arms of their record companies. In the singles chart, B*Witched's C'est La Vie moves 48-43, while U2's Sweetest Thing sinks 97-100. On the albums chart, The Chieftains' Tears Of Stone moves 73-64. while U2's The Best Of 1980-1990 dips 94-96.

Finally, though her Velvet Rope album seems, at least temporarily, to have run out of hit singles, Janet Jackson has three collaborations on the Hot 100, sharing the billing with Busta Rhymes (What's It Gonna Be, 66 65), Blackstreet (Girlfriend/Boyfriend, 66-65) and Shaggy (Luv Me, Luv Me, The elevate of Jamiocal's fourth abund Sphorotech as been brought forward by Spany 32, to meet vorthwide release dealines. The abund the followap to 150% "mealing" Travelling the followap to 150% of mealing the travel by A Store - who is bate mixing the record - and Jac Key in the forstann is new Callington Studios at his Buckgharmabile bone. It will be precedeally Key in the forstann is new Callington Studios at his Buckgharmabile bone. It will be preceded the provide the striper discord length channel and the provide the striper discord length channel and the provide the striper discord length channel and the striper of the striper striper discording in through its merson of angles. "Sphorolate's tracks become record, angles from the suberry, chabite Basement Jaxx/Dat Pank-sounding numbers, chabite an encord, angles from the suberry, chabite

Brits to take SxSW by storm with 28 bands

Robble Williams tops a record number of UK artists performing at this week's South By Southwest festival in Austin, Texas, which will also feature an official BPI presence for the first time.

At least 28 UK-signed and unsigned acts play SxSW, which runs from March 17-21, and the UK's 112 delegates are set to outnumber those from any other territory outside the US.

Although Williams does not appear among the line-up of official showcases, he plays a private party sponsored by Capitol and Interview Magazine on Friday evening.

The BPI, following its exploration of the event last year, has produced a Best Of British A&R Guide



British A&R Guide detailing all the UK acts playing and listing British delegates.

Despites. Despite reports of ill health, Arista/Dedicated's Beth Orton (left) also plays on Thursday, a week

after her single Stolen Car was added to the playlist of key US radio stations including Los Angeles' KROO, Boston's WXRV and Chicago's WXRT.

International marketing and promotions manager Julian Wright says, "It's the best introduction for her. It's her first US promotional appearance on this record."

Other UK acts appearing include: Jeff Beck, Mucho Macho, Comfort, The High Fidelity, Lo Fidelity Alistans, Freestylers, Aphrodite, Yogl, Dillinja, Those Magnificent Men, Ezlo, Miles Hunt, Kathieen Haskard, Moke, Hank Dogs, Next Wave, River, Whistler, Angel Tech, Right Said Fred, The King, Epic, Tim Gibbard, Aslan Dub Foundation. Carl Clarke, Projekt Three.



Fuller's girls opt for EMI:Chrysalis deal

by Stephen Jones

Former Spice Girls manager Simon Fuller's hotly-tipped new girl band 21st Century Girls are set to sign with EMI:Chrysalis after the breakdown of negotiations with Virgin's Innocent label.

The act - the first signing to Fuller's new label 19 Recordings - were licensed to Allaritic for North America before Christmas, but sealing a licensing deal for the rest of the world has been more problematic. A deal with Innocent looked certain until a week last Friday, when 19 pulled out with insiders citing disagreements between Fuller and managing director Hugh Goldsmith over 'control'.

EMIChrysalis was back in the fray by Monday night, when a deal was agreed at a meeting between Fuller and EMIChrysalis managing director Mark Collen. EMIChrysalis A&R director Sas Metadle and general manager Gordon Biggins were also involved in the deal. EMIChrysalis was originally the lead con-

EMI:Chrysalis was originally the lead contender for the deal before innocent, but Fuller pulled out when it emerged that former Spice Girl Geri Haliwell was launching her solo career there. A friend of Fuller's says. "Smon's a lot happier being back (at EMI:Chrysalis) now the politics have been cleared up."

A spokesman for Fuller says: "There were differences of opinion over marketing strategies. In the end it wear't feir right for 19, a new label, to go into that new (Innocent) set up. It was feit EMIChrysalis has got what we need and politically if feit the best of the group."

Creative Management's Ian Allen, who discovered the girls when they were called She-Denl, seys: It was amicable. It was just a bunch of grownup men sitting around a table thinking this has got to go with EMI, who were so focused with the marketing. It couldn't



21st Century Girls: Fuller's new hopes

have gone to Innocent because it's a label more like 19."

The first full meeting attended by representatives of all parties involved in the project – EMI:Chrysalis, 19, Attantic (represented by A&R manager Paul Samuels and US senior VP A&R Craig Kaliman), pluggers Brilliant and Henry's House – took place last Wednesday.

The project will continue to the MARCH (0) project and the second second second second second ARR directory Nike McCommack. Coscongenic are with the act - whose publishing is signed to Aller's Creative Music/WarnerChappel – Include Cattly Densis, former Farebulicak avyboardist Andrew Todd, former Go West member Richard Drummie and songenitiers David Arch, Mark Campbell, Gary Stevenson and Daniel West.

The group, comprising four <u>14/15-year-olds</u> from Dudley, release their eportimous debut single produced by Stevenson on May 24, backed by a rumoured £260,000 video shot in January. They will be released via Chrysalis athough marketed by EMI:Chrysalis.

Goldsmith, who is currently busy with Billie and Martine McCutcheon, was unavailable for comment

> Moody Blues on Dry to Mercury Rev on the gorgeous ballad Paper Faces.

Lascelles admits the campaign on their previous album "went arse about face" when the potential hit

High was released "late in the day". But he says that constant touring has created a large enough fanbase to secure the band dates at venues as big as the Brixton Academy.

Subcircus are working with producer Stephen Harris (Kula Shaker). The focus is to make sure their songs are not too understated and that the personality of singer Peter Bradley is not buried.

Sill on Echo's roster are Mono, Utah Saints and Natural Born Chillers – with Marc Almond, Lhooq, D'Influence, G-Force and Fuzz Townsend having left. Two new signings are a male/female vocal pop duo Dark Flower from Manchester and the 'uneasy listening' leftiled act Big Yoga Muffin.

newsfile

Note Dryan has different in Locaies's MODETrys and let letterant for a solo ODETrys and letter letterant for a solo ODETrys and letter letterant for a solo ODETrys and letter letterant for a solo observation of the solo observation of the only member of the trio managed by 347 Amme, was not working in Ammetia on forthroundy and the solo observation on forthroundy and the solo observation and the solo observation of the solo observation and the solo observation of the solo observation and the solo observation of the solo observation of solo observations of the solo observation of the developing plane to the solo observation observations of the solo observation observation observations of the solo observation observation of the developing plane to the room label to by Jazz Summers, are working with producers Stevel (1947 Dadd), Manistra Carey) and Emilio Stateina (Daha

SEAHORSE'S HELME GIGS FOR NEW DEAL

Following his split with former Stone Roses guitarist John Squire, former Seahorses frontman Chris Helme is to play a one-off show in search of a record deal. Helme, whose new material is described as "sexy folk", has put together a band for the gig at London's improv club on March 23.

IVE/PEPPER WINS CHOCOLATE BOY RIGHTS

Jive/Peoper has beaten rivals including. Ministry of Sound to secure rights to Shanks & Bigfoot's underground club smash Chocolate Boy. The label is currently working on remixes ahead of a potential release on April 26. The deal to sign the London-based underground garage duo was struck by Jive head of A&R Scott Maclaughtan and VP A&R Europe Martin Dodd.

LULU AND KAWANA TEAM UP FOR SUNNY TUNE Virgin's Kavana and Rocket's Lulu will

Wrgin S Ravana and Noteket's Luid win this week record a duet, Heart Like A Sun, with producer Grant Mitchell. The co-penned track, which they performed on Channel Four's Late Lunch in December, will be released as a single in June and stripped on to Kavana's delayed Instituct album, now due in July

LEFTFIELD FOLLOW-UP ALBUM FINALLY FINISHED

Lettfield finally delivered their untitled ID4rack follow-up to 1950's Lettism to Higher Ground last week. The Sony label is set to release the first single, the Afrika Bambastaa collaboration Afrika Shox – for which Chris Cunningtam (Madonna, Aphex Twin) shot the video a year ago – in June, followed by the album in July.

CHER HIT PRODUCER TO TAKE ON TURNER

Brian Rawlings, who co-produced Cher's WK and US number one hit Belive, is to work with Tina Turner next month. The producer has recently been much in demand, teaming up with acts such as 41, Mike And The Mechanics. The Tamperer, Gary Barlow and Enfque Egelaiss. "It's very interesting times at the moment, but our focus is on writing and producing," says Rawlings.

CARS' OCASEK DRIVES NEW WANNADIES WORK

The Wannadies last week started recording with former Cars frontman RIC ocasek as producer. The Swedish band, now on RCA rather than the defunct Indolent label, are working in Electric Lady Studios in New York. A new single is expected in the summer.

EPIC SEVERS RELATIONSHIP WITH KLESHAY Fold last week confirmed that it has

Epic last week contirmed that it has parted company with R&B girl trio Kelshay less than a month after their second single went Top 20. The band, developed by Steve Jervier, were originally signed to his Jerv imprint, which split from Epic in the New Year.



The appointment of Jaremy the Lascelles as steches managing so director has meant as greater focus on ur for rejuvenating As each of the

Chrysalis-backed label's acts. As a result, BabyBird and Moloko are enjoying a modest resurgence after the disappointing sales and critical success of their second albums last year.

Lascelles says, "They both made better second records but they were the wrong records. It was very important to re-establish their musical and commercial abilities."

Lascelles insisted on BallyBird's Stephen Jones working for the first time with a producer, Steve Lironi. The result was a rerecording of Back Together, which was released as a single last month. While Echo shipped 70,000-80,000 copies of their previous single, the Radio One Alisted If You'll Be Mine, but sold less than 11,000, Back Together shipped 18,000 copies and sold 14,000 in its first week, despite being unsupported by Woolworths and with only a Radio One As Featured playlisting. "Now we've got people

who'd written off BabyBird talking about how great an artist he is," says Lascelles.

Moloko, meanwhile, were led down the remix route to modest effect – by the likes of Todd Terry and Barry Dugosch on the number four DJ magazine club chart hit. Sing It Back – having been given a Capital Alisting last week which is bound to increase ILR sunont

Meanwhile, Subcircus and Feeder (pictured) are working on forthcoming second albums. Andy Wallace (Nirana), Rage Against The Machine) has invited Feeders surified June album, which will not be released before at least one other track after the single Day In Day Out, on March 22. References range from



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"Believe The Hype...Todd Is God" TOP MAGAZINE

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EDITED BY CHAS DE WHALLEY - MID-PRICE/LOW-PRICE PRICE **DOINTS** THE WAY FORWARD

The age of the cheap CD is upon us. Colin Irwin examines the ascendancy of the low-price sector marketing phenomenon

he surprise announcement of Pinnacle's entry into the mid-price arena latest evidence that what was AL GREEN once regarded as a secondary market in the UK is now being taken very seriously indeed by the music industry's biggest players. It comes hard on the heels of significant changes in the low-price sector, which has been transformed during the last six months by a series of high profile acquisitions that will have an irrevocable offect upon the shane and size of the market for cheap CDs.

Where it was once dominated by a wide variety of devoted indie specialists which thrived on the broader industry perception that budget and low-price product represented a largely irrelevant activity compared to the real business of marketing hits the sector is now subject to corporatisation on a grand scale.

The market anxiously awaits its new key players, the Kingfisher and Point Groups, who are only beginning to formulate their strategies after buying two of budget's most active and successful companies. Music Collection International and Halimark respectively.

Kingfisher's earlier takeover of Demon Point's acquisition of Tring, the prolonged buy-out by Rutland Trust of Castle and aggressive re-thinks on catalogue marketing from EMI. Sony and BMG have created an underlying mood of tension which the confusion surrounding the Universal and PolyGram merger has done little to alleviate

The only consistent thing is that it is all change," says Gary Richards, Divisional Director of Polymedia UK, whose Spectrum label has played a prominent part in the majors' march into the low price market.

These changes have come about as the big labels become more market-orientated, he continues. "There is a growing acceptance that low-price is a legitimate part of the business which hasn't heen treated as a priority until now."

There is little doubt that Universal already in the market with its Half Moon range, is now planning a concerted bid to den Spectrum's output and strengthen its profile in non-traditional outlets. Richards explains the company is adopting a bullish approach to tackling the "massive passive audience of lapsed buyers who feel alienated by the High Street stores

Spectrum is ideally positioned to broaden its traditional account base," says Richards. "We want to attract people who have got out of the habit of shopping for music by taking the music to the places where they go shopping."

HOT CHOCOLATE coming up Bjork • Jamiroguai • Cast The Oranberries • Kula Sha Phil Collins • Ocean Colour Fear Of Pop (Ben Folds) . Re Catatonia • E17 • The Sea - OF TO (120)

BARDE DISCOVER THE CLASSICS

In the first days of the budget market in the early Seventies the only major playe was EMI and its Music for Pleasure label. PolyGram - like Sony and BMG - licensed much of its catalogue to Pickwick, which grew the budget business rapidly before being bought by Carlton Home

35 GREAT TRACKS

Entertainment. The advent of MCI and its labels in 1991 signalled the low-price sector's coming of age and gave it a further makeover by setting

new standards in nackaging and programming But like other longterm players Castle and Tring, MCI has had to fight increasingly

- Marcello Tammaro, Hallmark hard to maintain its market share against marauding majors.

The overall budget market has grown consistently in the last five years, with sales rising from nearly 9m units in 1995 to last year's record total of nearly 13m, according to BPI figures. However, established companies, such as Tring, have floundered and faded, while Carlton Home Entertainment felt it had no choice but to offload Hallmark faced with a marketshare fall from 13.4% to 10% last year

'It wasn't a question of being disillusioned with the budget audio market," says a Carlton spokesman "We came to realise that Hallmark didn't fit well with the

rest of our business."

hits of the sixties

'We're treating it as the newest

label on the market, and we've

already got a major market share'

Weeks after acquiring the "rump" of Tring's assets, CD manufacturer The Point Group snapped up Hallmark and its catalogue of 700 titles for an undisclosed sum, to become an instant player

Hallmark's new managing director Marcelto Tammaro, previously international sales director at THE, is naturally upbeat shout this latest development.

We're treating it as the newest label on the market, and we'y already got a major market share," he says. "It makes sens because we are a manufacturer with ressing plants and

Major releases

from low-price stalwarts MCI.

Point, EMI Gold.

Castle and

Naxos

(clockwise

from ton laft)

we own copyrights but what we didn't have was the labels to release them

Tammaro's immediate plans are to rationalise Tring and Hallmark alongside the existing Indigo label, building the brands and making them more current

The market is being condensed and the stakes have been raised significantly," he says. "We are streamlining in key areas and spending a lot of time finding the right product. The majors are waking up to the value of their own catalogue but I don't think it will ever be as much of a priority to them as their new releases or chart acts. The Point Group plans more than 300

releases this year, with the ultimate aim of creating a catalogue of 1,500 titles. Many are already on the shelves, including The Big Issue's Coming Up From The

Streets album. The former Castle Communications has emerged from a tough year, during which it was bought at auction by Rutland Trust after the demise of its parent company. Red Ant. Now relaunched as Castle Music under managing director Joe Cokell and commercial director Roger Semon, it has snanned up Hallmark's old A&R and marketing teams in an attempt to re establish Castle at the forefront of the arket. Forthcoming releases include Onginal No.1 Hits Of The Soties

1999 will be a turning point in low-price with greater differentiation between superbudget and the upper price band of the budget sector." says new marketing manager Lynn McPhilemy. "Castle has the biggest catalogue outside major ownership, so we are in an enviable position.

Castle is researching the market in preparation for its next move, but European sales director Ed Awardieck insists quality repertoire is the key to rejuvenating the super-budget sector.

'Quality needs to be guaranteed so consumers buy back into ranges over and over again," he says. "There is also increasing competition for space in-store and we need to show retail that super budget can make them the return they need rms of profit per foot.

Yet all may be overshadowed by the emergence of the giant Kingfisher group as the undisputed market leader. Kingfisher. which last year announced record pre-tax rofits of £505.5m, owns Comet, B&O Darty, Superdrug and, significantly, Woolworths, MVC and Entertainment UK. It also owns Crimson, the label that as exclusive supplier to EUK customers. including Woolworths, has come from nowhere to be market leader.

Last April Kingfisher made the £1.95m purchase of Demon and F-Beat, the labels founded by Elvis Costello and Jake Riviera in the late Seventies, and followed it in September by outbidding the Scottish Media Group to buy VCI, including the MCI catalogue, for £45m, sending shockwaves through the whole low-price sector.

Executives at EUK and Crimson are still busy restructuring, but with the two businesses likely to be merged as one company, Crimson's domination of the market this year looks to be a foregone conclusion. Admittedly MCI managing director Dater Stock has now done but >

HOW THE MAIN PLAYERS IN THE LOW-PRICE WAR SHAPE UP



EMI Gold, Music For Pleasure, Jazz Masters, Classics For Pleasure, EMI pioneered low price among the majors and thanks to its enormous ns a high-profile playe



Classics, Pickwick, Old Gold, FMCG, QED, Purple Flame, Point Master Tone. CD manufacturer The Point Group becomes an instant major player with the establishment of this new company under MD Marcello Tammaro, incorporating both Carlton's vast Hallmark super-budget repertoire and a wide range of catalogue from long-term budget specialist Tring.

MUSIC WEEK 20 MARCH 1999



Club, e2, Emporio, Nascente, MCI Music, Reflection, Gallery Parent company, the Kingfisher Group. Already market leader, Crimson's stranglehold on the EUK

customer base will tighten further with the inclusion of the Quality MCI range.

UNIVERSAL



Since its acquisition of PolyGram, the smart money is on Universal revitalising Spectrum's extensive catalogue and making a massive impact this year.

CRIMSON/MCI



steadily, selling nearly half a million last year and benefiting from the vast resources of the old RCA Victor catalogue under label manager Andy Street.

RMC

HNH Labels: Naxos, Naxos Historica Naxos Historical, Naxos Historical, Naxos Jazz, Marco Polo, dacapo, Bil Bil Bil Bil Di Over the last 10 years



developed a range of original classical ecordings that have become a dependable staple of High Street retail and established it as a leading player in the low-price markets.



pioneers. Castle is plotting a comeback inder Rutiand Trust after a grim 1998.



DELTA Labels: Music Digital, Laserlight

Detta is one of the stalwarts of the low-price market, distributing labels like President, Grasmere, Memoir, Lake, Felfside and Upbeat, as well as its own releases in a range of genres.

SONY Label: Extra Value. Sony has consolidated its

budget pop catalogue in

9

MID-PRICE/LOW-PRICE - EDITED BY CHAS DE WHALLEY

> his deputy Danny Keene vows it will be business as usual and is typically bullis about the company's forthcoming release schedule, including a T-Rex Best Of, Al Green's True Love and the RPO Plays U2.

in the past five years or so the market has become extremely fragmented.

particularly at the super-budget end." says Keene. "At the beginning of 1993 I would say Pickwick and Music For Pleasure had now tends to be on a par with full with full with full price. We do 75% of the budget market between them. but now 10 different

companies are fighting for that market share. The whole sector has changed with the majors coming into it, and the key development has been the number of price point promotions at retail."

vever at least two of MCI's regular customers are making noises about ceasing trading relations as a result of its new corporate links with Woolworths.

"The bald fact of the matter is that MCI has been bought by one of our competitors and so we're reviewing the situation," says Robin Tuft, senior product manager for catalogue at Virgin Retail.

At the same time Virgin Retail is reviewing the future of all the super-budget ranges it carries after disappointing performances in the last year.

"Most of the volume comes from campaigns," says Tuft, "There is room for growth at low-price but the majors must have a clear strategy about what they want to do with this product. They are involved in a lot of political infighting which means that while they have attractive names, they don't often come out with definitive collections Growth will come from straight reissues. The market won't be sustained by two hit singles and a load of dodgy album tracks.

UMU on the other hand is more positive "We're very pleased with the budget market," says campaigns manager lan Dawson, "The

more effort into it and the quality

price' - Ion Bowson, HMV

companies are putting 'The companies are putting a lot

a lat more affort into it and the quality now tends to be on a par budget promotions with them three or four times a year and they are proving very successful."

WH Smith has made strenuous efforts to promote the price point in the last year with stand-alone racking and it reports positive results, particularly with classical and easy listening product.

Meanwhile the majors are closely monitoring the restructuring progress of their competitors while redoubling their own efforts in the battle for shelf-space

"It's a weird time." concedes Andy Street. BMG Camden label manager. "I'm not sure the continual merger of companies is good for the market. It seems to be about cutting costs and putting power into fewer and

Paul Holland, managing director of EMI Gold, takes an equally pragmatic view of the changes. "The more people are hanging on doors the better it will be. In the past the only majors doing it have been us and PolyGram, but now there should be more pressure on retail to give budget better focus. WH Smith has done it recently and turned it around big time.

But with the big boys seemingly ready to clean up, where does that leave the indie specialist, once the backbone of the market

Many believe corporate consolidation will create new opportunities for dedicated smail companies, particularly in niche marketing areas. The continuing success of HNH and its Naxos budget classical range is an example of what can be achieved. At the same time, HMV has teamed up with EMI to make significant inroads with the HMV Classics range. Half a million sales across 150 titles in the last 18 months have helped it to what it claims was an 8% share of the overall classical market in the UK in 1995

"Naxos is a quality range and we support it very strongly," says HMV Classical Product Controller Tony Shaw, "But there is room for both of us. The classical market is struggling a little bit at full price but there is a good market for it at low-price.

There is optimism too, in the camps of Delta and Disky. "The traditional outlets have woken up to budget and that is the price point which dominates the non-traditional sector. We've had a superb year." says Phil

Clift, managing director at Disky. Reechwood Music Distribution has had

early success with its newly launched superbudget label Peach. Meanwhile, audio book company ABM enters the market with 50 aggressively promoted new jazz, blues and

At the same time, the non-traditional

retail sector continues to grow apace, driven in part by proactive supplier Lifetime Entertainment which is growing husinese everywhere from Somerfield and Little Chef to ferries and motorway service stations. the last outposts of cassette sales

"There is a lot of duplication in the market so I think these mergers may not be such a bad idea," says managing director Mark Griffithe

Lifetime's hiddest supplier by far is MCL However, the distributor is another company which is considering its options in the light of the Kingfisher deal, which places MCI in partnership with EUK, one of Lifetime's direct competitors

"I don't think it is healthy when a large distribution company has access to a low-price specialist like MCI," says Griffiths That being said, there's little in the MCI catalogue that we can't source from somewhere else.

'I don't think it is healthy when a

large distribution company has

access to a low price specialist

like MCI' - Mark Griffiths, Lifetime

Yet all the current activity doesn't seem to deter potential

newcomers. Former Tring co-founder Phil Robinson is now installed in Amersham developing Bellevue with several key members of his old Tring back-up team. following his

partnership deal with Verner Bach Pederson the founder of leading Danish catalogue specialist Elap. "We are sticking to the basics of good value," he says. "It is a mature market now and product will only sell if it is good, not because it's cheap. Quality, it seems, is still the benchmark,

even at the low-price end of the market.

RIMSON TIDE OF LOW-COST FOR

ost before the ink had dried on Kingfisher's deal with VCI, its Crimson bel had completed an as three year rise to edge out EMI Gold as budget's leading imprint. It's an amazing success story for Crimson, the label launched by Entertainment UK in the last quarter of 1996 primarily to service the Woolworths Christmas trade

The original plan to operate only on a seasonal basis was swiftly revamped as the label focused on a shrewd mix of classic artists, populist compilations and targeted niche releases. In the second quarter of 1998 it topped the budget label charts for the first time, leapfrogging Carlton and EMI Gold with a 10.8% market share and over 288,000 units sold. An outstanding performance in the last quarter resulted in a photo-finish victory by just 4,000 units over EMI Gold, and an equal 11.7% market

1998	MARKET	SH/	RES
TOP 10	LOW PRICE (COMF	PANIES
0 2	4 6	8	10 12
		Crimson	
		EMI Gold	11.7%
1		rition 101	6
	Spectrum 7.8%	1	
M	usic Collection 7.2%		
	HNS 5.9%		
	EMI Classics 4.1	%	
	Camden BMG 3.5%		
-	PolyGram Classics 3	.3%	
a francisco de la constante	Castle Communicatio	m 3.2%	Source Citt

re for both companies

EMI Gold is unlikely to be too despondent about missing out so narrowly. It has doubled its sales figures and very nearly its market share during the last three years Retween 1997 and 1998 it maintained that

Chocolate's 14 Greatest Hits regularly selling in the region of 1,000 copies per week

After two years at the top of the charts Carlton slipped to third place in 1998 with a 3 4% drop in market share - its worst performance in the market since its launch of the Hallmark super-budget range four years ago.

However, these figures do not take into account some of the non-CIN registered, non-traditional outlets where Hallmark product performs well

PolyGram's Spectrum label, on the other yband, made great strides, capturing a 7.8% market share, almost double the previous year's 4.1%, thanks to exceptionally strong repertoire by such acts as The Carpenters Eric Clapton, James Brown, The Jam and Abbo

MCI also performed well to hold its place In the top five, with only a marginal drop in et share from 8.2% in 1997 to 7.2% a year later

Meanwhile, HNH's sixth placing, with 5.9% of the market, marked a 0.8 percentage point improvement over its previous performance, due partly to adding jazz to its traditional classical base.

The chart would have a very different look if the new changes of ownership were to be taken into account. A Crimson incorporating MCI would dominate the market with a share approaching 20%.

Meanwhile, The Point Group conglomerate of Carlton and Tring would be Crimson/MCI's closest challenger at around 12%, just ahead of the new Universal

package, encompassing Spectrum and Half Moon with EMI Gold relegated from second to fourth place. Collo Invin

MID-PRICE/LOW-PRICE REPORT - CONTINUES ON PAGE 22



A SOUND DEAL AT A NEW PRICE FROM ALL GOOD RETAILERS AT A Tribe Called Quest The Low End Theory Babybird

Ugly Beautiful Bjork Debut Boogie Down Productions Edutainment The Candyskins Sunday Morning Fever 7. Julian Cope Autogeddon Manu Dibango Wakafrica Eat Static Implant Gold Blade Home Turf Buddy Guy Live The Real Deal R.Kelly Born Into the 90's Moloko Do You Like My Tight Sweater? The Ozric Tentacles Curious Corn Rocket From The Crypt Scream, Dracula, Scream! The Shamen Boss Drum Skin Experience Electric Skunk Anansie Paranoid & Sunburnt Smoke City Flying Away The Stone Roses Turns 29th Into Stone The Sugar Cubes Great Crossover Potential March

FOR MORE INFORMATION ON PINNACLE'S NEW MID-PRICE RANGE Telesales:01689 873144 • http://www.pinnacle-records.co.uk/soundprice/

ERIC NICOLI - PROFILE Southgate's successor promises cultural seachange within EMI

ning FMI executive chairman Fri Vicoli certainly knows his biscuits. Nicoli certainty knows and soon-to-be Speaking hours after his soon-to-be former company's annual results meeting last Thursday, he eagerly unpacks one of the large blue boxes of United Biscuits goodies presented to analysts and cracks open a packet of McVities Caramels. They're really good," he declares with some relish, before opening a box of a new savoury potato snack.

"These are stunning," he purrs, "Better than Pringles.

Nicoli, 48, also claims to know a thing or two about music, pledging particular allegiance to The Beatles, Bob Dylan, Ry Coorder and John Lee Hooker. He admits however, that when it comes to the music husiness he must underen a ranid learning curve - and in public.

By Thursday last week he hadn't made a darly auspicious start DE

The City had persuaded itself that EMI would name an industry insider to take over the reins from Sir Colin Southgate, And so when the announcement came last week that Nicoli was to be the man. EMI's share price took a rather embarrassing fall while, just as embarrassingly, United Biscuits price rose marginally

Meanwhile, the Financial Times had waded in lits Lex column thundering that after overseeing a tumbling share price at United Biscuits, "Mr Nicoli... will certainly not have the problem of having to live up to high expectations."

Not surprisingly, Nicoli is sensitive to the criticism, launching unprompted into a spiel about how expectation of EMI hinner a music industry "big hitter" to run the company was always wide of the mark

"It was never likely at all that a music big hitter would be appointed to sit over [record boss] Ken [Berry] and [publishing chief] Marty [Bandier], both of whom are recognised big hitters," he says. "The idea of bringing in someone like them, but probably less good, as their boss is absurd.

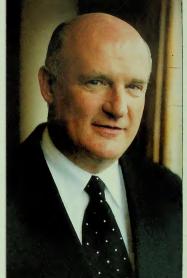
Whatever his past record, Nicoli undoubtedly has a lot on his plate. While his predecessor, Sir Colin Southgate, was a dab hand at selling off unwanted businesses to pare down EMI to its bare essentials - records and publishing - it turned out that pruning was the extent of his strategy rather a means to a bigger end.

Now Nicoli must develop a big idea of his own and instil a new sense of nuroose and confidence in a management team whose morale, he admits, has been sapped particularly by takeover speculation,

The very fact that an appointment has been made is already providing a boost. The best thing is simply the fact that they have made an appointment," says one senior company source. And it looks likely that little immediate change will be felt since the daily running of the businesses will continue to be conducted by Berry and Bandier.

Nicoli has a reputation as a team player a point he himself stresses on a number of occasions - and insists that Berry and Bandler will oversee operations on a daily basis. "My role won't be merely supervisory, sitting there in an ivory tower, pontificating occasionally and issuing a few irrelevant edicts that piss everybody off. My role and management style will be one of challenge and support in appropriate proportions," he says

When it comes to the big picture, Nicoli says it is just too early for him to have drawn up his own vision of EMI's future. But the key question - and one which Southgate never resolved - is whether EMI should continue to be focused solely on



curriculum vitae: ERIC NICOLI

Born: August 5, 1950

Educated: King's College, London University 1971: Leaves university with a degree

in physics 1980: After a spell at Rowntroe Mackintosh joins United Biscuits as senior marketing controller, UK biscuits

divisio 1984: Appointed group business planning director

1985: Promoted to managing director UB Frozen Foods 1986: Takes post as managing director

UB Brands

music or whether it should branch out into other areas of entertainment

While declining to go into any detail, Nicoli suggests that moving into other areas is a distinct possibility. "The reason this change is timely is that Colin has done the job of unbundling Thorn EMI, of creating out of the demerger this standalone EMI, and someone new coming in can now think about the vision for the future. Everyone in the industry can understand the merit of

1989: Joins UB board as chief 1989: Joins us board as chief executive European operations and group chief executive designate 1991: Becomes UB group chief executive. Joins EMI board as nonexecutive director

executive director Mid-Nineties: assumes number of roles with trade bodies including the Institute of Grocery distribution's policy issues council and Food and Drink Federation's executive committee. Nicoli is also made deputy chairman of Business In The Community. May 1999: due to take over reins of EMI Group from Sir Colin Southgate

relevant broadening of the business base. [But] broadening for the sake of it has retty little ment.

He suggests that organic growth is the first priority. Alongside developing rosters. tightening marketing and distribution, this could also involve more radical internal restructuring. EMI observers suggest one key option is to merge the hitherto separate operations of EMI and Virgin. Another would be to merge distribution

unctions with other companies, rather like Warner and Sony are in the process of doing in the UK

Often there are areas where you can operate to mutual benefit, where you can have international or local joint ventur that allow you to take costs out and share benefit and best practice, without getting into the pain and aggravation of corporate ownership issues," he says, "We will look at those options and I know there are some that are being considered.

He is less guarded on the subject of the endless speculation about takeovers by Bertelsmann or News Corp. "It's a definite "he says, "Speculation is ongoing and I have fived my life running big business with takeover speculation as background noise. It's part of my skill-set to get people focused on running the business without being distracted by all that stuff."

Just as he must develop his own vision of where the company is heading, so some senior EMI executives on both sides of the Atlantic privately suggest that he must change the corporate culture of the company. Nicoli's relaxed and collegiate style (he professes to hating formal meetings, prefering to talk on the telephone or network informally within a company) immediately marks him out as being different from his predecessor - "Southgate can be a bit of a bully at board meetings, notes one senior EMI source.

Nicoli's less hierarchical approach to management is apparent in another a salary - the issue which so absorbed the salary – the issue which so absorbed the City when it came to 'Lucky' Jim Fifield and his remuneration package. Nicoli in contrast says he is being paid "broadly what I'm being paid at UB" – a standard British pic senior executive package of around half a million pounds base plus inco

(Incidentally, he points out that while he was part of the board of directors which unanimously rejected Fifield's bid to succeed Southgate, he say this happen months before he himself became a candidate for the post).

"I would expect the corporate culture to reflect my style and inclinations fairly ouickly. I'm an international manager -Italian parents, British educated, * says "I would expect the culture to reflect the fact that we're a focused music business and, even if we broaden, we will still be predominantly a music business.

"I expect the culture to change - not because my starting point is that it's an inappropriate culture, but the culture ultimately reflects the personality and values of the people who run a company. Colin and I are very different characters and the group is a very different group from the one that started out as Thorn EMI." At the recent National Grocers

Benevolent Fund Ball, where UB was the principal sponsor, Nicoli appeared wearing an old army tin hat. The food industry at the time had just finished a week of price wars and he was sitting between the chief executives of two rival retailers, hence his "don't mention the war" joke.

As he prenares to assume his new post he might need to dig that hat out of the attic again. The very fact that an appointment has been made gives him and his colleagues a short breathing space. But, once the sense of initial relief has dissipated, the battle will be tougher than ever. Nicoli may be the man to lead the fight to change City perception of EMI and, more importantly, the underlying busines reality, but it will be a long haul. Ajax Scott

The full version of this article appears in the April issue of MBI, out next week

TOP 75 W cin 20 MARCH 1995

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69	41	3	ANY I HING BUT DUWN A&M/Mercury 5828292/5828284 (U) Shenyl Crow (Crow) Watther Chappell (Crow)	You Vignese Know
70				PLATINUM + (500,000) GOLD + (400,000)
10	53	9	\$11 (Steel/Hollicity) Warner-Chappell (Gosh) -/-G	SILKER (200,000)
71	54			S indicates this available in sheet
1		_	Terrorvision (Collins) Warner-Chappell (Terrorvision) //12/EGAS 16	C.N. Produced is ce-operation with the 6PI and BARD, based of a sample of more than 4,000 record outlets, increasing 7-Incl. 12-
72	44	3	FUULS GULD (KEMIX) Just Flactice 0522(92/0522003 /pt	esticle of more than 4,000 record outlets, incorporation 7-brok, 12-
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73	53	7	NATIONAL EXPRESS Setanta SETCOB 063/SETMC 069 (V)	Outperformed the mat-
70	-	-	The Drivine Comedy (Jaccos/Hannon) BMG (Hannon) -/-	hat by 5% or more
14	89	7	Garbage (Stribge) Ronder (Garbage) Mushroom MUSH 43CDS/MUSH 43MCS (3MV/P)	Hits Highest som estry
76				
10			ANGELS *2 Chrysalis CDCHS 5072/TCCHS 5072 (E) Robbie Williams (Chamber/Power) EMUBMG (Williams/Chambers) /-0	Mest was in chart
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THE OFFICIAL UK CHARTS SINGLES -1A 20 MARCH 1999

CHART COMMENTARY

by ALAN JONES

fter struggling all week to keep up with Steps' Better Best Forgotten, Boyzone's When The Going Gets Tough trounced its rival at the weekend, benefiting from massively increased traffic as a result of its association with the very successful seventh instalment of Comic Relief, and - Jess important but still a consideration - Mother's Day gift-buying. In the end, When The Going Gets Tough managed to sell nearly 198,000 copies last week, representing a downturn of a mere 7.5% over its 213.000 debut week

Britney Spears' Baby One More Time slips a notch to number three but its sales are still buovant, with a further 122,000 buvers snapping it up last week. In its first four weeks in the shops, the single has sold more than 987,000 copies, and was on schedule to top a million today (March 15). Seventeen-year-old Spears will become the youngest artist ever to have a million-selling single in the UK.

On Sunday afternoon, Radio One did something it hasn't done for nearly three



SINGLE FACTELLE

Narrowly winning the sales war with Narrowly winning the sales war with Boyzone in the week, Steps were unable to match the extra sales their rivats generated from Comic Relief coverage, and had to be content in the end with a number two debut for their single Better Best Forgotten. The fifth single from Steps' debut allows Step One, it nevertheless and a highly credible the artheoid received your manufaction of the lower the start for the same for the same for the second se Heartbeat/Tragedy ever managed on a

single week, even though it topped the chart, and even though its sales to date are more than 1,063,000. Steps did have reason to celebrate last weekend, reason to celebrate last weekend, however - on Saturday they sold their millionth copy of Step One, exactly six months, after fits release. The previous hits from Step One are 5-6-7-8 (number 14), Last Thing On My Mind (number six) and One For Sorrow (number two). Heartbeat is on the album, but Tragedy is not.

Goes, as it plays the entire Top 40 in its

chart show, and the Quo single debuted at

number 39. It's the group's 53rd hit in all,

and their 50th to make the Top 40. Dating back over 31 years to 1968's Pictures Of

Matchstick Men, that's the highest tally of

Sweden has been the source of more UK

hits in the past year than any other country hits in the past year than any other country except the US, with artists such as The Cardigans, Ace Of Base, Emilia, Meja and Lutricia McNeal raming hits on us. Last week Kent joined the chart attack, and this

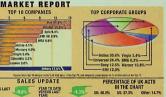
week's new entries include three more by

Swedes, Jessica's continental smash How

Will I Know performs a little disappointingly

by debuting at number 47. Ditto Eagle-Eye Cherry's latest, Permanent Tears, which

any group in chart history.



years - it played a new record by Status Quo Quo and Radio One had a famous spat after the former instigated legal action against the latter, accusing it of not playing their records.

WHEN YOURS CONFIGURE Store Lost Mid C. Add Marrows ERASE/REWIND The Cardigants



SINGLES INDEPENDENT

VERSUS LAST

1	NUM	BETTER BEST FORGOTTEN	Steps	Ebst/Uive (619212 (P)
2	1	BABY ONE MORE TIME	Britney Spears	Jive 0522752 (P)
3	2	JUST LOOKING	Stereophonics	V2 VVR 5005310 (3MV/P)
4	3	CHANGES	2 Pac	Jive 0522832 (P)
5	5	HEARTBEAT/TRAGEDY	Steps	Jive 0519142 (P)
6	ADD	SAY YOU'LL BE MINE	0FX	Quality Recordings QUAL 005CD (P)
7	ATM	HOW WILL I KNOW (WHO YOU ARE)	Jessica	Jive 0522412 (P)
8	4	PLAYING WITH KNIVES	Bizarre Inc	Visyl Solution VC 01CD1 (V)
9	NU	CUT CHEMIST SUITE	Ozomatli	Also Sounds CDALM 52 (3MV/P)
10	ATM:	BAMBAATA 2012	Shy FX	Ebony EBR 020 (SRD)
11	ALM	SOBER	Jennifer Paige	EAR/Edel 0044185 ERE (P)
12	7	BE THERE	UNKLE feat, Ian Brown	Mp Wax MW 108CD1 (V)
13	6	FOOLS GOLD (REMIX)	The Stone Roses	Jive Electro 0523032 (P)
14	8	PRAISE YOU	Fatboy Slim	Skint SKINT 42CD (3MV/P)
15	12	NATIONAL EXPRESS	The Divine Comedy	Setanta SETCDB 069 (V)
16	20	FOR AN ANGEL	Paul Van Dyk	Deviant DVT 24CDS (V)
17	17	TONITE	Supercar	Pepper 0530202 (P)
18	11	EVERYBODY (ALL OVER) - THE REMIXES	FPI Project	99 North CONTH 14 (ADD)
19	16	GOURYELLA	Gouryella	Tsunami TSU 6009 (ADD)
20	Mark 1	TALK ABOUT THE BLUES	Jon Spencer Blues Explosio	n Mate CDMUTE 226 (V)

To hear the chart hot-off-the-press on Monday morni ng. call 0891 505290. Calls cost 50p/min 🛣





39 MIN SLIDE Des Des Balls

· BOY YOU KNOCK ME OUT Tatyana Al

an

THE OFFICIAL UK ALBUM CHART 75 **N**P

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38 NEW SUMMERTEETH

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41 23 8 5 . Lenny Kravitz (Kravitz)

47 50 60 LET'S TALK ABOUT

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34 24 18 THE BEST OF 1980-1990 *2

36 45 50 WORD GETS AROUND .

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Chrysalis CDCHR 6127 (E)

Maynrick \$352468472 (W)

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2 1 68 TALK ON CORNERS *8 Addunic 76678091727567809174 (W) 28 46 22 QUENCH *2

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7 15 20 BELIEVE *

11 NEW BACK ON TOP

4 14 8 26 STEP ONE *3

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15 1 7 LIFE THRU A LENS *6

20 3 2 BEAUCOUP FISH .

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Arista 07822190372 (BMG)

6 14 18 LADIES & GENTLEMEN - THE BEST OF * SEpt 4917052 (SM)

9 NEW PEASANTS, PIGS & ASTRONAUTS Counties SHAKER 200X (SM

A 10 7 57 FORGIVEN, NOT FORGOTTEN * Adurtic 2567826122 (W)

12 3 28 THIS IS MY TRUTH TELL ME YOURS *3 Epic 4517039 (SMO

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1	55	43	17	#1s ★ Mariah Cerey (Alanasieff/Cerey/Verio	Columbia 4525042 (SM) (IS) 4526044/4925041
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1	62	25	2	REVELATIONS	Polydor GENEC 4 (U) GENEM 4/GENEL 4
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7	64	29	2	Lighthouse Family (Peden) IN SEARCH OF ANGELS	5335154/- Ridge RR 10 (RMG/U)
1	65	57	18	Runnig (Herley) MODERN CLASSICS - THE GREATEST	
1	66	55	4		ICT 8093/ILPSD 8080 Indochina ZEN 017CDX (P)
2	67	_	19	Morcheeba (Morcheeba/Norris)	ZEN 017MC/ZEN 017LP Innocent CDSIN 1 (E)
0	68	_		Billie (Marr/Page) GREATEST *	SINMC 1/- EMI 4962352 (E)
1	_	_		Duran Duran (Various) THE MOVIE ALBUM - AS TIME GOE	4962334/-
	69	_	8E	Nell Diamond (Gaudio)	4916554/-
8	70	-	RE	Bee Gees (Gbb/Gbb/Gbb/Various)	Silvertone DRECD 535 (P)
0	71	51	-	The Stone Roses (Leckie)	OREC 535/OREUP 535
1	72	62		THE BOY WITH THE ARAB STRAP (Belle & Sebastian (Belle & Sebastian) JPRMC 003/JPRLP 003
0	73	66		DESIRELESS Eagle-Eye Cherry (Kvimar/Eagle-Eye	
1)	74	58	50	THE BEST OF * James (EncyHeguerYouth/Norton/Gar	
1	75	63	35	Shenia Twein (Lange)	Mercury 5580002 (U) 5580004/-
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44		15 WITHOUT YOU I'M NOTHING Hatwing CORLOORS (E) Placebo (Osborne) FLOORMC & FLOORLP 8
45 ·	42	54 SAVAGE GARDEN ★2 Columbia 4871612 (SM) Savage Garden (Fisher) 4871614/-
46	39	3 TEARS OF STONE The Chieftains (Maloney) RCA Victor 05026635682 (BMG) 09326659684-
47	59	69 LET'S TALK ABOUT LOVE *6 Epic 4891592 (SM)

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20 MARCH



CHABT COMMENTARY

by ALAN JONES

6

he Corrs' Talk On Corners album won't spend St Patrick's Day at number one, but it had another excellent week last week, selling more than 76,000 copies, an ement of over 25% on the previous impro week. That brings its over-the-counter sales to more than 2,150,000 copies, though it was certified platinum for the eighth time by the BPI last week, representing shipments to record shops of more than 2.4m. The Corrs' album was one of the main beneficiaries of a minl sales boom triggered by Mother's Day, while others who saw major increases in sales were George Michael (up 14-6 with Ladies & Gentlemen), Michael Ball (50-24, The Movies) and Dr Hook (38-25, Love Songs). The Best of Dusty Springfield was probably helped too, though coverage of the late singer's funeral on Friday was largely esponsible for the album's 52-27 surge. It sold more than 8,000 copies last week, taking its sales past the 30,000 mark

Britney Spears' million-selling single Baby

COMPILATIONS

he compilation sector saw sales increase by a very healthy 17.9% last week, thanks to a combination of Mother's Day gift-buying and the release of the latest in ffrr's Essential Selection eries. Pole position is taken by Columbia's Especially For You, an album specifically aimed at the Mother's Day market, which sold nearly 29,000 copies. That's a couple of thousand more than the warner.esp/ PolyGram TV compilation Love Songs. which recorded a sensational sale of nearly 90,000 to rise to the top of the album chart in time for Valentine's Day, and is sufficiently vaguely named to also serve as a Mother's Day gift, its purchase in this context securing it runners-up spot. Other albums to feature heavily as Mother's Day gifts include Music Of The Night (up 20-8),

Woman (22-10). The Best Sixtles Love Album ... Ever! (17-11) and The Very Best Of The Love Album (21-14), all of which are very mature in compilation terms, having been in the shops for a minimum of three months each

Last week's number one, Kiss House Nation, tumbles all the way to number seven, as fans of compilations of dance music turn instead to Pete Tong - The Essential Collection - Spring 1999, which debuts at number three and at number 13. The number three debut is for the triple album edition, which sold more than 20.000 conies, while the double album version sold a little over 7,000 copies. The triple album is a limited edition and is thus likely to suffer the speedier decline of the

INDEPENDENT ALBUMS

			label idistributor
Lost	Tife	Artist	
ADIS	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VVR 1004492 (3MV/P)
2	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Skint BRASSIC 11CD (3MV/P)
NEW	BABY ONE MORE TIME	Britney Spears	Jive 0522172 (P)
1	BEAUCOUP FISH	Underworld	Jbs JB01005432 (3MV/P)
3	STEP ONE	Steps	Jive (619112 (P)
4	VERSION 2.8	Garbage	Mushroom MUSH 29CD (3MV/P)
8	WORD GETS AROUND	Stereophonics	V2 VVR 1000438 (3MV/P)
5	GREATEST HITS	2Pac	Jive 0522962 (P)
8	BIG CALM	Morcheeba	Induchina ZEN 017CDX (P)
7	FIN DE SIECLE	The Divine Comedy	Setanta SETCOL 057 (V)
9	THE COMPLETE	The Stone Roses	Silvertone ORECD 535 (P)
10	THE BOY WITH THE ARAB STRAP	Belle & Sebastian	Jeepster JPRCD 003 (3MV/P)
13	DESERTER'S SONGS	Mercury Rev	V2 VVR 1003752 (3MV/P)
15	SONGBIRD	Eva Cassidy	Blix Street G 210045 (HOT)
11	WHITEY FORD SINGS THE BLUES	Everlest	Terniny Boy TBCD1236 (P)
14	PSYENCE FICTION	UNKLE	Mo Wax MW 085CDS (V)
12	APPLE VENUS - VOLUME 1	XTC	Cooking Vinyl COOKCD 172 (V)
16	THE STONE ROSES	The Stone Roses	Silvertone OREZCD 502 (P)
18	GARBAGE	Garbage	Mushreom D 31450 (3MV/P)
19	MELTING POT	The Charlatans	Beggars Banquet BBOCD 196 (V)



ALBUM FACTFILE

Until the Manic Street Preachers happened along, no Welsh band had ever topped the UK album chart but they're really getting a taste for it now, and the past year has seen Catatonia's International Velvet, the Manics' This is My Truth Tell Me Yours and now the Stereophonics' Performance And Cocktails topping the list. Performance And Cocktails sold nearly 120,000 copies last week, to deprive The Corrs

of pole position, and is the first number one for Richard Branson's V2 Tabel. The Stereophonics' only previous albun 1997's Word Gots Around, reached number six, and was the previous

biggest success for V2. Performance And Cocktails includes The Bartender And The Thief, which was a number three hit last November, and the current single Just Looking, which reached number four a fortnight ago.



One More Time generated nearly 28,000 sales last week for her identically-titled alburn, enough for it to debut at number

eight. That's a place higher and nearly 2,000 sales more than Kula Shaker's Peasants, Pigs & Astronauts album. The group's only previous album. K, topped the chart in 1996, with a first-week sale of more than 130,000. The cool reception given to Peasants. Pigs & Astronauts' first single. Mystical Machine Gun, which debuted at number 14 and has since slumped 40-62. suggested that they'd have a tougher time this time around, but not this tough.

Meanwhile, Van Morrison follows-up his first ever Top 40 solo single with a number 11 debut for his first Pointblank/Virgin album Back On Top - that's a nine-place provement on his last Polydor album The Philosopher's Stone (made up of old but previously unreleased material), but a one place decline on his previous all-new effort, 1997's The Healing Game. After making the Top 10 for the first time

last week, Whitney Houston's My Love is Your Love continues its rapid ascent of the chart. It jumps 10-5 this week, after selling more than 30,000 copies, sending its overall sales total to more than 160.000.



THE YEAR SO FAR **TOP 20 SINGLES**

	BABY ONE MORE TIME	BRITNEY SPEARS	JIV
	PRETTY FLY (FOR A WHITE GUY)	OFFSPRING	COLUMBI
	HEARTBEAT/TRAGEDY	STEPS	EBULUIV
	WHEN THE GOING GETS TOUGH	BOYZONE	POLYDO
	MARIA	BLONDIE	BEYOND/RC
	YOU DON'T KNOW ME	ARMAND VAN HELDEN FEAT. DUANE I	
	IT'S NOT RIGHT BUT IT'S OKAY	WHITNEY HOUSTON	ARIST
	TENDER	BLUR	FCOD/PASLOPHON
	FLY AWAY	LENNY KRAVITZ	VIRGI
	WHEN YOU'RE GONE	BRYAN ADAMS FEAT. MEL C.	A&M/MERCUR
	PRAISE YOU	FATBOY SUM	SKIN
	WE LIKE TO PARTYI (THE VENGASUS)	VENGABOYS	POSITIV
	CHANGES	2 PAC	JU
	BUNAWAY	THE CORRS	143 LAVA/ATLANTI
	PROTECT YOUR MIND	DJ SAKIN & FRIENDS	POSITIV
	WESTSIDE	то	EPI
	A LITTLE BIT MORE	911	VIRGI
	ENJOY YOURSELF	A+	UNIVERSA
1	TEQUILA	TERRORVISION	TOTAL VEGA
	STRONG ENOUGH	CHER	WE
	I and Names and stand the shart elasible from the last cut	alighed Very Sn Est constitutions short	

🙃 To hear the charts hot-off-the-press on Monday morning, call 0891 505291 (artist albums)/0891 505289 (compilations). Calls cost 500 mm 🙃

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MUSIC WEEK 20 MARCH 1999

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2 CHAR. POPSH B B C RADIO 1 AS USED BY HE OFFICIAL



- **BABY ONE MORE TIME** Britney Spears **BETTER BEST FORGOTTEN Steps**
- WE LIKE TO PARTY! (THE VENGABUS) Vengaboys Positiva
- YOU STOLE THE SUN FROM MY HEART Manic Street Preachers Epic
 - IT'S NOT RIGHT BUT IT'S OKAY Whitney Houston 5
 - G
 - AS George Michael & Mary J Blige
 - STRONG ENOUGH Cher **TENDER** Blur 00
- 10 AT MY MOST BEAUTIFUL REM 6

Warner Brothers



- HOW LONG'S A TEAR TAKE TO DRY? The Beaufful South WISH I COULD FLY Roxette a 12
- NOTHING REALLY MATTERS Madonna 14 WRITING TO REACH YOU Travis MARIA Blondie STYLE Orbital 15 19 13
- - 18 THE WAY DREAMS ARE Daniel O'Donnell 11 15 RUNAWAY (REMIX) The Corrs 14 17 CHANGES 2 Pac 7 16
- -ood/Parlophone
- 8 BABY ONE MORE TIME Britney Spears 11 15 LIFE THRU A LENS Robbie Williams 10 FORGIVEN, NOT FORGOTTEN The 9 16 GRAN TURISMO The Cardigans 16 13 GOLD - GREATEST HITS Abba 2 TALK ON CORNERS The Corrs BACK ON TOP Van Morrison 12 17 RAY OF LIGHT Madonna 14 STEP ONE Steps BELIEVE Cher 9



avil		3 20 BEAUCOUP FISH Underworld JB0/N2
0	compilations	
V2		13 21 NO EXIT Blondie Beyond/RC
Virgin	4 2 LOVE SONGS	22 NOBODY DOES IT BETTER - THE VERY BEST OF Carly Stroon warnevery/Sixkal T
Stackholm		18 23 ATOMIC/ATOMIX - THE VERY BEST OF Blondie EW
Columbia		50 24 THE MOVIES Michael Ball Universal TV
riends Positiva	-	38 25 LOVE SONGS Dr Hook EM
Telstar		20 26 GREATEST HITS Eurythmics RCP
Columbia	B 5 THE LOVE SONGS OF BURT BACHARACH 7 15 NOW THAT'S WHAT I CALL MUSICI 41	52 27 THE BEST OF Dusty Springfield Merowy/PolyGram TV
Epic	Universal TV	46 28 QUENCH The Beautiful South Go!Discs/Meroury
Virgin	S LOVE ALBUM	41 29 THE BEST DF-THE STAR AND WISEMAN Ladysmith Black Mambazo Universal TV
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Virgin	Uriversal TV/Sony TV	19 33 THE GLOBE SESSIONS Sheryl Crow A&M/Polydor
ty Recordings		24 34 THE BEST OF 1980-1990 U2 Island
orthwestside		21 35 VERSION 2.0 Garbage Mushroom
A&M/Mercury	WE'RE A BIG HIT WITH	45 36 WORD GETS AROUND Stereophonics V2
WEA	MILEIC I OVERS	26 37 BIG WILLIE STYLE Will Smith Columbia
Universal		B 38 SUMMERTEETH Wilco Reprise
Eagle		31 39 FANMAIL TLC LaFace/Arista
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	www.dotmusic.com	© CIN. Produced in co-operation with the BPI and BARD, based on a sample of more than 4.000 record outlets



16 20 HEARTBEAT/TRAGEDY Steps

THE OFFICIAL UK CHARTS Ì 20 MARCH 1999

MID-PRICE

s Last				This Last	Tite		
	Tele	Artist	(abel (distributor)	Ins Last	COME ON OVER	Shania Twain	Mercury 5580002 (U)
1	FORGIVEN, NOT FORGOTTEN	The Corrs	Atlantic 7567926122 (W)	2 2	THE MOUNTAIN	Steve Earle	Grapevine GRACD 252 (RMG/U)
2	GRACELAND	Paul Simon Tracy Chapman	Warner Brothers WX 52 (W) Elektra EKT44CD (W)	3 3	TRAMPOLINE	The Mavencks	MCA Nashville UMD 80456 (BMG)
3	TRACY CHAPMAN	Rod Stewart	Warner Brothers 1234567 (W)	4 4	SITTIN' ON TOP OF THE WORLD	LeAnn Rimes	Curb/Hit Label/London 5560202 (U)
4	THE BEST OF	Maric Street Preachers	Columbia 4710601 (SM)	5 7	LOVE SONGS	Daniel O'Donnell	Ritz RZBCD 715 (RMG/F)
5	GENERATION TERRORISTS BLOOD SUGAR SEX MAGIK	The Red Hot Chik Peppers	Warner Brothers 7599256812 (W)	6 6	WIDE OPEN SPACE	Divie Chicks	Epic 4898422 (SM)
6		Original Soundtrack Mave	nick/A Band Apart \$362468412 (W)	7	TRION	Harris/Ronstadt/Parton	Asylum 7559622752 (W)
9	JACKIE BROWN	Green Day	Reprise \$362455232 (W)	8 8	SONGS OF INSPIRATION	Dariel O'Dornoll	Ritz RITZBCD 709 (P)
1	DOOKIE	Catatonia	Blanco Y Negro 0630163052 (W)	9 10	MUSIC FOR ALL OCCASIONS	Mavericks	MCA MCD 11344 (BMG)
	WAY BEYOND BLUE SINGLES	Alson Moyet	Columbia 4806632 (3MV/SM)	10 9	FARMERS IN A CHANGING WORLD	Tractors	Arista Nashville 07822188782 (BMG)
11		Primal Scream	Creation CRELP 076 (3MV/V)	11 5	WHAT I DESERVE	Kelly Will's	Rykodisc RCD10458 (V
15	SCREAMADELICA THE HOLY BIBLE	Manic Street Preachers	Epic 4774212 (SM)	12 500	ALWAYS NEVER THE SAME	George Strait	MCA Nashville UMD80585 (BMG
8	THE BEST OF EVERYTHING BUT THE GIRL	Examples But The Gid	Blance Y Neare 0630166372 (W)	13 11	HUNGRY AGAIN	Dolly Parton	MCA Nashville UMD 80522 (BMG
10	THE SINGLES	The Pretenders	WEA K2422292 (W)	14 13	FURTHER DOWN THE ROAD	Charlie Landsborough	Ritz RITZCD 0085 (P
12	GREATEST HITS	Take That	RCA 74321355582 (BMG)	15 14	THE WOMAN IN ME	Shania Twain	Mercury 5228862 (U Curb/The Hit Label CURCD 046 (RMG/U
18	EXPERIENCE THE DIVINE	Botte Midler	Atlantic 7567824572 (W)	16 12	YOU LIGHT UP MY LIFE		
14	GREATEST HITS	Bob Dylen	Columbia 4609072 (SM)	17 16	EVERYWHERE	Tim McGraw	Curb CURCD 039 (RMG/U
16	BRIDGE OVER TROUBLED WATER	Simon And Garfunkel	Columbia 4624882 (SM)	18 19	SEVENS	Garth Brooks	Capitol 8565662 (E
	GOLD AGAINST THE SOUL	Manie Street Preachers	Columbia 4740642 (SM)	19 17	FAITH	Faith Hill	Warner Brothers 2457902 (Import
1	THE BLUES BROTHERS (0ST)	Various Artists	Warner Bros 7567827872 (W)	20	TIMELESS	Daniel O'Donnell & Mary	Daff Ritz RITZBCD 707 (F
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	RI	DGET			K	UGK	
_			Label (distributar)	This Last	Titla	Artist	Labal (distribut
Lari	Taba	Artist				The Offsoring	Columbia 4916562 (SM
1	10 CLASSIC DISNEY SONGS	Various	Walt Disney WD 390139 (U)		AMERICANA NINE UVES	Aecosmith	Columbia 4850206 (SM
9	14 GREATEST HITS	Hot Chocolate	EMI Gold CDGOLD 1054 (E)		GARBAGE	Garbage	Mushroom D 31450 (3MV/8
8	SONGS OF LOVE	Michael Ball	Columbia 4323882 (SM)	3 3	EXPERIENCE HENDRIX - THE BEST OF	Jimi Hendrix	Telstar TV TTVCD 2330 (M
10	THE MUSIC OF ANDREW LLOYD WEBBER	Various	Crimson CRIMCD34 (EUK)	5 5	GARAGE INC.	Metallica	Vertigo 5383512 (1
87.87	STRICTLY TECHNO		Beechwood STRCD 4 (BMD/BMG)	6 7	STOOSH	Skunk Anansie	One Little Indian TPLP 85COL (
4104	LOVE SONGS	Etvis Prestey	Camden 74321647912 (BMG)	7 6	BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros 7599266812 (V
14	MOTOWN CHARTBUSTERS - VOLUME 3		Spectrum 5541462 (F)	8 8	NEVERMIND	Nirvana	Getten DGC 24425 (BM
15	BEST OF THE SIXTIES	Various	Crimson CRIMCD 83 (EUK)	9 111	SELL OUT	Pist On	Music For Nations CDMFN248 (
15	THE PICK OF THE '70S	Various	Crimson CRIMCD 101 (EUK)	10 9	DODKIE	Green Day	Reprise \$362457952 (V
11	THE BEST OF	Barbara Dickson	Epic 4837962 (SM)	CON	DOOME	Orean Day	
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This Last 1 1 2 2 3 4 4 3 5 6 5 7 10 8 7 9 8 10 12	THE NOT RIGHT BUT IT'S OKAY AS CHANGES CHANGES CHANGES CAN GET A ENDY YOURSLE FUNTIN WITH KINES FUNTIN GISTOT	Arist WhitneyHouston George Michael & Mary J Bity ZPec Gissurine LacrymHil Jayz Zeet, Amir & Ja Rule A+ Bizere In: Fany Stown TQ St St St St St St St St St St St St St	Ariss 14221552402 (BMG) ge Epic 6501022 (SMI Unit 652303 (P) Epic 6570352 (SMI Columbia 659462 (SMI Did Jan 569472 (U) Unithersal UND 5523 (BMG) Vinys Outsion V 01001 (V) Od Jan 8708525 (U) Epic 660106 (SMI) Motore 8550172 (U)	This Last 1 1 055 2 075 3 1555 4 1 5 155 6 075 7 075 8 055 9 4 10 055 11 055 12 075 12 075 12 075 12 075 12 075 12 075 12 075 13 075 14 075 15 075 10 075 15 075 10 075 15 0	T/4 BAMBAATA 2012 SYAWIAHOLE PUNCH STYLE PLAVING WITH KNIVES CUIT CHEMIST SUITE RESC OT EONIGHT RESC OT TONIGHT RUGGEMENT DAY BEMIXES PARASITE MY DESIRE	Arist Shy FX Usual Septects Orbital Bizarre Inc Ozemetli Various Biend Mathod Man Dom & Roland Next Phase Beta Biocher	Label Car. No. (Kominaria Examp Edit Roottin List Brenaguide Human Annuaria Hirty X 38 Virtry Selution V Co Alimo Sounda 124.MAR (JAW Bohar Sandaria Shadew SHADUW 131 (SI Cara Nataria Columba 5683305) Co Columba 5683305 (SI Columba 5683305) Co Columba 5683305 (SI Columba 5683305) Co Columba 5683305 (SI Columba 5683305) Co Columba 5683305 (SI Columba 5683305) Co
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MUSIC VIDEO

				- 11	10	BOYZONE: Live - Where We Belong
1	1	STEPS: The Video	Jive 0519175	12	17	DANIEL O'DONNELL/MARY DUFF: Give A Little Love
2	2	ORIGINAL CAST RECORDING: Cats	PolyGram Video 479543	13	14	LIVE CAST RECORDING: Les Miserables In Concert
3	5	GEORGE MICHAEL: Ludies & Gentlemen-Best Of	SMV Epic 2008502	14	18	MICHAEL FLATLEY: Lord Of The Dance
4	6	THE CARPENTERS: Close To You - Remembering	Second Sight 2ND1061	15	25	BEE GEES: Live - One Night Only
5	3	THE CORRS: Live At The Royal Albert Hall	Warner Music Vision 7567808713	16	22	CLIFF RICHARD & CASE Heathcliff
6	4	ROBBIE WILLIAMS: Live In Your Living Room	Chrysalis 4321483	17	24	CELINE DION: Live In Memphis 1997
7	11	CUFF RICHARD: 40th Anniversary Concert	Video Collection VC4147	18	12	JIMI HENDRIX: Band Of Gypsys
8	8	RONAN HARDIMAN: Michael Flatley's Feat Of Flames	WL 0584523	19	20	STEREOPHONICS: Live At Cardill
5	7	VARIOUS ARTISTS: Hey Mr Producer!	Video Collection VC4146	20	13	TORI AMOS: The Complete Videos - 1991-1998
18	9	VARIOUS ARTISTS: Andrew Llayd Webber-Colebration	PolyGram Video (1573563	60	N	

last	Tide	Artist	Label Cat. No. (Distributor)
1	BEAUCOUP FISH	Underworld	JB0/V2 JB0 1005431/JB0 1005434 (3MV/P)
3	MY LOVE IS YOUR LOVE	Whitney Houst	on Arista -/07822190374 (BMG)
H(W	TONG - ESSENTIAL SELECTION - SPRING 1999	Varicus	ffrr 5560682 (U)
2	THE MISEDUCATION OF LAURYN HILL	Lauryn Hill	Columbia 4898431/4898434 (SM)
6	FANMAIL	TLC	LaFace/Arista 73008260551/73008260554 (BMG)
TICH	INCREDIBLE SOUND OF TREVOR NELSON	Various	INCredible -/INC 3MC (SM)
NTW	SUPERRAPPIN - THE ALBUM	Various	Groove Attack GAP 039LP/- (P)
NEW	EXORCISE THE DEMONS	Source Direct	Science GEDLP 3/- (E)
5	PROCIECY PRESENTS THE DIRTCHAMBER SESSIONS 1	Various	XL Recordings -/XLMC 128 (W)
82	GREATEST HITS	2Pac	Jive 0522661/0522664 (P)
N			

vo - Where We Belong

COUNTRY

WIL 0586583 Rtg R2V2 Video Collection VC8528 VAL 437883 Game Entertainment GEG216 Video Collection VD4135 SMW Epic 2008172 MCA Music Video NICV11531 Visual VSL10047 Warner Music Vision 7561831543

A 20 MARCH 1999

COOL CUTS CHART **CLUB CHART TOP 40** as featured on Pete Tong's Essential Selection on Radio One inth smash from Fatboy's double platinum album) ž Ser an 1 ELAT DEAT MA OING FComm TURN AROUND Phats & Small (That reagaing techno loop from the Lew's ad won't go away) 2 2 YOU Dynamo Electrix TURN AROUND Phats & Small Multiply 3 **JOY Kathy Brown** (Mith new mixes from Olive Excerki and Ohris & James) 4 3 GIVE A LITTLE LOVE The Invisible Man HOLD ON José Nuñez Schliminal 5 19 2 WE ARE I.E. Lenny De Ice ck Monilo and Harry Roman inin Mullez on the mirt 6 11 2 LOUD N' PROUD Kriminal A LITTLE BIT OF LUCK DJ LUCK & MC Neat Red Bose ondos Underschund hins based on Master Rhieter 7 EE PEARL RIVER Johnny Shaker feat, Serial Diva JUST CAN'T GET ENOUGH Harry 'Chao Chuo' Romero AM-PM 8 10 2 TO BE NUMBER ONE The Scorpions With mixes from Robble Rivers and Pete Heller) 9 14 BE ALONE NO MORE Another Level IOV Kathy Brown Aredi 10 18 4 SOMEBODY SCREAM Horny United With mixes from Boris Diuglosch and David Morales) 11 27 2 ONE HAND CLAPPING D-BOD THE FEELIN' Bhythmatic Junkies 1223 Bide 12 4 3 GET ON UP Canrissio mpin' Rhythm Masters production) 13 DED READY OR NOT DJ Dado & Simone Jay CHILDREN TH Deconstruction 14 5 4 LA MUSICA Ruff Driverz presents Arrola with a new doop and pomerful Breeder dub) TAKE ME HOME/IT WON'T BE LONG Super Collider Loaded 15 TWO LOVE SUPREME US:16 10 100 Twisted techno-funk from Cristian Vogel and Jamie Lidelly 16 TILL I'M READY G.T. feat. Sharon Dee Clarke 9 117ARD Maure Pirotto Eightball 17 4 LOVE ON LOVE Candi Staton Reward of Italian and word house areas 7 3 MOVIN' THRU YOUR SYSTEM Jark Pronto 18 45 16 I WANT YOU Live & Direct Slip 'N' Slide 19 IST LA RA RA RI (CANZONE FELICE) Santos & Sabino (Cut & paste disco loops from Davidson Ospina) 20 LOVE & FATE PT II Love & Fate 13 CARTE BLANCHE Veracocha Deal 21 20 4 POPPED Fool Boona Uniffing Firm production from Ferry Consten and Konent De Moori 22 15 3 HE'S ALL I WANT Angelmoon 14 THE INVISIBLE THE Hooi Choons With mixes from Lost Tribe, Matt Darey and Red Jerry) 23 ER FASHION Phunky Data 11 RANNER BADDER SCHWING Freddie Fresh Eve 0 24 13 3 HIGH ENERGY Slip & Shuffle feat, Leoni (Freddie's collaboration with Fatboy Slim) 25 9 5 MY LOVE Kele Le Roc 16 DAVE OA NEW AGE FUNKSTERS Janiar Sancher & Rhwiten Masters Janiar 26 16 5 PUSH UPSTAIRS Underworld 27 17 5 TURN ME ON Danny Tenaglia feat. Liz Torres 17 GLASGOW GANGSTER FUNK Deeva Feeva Regal 28 34 2 NIGHTS OVER EGYPT Incognite 18 DE HERE KITTY KITTY Jacknite Lee Pessyloot 29 12 3 IF ONLY U COULD SEE Weed 38 26 2 PHYSICAL Olivia Newton John (Feeloood big beat party tune) 19 1370 **A2D Blackalicious** Mo Way 31 21 5 PULVERTURM Niels Van Gogh (Original lettileid hig hop from California) 32 35 2 FLAT BEAT Mr Oizo 28 800 STAY WITH MEA Man Called Adam Other 33 ESTAR Harrible Boy (With mar noth Tiom Middledon) oft () Diendakare die auf dehalt van Ist denary sterre DB Sanat (Franz With mar noth Tiom Middledon) water DB Sanat () San Pare Goo 36 SWEETEST DAY OF MAY Joe T Vannelli Project

		URBAN TOP 20			2 DEEVA FEEVA Glasgow Gangsta Funk Tracs 3 JACKNIFE Val & Des	Regal Omni Recordinos		
1	3	NO SCRUBS TLC Arista					1	2 3
2	3	DO YOU FEEL ME? Men Of Vizion MJJ/Epic	40	MO	AS George Michael & Mary J Blige	Epic	12	5 2
3	6	MY LOVE Kele Le Roc 1st Avenue/Wildcard	1	-	CLUB CHART BREAKE	ne	3	3 4
4	7	NAS IS LIKE Nas Columbia		17.0			4	72
10	6	ALL NIGHT LONG Faith Evans feat. Puff Daddy Bad Boy			SHOULD HAVE BEEN ME Bell Curtis	Atlantis	5	8 2
7	4	WHAT'S IT GONNA BE Nesha Props	2	I W.	ANT YOU Z2	Deep Blue	6	1 5
11			3	BLA	AME IT ON THE WEATHERMAN B*Witched	Epic	7	13 2
		WHAT'S IT GONNA BE Busta Ritymes feat. Janet Jackson Elektra	4	EAR	ABOVE THE CLOUDS Mike Oldfield	WEA	8	4 4
		WHAT'D YOU COME HERE FOR Trina & Tamara Epic			ULEZ VOUS Unknown	white label	9	93
		TABOO Glamma Kid feat. Shola Ama WEA	0			Ride	10	6 2
		SECRET LOVE Kelly Price T-Neck/Island	6		EP INSIDE OF ME Funk Force		11	17 5
		GIRLFRIEND/BOYFRIEND Blackstreet & Janet Jackson Interscope	7	BRI	ING MY FAMILY BACK Faithless	Cheeky	12	250
		MY NAME IS Eminem Interscope	8	CHE	ECK IT OUT BMR	AM:PM	13	18 2
6			9	TAB	300 Glamma Kid feat, Shola Ama	WEA	14	11 3
10			10		MMA MIA Abbacadabra	Almighty	15	20 2
19							15	16 3
16			Erea	ikers i	aro the 19 records outside the Tap 40 which have registered the most	dotmusic 🐪	127	15 3
25					DJ reactions. The Club Chart Top 60 (including mixers), Whan, Pop and charts can be obtained from MW's wobsite at www.dotmusic.com.	www.dotmusic.com	18	15 3
131	11	EX-FACTOR/LOST ONES Lauryn Hill Ruffhouse/Columbia			that Club Urbon and Pro charts in full by fay call Um Roach on 8171-		19	10.4



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CHART COMMENTARY by ALAN JONES

CHARTS

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ALL THE

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Honi Choons

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Sekence/Futuria/Edel

1st Avenue/Wildcard

Junior Boy's Own

Twistad

Talkin Loud

Kosmo/Logia

Wise Buddah

Eagle/Inferno

Dreambeat

Nettwerk

F Comm

Totolog

MCA

Chemistry/Wise Buddah

Rumour

React

Nº2

Informa

Logic

Fluff

Beautiful Noise!

n 1983, Toney Lee's single Reach Up made the most modest of chart appearances in the UK, reaching a number 64. It was the second release on the TMT label – the initials standing for veteran club promotion company Rush Release's Nick and fan Titchener and music journalist Dave McAleer. The label Tickhenér and music journaist Dave Mckleer, the taber didn't tast very long but Toney's melody fingers on, and is, in fact, re-born, lending all significant vocal parts to the new Phata & Small single Turn Around, which, surges docisively to the top of the Club chart this week with a lead of slightly more than 50% over runnerup. Dynamo Electrix's You and the highest penetration of any record in the past year. The Phats & Small record was promoed on the tiny Boo label in January, reaching number 39 with a very limited mailout before being picked up by Multiply. With airplay building rapidly on mainstream stations as well as dance specialists, it is set to cross over in a big way – a fact which hasn't escaped the notice of Multiply's parent company Telstar, which is offering no deals on retailers' advance orders - a remarkable rarity for a dance record by a previously untried act ... With only 14 new entries to the entire Top 100 Club chart, three newcomers in the Top 20 Pop Tip chart and three to the Top 20 Urban chart. this week is the quietest of the year, as regards hot new product. There are a few records which are making their presence felt, however, notably Johnny Shaker's Pearl River, JS:16's Love Supreme (no relation to the Will Downing/John Coltrane classic), GT's Till I'm Ready and DJ Dado & Simone Jay's Ready Or Not. The GT single features a formidable vocal return from Sharon Dee Clarke, formerly lead vocalist on Nomad's Devotion and on the FPI Project's Going Back To My Roots. (Nomad mainman Damon Rochefort, incidentally, now has his own chat show on Welsh TV.) The DJ Dado single, which is new at number 13 on both the upfront and pop tip charts enough to be the highest debutant of the week on the latter chart - is the latest hitbound record from the increasingly hot Time label, based in the Italian city of Brescia. The veteran indie label is the original home of both The Tamperer and Supercar, and the DJ Dado single was recently a number one club hit in Italy.

POP TOP 20

	2	3	BLAME IT ON THE WEATHERMAN B"Witches	Epic
	5	2	TURN AROUND Phats & Small	Multiply
	3	4	SOMEBODY SCREAM Horny United	Logic
	7	2	MAMMA MIA Abbacadabra	Almighty
	8	2	PHYSICAL Olivia Newton John	MCA
	1	5	MY LOVE Kele Le Roc 1st Aver	we/Wildcard
	13	2	BE ALONE NO MORE Another Level N	arthwestside
	4	4	LA MUSICA Bull Driverz presents Arrola	Interne
	9	3	GIVE A LITTLE LOVE The Invisible Man	Secious
ŀ.	6	2	HIGH ENERGY Stip & Stuttle feal, Leoni Chemiste	Wise Buddah
	17	5	COLOUR THE WORLD Sash!	Multiply
l			READY OR NOT DJ Dado & Simone Jay	Chemistry
i.	18	2	TO BE NUMBER ONE The Scorplons	Coalition
	11	3	MARIA Sunday Girl	Negteric
	20	ż	HE'S ALL I WANT Angelmoon	V2
	16	3	BURN Tina Arena	Columbia
	N.		WE ARE I.E. Lengy De Ice	Dinstinctive
	15	3	THE ONLY WAY IS UPAN THE NIGHT The Kinky Bo	z Almighty
	135		PEARL RIVER Johnny Shaker feat, Serial Diva	LON Sense
	10	4	LOVE ON LOVE Candi Staten	Reart

ALL THE CHARTS FXPOSURE

CHART COMMENTARY

by ALAN JONES

fter rising to within a couple of million listeners of the all-time audience record A listeners of the all-time owners single of 91.6m set by Cher's Believe single last week, Britney Spears' Baby One More Time suffers something of a collaps shedding nearly 14m of its audience in a single week. It remains number one for the third week, however, though its lead at the top is down from 21m to less than two million The Corre' Punpway which was runner-up, has given up the chase, and the new number two is George Michael & Mary J Blige's As.

As should take over at number one next eek, having increased its lead over Robble Williams' Strong, which jumps 5-3, with particularly strong support coming from Atlantic 252 (most played with 48 airings) and Virgin 1215 (41 plays). Robbie is looking for his third number one airplay hit,

1 3 AS George Michael & Mary J Blige

4 5 BOY YOU KNOCK ME OUT Tatyana Ale

JUST LOOKING Stereophonics

NOTHING BEALLY MATTERS Madonna

MIN WHEN THE GOING GETS TOUGH Boyzone

YOU GET WHAT YOU GIVE New Redicals

Most played videos on MTV UK/Media Research 11d #/e 12/3/99 Source: MTV UK

When The Going Gets Tour!

Steps; Baby One More Time Babar Spears: You Stole The Sun From M

Reart Manin Street Preachers: We Like To Party Vergaboys; At My Most Beautiful R.F.M.: Wish I Could Fix Rountin: Withor To Reach

Boyzone: Better Best Fr

fou Travis: How Long's A Tear Take To Dry The

TOP OF THE POPS

A RUNAWAY The Corrs

BABY ONE MORE TIME Britney Spears

3 NOU STOLE THE SUN ... Manic Street Preachers

E B Ter And

1

8 E 10 7 EX-FACTOR Lauryn Hilt

TOP

POPS

MTV

AIRPLAY FACTSHEET

 Britney and Whitney jointly top the Radio One list this week, with 31 airings apiece, Britney, of course, is a newcomer, but none of Whitney's singles has ever topped the R1 list before. It's Not Right But It's Okay leaps 14-8 on the airplay chart, to become her biggest radio hit since I'm Every Woman in 1993. ngaboys' latest single We Like To Party is in the top five

and has already improved on the peak of his last single. No Regrets, which reached number four in Decemb

Another Williams - US veteran Andy Williams - will be competing with Robbie for both sales and airplay this week, with Strong and Andy's Music To Watch Girls By both going on sale today (Monday 15). Andy's song, originally released in 1967, got just 53 plays on the Music Control panel last week but that was enough for it to debut at number 74 on the airplay chart, ahead of songs with eight times as many plays, primarily because its supporters were larger stations, including Radio Two (where it was played five times to earn 19th place in the most-played list) and sister station Radio One, where it earned the unlikely accolade of being Mark & Lard's record of the week. generating four plays and 4m listeners.

> 1 the last

Land

Erro. 2 8

Epic 2 CUANCES 2 Des JUMP Bus Stop

Epic 4 6

6

Atlantic

Maverick/WEA

of the sales chart for the second week in a row, but is still getting little radio exposure outside of chart shows. It enters the Top 50 of the airplay chart at number 44 this week - one place ahead of Steps' Better Best Forgotten Blur's Tender slumps 3-10 this week, as the first few reports come in for their next single Coffee & TV.

> Radio One and Two together supplied just under three quarters of the record's total audience. More important to its prospects of beating its original sales peak of number 33. however, is the massive exposure the song is getting as the soundtrack to the current Fat Punto TV ad

Boyzone's last number one sales success No Matter What also topped the airplay chart but When The Going Gets Tough seems unlikely to do so, despite jumping 17-5 this week. That jump, which would normally flag a future number one, is primarily due to exposure given to the song in the lead-up to Comic Relief, with Radio One and Radio Two both increasing rotation of the track to the point where it is in the top 10 at both stations - a rare feat, but one which George Michael & Mary J Blige's As also manages this week. On Radio Two,

When The Going Gets Tough received 21 plays, enough to place it jointly on top of the station's most-played list alongside fellow Irishman Van Morrison's Precious Time, a timely pairing with St Patrick's Day being celebrated this Wednesday. Radio Two also has B*Witched at number nine and The Corrs at number 12 on their most-played list, making it the station to listen to for fans of Irish music.

TOP CORPORATE GROUPS

Sony 15.4% ENI 11.1%

AT A GLANCE WEEKLY MARKET SHARES

TOP 10 COMPANIES

Arials 6.9 %

Tape 12 25 WEA 6.1%

and the second

The controversial lyrics of madcap US rapper Eminem's My Name Is ... single have been edited to facilitate radio plays: Stations responded in positive style last week, giving it 225 spins, enough to earn it 48th place on the airplay chart, its biggest support thus far has come from specialist dance stations like Kiss FM, but it's beginning to turn up on mainstream stations, especially Radio One, where it was played 15 times last week.

BOX BREAKERS iii

Lobel	2	Last	Title Anix	Label
Jive	1	1000	BETTER BEST FORGOTTEN Steps	Ebut/Jive
Polydor	2	7	SWEET LIES Ellie Campbell	Ebul/Jive
Jive	3	AIM	BLAME IT ON THE WEATHERMAN B*Witched	Glow Worm/Epic
he World	4	2	HONEY TO THE BEE Billie	Innocent
Ebul/Jive	5	Atw	BYE BYE BABY TO	Epic
Positiva	6	10	THANKING YOU FOR YOUR WAY Abi	Kuku
Arista	7	NEW	STONG Robbre Williams	Chrysalis
Columbia	8	8	CAN'T HAVE YOU LFO feat. KO	Logio
westside	9	5	THAT DON'T IMPRESS ME MUCH Shania Two	in Mercury
EMI	10	6	DR. GREENTHUMB Cypress Hill Rut	ffhouse/Columbia

on The Box in advance of single rel

E E RADIO

PLAYLISTS Strong/Let Mo Entertain

A-LIST You/Angels Robbie Will Baby One More Time Britney Spears; Westside/Bye Bye Baby TQ; As Georg

Michael & Mary J Bige; Runaway The Corrs; You Stele The Sun From My Heart Manic Street Preachers; Strong Enough Cher, You Get What You Give N

BLIST Ex-Factor Lauryn Hill: Better Best Forgotten Steps. Miami/Mon In Biz Will Smith: Just Looking Stereophonics; When The oing Gets Tough Boyzone; Erase/Rewind The Cordigens: Writing To Reach You Travis: Lullaby Show Mulins: It's Not Right But It's Okay Whitney Houston Tendor Blur; Nothing Really Matters Madonna; I You Knock Me Out Tatyana Ali; Wish I Could Fly a; Boy e; Honey To The Bee Billie; Blame It On The Weatherman 8*Witched: Made It Back '99 Revolu-Knight

C-LIST At My Most Beautiful R.E.M.; Push Upstairs Underworkd; Scars Witness Style Orbital; Dr Greenthumle Cypress Hill; B-Line b; My Name Is... Eminem; I've Got Something To Say Reef: Promises The Cranberries; Instant Street Deus: Floodilt World Ultrascund: Tum Around Phats & Small, What's So Different Ginuxine: Freak On A Leash Korn; Girlfriend/Boyfriend Blackstreet (sill. Janet Jackson; To Lose La Tree Campar Velocet; Stild Goo Goo Dolis

Performances: Swear It Again Westile: Wish I Could

cd):uk Resette: Honey To The You Travis: Blame It C ie: Writing To R B*Witched; Better Best Forgotten hen The Going Gets Tough Boyzo Video: Reat Life Bon Joy

CD:UK

Draft Toesin 13/3/99

THE PEPSI CHART

Steps: Witting To Reach You To Wish I Could Fly Roaette

os: At My Most Beautiful R.E.M.; You Stole The Sun From My Heart Manic Street Preachers

Draft line-up 18/3/99

20

7 IT'S NOT RIGHT BUT IT'S OKAY Whitney Houston Polydor 8 7 PRETTY FLY (FOR A WHITE GUY) The Offsoring MCA 9 8 1 WANT YOU BACK 'N Sync V2 Ruffbause/Columbia 10 18 WITCH BOCTOR Cartoons Nost played videos on The Box, w/c 7/3/99 Source: The Box **RADIO ONE PLAYLISTS** A-UST ow Long's A Tear Take To Day? The Beautiful South Honey To The the Birlis's Tender Bur; When The Going Gets Tough Boyzone: Dead From The Walst Down Catatoria: Runaway The Corris; My Name Is Eminem: It?s Not Right Bur It's Kay Whitney Houston:

5 4 TRAGEDY Steps

5 WE LIKE TO PARTY Vengeboys

Eminers: It's Not Right But It's Gkay Whitney Houston; Made IB Back Y99 Beversly Keinty, My Love Keito Le Roc; Nothing Really Matters Madana; You Stale The Sun From My Heart Mann: Street Preachers; As George Michael & Mary J Bigs; You Get What Yeu Gilde New Realcask: Turn Around Phats & Smidt; Baby One More Time Briting Spears; Jast Looking Stereophonics; No Scrubs TLC: Push

B-LIST Be Alone No More Another Level; Girthiners/Boyfriend Blackkzreat fest, Janet Jackson: I Still Beleve/Puse Imagination Mariah Carey; El Parajos Rico Deteint; No: Gotta Bo '89 Dos'tree, Right Herro Right New Fatory Stim: Fill I

text. Style Area: Love Of A 1 Vetime Hopey: Perfect M fest, Shela Ana, Luw Of A Lifetime Honey, Perfect More Marrine McCutateau, Why David You Get A Job The Offspring: I've Get Something To Say Reef. At My Most Beautini R.E.McL is Musica Rull Diverz pres. Anols: Rail Showers Sizier, Better Set Fragetton Sispe: Electionly Suede: Out Of The Black System P: In Our Utertime (from Tunerber 161 Taxos: Weitler To Reach You Travis

As Featured "Red Alart Basement Jaxx, Coffee Cranberries: Rust Echo & The Bunnymen; Vivid Electronic: Day In Day Out Feeder; Popped Fool Boona; *Troubled By The Way We Came Together Natalie Imbrugia; "Give You All The Love Mistria; "Sing It Back Moloko; "Flat Beat M Cizo; Bigpipe Style Orbital; My Strengest Suit Spice Girls We Like To Party Vindaboys

R1 playitsts for week beginning 15/3/99

RADIO TWO PLAYLISTS ELEC RADIO 2

Westlife

A-LIST When The Going Gets Tough Boyann: As George Michael & Mary J Bige: Every Time It Rains Ace Of Base; Will You Walt For Me Kavana; Blamn It On The Weatherman B*Witched; What A Wonderful World Alison Moyet: Strong Robble Williams: At My Most Beautiful R.E.M.; Better Best Forgotten Steps: Wish I Could Fly Ro

B-LIST Dark End Of The Street Eva Cassidy; True n: Shakespeare In Love Layla Kayld: Strong Enough Chor: Sweet Lies Et: Campbell; Faith Of The Heart Rod Stewart: The Train is Coming UR40; Jume Ive An"

CLUST Local To Watch Date By Andy Williams, How Group of A Terr Take To Dary The Beautid South The Way It Goes Status Quo, My Leve Hels Le Roc; How Will Know (Wila Are Va) Jessicit: Normy To The Bealtist: Is Norming Sarend Meats Local; Modeline For My Pin Lydon David Hell: Leve Of A Libetien Formy: Bahmella Althour Alto: Lat Med Califs Initia Themak ABBA Music To Watch Girls By Andy Willi For The Music Steps/Tina Cousins/Cleopatra/B*Witched, Billic; Baby One More Time Billingy Spears; Walk My Way Matthew Mar sden: Runaway The Corrs; Swear It Agein

MUSIC WEEK 20 MARCH 1999



Highest climbing v Source: The Box

All Around

THE BOX Tota A BABY ONE MORE TIME Britney Spears

WHEN THE GOING GETS TOUGH Boyzone

		THI	E OFFIC	A	L	U	K	AI	RPLAY CHA	R 1	r s
4			E PROPER	-	1				TOP	5	0
20 MARCH	1 1999										-
N States	an particular			Bull Polyce	1.10	lensi bat ini	5.00		RADIO ONE	RADI	101
1	BABY ONE MORE TIME	Britney Spears	Jive	2389	-2	74.46	-19	=1 2 8			31
1 2 4 6 7	AS	George Michael/Mary J Blige	Epic	2002	+25	72.74	+18	=1 s l' 3 to Y	T'S NOT RIGHT Whitney Houston (Aristo) OU STOLE THE SUN Manic Street Preachers (Epic)	19230 26	31 28
A 3 5 4 0		Robbie Williams	Chrysalis	1525	+11	65.53	+10	4 i T	ENDER Blur (Food/Parlophone)	15682 38	27
	RUNAWAY WHEN THE GOING GETS TOUGH	The Corrs	143/Lava/Atlantc	2014	+1	61.97	+1			15410 28	26 25
	STRONG ENOUGH	Boyzone Cher	Polydor WEA	1282	+14 +2	53.73 50.59	+49	=6 5 C	ONE WEEK Barenaked Ladres (Rearise/WEA)	17275 28	25
	FLY AWAY	Lenny Kravitz	Virgin	1772	+2	49.51	-9 -5	=6 27 V	VHEN THE GOING GETS TOUGH Baycore (Polydor) IUST LOOKING Stereophenics (V2)	17135 11	25 25
	IT'S NOT RIGHT BUT IT'S OKAY	Whitney Houston	Arista	1413	+12	49.11	+24			14829 27	24
A 9 10 11 15		Blondie	Beyond/RCA	1795	-2	48.63	+2	=11 14 H	IOW LONG'S A TEAR The Beautiful South (BarDiscs/Marcury)		23
10 3 6 9		Blur	Food/Parlophone	1378	-14	48.60	-33			15594 19 11346 16	23
11 5 9 30	ONE WEEK	Barenaked Ladies Shawn Mullins	Reprise/WEA	1211	-12	44.07	-18	=14 s F	PRAISE YOU Fatboy Slim (Skint)	15345 28	22
	NOTHING REALLY MATTERS	Shawn Mulans Madonna	Columbia Maverick/Warner Bros	1383	+1	43.84	-8 +54	=14 🚥	.WEATHERMAN B*Witched (Glove Worm Epic)	11511 9	22
14 15 5 5		Manic Street Preachers	Epic	979	+40	41.80	+7			10013 12 14007 21	22
A 15 18 4 12	HOW LONG'S A TEAR TAKE TO DRY?	The Beautiful South	GolDiscs/Mercury	895	+27	41.60	+21	=17 :9 B	EAD FROM THE WAIST DOWN Controls (Devon Y Hegos THEAD	12626 17	21
16 7 14 51	PRAISE YOU	Fatboy Slim	Skint	1092	-46	40.70	-35			12199 25	21
▲ 17 27 S 0		New Radicals	MCA	1095	+45	35.01	+30		RASE/REWIND The Cardigons (Stockholm/Polydor MADE IT BACK Boreney Knight (Patophore Bhythm Series)	19138 23	18
18 12 5 23	ERASE/REWIND	The Cardigans	Stockholm/Polydor	1098	+3	33.05	-27		ELECTRICITY Sunde (Node)	8384 3	15
	DEAD FROM THE WAIST DOWN WHEN YOU'RE GONE	Catatonia Brvan Adams feat. Mel C	Blanco Y Negro/WEA A&M/Mercury	767	+45	32.05 31.99	+15		MY NAME IS Environ (Interscope)	7580 8	15
20 0 0 2	When Too he dowe	HIGHEST CLIMBER	Howeveroury	1165	-03	31,35	+3-		OU BON'T KNOW ME Arrend Van Beiden (Krittanford) BE ALONE NO MORE Arester Level (Northwestside)		14
A 21 35 4 0	BLAME IT ON THE WEATHERMAN	B*Witched	Glow Worm/Epic	695	+62	30.16	+85		ELY AWAY Lerry Kravitz (Virgin)	8680 12	13
22 16 10 32	YOU DON'T KNOW ME	Armand Van Helden	ffrr/London	840	-9	26.41	-39	=26 4 E	BOY YOU KNOCK ME OUT Tatyana Al (MJJ/Epic)	7333 29	13
23 28 3 28	JUST LOOKING	Stereophonics	V2	459		26.32	-3	=26 22 F	PUSH UPSTAIRS Underworld (JB0/V2) VE GOT SOMETHING TO SAY Reef (Sony S2)	6088 13 87% 1	13
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	EX-FACTOR CHANGES	Lauryn Hill 2Pac	Ruffhouse/Columbia	537 415	-24	24.96	-17		HANK U Alexis Marissette (Maverick/Reprise)	7139 2	11
20 27 32 34 0		The Cardigans	Stockholm/Polydor	564		22.30	+24	With 24.00 on 1	col UK. Titles racked by total number of plays on Radio One from 0 Sat 13 Mar 1999	1.00 on Sun 7	M2/ 795
	CAN'T GET ENOUGH	Soulsearcher	Defected	580	+8	22.17	-15		11 P		
29 22 1 21	WRITTEN IN THE STARS	Elton John & LeAnn Rimes	Rocket/Mercury	741	-12	21.65	-31		160	And No of	
		BIGGEST INCREASE IN P							ido Aress (Labot)		t plans TW
	TURN AROUND	Phats & Small	Multiply	464	+66	20.39	+20	11	BABY ONE MORE TIME Britroy Spears (Jive) RUNAWAY The Corrs (143/Lava/Adantic)	452362205 395291735	
	PRECIOUS TIME NO SCRUBS	Van Morrison TLC	Exile/Virgin	232	-4 +25	19.70 19.46	n/c +46	3 2 1	MARIA Blondie (Beyond/RCA)	362021758	61713
	SWEETEST THING	12	LaFace/Arista Island	643	+25	19.46	+40		FLY AWAY Lenny Kravitz (Virgin) AS George Michael/Mary J Blige (Epiz)	341971640	
	MUSIC SOUNDS BETTER WITH YOU		Virgin	485	+2	18.67	+10		AS George Michael Wary J Bige (Epic) STRONG ENOUGH Char (WEA)	312891800	
	BOY YOU KNOCK ME OUT	Tatyana Ali	MJJ/Epic	558		17.84	-61		STRONG Robbie Williams (Chryselis)	303381261	
	ANYTHING BUT DOWN	Sheryl Crow	A&M/Polydor	882		17.27	-58		TENDER Blur (Food/Parkphone) LULLABY Stewn Multins (Columbia)	263571452	
	YOU GOTTA BE	Des'ree	Sony S2/Dusted Sound	444		16.51	+15	10 13	IT'S NOT RIGHT Whitney Houston (Arista)	221421025	
	PERMANENT TEARS	Eagle Eye Cherry	Polydor	353		15.50	-4		WHEN YOU'RE GONE Bryse Adams test. Mel C MSMthlercury		
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	MY LOVE	Kele Le Roc	1st Avenue/Wild Card	433		13.93	+18	14 24	NOTHING REALLY MAITERS Madvins Manarch/Warner Break	18167 596	1038
	EVERYTIME IT BAINS	Ace Of Base	Mega/London	75		13.10	+15		YOU GET WHAT YOU GIVE New Redicals (MCA ERASE/REWIND The Certigens (Stockhelm/Palydor)		
43 35 15 0		Will Smith	Columbia	371		12.87	-26	=15 17	WISH I COULD FLY Posista (Rocate Recentings/EM)	19563 924	941
	WE LIKE TO PARTY	Vengaboys	Positiva/EMI	444		12.40		18 8 1	PRAISE YOU Fatboy Siles (Skint)	183041386	
	BETTER BEST FORGOTTEN	Steps	Ebul/Jive	385		12.09	+90		ANYTHING BUT DOWN Sharp! Craw (ASM/Polyder) YOU STOLE THE SUN., Manie Street Preachers (Epic)		
	WILL YOU WAIT FOR ME AT MY MOST BEAUTIFUL	Kavana R.E.M.	Virgin Warner Bros	115		11.58	-21	21 25 1	HOW LONG'S A TEAR The Beautiful South (Earlies Mercury	15971 586	774
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50 40 56 0	TORN	Natalie Imbruglia	RCA	419	+1	11.21	-26		SWEETEST THING UZ (Island) DREAMING M People (M People/BMG)	12627 654 8248 762	
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TOP 100 GROWERS No. Tor. No. Tor. Tor.

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For.	UN		að Enos
1	1	STRONG Robbie Williams (Chrysalis)	85.5
2	6	YOU GET WHAT YOU GIVE New Badicals (MCA)	35.0
3	5		32.0
4	8	WEATHERMAN B*Witched (Glow Worm/Epic)	30.1
5	7		20.3
6	-	PRECIOUS TIME Van Morrison (Ex/e/Virgin)	19.7
ż.		NO SCRUBS TLC (LaFace/Arista)	19.4
ŝ.		YOU GOTTA BE Desiree (Sony S2/Dusted Sound)	16.5
ě	-	MADE IT BACK Beverley Knight (Parlophone Rhythm Series)	15.6
10	000	MY LOVE Kele Le Roc (1st Avenue/Polydor)	13.5

MUSIC WEEK 20 MARCH 1999

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EDITED BY CHAS DE WHALLFY MID-PRICE/LOW-PRICE -

recent Friday's trading couldn't have gone much better for Andy's Records in Lincoln. Manager Christine Hebron reports that one customer spent £300 in a single hit across Warner's three for £21 campaign

"Such is the power of mid-price campaigns when the titles are really strong," she says.

Substantial mid-price promotions from companies such as Sony and Warner have undoubtedly provided a cushion for what has otherwise been a very slow start to the year, Warner's campaign has steered albums by the Red Hot Chill Peppers, Paul Simon and The Corrs into the regular albums chart and the latter in particular have proved an outstanding success. Since the group's debut album Forgiven. Not Forgotten entered the top 10 in the second week of January it has sold more than 200.000 copies.

"It was quite a shock for customers to see the album at mid-price and we did big business with it from day one," says Paul Milner, Virgin Our Price campaigns product manager.

Chains as diverse as Virgin, Woolworths and Now are finding that it pays to commit more space and resources to their midprice offer. Virgin Megastores typically stock around 1,000 mid-price titles and each year run two or three high-profile generic campaigns. The multiple also grabs high market share on catalogue items by throwing more weight behind label-driven promotions than its competitors. "We did very well with Sony's mid-price promotion at the beginning of the year," says Milner. "In the second and third week of January we took 45% of UK sales of the Manic Street Preachers' Generation Terrorists and 44% of the Jackie Brown soundtrack. It was a case of building awareness with strong window exposure and press support.

With retailers increasingly taking the initiative and controlling the price

Mid-price mania has gripped the majors in an effort to boost product sales. Karen Faux gets the lowdown from the low-cost warriors

'Mid-price is positioned as an

impulse buy and is a very

effective way of generating

- Paul Milner, Virgin



Oasis: due to make their mid-price debut

mechanics of a campaign, record companies are becoming more flexible in deciding when to release product and how to structure their deals. With its January to

February mid-price campaign, BMG worked closely with distributor EUK to take its batch of 22 titles into ainsburys and Tesco. BMG mid-price label manager Charlie

Stanford reports that this was one of the most successful campaigns yet with EUK handling three shipouts during the campaign per We created an advertising package



Gomez: new to mid-price this year

especially tailored to EUK," he says. Part of our mid-price approach is now to work more closely with our sales department and spend more on press.

At Virgin Records 001 manager Paul Bromby reports that the company is working catalogue harder at mid-orice than it ever business on top of range sales' has before. "It is not that we are dropping product more quickly to mid-price but we are concentrating more

marketing effort to maximise the return when the time is right," he says. Virgin's recent mid-price drive covered all fronts with

albums from Gomez, Air, the Verve, Janet Jackson and Enigma.

As variety provides the spice of any multi buy campaign, depth of catalogue stands the major labels in good stead, EMI currently has a range of 1.000 mid-price titles and launches new ones twice a year.

"Where possible we try to fit in with the big retail-led compaigns as this gives the product the best possible start," says Fergai Gara, EMI's head of trade marketing.

"Any mid-price promotion with a multi-buy has to offer a wide range," says Milner. "It is essential to tempt people to buy three, six or even nine titles at a time. Mid-price is positioned as an impulse buy and is a very effective way of generating business on top of range sales.

While Stanford admits that BMG has not not the depth of catalogue of some majors, he saws that it has a core of strong sellers that benefit from being imaginatively marketed at mid-price.

"A lot of our titles haven't been repackaged for a long while and so we are very careful as to how we go about repromoting them at mid-price," says Stanford. "In order to avoid confusion BMG deletes all albums prior to their release at mid-price so that retailers can sell through their residual stock and start with a clean slate

Deciding when a title should make the mid-price transition is now part of record companies' long term strategies for getting the best out of catalogue

We study the sales patterns and ask 'Is it time and would it make a difference?" says Bromby

EMI's Gara believes that the approach to marketing mid-price is increasingly scientific. "We listen to what stores have to say and get their input on the catalogue they would like to see at mid-price," he says, "Ultimately, however, it is our decision. The titles we release at mid-price are governed by a whole host of factors >



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MID-PRICE/LOW-PRICE

'In the end all you are doing is

trying to give the customers what

have become traditional'

- Paul Holland, EMI Gold

by The Corrs concentrated a lot of husiness," he says.

titles can be useful to spearhead a

down the price scale

campaign. However it is extremely confusing for customers when titles move up and

"We wouldn't consider reducing Robbie

Williams' first album to mid-price, even temporarily, because it is still selling

But with the number of promotions

increasing all the time, and even Oasis due

to make their mid-price debut on March 22,

it is a rare artist that has sufficient selling

power to disregard this price point for long.

extremely well at full price.

"Temporary mid-price

While Forgiven Not

mid-price success

story of this year's

first quarter Warner's

profile catalogue until

absolutely necessary

As for EMI, Gara says,

competitors are not about to reduce high

Forgotten will be the

> to do with the artist - how their back catalogue is performing, whether they have new releases about to be promoted and so on. The bottom line is - can we sell more at

mid-price than at full?" Gara says there is a pragmatic rationale to reducing titles

temporarily, "For example, we've got Sinead O'Connor's Universal Mother

implications," he explains. "Bowie's catalogue is temporarily at mid-price so that we can bring it to people's attention before deleting it in preparation for development and renackading

According to Milner there has been a

to launch titles as temporary conversions. For example, the Warner campaign led

"I think everyone realises discounting to mid-price at a certain point in a title's life increases

For Pinnacle, the introduction of the Sound Price range is a means of simultaneously

manager Simon Holland. "It is us regaining the initiative."

Sound Price will feature product from eight indies including One Little Indian, Echo and Jive/Silvertone when it launches on March 29, and Holland hopes to bring in more throughout

"It is something the interprintent sector has resisted to some time, the bigst more that always been an argument about whether selling cheaper in specialist markets means you sell more. We think we can do that."

Past pop greats revived by the latest price point treatment

albums as diverse as Roy Orbison's Best Of

Greatest Hits and back catalogue from the

substantial sales for EMI. Songs For Swinging Lovers, from 1958, has remained

MARKET SHARES TOP 10 MID-PRICE COMPANIES Columbia 9% WEA 8.5% East West 5.7%] Mercury 5.4%

one of his most popular albums and in the week following his death sold more than 1.700 copies

WEA's second place position owes most to the contribution of Tracy Chapman. Her self-titled debut aloum from 1988 maintained a lofty status in the mid-price chart throughout the year and continues to be one of the sector's most bankable performers

Meanwhile, East West scored in 1998 with strong retail-led promotions behind Simply Red's Picture Book and Men And Women. In the summer Woolworths offered buyers of current album Blue the chance to pick up either of the earlier titles for £4.99 each. This played a significant part is powering both titles to the top of the midprice chart.

Mercury saw Dire Straits' Brothers In Arms emerge as the year's fourth best-selling midprice album, while also enjoying renew sales of the Beautiful South's 1989 album Welcome To The Beautiful South.

TOP 10 TITLES

1 Tracy Chapman Tracy Chapman (Elektra) 2 Stone Roses Second Coming (Geffen)

3 Green Day Dookie (Reprise)

4 Dire Stralts Brothers In Arms (Vertigo)

5 Louise Woman In Me (EMI)

6 Lou Reed Transformer (RCA) 7 Guns N' Roses Appetite For Destruction

8 M People Elegant Slumming (Deconstruction)

9 Simon & Garfunkel Bridge Over Troubled r (Columbia)

10 Mansun Attack Of The Green Lantern Source: CIN and MW Research

MUSIC WEEK 20 MARCH 1999

24

temporarily reduced so they want. Multi-purchase offers we can and analyze the sales over a three month period and assess the

growing trend over the last couple of years

pinnacle of achievement

sales, and if you are going to do that, you might as well build a marketing campaign around it," says Creation general manager Emma Greengrass.

For immache, the introduction of the solution of midpice away from the multiples. pleasing retails and taking a degree of control of midpice away from the multiples. "It is obviously an important price point which works well for retail, and this makes sense when we are being asked to campaign titles all the time anyway," says Plinacle marketing

arey-aware tone when it isonances on march 29, and Housand hopes to oring in more throughout the year as the catalogue grows from 20 to between 50 and 70. "It is something the independent sector has resisted for some time," he says. "There has

Mid-price held steady in 1998 with sales of just under 1.4m units, according to CIN. The wide range of summer campaigns made a particular success of stemming the seasonal sales slide. Virgin's 25th Anniversary campaign tied in mid-pric and The Verve's A Storm In Heaven, while EMI's full- to mid-price promotion drove impulse buys of albums by acts such as Supergrass, REM and The Sundays.

Sony worked harder than ever on behalf of its established Nice Price brand. In April, Simon & Garfunkel re-emerged as one of its best-sellers with the digitally remastered classic, Bridge Over Troubled Water, Sony also sustained healthy sales of Bob Dylan's Greatest Hits and Blood On The Tracks, Nelli Diamond's The Jazz Singer, Fleetwood Mac's Manic Street Preachers

The death of Frank Sinatra triggered

FOR RECORDS RELEASED ON MARCH 29, 1999 - REVIEWS

SINGLE of the week

EMINEM: My Name Is (Interscope IND 95638). Debate over this ridiculously eatchy rap track's lyrics is similar to



discussion of the Prodigy's Smack My Bitch Up, but ultimately this is an amusingly irreverent and tongue-in-cheek debut for the white-boy rapper. The Dr Dre protégé, whose Slim Shady album W NAME IS has just gone in at number two in the US, delivers his rap with a $\begin{array}{l} \underbrace{ \mathsf{AYY} \ \mathsf{NAME} \ \mathsf{IS} \ \mathsf{has} \ \mathsf{just} \ \mathsf{gone} \ \mathsf{mat} \ \mathsf{manber} \ \mathsf{two} \ \mathsf{in} \ \mathsf{the} \ \mathsf{US}, \ \mathsf{delivers} \ \mathsf{his} \ \mathsf{rap} \ \mathsf{with} \ \mathsf{a} \\ \underbrace{\mathsf{S}[\mathfrak{H} \ \mathsf{Shody}} \ \mathsf{Shody} \ \mathsf{stations} \ \mathsf{jumping} \ \mathsf{on} \ \mathsf{the} \ \mathsf{satistic} \ \mathsf{satistic} \ \mathsf{Shody} \ \mathsf{end} \$

SINGLE reviews



REEF: I've Got Something To Say (S2 666 954-2). Reef's return to the fray does a good approximation of Beggars Banquet/Let it Bleed-era Stones, substituting some

of the hand's former bluster for a new-found melodic finesse. With better radio support and a much-deserved higher TV profile, this would have seemed to be a sure top five hit but Reef have taken greater knocks BLACKALICIOUS: A 2 G EP (Mo Wax MWR109). Californian rap duo The Gift Of The Gab and Chief Xcel have come up with a refreshing wrical excursion that will win them new fans. The Gift lives up to his name in a fresh style, and this EP bodes eir forthcoming NIA album **CANDI STATON: Love On Love (React** 143). The old E-Zee Posse rave anthem gets the anthemic production treatment and a sporching vocal from Staton. It's a surefire dub hit, already in the Cool Cuts Top 10. and actio-friendly enough to crash the charts. STEPS, TINA COUSINS, CLEOPATRA. 8*WITCHED & BILLIE: Thank Abba For The Music (Epic ABCD1). Between them this line-up could well have clocked up nine number one singles by the time this Brits Trust-supporting single hits the stores Combine that with Abba's own nine UK chart-toppers and there seems little doubt of this track's success. However, it only highlights how undistinctive the participants originally to be named The Supertroppers are, while the final line thanking "Abba for

iars somewhat. BON JOVI: Real Life (WEA/Reprise

W479CD). Despite the lack of hype so far for Bon Jovi's first single in four years, and the lack of any real hook, this sounds like a potential ILR favourite. It's taken from the soundtrack to the film EDty (starring Woody Harrelson and Elizabeth Hurley). JS:16: Love Supreme (Duty Free DF007).

JS:16, whose debut release kicked off the Duty Free label last year, continue in a strong style with this powerful house track which leads with a funk-gated beat coupled with a driving bassline and female vocal. Tall Paul's mix features an upbeat percussive ase, mixing in synth-backed hooks BEVERLEY KNIGHT: Made It Back '99 (Parlophone/Rhythm Series CDRHYTHM 18), Chic's Good Times forms the base of this remix of the 1998 Mobowinner's Top 40 hit. Also included are

Collins' Think. Backed by radio - the track entered the airplay Top 50 last week - Knight as another chance to prove her worth NINE YARDS: Matter Of Time (Virgin VSCDJ1723). Directly in line with of R&B outfits, Nine Yards firmly take their cue from the US for their blend of soul. However, there is something more convincing about the act than some of their homegrown contemporaries, who could do worse than studying the laidback, relaxed approach on this second single. DEETAH: El Paraiso Rico (ffrr FCD3561). Deetah's Dire Straits-sampling but, Relax, offered R&B with a distinctive European twist and on reflection deserved better than number 11 after its lengthy chart run. On this follow-up, the rising Swedish star pushes her love of hip hop The samples from Madonna's La Isla Bonita ensuring playlist adds

by TNT and Booker T, plus a version of Lyn

MEAT LOAF: Is Nothing Sacred (Virgin VSCDJ 1734). Paired with veteran lyricist Don Black, Jim Steinman prod goods once again on one of Meat Loaf's more gentler moments, with the singer joined by Patti Russo - delivering a typically theatrical performance. His UK tour runs om March 16 to April 11. THE CRANBERRIES: Promises (Island 572 5912). The first new material from the Cranberries since 1996 finds their fire undimmed. It may not be a progression and it is not the most commercial single, but their guitars are turned up and their anger remains righteous. The track is currently on Radio One's As Featured lis **ROD STEWART: Faith Of The Heart**

(Universal UND56235). Given the right song, Stewart is still one of the greatest singers around. But, despite appearing to sing his guts out here, he slips into ininspired ordinariness on this Diane Warren song, Taken from the soundtrack to the film Patch Adams, it possesses an a waving chorus, but lacks the spark that ifted Stewart's recent covers album GRANT NELSON feat, JEAN McCLAIN Step 2 Me (Swing City tbc). This eagerly awaited release on Nelson's own imprint is a catchy Stardust-sounding track which rides

on a radio-friendly soutful disco groove. mp & Flex provide a dub mix ITTLE MOTHERS: Moody (Island CID746). While not as Seventies-influenced as acts such as Radiohead, Little Mothers

give a fair old stab at prog rock. However, they don't achieve much except produce a song that wanders off into the far distance without leaving much memorable behind.

> CRAIG ARMSTRONG: Plunkett & Macleane OST (Melankolic CDSAD7). Armstrong's second soundtrack album - the first being the award winning Romeo & Juliet film score – is a suitably stylish collection, full of dramatic orchestral moodswings with the occasional trip-hop-style excursion. The high profile of the film, which stars Robert Carlyle, will ensure it is not overlooked.



INCOGNITO: Nights Over Egypt (Talkin

Loud TLCD40). Incognito cover the Girls classic with a strong line-up of remixers The Masters At Work mix is silky-smooth but far from their best work. New Talkin' Loud recruit MJ Cole provides a garage-flavoured dub and a funky vocal mix. But the standout track is the samba-shuffling Fearless, which slowly builds up into a blaze of brass solos.

A L B U M reviews



ALMOND: Open All Night (Blue Star BSRCD001). Desnite Almond's departure from Echo for his own label, this album should not be ignored,

and suggests Almond is finally releasing the material he has always wanted to record. It includes duets with The Creatures' Siouxsie Sioux and Budgie and former Sneaker Pimps vocalist Kellie Davton.

FURSLIDE: Adventure (Meanwhile) Virgin 724384654627). Signed by UK producer Nellee Hooper (Björk, Massive Attack) to his own imprint, this album from US three-piece - fronted by singer/guitarist Jennifer Turner - combines haunting tunes nse but modern-sounding rock with r Check out Love Song, surely a potenti CORNELIUS: FM/CM (Matador OLE 349-2/OLE 350-2). These two seven track remix CDs follow the success of the but album Fantasma by Japan's answer to Beck, Money Mark, UNKLE, Coldcut and Damon Albarn are among the guest remixers on FM while Cornelius returns the favour with remixes of their tracks on CM. **ROXETTE: Have A Nice Day (EMI**

4994612). After three years' absence tte's Wish I Could Fly single (released March 22) has been embraced by radio and is on Radio One's As Featured list. The 14 tracks on this album are generally poppier than that ballad. They may not be hip, but remember, this is the band whose singles ellection was called Don't Bore Us - Get To The Chorus.

Somebody (1st Avenue/Wildcard 5596662). Following the success of her Top

10 debut single Little Bit Of Lovin', Le Roc has teamed up with producers such Rhett Lawrence (Mariah Carey) and D-

This week's reviewers: Dugald Baird, Michael Byrne, Hamish Champ, Chris Finar Tom FitzGerald, Hugo Fluendy, Simon Harper, Graham James, Stophen Jones, Sop Moss, James Poletti, Nick Robinson, Simon Ward, Paul Williams and Adam Wood



MOGWAI: Come On Die Young (Chemikal Underground CHEM033CD). A chilled-out ambient ur de force from Glasgow's finest. The perfect prescription for



Down (Blanco Y Negro/WEA NEG115CD). Catatonia's 1998 UK success can be

compared to Robbie Williams' and the parallels don't cease in 1999. Williams' first new single last year, Millennium, was a string-laden John Barry sampling affair - and Catatonia's strings on their first new material sounds very much like those on Louis Armstrong's We Have All The Time In The World (also written by Barry). The first single from their forthcoming album Equally Cursed And Blessed is simply gorgeous and demonstrates that the hand continue to write great oop music. Already in the Airplay Top 25, it was a potential single of the w and one that could upset Emi nem 🗲

Influence. The 21-year-old singer co-wrote nine of the tracks on the album which includes a guest appearance from Coolio. Her vocals are fiery and suggest even greater things to co

ARMAND VAN HELDEN: 2Future4U (ffrr 5560902). The timing for Van Helden's n album is just about perfect, following his recent number one You Don't Know Me, and with the buzz on the white label Flowerz reaching fever pitch. He pulls together his influences with panache, with hip hop, garage and funk all clambering for attention DAVID SYLVIAN: Dead Bees On A Cake (Virgin CDV2876), It is hard to judge the commercial prospects of a David Sylvian album 14 years after the former Japan frontman's last solo venture, but this is not an album with its sights on the mass market. It is lush white soul with trip hop and world influences, weighty lyrical concerns and - just possibly – a slight lack of humour. VARIOUS: Maximum Speed 99 (Virgin VTDCD242). This follow-up to Virgin's highly successful Maximum Speed collection contains 40 of the latest underground garage and house tunes. Featuring tracks from Soulsearcher, Da Click and Doolally, it highlights how the scene continues to bubble away outside the mainstream VARIOUS: Essential Soundtracks (Telstar TV TTVCD3038). This 40-track double CD features soundtrack high points from movies in Channel Four's Film Four season The tracks - from films as diverse as Betty Blue, Trainspotting and Reservoir Dogs provide a truly eclectic mix.

Releases previously reviewed in Music Week now set for release on March 29 include: MARIAH CAREY: 1 Still Believe include: MARIAH CAREY: I Still Believe (Columbia) (reviewed in March 6 issue) 6 FREDDY FRESH: Badder Badder Schwing (Eye Q) (March 6) ● TECHNIQUE: Sun 1s Shining (Creation) (March 6) ● ULTRASOUND: Floodlit orid (Nude) (March 13)

Hear new releases

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millennium fever, with plaintive guitars, flutes, whispered millennium tever, with plantive guitars, nutes, whispered vocals, sparse piano and minimal drumming creating a mood of quiet contemplation. Ex-Cowboy – the only track with white noise crescendos – is a swirling anthem. Sublime prog rock with heart and soul from the Pink Floyd of the Ninetles.



RECOMMENDED ALBUMS CATALOGUE NEW RELEASES



PAUL McCARTNEY & WINGS: Band On The Run (25th Anniversary Edition) The Run -Anniversary Edition (MPL/Parlophone met Wings album 4991762) The best Wings album by some distance was born out of adversity, with two members of the group outting just before recording began and McCartney getting robbed of tapes of the songs in Lagos. However, the core group of Macca, Linda and Denny Laine reached sustained highs with songs like Jet, Bluebird and No Words. This commemorative edition of the album includes a 24page booklet, a mini-poster and a bonus disc featuring interviews



CADLY SIMON-Nobody Does It Better - The Very Best Of (Global TV RADCD 1031 After

le King and Joni Mitchell Carly Simon was probably the premier female singer-songwriter of the Seventies and this excellent retrospective gathers together her hits and other cuts from this vintage period and beyond. The timeless You're So Vain is here, along with Why, written and produced by Chic's Nile Rodgers and Bernard Edwards, Bond theme Nobody Does It Better is another highlight, as is Simon's mid-Eighties hit Coming Around Again.



country singers, Miller occasionally crossed into the pop music field, notably with Oueen of The House. a tongue-in-cheek riposte to King Of The Road by Roger Miller and Nome Of The Brave. With other tracks penned by Goffin and King, Bacharach and David and Bob Dylan, and some excellent originals, this 29-track single album is well worth tracking down.



VARIOUS: Juke Box Glants (Pulse PBXCD 429) No fewer than 78 Fifties, Sixties and nties hits in their original

versions, spread across four CDs and priced to sell at about £11.99. Heavily but not exclusively drawn from the old Pye catalogue owned by Pulse imprint owners Castle - they include gold radio standbys like Sandie Shaw's Always Something There To Remind Me, Death Of A Clown by Dave Davies and Petula Clark's Downtown. There's nothing that hasn't been released a hundred times before, but this kind of ibum always sells Alan Jones

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Nas I Am The Autobiography Vol. 1 (Columbia); single: Hate Me Now - April 19

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Catatonia Equally Cursed And Blessed (Blanco Y Negro); single: Dead From The Waist Down - Mar 29 Ultrasound Everything Picture (Nude); single: Floodlit World -Mar 29

19 April 1999 The Cranberries Bury The Hatchet (Mercury): single: Promises – Mar 29 Reef Rides (Sony 52): single: I've Got Something To Say – Mar 29

26 April 1999

Electronic Twisted Tenderness (Parlophone); single: Vivid -Apr 5

3 May 1999

Arab Strap Mad For Sadness (Go! Beat) 'N Sync 'N Sync (Northwestside) single: Tearing Up My Heart --Apr 19

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** Previously listed in alternative format

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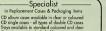
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MUSIC WEEK MARCH 20TH 1999

TC VIDEO

FRONTLINE

RETAIL FOCUS: JUMBO RECORDS

by Karen Faux

hampioning small label releases is a top priority at Leeds indie Jumbo Records. where partner Hunter Smith reports that Barety Breaking Even's compilation Funk Spectrum is currently holding its own against Stereophonics, Kula Shaker, Wilco and Underworld. "We like to get behind smaller label releases wherever possible." savs Smith, "Funk Spectrum has been given enod showing in-store and is still selling to a wide cross section of dance fans.

Smith describes Jumbo's current premises in the St John's Centre as resembling a small multiple rather than an indie and its annearance couldn't be more different from its early days, when it occupied one room in an arcade. "In the Seventies I did a lot of DJ-ing in the area and the business was originally driven by singles sales." Smith "After punk came in we really spread Savs. our winds and now stock widely across jazz. soul, dance, rock, folk and country.

Despite the change in outward appearance, Jumbo has retained many customers



Jumbo: resembles a multiple

from its early days and pulls in a steady flow of new ones who appreciate its depth of stock in areas such as dance, soul and folk One of its most popular genres continues to be Northern Soul and this is displayed

Country and folk enthusiasts are also well catered for. "At the moment we are shifting a lat of The Chieftaine' Tears Of Stone and

IUMBO'S MOST REQUESTED IN-STORE PLAYS the back of the shop

L. Various Blue	Break Beats Vol 4 (Blue Note)	
2. The Chieftains	Tears Of Stone (RCA)	1
B. Emmylou Harri	s, Linda Ronstadt, Dolly Parton	Į,
	Trio II (Asylum)	
4. Various	Africa Funk (Harmless)	1
5. Kate Bush	Hourglass (Pure Records)	1
6. Various	Red Hot & Rio (Antilles)	1

Cubafrica (Celluloide) 8. Steve Earle & The Del McCoury Band

Mountain (Grapevine)

9. Various Funk Spectrum (Barely Breaking Even) Vanous Funk Spectrum (Later Line (World Circuit) Smith Would are to 10. Ry Cooder Buena Vista Social Club (World Circuit) move into the year 2000

Steve Earle & The Del McCoury Band's Mountain," says Smith.

Now occupying its third site, there have been few changes to the shop's interior since it was originally kitted out in 1988. "Fortunate ly we've got quite a lot of space to play with here and we recently installed two additional browsers," says Smith. "We've also added more listening facilities and made the area at more user-friendly. One area that Smith ould like to address is that of computerisation:

I would deperibe up on semi-computerised." he "We currently savs. operate Eros and the etail Entertainment Data system, which allows us to search back catalogue for our customers

Smith would like to

by streamlining his operation. "Maintaining the masterbag system is one thing that slows us down, Like a lot of specialist stores we find that when new stock floods in towards the end of the week, we have to spend hours in the back room preparing product for the bags. Separating CDs from their shrinkwrapping and cases, for filing in the bags behind the counter, is very time consumination

NEXT WEEK (from 22/3/99) IN-STORE

ngle - The Cartoons; Windows Ands Route CDs at £7.99 or three for £21; In-store -Ministry Of Sound Dance Nation 6, Mozart Arias, Britney Spears, Desert Island Discs; Press ads -Pretty Things, Radiator, Liz Horsman, Feeder, Cassandra Wilson Rick Wakeman, John Tavener, Vengabovs, Rachmaninov



Singles - Sash!, B*Witched, Kele Le Roc. Underworld; Albums - Blur, Ministry Of Sound Dance Nation 6, Blues Brother Soul Sieter Classics Paul Opkenfold Dusty Sprindfield



In-store - Easter campaign featuring Hits '99, Steps, B*Witched, Charlotte Church, Now! 42; three for the price of two on selected rock, pop and classical CDs, Friends

Series 5, three Only Fools And Horses videos for the price of two, Warner Century Video promotion, Magic Sword, Lock Stock And Two Smoking Barrels



Single - Mr Oizo; Album - Bis; In-store -Aphex Twin, Freddy Fresh, Add N To X, Wu Tang Clan, Frank Black, Stereolab, Cornelius, Ponte Manuna

HMV Single - New Radicals; Windows - Skunk Anansie, Godzilla, Wu Tang Clan, Elton

John; In-store - Aphex Twin, Feeder, Billie, Mr Oizo, TLC, Des'ree, System F, Phats And Small, Three Colours Red. Hilary And Jackie, John Peel's Sounds Of The Suburbs. Des'ree, Lock Stock And Two Smoking Barrels; Press ads -New Radicals, Kathy Brown, Lamb, Bis

In-store - Elton John, Aida; Listening posts MENZIES - Elton John, Barbara Windsor and Steve

Album - Elton John: Windows - Aida, Blur, Van Morrison, Godzilla, Lost in Space; In-store – three videos for £20. Monty Python promotion, buy two Columbia Tristar DVDs for

£28: Listening posts - Cassandra Wilson, Deus, 1234 Punk And New Wave, Beth Orton, Silverchair, Duran Duran

NOW Singles - Sashi, Phats And Small, Billie: Albums - Elton John, Massive Renaissance, New Hits '99; Windows - Godzilla; In-store Teletubbies, Celtic Collection with CDs at £7.99 each or three for £20. RugRats videos at £5.99 each or two for £10

OUPDICE In-store - Blues Brother Soul Sister Classics, Paul Oakenfold, Blur, Best '80s Love, In The Mix 2000, Ministry Of Sound Dance Nation 6. Wilco, Shawn Mullins, Van Morrison

Selecta listening posts - Goo Goo Dolls Pinnacie Selecta naturna Cropkick Murphys. Feeder, Percupine Tree, Dropkick Murphys. Feeder, REIWORK Swag: Mojo recommended retailers – Eddle Hinton, Curtiss Maldoon, Land Of 1000 Dances, Invictus Chartbusters, My Midnight, Blues For A Honey

Singles – Aphox Twin, Feeder, Billie, Des'ree; Windows – Blur, Godzilla, Meatloaf, specialist sale, Skunk Anansie, Bob Marley, Ignite; In-store - buy two CDs and get one free on mid-price range, Kula Shaker, Bob Marley, Antonio Forcioni

Cito Singles - Cartoons, Des'ree, Feeder, Mr Otzo, Ellie Campbell, Hurricane #1, Radiator, Sashi, TLC, Liz Horsman; Albums - Cassendra Wilson, Skunk Anansie, Massive Dance 99, Wu Tang Clan; Press ads - Ultrasound, Radiator, Liz Horsman

WHSmith Albums - Elton John, Aida; Listening and Steve McEeddon

WOOLWORTHS In-store – Blur promotion, Kele Le Roc, B*Witched, Ministry 00 Sound Dance Nation 5, Virgin Best Ever albums at £10.99 each or two for £20, full price CDs at £9.99, mid-price CDs at £7.99 or four for the price of three



he store is about to be jam-packed because we've got Looper coming in to play. We gave out tickets weeks ago but Time Out and The Guardian have been on to it and today Xfm were broadcasting ability of tickets. A lot of people are going to be disappointed.

This shop has a very strong reputation as it has been going since 1975. My partner and I bought it in 1981 after the Rough Trade label and distribution operations ran to trouble. We're situated in Notting Hill Gate and still get people who have been coming in for years, although we also pick up a steady flow of new customers.

We like to get behind things early and this is what our reputation is built on. Apart from reading the music press and listening to the radio, we know what's buzzing because our customers ask us for things all the time. For example, in the past couple of months Echoboy's 12-inch has been one of

ON THE SHELF NIGEL HOUSE

our biggest selling singles. It is a question of pushing the right record to the right people at the right time.

We rely on new product to do the business for us rather than back catalogue, and this week the Wilco album has been flying from the racks. Eminem's Slim Shady has also been doing big business on import and will continue to do so until Interscope/PAL releases it in April.

Next week Beth Orton's new album will do well and others that we are looking

forward to include Looper's Up A Tree and the Planet V sampler, which is the first big drum & bass album for a while. Prospects also look promising for Whistler and Whiskeytown, who are a personal favourite mine

I don't go along with the view that there are no good records out there. You just have to make sure you get out and look for



e had an exceptionally good start W to the new year. On the albums front Freddy Fresh, XTC, Sebadoh, Presence and Jimmy Tenor have all been first-class performers and we've also been doing well with the Prodigy's Dirt Chamber For singles it has been an equally hectic period with chart hits provided by the likes of UNKLE. The Divine Comedy, Inner City. Sebadoh and Humate

This week, demand has been massive for Mr Olzo's Flat Beat which features in the evis commercial. We're hoping for a number one on that one. Aphex Twin's Window Licker is still going well from last week and Kathy Brown's Joy has just gone in at number one in the club chart. My other two big singles this week are Danny Tenaglia's Turn Me On and Candi Staton's Love On Love.

I'm expecting big things from Mogwai's forthcoming album Come On Die Young,

ON THE ROAD

JASON BARTON, Vital rep for Greater London

which has been picking up very good reviews in the music press. There's a lot of mileage in the fact that Mercury Rev's Dave Fridmann has worked on it. Personally I'm looking forward to the

release of Les Rhythmes Digitales' album hich features guest performers such as Nik Kershaw. I'm a big fan of their Eighties electro style and they have a growing fanbase among students

We have recently had a re-shuffle among the reps and I have just acquired Camden as one of my areas. Kingston, Putney and Richmond are also new calls for me and I'm looking forward to meeting some new dealers. Tomorrow is my last day in Southend, where I've known my customers for years

Tomorrow there is also the weekly Vital football team game and I reckon we've got the best team in the industry. The following week I'm off snowboarding."

co-owner, Rough Trade

DOOLEY

may write the songs that make the whole world align of how, at long last, thay it be tacking that vary same world to do so in perfect harmony. Tunsemiths from the Association of professional Composers, the Brittsh Academy of Songwriters, Composers and Authors, and the Composers Guild of gent Britain have united under a new group, Brittsh Composers and Songwriters, and they made it official ist Tuesday with a launch at the



Lart users, means the lands of the second se

Remember where you heard it: New FMI big cheese Eric Nicoli has already been in training for the job. A keen sports fanatic who goes to the gym three times a week, he says it is a good place to catch up on what's on MTV. adding that a recent Janet Jackson documentary with rather revealing footage made particularly good viewing. ... Exactly 10 years after his last number one album, Music Week Awards Strat winner Pete Waterman is clearly back in the limelight. While enjoying lunch at his regular pizzeria last week with pluggers Chris Page and Shabs from Media Village he was accosted by three girls waiting on a nearby table complete with blogs and press photos. By the time he had arrived back at his office there was even a demo tape of the unnamed wannabes. Ouite who had put them up to it remains unclear ... What's up with Mickey D. subject to plenty of rumours at the end of last





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week?...Don't be surprised to find Jeremy Pearce in something of a state when he arrives at South By South West this week. The V2 chief was planning to board his plane directly after celebratory drinks to mark the Stereophonics reaching number one...Sony Music UK is not, we have been assured, sponsoring US TV's influential Rosie O'Donnell show but it may as well be, B*Witched were on the programme last week, while tomorrow (Tuesday) Charlotte Church is appearing...Meanwhile, as Simon Mayo found out to his cost: don't mess with the might of Gary Farrow. Sony's big mouth stormed into Mayo's midmorning Radio One show last Monday after the programme had the temerity to suggest Sony was doing sod all for Comic Relief, "It's total rubbish," bleated Farrow, who can clearly spot a TV star when he sees one. "I had no idea all you guys did this show in skirts," he remarked as he offered up 150 guid an hour of Sony's dosh to sponsor Mayo's 37-and-a-half-hour Comic Relief marathon (worth a hefty £5.625)...Perhaps the Beeb should consider moving TOTP to a Sunday afternoon slot to boost its ratings. Witness, please, the

Who said distribution is the fag and of the music bunkness? Well those chaps at BEGGARS BANQUET obviously dort: think it is, Attra servicibing (its distribution allegiances from Warner to ultia, the independent hired a massive advertising hoarding wan to thank its long savring partner for a successful relationship spanning two decedes. Here WARRER Bartf at its Alperton site return the compliment with a smiley group photo. apparently unfashionable Great British Song Contest special which last Sunday (March 7) pulled in an impressive 3.9m viewers. Still, Dooley reckons all this GBSC voting malarkey should be scrapped and the great A&R guru consulted instead - namely JK's mum. She picked out Love Shine A Light as the winner two years ago and she was spot on again this time with Precious's entry...A bizarre coincidence or what, but Dooley couldn't help noting that chanteuse Martine McCutcheon's showcase performance at London's Cafe de Paris last week was scheduled to start at 7.30pm on a Thursday. Wasn't a certain TV soap beginning at exactly that time, too?...Still, for punters there it was almost like being on the set of EastEnders. Babs Windsor showed up. as did Patsy Palmer (Bianca), although poor Ross Kemp (Grant Mitchell) had to miss out because of illness. Also showing their mugs were Mick Hucknall and Louise... The new PF Project collaboration could herald a canny dancefloor comeback for, wait for it. Roachford ... FMI/Chrysalis has officially altered its name to, er. EMI:Chrysalis. The change has been made, not in honour of Mark Colon, sorry, Collen, but because their new stationery has just arrived ... Bob Geldof, with an extra £5m in his pocket this week, has added his own personal touch to Sian Thomas's promotion to Mercury's director of international marketing. "About fucking time," he growls on the official press release ... Pluggers Fleming Connolly were yesterday (Sunday) hoping Steps would give them their third number one of the year.....



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