

FOR EVERYONE IN THE BUSINESS OF MUSIC

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Kennedy in CD copying call to arms

by Paul Williams

John Kennedy has made an urgent call for the industry to mount a high-profile PR offensive against the potential scourge of recordable CDs.

The Universal Music UK CEO/ chairman became the first key UK music executive to speak out against the potential threat of CDR technology, just days after German record executives attributed a 9.8% half-year decline in sales to CD cloning.

In an impassioned speech to Universal's conference at the Mayfair Theatre in London, Kennedy said the industry must mount a campaign highlighting the

damaging effects which the practice was having on artists and the business as a whole. His call came in the midst of Philips' biggest CDR campaign yet in the UK.

After the conference, Kennedy told Music Week that he believed the growth of CDR is encouraging music buyers of the future to believe CD piracy is totally legitimate.

"When I speak to 18- and 19-year-olds, I find they clearly have no concern at all about CDR copying and MiniDisc copying. It confirms the stories about computers where one person buys CDs and copies them for others," he says. "They don't think they're doing anything



Kennedy: impassioned speech wrong or damaging the artists and songwriters.

Kennedy, who says he will be pressing for the launch of a PR campaign at the next BPI council

meeting on September 8, believes CDR copying is a far bigger threat to the industry than that of audio cassette home-taping because of the reproduction quality.

"It was not really commercially-based before, but in school campuses and places of work, this has become a commercial exercise," says Kennedy.

At the Popkomm trade show in Cologne two weeks ago, the German equivalent of the BPI - the BSW - launched a pan-industry initiative entitled Copy Kills Music aimed at school children. It followed a similar campaign introduced earlier this year by the Dutch record company trade body.

In both markets, sales of pre-recorded CDs fell and blank discs rocketed after Philips launched massive consumer marketing campaigns behind its CDR players. Philips unveiled its first campaign in Holland within days of concluding the deal to sell PolyGram to Universal last autumn.

In the UK, the use of CDR players is expected to be boosted by a £3m Philips campaign. Running for five months and backing a new range of machines priced around the £240 mark, it takes in national and regional radio along with specialist, consumer and broadcast press.

● Universal conference, p8

Mambo fever was set to dominate the top of the singles chart yesterday (Sunday) with Lou Bega and Shaft battling it out for the number one position. RCA's Bega single Mambo No. 5 (A Little Bit Of...) which has already been number one in 13 countries, appeared to have the upper hand over closest challenger (Mucho Mambo) Sway by Shaft with a sales superiority by the end of Thursday of just under two units to one. Last week's number one, Mi Chico Latino by Geri Halliwell, was trying to fight off Moloko to make it an all Latin-flavoured top three. Bega's comfortable lead in the Mambo battle followed a previous action taken by BMG against the Shaft release - put out by Universal's Wonderboy Records - over the use of a sample on an earlier version of the track.



In The City to debate the future of the song in tomorrow's digital age

In The City is to map out the future of the music industry in an internet world later this month, focusing on how songs will be developed, packaged, distributed and bought in the digital age.

Legendary Sixties folk singer Bert Jansch and M People's Mike Pickering will be among those debating such issues in the Unplugged session at the September 18-22 conference, which is being held in Liverpool for the first time.

Creative Labs will also launch its new MP3 player, the Nomad,

which will be available for hire. And ITC panels will address piracy, the future of A&R and a new business model for the industry and artists.

ITC founder Tony Wilson says, "This is a big crunch year. The machines are now in our hands, in the future we will only be buying songs, so there are questions such as, 'How will artists present themselves?' and 'Will the CD disappear?'"

Don Taylor, the former manager of Bob Marley, is also scheduled for an In Conversation session.

Countries unite in world retail group

Music retailers could soon be wielding global influence on international issues following a move by four national retailing trade organisations to prepare the groundwork for a world federation.

The seeds for establishing an "iFPI-style" organisation for retailers were sown at Popkomm in Germany earlier this month where the UK's BARD, the US's NARM (National Association of Recording Merchandisers), Germany's GDM and the Netherlands' NVGD met to discuss areas of co-operation.

Bard director general Bob Lewis says a global retail trade federation would be able to bring a unified approach to issues common to different continents. "Different



Lewis: wants unified approach

release dates around the world open the door for a lot of pirates," he says. "Sony and Warner are multinationals who make decisions on a global level, so why shouldn't retailers have a global company?"

Pam Horowitz, president of Narm, says issues of mutual

interest such as e-commerce and the integration of bricks and mortar stores with internet ordering, imports, exports and currency issues are areas the new organisation could be called upon to tackle. "The IFPI's success on piracy has shown us that perhaps we should take a cue from the music suppliers," she says.

No name, formal structure or executives for the new body have yet been mooted, but it is expected that other trade bodies in major markets such as Japan, Australia and Canada will be canvassed in the coming months to pave the way for its formation, possibly at a three-day Narm conference in San Antonio, Texas, early next year.

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RADIO TWO TO BROADCAST METAD
Radio Two has been lined up to broadcast October 9's NetAid charity concert taking place at London's Wembley Stadium, New York's Giants Stadium and The Palais des Nations in Geneva. Billy Bragg will front the station's coverage, which will run from 6pm from Wembley until the link-up with New York and Geneva at 10.15pm. BBC TV has yet to announce details of its coverage of the event which last week added David Bowie and Steppenbros to its bill.

AJN CONSIDERS NORTHERN OFFICE
The Association of Independent Music (AIM) is considering opening an office in the north of England. Chief executive Alison Wenham says the group, which will have a significant presence at this month's In The City in Liverpool or Manchester as possible locations. "If we decide to go ahead it will be relatively simple to do and yet massively effective," she says. "This is one country but it seems to be two different nations when it comes to the music business."

EMI LINES UP ITS BOND ISSUE
EMI is issuing \$500m (£333m) worth of long-term bonds in the US to private investors. The proceeds raised from the bond offerings, which are being issued in the US through Capital Records and are due in 2009, will be used to pay off short-term debt at the group and to fund its recent acquisition of Windswept Pacific.

GWR SEKS MUSIC DIRECTOR
GWR Group has created the new role of music director following the recent departure of its head of music Vaughan Hobbs to become programme controller of Galaxy North East. The post – which is yet to be filled – coincides with the onset of new digital channels. GWR group director of operations Steve Orchard says the recruit will be at the forefront of shaping the station in the digital age.

READING BOOTLEGGERS ARRESTED
Four people were arrested at Reading Festival last Friday (August 27) following a bootlegging raid by police, trading standards officers, Customs & Excise and the BPI's anti-piracy unit.

MTV BANS CONTROVERSIAL ATR CLIP
MTV has refused to screen Atari Teenage Riot's new video for the Action Video after judging that the clip contravenes the ITC code on taste and decency. Emma Gulrao, video co-ordinator at MTV, says legal restrictions prevent the station from screening the Andrea Glacabre-directed promo, but adds they would reconsider if it was re-edited. Peta Lawton, managing director of Digital Hardcore Recordings, the company behind the video, says the video contains no nudity or sadistic torture and has the tenor of a TV sci-fi adventure.

MAHLER SYMPHONY NO.5
The catalogue number of Deutsche Grammophon's release of Mahler's Symphony No.5 is 439 429-2 and not as reported in the August 21 issue of Music Week.

SMTV: Live extends broadcasting with new monthly magazine

by Tracey Snel
SMTV: Live, the Saturday morning children's TV show which incorporates the CD-UK chart music segment, is launching a spin-off monthly magazine.

The move is part of a strategy to extend the SMTV: Live and CD-UK brands beyond TV and into other product areas.

SMTV: Live – CD UK is due to launch in the autumn and is being published by Waterside Publishing, which has licensed the brand from Zenith Media. It will be targeted at 10- to 16-year-olds and seek to reflect the spirit of the ITV show, which is hosted by Ant & Dec and Cat Deeley.

Shania Twain is the first name secured for a new run of TOTP specials being planned by BBC Television. A half-hour programme on the Mercury signing, comprising specially-recorded new material and clips from previous TOTPs, will go out around late September or early October. Its air date and time have yet to be finalised. The Twain show follows previous specials on the Spice Girls and Steps put together by producer Chris Cowey, who is also working on a BBC TV documentary about the reformed Eurythmics, though this will not go out under the TOTP banner. Cowey says around half a dozen TOTP specials are planned, but adds it is too early at this stage to announce further names. Meanwhile, the flagship music programme hosted the first in a series of shows on tour last week with last Friday's (August 27) broadcast coming from Edinburgh.

Leonard Stall, managing director of Waterside, which was recently set up by Bath-based Johnsons Group to launch titles specifically for the children's market, says music will play a significant role in the publication's editorial. "We are investing a very significant sum of money in the project," he says.

Stall adds that an editorial team has been put in place, including the appointment of music editor David Owens, who previously worked on other projects at the Johnsons Group. "He has been active in the CD-UK studio over the past few weeks," says Stall, adding that the title will have a monthly print run of 200,000.



SMTV's Ant & Dec and Cat Deeley with the launch covers of SMTV: Live magazine. News of the launch comes weeks after latest ABC figures revealed significant circulation falls for pop titles including *Smash Hits*, *TOTP*, *TV Hits* and *Live & Kicking*. Stall dismisses the figures simply as unfortunate timing.

"In the same way that SMTV: Live and CD-UK have brought something new to Saturday morning TV, we think we can bring something new to kids' publishing," he says. "SMTV: Live is the number one brand for kids at the moment. It has done an extraordinary job in the ratings."

According to Barb, the show attracts around 1.5 million viewers. The move is a precursor to further SMTV: Live and CD-UK brand extensions and mirrors a similar move by the BBC with *TOTP* and *Live & Kicking*. A spokesman for the show says, "There is talk of doing a whole load of things including a CD compilation. The show is such a force to be reckoned with."

Phats & Small hit sparks court case

A legal battle is brewing over the huge summer hit single Turn Around between Phats & Small and Bush Management.

Bush claims that it signed an agreement with the duo not to license the single as well as a further two tracks and an album. In a High Court writ, Manchester-based Bush Management – Eric Powell and Eric Gooden – allege that, following the fourth-month chart success of the gold-selling Turn Around, Phats & Small breached the agreement by sidestepping them and dealing direct on *Feel Good with Multiply* – the label which Bush licensed Turn Around.

Estons, which is acting for the duo, is claiming the agreement is not enforceable on the "grounds that it is uncertain, in restraint of trade and was procured by undue influence".

Windswept confident following restructuring

Windswept Pacific managing director Bob Grace last week vowed the company would retain its status as a leading independent force after slimming down the UK operation following last month's deal with EMI.

Creative manager Nick Battle has quit to set up his own record company, Good Cop Bad Cop, in which Windswept has taken an unspecified interest. Two secretarial staff have also left their jobs on the back of the deal, which saw more than 40,000 copyrights being sold to EMI for £125m.

Grace is keen to stress the publisher is still very much alive and kicking with 8,000 copyrights worldwide, deals remaining with most of its exclusive writers and representation by the UK company of its sister US company's catalogue. Grace points to a busy autumn schedule which will begin with the 911 single Wonderfella, while Windswept songs feature on new projects from Ronan Keating and Martine McCutcheon. Windswept also recently secured chart success with the Marvin & Tammy hit Groove Machine, co-written by the publisher's John McLaughlin.

Promoters join forces for £10m London superclub

Three leading club entrepreneurs have linked up to open a £10m state-of-the-art superclub and gig venue in central London next month.

The seven-storey building in Leicester Square fuses a dance club, a 1,100-capacity auditorium, restaurant, bar and multimedia cafe. It is located yards from the 625-capacity Sound Republic venue in Leicester Square.

Home is the branch of Cream co-founder Darren Hughes, The Tunnel's Ron McCulloch and The Pod's John Reynolds. The Mean Fiddler has been appointed to programme the club's live music policy after it opens on September 10. Steve Homer, tour promoter at the Mean Fiddler, says the deal, which does not see his group taking any financial stake in the venue, came about after co-promoting the HomeLands festival with the new club's backers. "We've got a good working relationship with Darren and Ron. This is a great opportunity because it is a central London location," he says, adding that the venue will complement Mean Fiddler's own operations.



Home: Mean Fiddler promoting gigs which include The Garage, The Forum and Subterania.

Homer expects to put on around three or four gigs a week. "At the moment it is an open canvas, but I expect Home will suit artists who might have played big arenas in the past, or happening acts," he says. The first gig is expected to take place on October 1 and negotiations are under way to land a top artist.

Mobos to raise profile with club showcases

The organisers of the Mobo Awards are looking to raise the public profile of this year's event with a series of club nights featuring artist performances and name DJs.

R&B, dance and hip hop will be the focus of the club nights at three nights which will begin on September 30 at London's Ministry Of Sound. The second night will follow at London's Hammersmith Palais on October 4, with the National hosting the third event on October 8. The awards themselves take place on October 6 at the Royal Albert Hall in London for a second year running.

Meanwhile, artists including Another Level, Melanie B and Wendy De'Jax are expected to be at the Mobos launch party this Thursday (September 2) at London's Hanover Grand where the nominations and hosts will be announced. The launch will include performances by four-female act Amoye, Wendy De'Jax and Liverpool-based group Eleven Seven, who are the finalists for this year's Diesel best unsigned act award.

Channel Four will broadcast a 90-minute special on the event on October 7.

ALBUMS GET BACK ON TRACK

It is a question which retailers across the nation have been screaming in recent weeks.

Just when is the drought of exciting new album releases finally going to end? Not soon enough, it seems.

The difficulties suffered by the album sector during the past few months has manifested itself in many ways – record companies' TV ad spends falling sharply month after month; second quarter trade deliveries reporting a 5.6% fall in album units; and latest ABC magazine circulation figures showing most of the artist-led rock and pop press either static or in decline (the dance press aside, of course). The list goes on.

It is against this background that record companies have begun unveiling their autumn release schedules, as the conference season gets underway. And it all looks pretty strong.

First off the block was Universal Music Group last week, staging its first conference since Seagram's takeover of PolyGram. Key releases this side of Christmas include new studio albums from Sting (his first since 1996), Ocean Colour Scene, The Charlatans (their first studio album for the major), James and Beak. Also being lined up by Universal are promising debut albums from acts such as Lolly, Kelle and S Club 7, who have TV exposure to die for.

What is even more encouraging is that the pendulum appears to have swung firmly in favour of studio albums this year, with key "best ofs" confined to releases from Bryan Adams, The Mavericks and Cat Stevens.

What a welcome relief after last Christmas, when the market was flooded with such collections.

It is, of course, early days but it is a positive start to the autumn. And, after such a lacklustre albums market in recent months, that should be music to retailers' ears. *Tracy Snell*

PAUL'S QUIRKS

TO RELEASE OR NOT TO RELEASE

The appearance of the import version of Lou Bega's Mambo No. 5 in the Top 40 three weeks ago highlighted a problem being faced by UK record companies as they juggle with the release dates of tracks which are being played to death in the European holiday night spots.

It seems that if they release them too early, before the clubs return from Spain or Greece, they may fail to chart them. On the other hand, if they wait they leave themselves open to imports, which can cost them thousands of sales and more than a few chart positions. Fortunately, specialist retailers have no such problem and get the best of both worlds with the added bonus of the dance market on import (with the added sales of realistic margins) and then again to pop customers when the UK version is eventually released.

Through the growth of imports, the specialist market is opening up in a big way, with new albums by bands such as the Moody Blues and massive dance singles by acts such as Eiffel 65, Vengaboys and DJ Jean, all only currently available on import. Add to this old favourites and deleted albums by acts such as Snoop Dogg, Garth Brooks' greatest hits and the first Austin Powers OST, which are now only available from abroad, and you begin to see the growing opportunity for increased sales. Glaring gaps are appearing in many UK catalogues and here at last is a market that indies and specialists can develop using knowledge and experience to make this sector their own. So, should record companies start to worry about the challenge from abroad or will the import challenge die away as the summer dance hits fade from the chart?

In reality, some record companies will have to sit up and take note, as import wholesalers improve their catalogue, marketing and service to match the growing demand. This is especially the case as indie dealers already know that some import deliveries from the US and around the world currently arrive quicker than domestic orders and new releases from one or two struggling UK distributors.

Paul Quirk's column is a personal view

Sonopress launches stopgap DVD format

Midlands-based CD and DVD presser and duplicator Sonopress is attempting to bridge the gap between the two formats with the launch of DVDuGs.

The new format, which is produced by sticking a standard CD to the reverse of a DVD, blends features of both and allows consumers who haven't yet invested in a DVD player to play music tracks on their standard CD player. If they then buy a DVD player they will be able to take advantage of the visual element of the product.

Sonopress general manager Tim Bevan says the new format promotes the advantages of DVD and also provides the music industry with a new opportunity to market their material. "DVDuGs's greatest achievement will be to become superfluous in a few years," he says. "Its success should cause its own demise as it would mean that DVD technology will have attained a wide penetration and a dual medium will no longer be necessary."

Fever releases bolster BMG

A combination of better cost control, fewer releases and improved management helped BMG Entertainment record a 25% increase in year-end profits through its international operations.

Revenues at BMG Entertainment International, which includes the UK, remained flat at \$2.4bn (£1.5bn) for the 12 months ended June 30. Globally, the group reported year-end revenues of \$4.6bn, up 7% on the year before.

Rudi Gassner, president and CEO of BMG Entertainment International, says, "Revenue from international was flat, in line with the macro economic situation in the region. Operationally, the improvement came from better cost control, fewer releases and better management."

During the period, 25 artists sold more than 1m units worldwide including Five, Natalie Imbruglia and M People, who sold 3m, 6m and 2m albums worldwide respectively.

"In the UK it is only the beginning of reporting development, which we think is going to yield much better



Five: 3m sales worldwide

results further down the line," says Gassner, who cites Westlife and Another Level among those contributing to the success. He also highlights planned new releases later this year from Eurythmics and The Artist Formerly Known As Prince, as well as the UK success of Lou Bega's Mambo No 5 single and TLC.

Among the year's key announcements was the GetMusic joint venture with Universal Music Group, which was launched in the US to promote and sell music online. Gassner says the company plans to introduce the venture into Europe "as soon as possible", but was unable to give a precise date.

Radio lead times blamed for consumer confusion

by Robert Ashton

Retailers are calling for shorter singles servicing times after claiming that hits are losing sales because record companies are feeding singles to radio stations too early and boring potential buyers.

As the time gap grows wider between servicing media and delivering to retail, record outlets are being hit by disgruntled customers demanding product which won't be released for weeks.

Adrian Roudou, owner of Essex-based Adrians, says, "It is a bad idea to constantly send the public into record shops when those stores haven't got the singles that are played on the radio. The public might understand one or two weeks, but not eight weeks of listening to something without it being available."

A snap survey of the singles service to radio last week shows that customers wanting to buy David Bowie's Thursday's Child will have to wait until September 20, Pet Shop Boy's fans will have to wait a week longer from New York City Boy



Marley: sent early to radio

and until October 4 for The Charlatans' Forever.

Ben Parker, assistant manager at Bristol's Rezap, says the "hype and buzz" on records – especially dance singles – can be lost if product is serviced too early. "We've had people come in here asking for tunes weeks, sometimes months, before it is available. Eventually they think we are mucking them around," he says.

Andy McPherson, manager at Hertford's Tracks, also complains that it is frustrating when people find records they have been listening to

on the radio are not yet available. "People look at you as if you're a liar if they've heard it for weeks and you say you haven't got it," he adds, citing Bob Marley's Sun Is Shining as a current example of a track which radio has played regularly, well upfront of its September 13 release.

Tracy Hial, research manager at broadcast monitoring company Music Control, says she has noted a significant increase in the length of time between records being serviced to media and retail release dates during the past couple of years and says the average is now between three and six weeks.

Mark McNally, marketing and promotions manager at EMI Commercial Marketing, which was behind Baz Luhrmann's Everybody's Free (To Wear Sunscreen), which had huge media attention prior to release, says labels can sometimes be overtaken by events. "We didn't service to radio early. DJs were going direct to America. We were servicing after the product had already been played," he says.

Sky snaps up The Tube and Steps concert

Sky has struck two separate TV exclusives which will boost its music schedules this autumn.

The digital satellite channel has secured live broadcast rights to the one-off return of The Tube, as well as pay-per-view rights to one of the dates on Steps' record-breaking UK tour.

Sky One has struck the deal to broadcast the three-hour Tube spectacular live on November 12. It will then be specially repackaged with new commentaries for Channel Four, which plans to show it on December 31 as part of its millennium line-up.

Initial Productions managing director Malcolm Gerrie, The Tube's original executive producer and co-writer of the new programme, says "I just want to make sure the night is fantastic, because



Steps: pay-per-view concert

having Sky coming on board as well as Channel Four is an amazing thing to happen."

No announcement has been made on the presenters, but Gerrie says the show's original hosts, Mike Holland and Paula Yates will be involved. At this stage there are no plans to extend The Tube's return beyond a one-off.

Sky will broadcast the October 31 gig by Steps as part of its package of four Sky Box Office pro-

grammes this year.

The Steps – Live In Your Living Room performance from the MEN Arena in Manchester will cost subscribers £10 before midnight. It will be the third concert handled by Sky Box Office this year, following July's concert by Simply Red and last weekend's free Slane Castle broadcast by Robbie Williams.

A Sky Box Office spokesman says the channel is aiming to broadcast four shows each year.

Universal offers CD taster in £4m Crosse & Blackwell bid

by Tracey Snell
Universal is giving away millions of CDs as part of a £4m marketing drive being conducted by Crosse & Blackwell for one of its key snack brands.

Under the banner 'A Taste of the UK Music Scene', Crosse & Blackwell will be giving away a five-track CD specially created for the promotion on 4m twinnpacks of its SnackStop brand.

The premium CD, which has been put together by Universal Incentive & Creative Marketing, features tracks by artists targeted at the brand's core 20- to 24-year-old audience, including Ocean Colour Scene, Shed 7 and Cast.

The two-month promotion is due to kick off in September, backed by a £1m radio, press and outdoor advertising campaign.

A second CD, featuring acts including Orbital, Happy Mondays



Crosse & Blackwell CDs: backed by £1m media campaign

and Alisha's Attic, will be introduced in October to maintain consumer interest.

Universal claims it is the biggest CD music premium promotion yet undertaken in the UK. Simon Miller, head of premiums and branded albums at Universal Incentive & Creative Marketing, says, 'There will be a massive array of PoS material displayed around stores

for the duration of the promotion. 'There is no question that this will help us to sell more records. We will have a presence in stores where we see CDs.'

Universal is using the initiative to cross-promote its back catalogue repertoire to lapsed and infrequent record buyers, while Crosse & Blackwell hopes it will encourage repeat purchasing of SnackStop.

Each promotional pack of SnackStop will include a leaflet offering a selection of 30 full- and mid-price albums by acts including All Saints, The Cardigans, The Beautiful South and Texas. These can be claimed for free at a significant discount by collecting SnackStop foil lids.

Crosse & Blackwell brand manager Nathan Smith says, 'SnackStop is a product that fits around your lifestyle and so does music. It makes sense to tie the two together.'

Universal envisages enormous potential for its premium promotion business. 'We are developing a consultancy for brands to help them target their consumers,' says Miller, who adds that Universal will be conducting a market research programme with Nestlé, which owns Crosse & Blackwell, to assess the impact of the initiative.

REVOLUTION BRANCHES OUT
Revolution, the regional and college PR company whose clients include Parlophone, Hut and Polydor, has set up a national radio and TV department as part of an expansion into new areas. The unit is headed by John Turner and Kate Burnett, who both join from promotions company JTM. Revolution has also opened sister regional rep company Way To Go into the Revolution Street Team and set up an online marketing and promotions division.

STONE ROSES ALBUM REISSUED
The Stone Roses, the seminal first album from the now defunct Manchester group, is being reissued on October 4 to celebrate the 10th anniversary of its release. The new package, on Silverstone, is being released in double CD form with new sleeve notes, a cassette and an enhanced 3D CD featuring extra tracks. The original release, which was issued in 1989, carried number 19 in the albums chart.

BMG IN CHRISTMAS SALES DRIVE
BMG has appointed Surrey-based field marketing agency PMI to support its Christmas marketing drive. As part of the deal, PMI will help set up merchandise and display units, cover stores not visited by the label's reps and provide feedback on sales. The activity will initially focus on Asda and Woolworths. BMG sales and trade marketing manager Richard Corps says the move has been taken because of high profile activity such as the Eurythmics comeback.

MINISTRY LICENSSES FOOTIE TRACKS
Ministry Of Sound Music Publishing has licensed four music tracks for what is anticipated to be one of the biggest-selling football game launches of the year. Electronic Art's FA Premier League Stars, the company's first release since Fir '99, will include ATB's hit 9pm (T1 Come).

BEST LISTS PRESS FOR SEEDS
Begg's Establishment has won the account to handle press for Epic's Lightning Seeds, who are having material coming out in November.

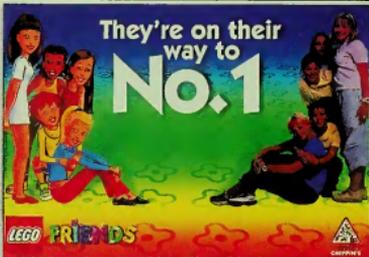
TOP to start German title

BBC Worldwide's strategy to develop its brands globally next year when it launches its teen music magazine *Top Of The Pops* in Germany.

The move follows a deal between the BBC and Dino Publishing.

Dino will produce a magazine tailored specifically for the German market, although the monthly promises to have the same look and feel as the UK version, which has a circulation of 385,000 comprising mainly 14- to 19-year-olds.

Mark Young, managing director Europe, Middle East, India and Africa, compares the initiative with the launch of the TOP TV show in Germany, which now delivers an audience of around 2m viewers, and says it will 'create synergies' for the brand.



Lego Media International is turning on its head the usual link-up of an act with a brand by joining forces with a group before they have become established. The company has turned to unsigned girl band Loose Chipin's who will promote Lego Friends, a new PC CD-Rom title targeting girls aged between five and 12. The game will be based around the band preparing for a big gig at school and will include activities such as composing songs and choreographing dance routines. Several record companies are understood to have inquired about signing the group, who will be turning on the Christmas lights in London's Regent Street in early November. The group performed at England's rugby match with the US at Twickenham on August 21 when artists such as Martine McCutcheon also appeared.

Music Innovations hunts sponsors for BBC music show

Music Innovations has been appointed as the BBC's exclusive event sponsorship agents for next year's millennium megashow, BBC Music Live.

The marketing specialists, responsible for the Pepsi Chart brand and tie-ins between the Spice Girls and Walkers crisps, won the business after a pitch with at least four other agencies.

Music Innovations is being charged with finding a host of sponsors and supporters for the May 25-29 event from telecommunications to beverage companies.

The BBC, which has never previously enlisted sponsors for the annual Music Live festival, has already pledged £10m for the five-day celebration of music, which will include everything from large-scale superstar concerts to local street parties.

BEGA ALBUM SCORES GOLD AWARD

Lou Bega's Mambo No. 3 (A Little Bit Of...) was certified gold by the BPI in its week of release last week as Silver awards went to the singles if Ya Gettin' Down by Five, Mi Chico Latino by Geri Trinikelli and T.T. The Young & Rubicam. The Travis album The Man Who Was certified platinum in the previous week.

HOW TV SHOWS RATINGS COMPARE

Programme	01s week (000s)	% change on 1998
Top of the Pops	4,061	+12.4
The O'Zone	1,622	n/a
CO.uk*	1,533	n/a
Planet Pop*	1,103	n/a
Pop Zone	1,103	+18.6
Pepsi Music Show*	609	+15.8
Videotech	370	-20.1

*combined weekly figures
Source: MediacoM TMB/SARB w/c August 9

Source: MediacoM TMB/SARB w/c August 9

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JULY'S TOP TV ADVERTISERS

by TRACEY SNELL

Record labels spent £22m on TV advertising in July, a 21% fall on the same period last year. Spending on the media has now fallen for the fifth month in a row.

For the year to date (January-July 1999) total expenditure stands at £12m, £3.6m less than the £16.6m spent during the first seven months of last year. The 21% drop to £22m in July follows year-on-year monthly falls of 20% in June, 54% in May, 71% in April and 57% in March when Music Week first began publishing the data.

Martin Cowie, director of advertising agency MediacoM TMB which compiles the figures, says, 'It is clearly a trend, with a significant decrease every month.' The top tier of album titles advertised in July was down 20% on 1998 from 62 to 50, while average expenditure remained static at 2%. No artist album made it to the list of top 10 TV-advertised albums in the period, reflecting a static album chart. 'The chart is very quiet,' says Cowie. 'For example, Abba Gold is still in the top 10 and yet Abba are no longer being advertised on TV.'

However, he points out that TV advertising of artist albums is seasonal and generally slackens off in the summer. Last July, for example, the top 10 list featured just one artist - Dario G.

Completions completely dominate the list, led by the EMI/Virgin/Universal Now That's What I Call Music! 43 with a spend of £350,000 during the month. The campaign was focused on Channel Five, Channel Four, TV and Sky including programmes such as Home & Away, Coronation Street, Big Breakfast and the Pepsi Chart Show.

It was followed by Virgin/EMI's Best Dance Album in the World... Ever! 9 (£190,000) and firr's Pete Tong Essential Selection - Ibiza 99 (£155,000).

TOP 10 TV-ADVERTISED ALBUMS DURING JULY

Artist	Album	Spent to date 1999	Spent to date 1998	date of first air
1	VARIOUS: Now! 43	£350,000	£350,000	July 11
2	VARIOUS: Best Dance Album... 9	£190,000	£190,000	July 5
3	VARIOUS: Essential Selection - Ibiza 99	£155,000	£155,000	July 19
4	VARIOUS: Summer Dance Anthems	£155,000	£155,000	July 5
5	VARIOUS: Country	£130,000	£130,000	July 5
6	VARIOUS: Box Dance Hits	£125,000	£195,000	June 21
7	VARIOUS: The Best Dance...	£110,000	£110,000	July 21
8	VARIOUS: Clubbers Guide To Ibiza	£110,000	£295,000	May 31
9	VARIOUS: Adrenaline	£100,000	£100,000	July 5
10	VARIOUS: Music To Watch Girls By	£95,000	£180,000	May 24

Source: MediacoM TMB. Figures based on estimated average per-air price

Firr product manager Lisa Bifield says the arrival of new satellite and cable channels means TV campaigns can be more focused, while budgets are increasingly being allocated to other types of media such as flyposting, direct marketing at clubs and the internet. 'Record companies don't just think about TV any more,' she says.

chartfile

● Basement Jaxx sing about RendeZ-Vu at nine, but it is more a case of déjà vu on this week's fono countdown of the biggest UK hits on European radio (see below), with the entire top eight exactly the same as last week. **Texas' Summer Son** heads the pack for a second week, while **George Michael and Mary J Blige** returns as the highest entry at 13.

● In the runners-up spot currently well behind. Multiple's **Phats & Small** are just outside the Top 10 with their second hit, as **Fuel** God advances seven places to 11. It is one of five indie hits on the Top 20, ahead of **EMG's** *Universal* with four apiece. **Sony** with three, **EMI** with two, and both **Virgin** and **Warner** having one each.

● **Texas** led the way last week in one of the UK's best chart performances of the year in **Germany**. **Summer Son** is the highest Top 40 entry on the singles chart at 28, while **Five Is Ya Gettin' Down** leapt a massive 23 places to number 23. Meanwhile, **Texas's** good news continued on the album chart where **the Hush** returned to the Top 20 by moving 12-17.

● **Scandinavia** just can't get enough of **Ronan Keating**, with his solo debut *When You Say Nothing At All* the highest new entry in Sweden and Denmark at five and 15 respectively. His co-managed boyband **Westlife** have the highest Top 40 entry in Sweden with a 17-place hike to 11 with *If I Let You Go*. **Norway** is also getting in on the act, having the same **Westlife** single as its highest entry at 12 *George's* *Nothing Hill* soundtrack album — featuring **Keating** — number one for a second week.

● **Notting Hill's** success is spreading elsewhere, including the Netherlands, where it replaces the **Abbe** greatest hits, **25 Jaar Na Waterloo**, as the country's number one album. On the singles chart, **Ronan Keating's** *When You Say Nothing At All* makes an 18-place leap to number 10, four places below **Five Is Ya Gettin' Down**.

● Only the unlikely bedfellows of **Pearl Jam** and **Vergaboya** were last week preventing **Five** climbing the top singles spot in Australia with *If Ya Gettin' Down*. Over on the Aussie album chart, **George Michael's Ladies & Gentlemen** found itself in the Top 10 for the first time since February, moving from 23 to nine.

● **Parlophone's** *Supergass* are literally pumping up the steeros of Spain at present by scoring the highest new entry at 24 on the country's airplay chart. On the same chart, **Sting's** *New Day* loses the top spot to **Puerto Rican** artist **Chayanne** with *Enamorado*.

● **Normal** service resumed last week on the Canadian singles chart where, only the week before, **Eton John's** record-breaking candle *In The Wind* 1997 dropped out of the Top 20 after nearly two years. However, a three-place jump to eight reinserted it to the Top 20 elite. Heading the chart were **Pearl Jam** with *Last Kiss*.

by Paul Williams

The biggest Beatles project since the *Anthology* series sets sail in Liverpool today (Monday), heralding the start of a wealth of worldwide events to promote three new **Yellow Submarine** releases. Everything from a Eurostar train decked out in **Yellow Submarine** art to special screenings of the film across the world have been lined up as part of an extensive and wide-ranging campaign. This will promote **Yellow Submarine's** release to video and DVD, as well as a newly-commissioned director soundtrack album.

EMI's director of international strategic marketing, Mike Healey, says worldwide interest in the project is phenomenal. "Anything to do with the Beatles is fairly big because it's the Beatles but, with regard to this project, everyone has embraced it in their own way and come up with different ideas," he says.

The **Brand New Heavies'** best of and a debut album from **All Seeing I** were among the forthcoming release highlights of **London Records'** first autumn presentation on August 17 at a key Warner convention. Head of international **Nina Frykberg**, who leaves the role next month to fully concentrate on her other position as **UK marketing director**, unveiled details of **Trunk Funk...** *Best of The Brand New Heavies* (out September 23) at Warner's European marketing meeting in Dublin. The release will be backed in November by TV appearances and a European tour. At the meeting, Frykberg also challenged **Warner** to top the 6m worldwide sales of the **All Saints** album with the group's follow-up, which has yet to appear on the release schedule. Frykberg will be replaced as London's head of international by **David Wille**, formerly **Polydor's** international marketing manager.

The initial focus for the project is in Liverpool today and will include media from around 35 countries alongside more than 100,000 fans attending a range of events, including bands performing Beatles songs on the city's Pier Head and the first public screening of the newly-restored film.

Healey says EMI, which has been working on the project with **Apple** and **MGM**, has actively encouraged its affiliates around the world to come up with innovative ways to support the project. This has included a tea party and album playback in Cologne to tie in with **Popkomm**, while **Spain** has specially-painted buses. **Australia** a scaled-down **Yellow Submarine** and a Mexican music retail chain an in-store exhibition of customers' merchandise from the originally-released film. In the States, the movie will be screened in two to a three-week period in



The Beatles' cartoon characters around 20 cinemas nationwide. One of the more elaborate projects will be the appearance of an 18-carriage Eurostar train, decked out in **Yellow Submarine** artwork, which will leave London's Waterloo International on September 8 to spread the message en route to Paris. The Beatles themselves have

been involved in the project, carrying out promotional interviews and giving their approval to the remix of the album carried out at Abbey Road. The album, which sees the **George Martin** Orchestra tracks from the original replaced by nine further Beatles cuts, is released worldwide in the week beginning September 13 and is the first by the group to be fully remixed.

Titled **Yellow Submarine Songtrack**, the album is the latest in a long line of new Beatles releases put out in the Nineties.

Following the first CD appearances of the red and blue greatest hits in 1993, **Live At The BBC** was issued in 1994 with the three *Anthology* albums — which all made number one in the States — following in 1995 and 1996. A newly-packaged version of **The Beatles** double album *The White Album*, issued last year to mark its 30th anniversary, reached number two on **Billboard's** catalogue chart.



UK TOP 20 AIRPLAY HITS IN EUROPE

UK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6
7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9
10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11
12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12
13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13
14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14
15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15
16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16
17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17
18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18
19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19
20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20

Chart shows the 20 most played UK singles based on the BBC's Top 100 scans of 100 stations on 02/27/99. **Source:** Chart-Track

GAVIN US RADIO TOP 20

UK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6
7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9
10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11
12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12
13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13	13
14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14
15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15
16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16	16
17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17
18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18
19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19	19
20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20

Chart shows the 20 most popular hits on Top 40 radio for August 27, 1999. **Source:** Chart-Track

AMERICAN CHARTWATCH

by ALAN JONES

The Latin shutout at the top of the UK singles chart is matched in America where, after five weeks at number one, 18-year-old newcomer **Christina Aguilera's** *Genie In A Bottle* slips a notch to make way for **Balmain's** 24-year-old **Enrique Iglesias** (pictured). Despite their Hispanic connections however, both the Aguilera and Iglesias hits were at least partially penned by Brits — *Genie In A Bottle* by **Adam P. Smeijne** with American's **David Franks** and **Aussie Steve Kipner**, while **Balmain's** is wholly British, being penned by **Paul Barry** and **Mark Taylor**. It is their second US number one, Barry being one of the writers of **Chris Brown** and **Taylor** one of its producers. Our artists continue to fight shy of the chart, however, with **Phil Collins' You'll Be In My Heart** still fighting a lone battle and slipping 41-47.

On the album chart, **Backstreet Boys' Millennium** has now been certified as having shipped 7m copies in 14 weeks and proves too strong for hip hoppers **Mobb Deep's** *Murda Muzik* and **Mary J Blige's** *Mary*, which have to settle for debuts at three and two respectively. Blige came close, however,

selling 239,000 copies of her album, just 3,000 fewer than **Millennium**. After her TV-aided success last week, **Charlotte Church's** *Voice Of An Angel* slips back, falling 64-72, but remains the top record by a UK act.

Meanwhile, their first studio album in eight years heralds the arrival of the **Moody Blues** at number 93 with *Strange Times*. The durable **Brummies** first scored the *Billboard* album chart in 1968 and have had five *Investing* albums Stateside, with a further six topping the half million mark. **Strange Times** got off to a fairly modest start by comparison, selling just 15,000 copies last week, but they do have the satisfaction of having already topped the peak of their last studio album, 1991's *Kings Of The Kingdom*, albeit narrowly — that album reaching number 94.



Finally, fellow veterans the **Bees Gees'** live double album *One Night* only continues to improve. It's only dipped out of the chart a fortnight ago, but has since bounced 134-167. It has now spent nine weeks in the chart, selling more than 500,000 copies without ever climbing above 72. It is the group's longest-running US chart album for 20 years.

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A & R
 IN COMPLETION of their third album, the band return to their Station. The 8's Tin Planet, which features five new songs, which were filmed while we earlier this year. The band, featuring John, is single.
 AN ARRANGER Chris Drake's Kirby to work all-around Island, which is your Kirby's best follows his track on a track album hit.

The surprise involvement of Jerkins - producer for major league artists from Brandy & Monica to Whitney Houston - will add further musical credence, not least because he appears unpaid.
 Head of the Northwestside label Nick Raphael, who with Arista A&R director Christian Tattersfield is Another Level's executive producer, says, "I went for [co-writer/producer] Harvey Mason Jr., Rodney's programmer and writer, because we couldn't afford Rodney. I introduced him to Wayne and in three hours they wrote [What You Know About Me]. They did the vocals in London and Harvey took it back to LA to finish while we was working with Rodney and Michael Jackson."
 He adds, "Wayne heard that Rodney liked it, but I was like, 'no, we've spent the budget. Rodney costs £100,000.' Then Harvey phoned and said, 'You're gonna get a surprise on this record.' I couldn't believe it when I heard it - it was Rodney."
 Nexus, released September 13, is more uptempo than its eponymous predecessor.

The best evidence of this can be heard on the 100bpm single Bomb Diggy (released November 2).
 The album's new direction is likely to lead to comparisons with classic UK acts such as Soul II Soul and Loose Ends. It is likely to be considered among the best British R&B records of the year and clearly indicates the band's serious intentions of breaking America.
 The 12-track album is punctuated by the rare first-hand involvement of Arista Records president and CEO Clive Davis, who chose five tracks including Bomb Diggy, which was originally written by Dwight Reynolds for Da Green Eyed Bandits group and held for Usher, and Ain't A Damn Thing Wrong, written by Bradley Spiller (K.O. & Jo Jo) and Joshua Thompson (Joe) and produced by Pete Macron (Maxwell).
 Stand-out selection, however, is Ain't Nothing Going On But The Sex, written and produced by Grand Jury, evoking comparisons with Color Me Badd, who, according to Raphael, Davis sees as a reference point for Another Level - "white guys singing R&B".

At a hastily arranged press conference by Creation at London's Water Rats on Wednesday afternoon, Noel and Liam Gallagher - the only members of the original Oasis line-up now left in the band - assured the media that the band will continue.
 Contrary to his earlier comment that Bonehead's departure was "not like Paul McCartney leaving The Beatles", Noel Gallagher now describes their plight as being "left holding the shit sandwich."
 He dismissed claims of any animosity between themselves and McGuigan, adding, "He's Bonehead's best mate and he just didn't fancy going on tour again - he's got kids." The band are understood to be lining up a new tour for next March and are currently in an unbranded London studio mixing their fourth album with Mark "Spike" Stent.
 "We're looking for two new members - we're not Earsure. They have to have good taste in clothes, decent haircuts and not be Manchester United supporters," Liam Gallagher added.

MASSIVE ATTACK AND MUSHROOM TO SETTLE
 Music lawyers are understood to be finalising an agreement for Massive Attack's Mushroom to leave the band.
 The split has been the subject of speculation since he failed to appear with the band at 1999 last month. Both Virgin and the band's spokesman decline to comment.
THREE COLOURS RED CALL IT A DAY
 Creation's Three Colours Red have split, a week after winning the Best Live Act award at the Kerrang! Awards. Citing musical differences, the breakup comes after their Reading Festival performance at the weekend. Guitarist Chris McCormack is understood to have joined Mercury-sponsored the Infidels, although a spokesman was unavailable for comment.
IDEWILD BRING IN ERINCA FOR ALBUM
 Food's Idewild are working on their second album, the follow-up to October 1998's Hope Is Important, at Jacob's Studios in Surrey. They are working with foremost rock producer Dave Eringa, who is best known for his work with Manic Street Preachers. All four single releases to date, including limited editions, improved on their previous chart position, culminating in a number 19 chart peak for When I Argue I See Shapes last February. The band's next single is Little Discoveries, out on September 13. It is produced by Steve Albini's engineer and Shellac bassist, Bob Weston.



At London's Olympic studio on Thursday, Ann Dudley finished strings with Glow Worm boss Ray Hedges for B*Witched's untitled follow-up to their UK double platinum eponymous debut, which is due for release on October 18. The Epic/Glow Worm's act, the first to reach number one with their first four singles, see their first new single, Jesse Hold On - written by mentor Hedges, B*Witched, Martin Brannigan (Boyzone) and Robert Hodgins (aka Bobby Bluebell) - released on October 4. The single is pure pop in style, even though other releases are expected to move them on from their core under-10 fanbase to enable them to grow with their audience. The only UK-signed act other than Cher to have scored a US Top 10 hit this year, B*Witched have also recorded, alongside acts such as Aerosmith and AC/DC, in Los Angeles at Bryan Adams' studio with Hedges during promotional visits. Hedges says, "The album's such a mixture. There's a country track, an cappella Irish folk track, a Jam & Lewis-style thing, hip hop vibe, out-and-out ELO/Beatles thing, William Orbit-type track - a real mixed bag." One track, I Shall Be True, features Ladysmith Black Mambazo.

THRIVE SNAPS UP HYBRID FOR US
 US label Thrive Records, a subsidiary of Sire Records and home to Paul Simonoff and John Digweed, has signed UK independent Distinctive Records' act Hybrid for North America in a deal understood to run well into six figures sterling. Their next UK single, featuring Jules Crusa of The Peasants' Party, If I Survive, is released on August 30 followed by the album, Wide Angle, to be released on September 13.
MW PLAYLIST
 Chris Rae - sampler (East West) Sounds like Road To Hell part two; Cousteau - The Last Day Of The Year (Global Warming) Drastic Duty; Blackstar and Hal David's new debut (single: September 27); Shola Ama - Run To Me (WEA) Eye Breath... soundtrack (album track: October 18); Charlatans - Us And Us Only (Universal-Island) Psychedelic and competing (album: October 18); Ladysmith Black Mambazo - The Real Kwaito (Mercury) (album: Universal TV) Dreamy and magical (album: October 4); Ice T - Seventh Deadly Sin (Roadrunner) Furious and contemplative (album: October 4); S Club 8 - S Club (Polygram) (album: Universal) out together (album: October 4); All Seeing I - 1st Man In Space (Hfr) Cracking vocals from Human Leagues (Oakley single, September 6)

A&R comment
 The lack of British female solo talent is no better evidenced than by the dearth of Brit Award nominations in that category each year.
 The chief problem for UK female solo singer/songwriters is getting signed - more so than for their other gender artist. And when projects fall and shoulders are shrugged, the most common reason given is that UK radio appears to find it difficult to support more than one female singer/songwriter at a time.
 Recent attempts at breaking UK female solo non-R&B artists have included - with varying levels of success - ex-Nude signing Astray, Arista signing Christine Lvine, London's Victoria, Gut's Naomi, Alomi's Imogen Heap and Food's Liz Horosan.
 Polydor's Razzia is the next act ripe for breaking - a talented, maturing artist with a catchy single titled Walk Right Thru (released August 23), which clearly deserves playlisting. But, the evidence is strong for alyp.
 But the industry doesn't seem to suggest that only female artists have it tough. For example, last week's airplay Top 50 contained six female and eight male solo singer/songwriters, of which only two were British: Get



Dot Allison (left) and Shelley Lynne
 Halliwell and Martine McCutcheon.
 In the UK, there appears to be a problem of breaking solo artists generally. For some labels, radio seems to have become all important in breaking acts rather than an option or bonus, with the costs involved in hiring session musicians for solo artist tours. Many of the live circuit somewhat prohibitive. Radio, like labels and co-writers, would rather opt for artists with a marketable story behind them, such as Halliwell, McCutcheon, Natalie Imbruglia and US artists with Stateside success.
 The positive news is that labels have not given up on female solo artists or the conviction that the quality of the music will win out in

the end. Last month Arista signed London-based female solo artist Peppercorn; there is widespread interest in unsigned Leeds-based Rihanna; and Warner Bros US is developing London-based female artist Amanda Ghost.
 There are also many other albums surfacing from labels with a pedigree of breaking female artists. Heavenly - the label which, along with Deconstruction, is enjoying success with Beth Orton worldwide - has former One Day front woman Dot Allison's sensual leftfield pop album Afterglow (released October 18), preceded by the single Close My Eyes on October 4.
 On Mercury is the US-signed, Alabama-based Shelley Lynne's soul-laden album I Am Shelley Lynne (released September 20), to be followed by the Dusty Springfield-like single You're Lies (October 29). Mercury manager director Howard Berman was so immediately transfixed by the record that he is breaking her from the UK rather than waiting for the US.
 If either Heavenly or Mercury can repeat at least the success of Epic's 1997's US-signed Macy Gray - who scored a top 40 position with the On How Life is album in July on the back of one London showcase and media interest - they will be doing well.

● Basement Jaxx *Revue-Vu* at nr more a case of it's a case of biggest UK hits radio (see below entire top eight same as last week Summer Son hits for a second week George Michael *Blige's As* return highest entry at

● In the runners with Turn Around & Small are just 10 with their sex Good advances of 11. It is one of the Top 20, she's Universal with it for with three, EMi w both Virgin and Warner having one each.

● Texas led the way last week in one of the UK's best chart performances of the year in Germany. *Summer Son* was the highest Top 40 entry on the singles chart at 18, while *Five's If Ya Gettin' Down* leapt a massive 23 places to number 23. Meanwhile, Texas's good news continued on the album chart where the Hush returned to the Top 20 by moving 22-17.

● Scandinavia just can't get enough of Roman Keating, with his solo debut *When You Say Nothing At All* the highest new entry in Sweden and Denmark at five and 15 respectively. His co-managed boyfriend Westlife have the highest Top 20 blime in Sweden with a 17-place hike to seven with *I'll Let You Go*. Norway is also getting in on the act, having the same Westlife single as its highest entry at 12 and the Notting Hill soundtrack album - featuring Keating - number one for a second week.

● Notting Hill's success is spreading elsewhere, including the Netherlands, where it replaces the *Abba* greatest hits, 25 *Jar Na Waterloo*, as the country's number one album. On the singles chart, Roman Keating's *When You Say Nothing At All* makes an 18-place leap to number 10, four places below *Five's If Ya Gettin' Down*.

● Only the unlikely bedfellows of Pearl Jam and Vengaboys are least week preventing *Five* claiming the top singles spot in the chart with *If Ya Gettin' Down*. Over on the Aussie album chart, George Michael's *Ladies & Gentlemen* found itself in the Top 10 for the first time since February, moving from 13 to nine.

● Parlophone's *Supergass* are literally pumping up the stereotypes of Spain at present by scoring the highest new entry at 14 on the country's airplay chart. On the same chart, *5ting's Brand New Day* loses the top spot to Puerto Rican artist Chayanne with *Enamorado*.

● Normal service resumed last week on the Canadian singles chart where, only the week before, Elton John's record-breaking *Candle In The Wind 1997* dropped out of the Top 10 after nearly two years. However, a three-place jump to eight reinstated it to the Top 10 elite. Heading the chart were Pearl Jam with *Last Kiss*.

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emiled and remixed soundtrack album. EMi's director of international strategic marketing, Mike Heatley, says worldwide interest in the project is phenomenal. "Anything to do with The Beatles is fairly big because it's The Beatles but, with regard to this project, everyone has embraced it in their own way and come up with different ideas," he says.

The Brand New Heavies' first best of a debut album from All Seeing I was among the forthcoming release highlights of London Records' first autumn presentation on August 17 at a key Warner convention. Head of international Nias Frykberg, who leaves the role next month to fully concentrate on her other position as UK marketing director, unveiled details of *Trunk Funk... The Best of The Brand New Heavies* (out September 13) at Warner's European marketing meeting in Dublin. The release will be backed in November by TV appearances and a European tour. At the meeting, Frykberg also challenged Warner to top the 6m worldwide sales of the first All Saints album with the group's follow-up, which has yet to appear on the release schedules. Frykberg will be replaced as London's head of international by David Wille, formerly Polydor's international marketing manager.

tea party and album playback in Cologne to tie in with Popkomm, while Spain has specially-painted buses. Australia a scaled-down Yellow Submarine and a Mexican music retail chain an in-store exhibition of customers' merchandise from the originally-released film. In the States, the movie will be screened for a two- to three-week period in

The Beatles: cartoon characters around 20 cinemas nationwide.

One of the more elaborate projects will be the appearance of an 18-carriage Eurostar train, decked out in Yellow Submarine artwork, which will leave London's Waterloo International on September 8 to spread the message en route to Paris. The Beatles themselves have

of the red and blue greatest hits in 1993. Live At The BBC was introduced in 1994 with three Anthology albums - which all made number one in the States - following in 1995 and 1996. A newly-packaged version of *The Beatles Double Album* (The White Album), issued last year to mark its 30th anniversary, reached number two on Billboard's catalogue chart.



UK TOP 20 AIRPLAY HITS IN EUROPE

UK	EU	Title/Artist (UK release)
1	1	Summer Son Texas (Mercury)
2	2	Turn Around Phats & Small (Mushy)
3	3	I Don't Know What You Want... Pet Shop Boys (Parlophone)
4	4	When You Say Nothing At All Roman Keating (Polydor)
5	5	Carved Heart Sandeep Das (Sony S2)
6	6	All Or Nothing Che (WEA)
7	7	If Ya Gettin' Down Five (PCA)
8	8	MI Chico Latino Guel Hawthorn (GEM)
9	10	5ting's Brand New Day (Parlophone)
10	9	Sing & Back Melodie (ECHO)
11	18	Feel Good Phats & Small (Mushy)
12	13	If I Let You Go Westlife (IRL)
13	14	George Michael & Mary J Blige (Epic)
14	20	Stop The Rock Apple's Four Forty (Epic)
15	15	In Our Lifetime Texas (Mercury)
16	16	From The Heart Another Level Notting Hill (Two-Tone)
17	17	How That You've Done Mike & The Mechanics (Virgin)
18	18	Stronger Gary Barlow (VCA)
19	19	Saturday Night Boon New Heavies (IRL)
20	19	Seven Like Crucifixion Swans & Highland Chocolate Boy (Parlophone)

Chart shows the 20 most played (integrated copies on radio) Euro hits 100 percent of 100 stations in 10 UK cities. See subscription to *Music & Sound* on 021 910 8065.

GAVIN US RADIO TOP 20

UK	EU	Title/Artist (UK release)
1	1	50 Star Breakdown (Parlophone)
2	2	Genie In A Bottle Jessica Aguilera (RCA)
3	3	If You Had My Love Jennifer Lopez (Epic/Warner)
4	6	Somerville Sophie Ray (Lava/Atlantic)
5	5	I Want It That Way Backstreet Boys (Jive)
6	7	Believer En Vogue (Interscope)
7	8	She's So High Tim Bachman (Columbia)
8	9	Out Of My Head Freddie (Polygram)
9	11	I Do '98 (Universal)
10	14	Lipstick TLC (A&P/Atlantic)
11	15	Black Ballon Gise Delle Warner Bros)
12	12	I'll Remember You (The) Notting Hill (Mercury)
13	13	Where My Girls At? 702 (Motown)
14	16	The Cap Of Life Ricky Martin (Columbia)
15	18	Summer Girls L'Orchestra (RCA)
16	16	How I Am Ever Had Ricky Martin (Columbia)
17	17	See My Sunshine Len (Epic)
18	20	It's Not Right But It's Okay Whitney Houston (Arista)
19	19	Sirius Vanilla D (DePue)
20	20	Smooth Santana (Arista)

Chart shows the 20 most popular in the Top 40 radio for the week ending August 27, 1999. Source: Gavin-Anderson

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Title/Artist (UK release)	Chart pos. in UK
AUSTRALIA	If Ya Gettin' Down Five (PCA)	3
	Notting Hill Notting Hill (Two-Tone)	4
CANADA	Carols... Elton John (Rocket/Mercury)	8
	Notting Hill Notting Hill (Two-Tone)	13
FRANCE	2 Times Am Lee (Parlo)	11
	Notting Hill Notting Hill (Two-Tone)	5
GERMANY	Notting Hill Notting Hill (Two-Tone)	5
	Notting Hill Notting Hill (Two-Tone)	1
ITALY	Notting Hill Notting Hill (Two-Tone)	6
	Notting Hill Notting Hill (Two-Tone)	7
NETHERLANDS	If Ya Gettin' Down Five (PCA)	6
	Notting Hill Notting Hill (Two-Tone)	1
SPAIN	Summer Son Texas (Mercury)	11
	The Hush Texas (Mercury)	12
US	Notting Hill Notting Hill (Two-Tone)	47
	Believe Cher (GEM)	45

© Sources: ARIA, SoundScan, Topline, Nielsen. Chart shows the 100 most popular in the Top 100 in each country. See subscription to *Music & Sound* on 021 910 8065.

AMERICAN CHARTWATCH
by ALAN JONES

The Latin shutout at the top of the UK singles chart is matched in America where, after five weeks at number one, 18-year-old newcomer Christina Aguilera's *Genie In A Bottle* signs a notch to make way for Balmain's 24-year-old Enrique Iglesias (pictured). Despite their Hispanic connections, however, both the Aguilera and Iglesias hits were at least partially penned by Brits - unlike a *Genie* by UK-based Pam Sheyne with America's David Franks and Aussie Steve Kipner, while Balmain is wholly British, being penned by Paul Barry and Mark Taylor. It is their second US number one, Barry being one of the writers of *Cher's Believe* and Taylor one of its producers. Our artists continue to fight shy of the chart, however, with Phil Collins' *You'll Be In My Heart* still fighting a lone battle and slipping 45-47. On the album chart, *Backstreet Boys' Millennium* has now been certified as having shipped 7m copies in 14 weeks and proves too strong for hip hop stars *Mobb Deep's* *Murda Muzik* and *Mary J Blige's* *Mary*, which have to settle for debuts at three and two respectively. Blige came close, however,

selling 239,000 copies of her album, just 3,000 fewer than Millennium. After *TV*-aided surge last week, *Charlotte's Voice* of An Angel slips back, falling 64-72, but remains the top record by a UK act. Meanwhile, their first studio album in eight years heralds the arrival of the *Moody Blues* at number 93 with *Strange Times*. The durable Brumsters first scaled the Billboard album chart in 1968 and have had five 1-m-selling albums Stateside, with a further six topping the half million mark. *Strange Times* got off to a fairly modest start by comparison, selling just 15,000 copies last week, but they do have the satisfaction of having already topped the peak of their first studio album, 1992's *Keys Of The Kingdom*, albeit narrowly - that album reaching number 94. Finally, veteran stars the *Bees Gees'* live double album *One Night Only* continues to improve. It nearly dipped out of the chart a fortnight ago, but has since bounced 194-167. It has now spent nine months in the chart, selling more than 500,000 copies without ever climbing above 72. It is the group's longest-running US chart album for 20 years.



Another Level get the Jenkins magic for free

by Stephen Jones

Another Level is set to shift up a gear on the world stage after securing the contribution of respected names such as top US producer Rodney Jenkins to their new album, *Nexus*.

Jenkins also raps on the album as well as co-producing *What You Know About Me*, a track co-written by member Wayne Williams.

Lyricaly the track aims to address criticisms levelled at the band by so-called "play-chatters" — industry movers who have criticised their brand of pop/R&B, including artist Mark Morrison.

The surprise involvement of Jenkins — producer for major league artists from Brandy & Monica to Whitney Houston — will add further musical credence, not least because he appears unpaid.

Head of the Northwestside label Nick Raphael, who with A&R director Christian Tattersfield is Another Level's executive producer, says, "I went for [co-writer/producer] Harvey Mason Jr., Rodney's programmer and writer, because we couldn't afford Rodney. I introduced him to Wayne and in three hours they wrote [What You Know About Me]. They did the vocals in London and Harvey took it back to LA to finish while we was working with Rodney and Michael Jackson."

He adds, "Wayne heard that Rodney liked it, but I was like, 'Yo, we've spent the budget. Rodney costs £100,000'. Then Harvey phoned and said, 'You're gonna get a surprise on this record.' I couldn't believe it when I heard it — it was Rodney."

Nexus, released September 13, is more uptempo than its eponymous predecessor.



Another Level: looking to break the US

The best evidence of this can be heard on the 100mpm single *Bomb Diggy* (released November 1).

The album's new direction is likely to lead to comparisons with classic UK acts such as Soul II Soul and Loose Ends. It is likely to be considered among the best British R&B records of the year and clearly indicates the band's serious intentions of breaking America.

The 14-track album is punctuated by the rare firsthand involvement of Arista Records president and CEO Celine Davis, who chose five tracks including *Bomb Diggy*, which was originally written by Dwight Reynolds for Da Green Eye Bandits project and held for Usher, and *Isn't A Damn Thing Wrong*, written by Bradley Spalter (K-Ci & Jo Jo) and Joshua Thompson (Jee) and produced by Pete Maxwell (Maxwell).

Stand-out selection, however, is *Ain't Nothing Going On But The Sex*, written and produced by Grand Jury, evoking comparisons with Color Me Badd who, according to Raphael, Davis sees as a reference point for Another Level — "white guys singing R&B".



Oasis: Liam (left) and Noel continuing

Oasis start search to fill vacated positions

Oasis plan to hold auditions to replace departing members after bassist Paul "Gugsy" McGuigan's shock announcement last week that he was leaving the band. A fortnight after guitarist Bernardz said he was quitting. At a hastily arranged press conference by Creation at London's Water Rats on Wednesday afternoon, Noel and Liam Gallagher — the only members of the original Oasis line-up now left in the band — assigned the media that the band will continue.

Contrary to his earlier comment that Bonehead's departure was "not like Paul McCartney leaving The Beatles", Noel Gallagher now describes their plight as being "left holding the short end of a stick".

He dismissed claims of any animosity between themselves and McGuigan, adding, "He's Bonehead's best mate and he just didn't fancy going on tour again — he's got kids." The band are understood to be lining up a world tour for next March and are currently in an unannounced London studio mixing their fourth album with Mark "Spike" Stent.

"We're looking for two new members — we're not Erasure. They have to have good taste in clothes, decent haircuts and not be Manchester United supporters," Liam Gallagher added.



At London's Olympic studio on Thursday, Ane Dudley finished her strings with Glow Worm boss Peter Hedges for B*Witched's untitled follow-up to the UK double platinum anonymous debut, which is due for release on October 18. The *Epic/Glow Worm*'s act, the first to reach number one with their first four singles, set their new single, *Jezebel* — written by mentor Hedges, B*Witched, Martin Brannigan (Boyzone) and Robert Hodgson (aka Bobby Bluebell) — released on October 4. The single is pure pop in style, yet through other releases are expected to move on from their core under-10 fanbase to enable them to grow with their audience. The only UK signed act other than Cher to have scored a US Top 10 hit this year, B*Witched have also been recording, alongside acts such as Aerosmith and AC/DC, in Los Angeles at Bryan Adams' studio with Hedges during promotional visits. Hedges says, "The album's such a mixture. There's a country track, an cappella Irish folk track, a Jam & Lewis-type thing, hip hop vibe, out-and-out ELO/Beatles thing, William Orbit-type track — a real mixed bag." One track, *I Shall Be There*, features Ladysmith Black Mambazo.

A&R comment

The lack of British female solo talent is no better evidenced than by the death of Brit Award nominations in that category each year.

The chief problem for UK female solo singers/songwriters is getting signed — more so projects fall and shoulders are shrugged, the most common reason given is that UK radio does appear to find it difficult to support more than one female singer/songwriter at a time.

Recent attempts at breaking UK female solo non-R&B artists have included — with varying levels of success — ex-Nude signing Astrid, ex-Arista signing Christine Levine, London's Victoria, Gut's Naomi, Alamo's Imogen Heap and Food's Liz Horman.

Polydor's Raisa is the next act ripe for breaking — a talented, maturing artist with a catchy single titled *Walk Right Thru* (released August 23), which clearly deserves playlisting and is, surprisingly, struggling for airplay.

But the evidence doesn't seem to suggest that only female artists have it tough. For example, last week's *airplay* Top 50 contained 15 female and eight male solo singer/songwriters, of which only two were British: Geri



Dot Allison (left) and Shelley Lynne

Halliwell and Martine McCutcheon.

In the UK, there appears to be a problem of breaking solo artists generally. For some labels, radio seems to have become all important in breaking acts rather than an option or bonus, while the costs involved in hiring session musicians for solo artist tours makes the live circuit somewhat prohibitive. Radio, like labels and cowriters, would rather opt for artists with a marketable story behind them, such as Halliwell, McCutcheon, Natalie Imbruglia and US artists with Stateside success.

The positive news is that labels have not given up on female solo artists or the conviction that the quality of the music will win out in

newsfile

SPACE COUNT DOWN TO ALBUM COMPLETION Space are nearing completion of their third album with producer Steve Collier at their Liverpool studio The Space Station. The album, the follow-up to 1998's *Tin Planet*, will include the track *Bullet* which features the vocals of plasterer George Shaw, who frontman Tommy Scott discovered while he was working his house earlier this year. Another track, *Good Times*, featuring UK gay scene singer Jennifer John, is being tipped as a potential single.

WELLER GETS AWAY FROM DRAKE ARRANGER Paul Weller has drafted in Nick Drake's former string arranger Robert Kirby to work on his last album for Universal-Island, which is due for release early next year. Kirby's involvement in the Weller project follows his return to the business to work on a track for Ben & Jason's debut mini-album *Hello*.

MASSIVE ATTACK AND MUSHROOM TO SETTLE Music lawyers are understood to be finalising an agreement for Massive Attack to perform at the Reading and the Brit Awards. The split has been the subject of speculation since he failed to appear at the band's V99 last month. Both Virgin and the band's spokeswoman decline to comment.

THREE COLOURS RED CALL IT A DAY Creation's Three Colours Red have split, a week after winning the Best Live Act award at the Kerrang! Awards. Citing musical differences, the breakup comes after their Reading Festival performance at the weekend. Guitarist Chris McCormack is understood to have joined Mercury signing the Infidels, although a spokesman was unavailable for comment.

IDEWILD BRING IN ERINCA FOR ALBUM Food's Idewild are working on their second album, the follow-up to October 1998's *Hope Is Important*, at Jacob's Studios in Surrey. They are working with foremost rock producer Dave Eringa, who is best known for his work with Manic Street Preachers. All four single releases by the band, including limited editions, improved on their previous chart position, culminating in a number 19 chart peak for *When I Argue I See Shapes* last February. The band's next single is *Little Encouragement* on September 12. It is produced by Steve Albini's engineer and Shellac bassist, Bob Weston.

THRIVE SNAPS UP HYBRID FOR US US label Thrive Records, a subsidiary of Warner Bros, has bought the rights to Paul Gilmanoff and John Digweed, has signed UK independent Distinctive Records' act Hybrid for North America in a deal understood to run well into six figures sterling. Their next UK single, featuring Jules Coussa and Neil Peart for fans of Survive, is released on August 30 followed by the album, *Wide Angle*, to be released on September 13.

NW PLATIST

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SHANIA TWAIN: *Want! I Feel Like a Woman* — Mercury (September 13). The Canadian will be touring the UK in October following this single's release, while another single — *The Notting Hill soundtrack's 'You've Got A Way* — is lined up for November 29.

ANDREA BOCELLI/ANDREA BOCELLI & CELINE DION: *Carita Della Terra/Prayer — Sagar/Polydor (September 13).* Boccelli's Des O'Connor performance of the first track sent his album *Sogno* into the Top 20 for the first time a week ago and it is now coupled as a single with the singer's *Online* Don outfit. A new Boccelli classical album, *Ave Maria*, will be released on Philips on November 15.

OCEAN COLOUR SCHEME: *One From The Noderns* — MCA (September 13). The band will be touring in October, while TV appearances are already lined up on TF1 Friday and CD:UK to support this album.

VARIOUS: *TOTP 99 Vol 2* — BBC/Universal TV (September 13). One of a number of Universal TV hits packages, with others including *Box Dance Hits Vol 2 (October 26)*, *Woman 2 (November 1)*, *Kiss Ibiza 99 (November 1)* and *Kiss Clublife: New Millennium (late October/early November)*.

A*TEENS: *The Abba Generation — Stockholm/Polydor (September 20).* Chart-toppers already in their native Sweden, they add a new twist to 11 Abba classics, including current *The Box* favourite *Mamma Mia*.

LOLLY: *My First Album — Polydor (September 20).* Her revival of the Toni Basil hit *Mickey* is being issued two weeks before this debut album, which also contains her first hit, *Viva La Roca*.

CHRIS DE BURCA: *Quiet Revolution — A&M/Mercury (September 27).* His first studio album since A&M UK's closure will be preceded by the single *When I Think Of You* on September 6.



DAPHNE & CELESTE: *Out Sick* — Universal (September 27). The Box has given support to this high-catchy single three weeks ahead of release.

BEN & JASON: *Air Guitar — Go Beat/Polydor (September 27).* This radio-friendly track is lifted from the fast-rising acoustic duo's album *Emotions*.

OCEANIA: *Oceania* — Philips (September 27). This album by the Maori outfit will be backed by TV advertising.

STING: *Brand New Day* — A&M/Polydor (September 27). Sting moves from Mercury Falling to Polydor with this first album since 1996, previewed by the release of the title track as a single on September 13 and featuring heavyweight guests such as James Taylor and Stevie Wonder.

S CLUB 7: *S Club 7 — Polydor (October 4).* A one-hour *TV special* will help boost sales of this debut album, which features second single *S Club Party*, out on September 27.

VARIOUS: *Land Of My Father — Decca/Universal TV (October 4).* The official Rugby World Cup '99 album includes Shirley Bassey, Michael Ball and Bryn Terfel.

LADYSMITH BLACK MAMABO: *In Harmony — Universal TV (October 4).* After the stunning success of last year's best of TV advertising will again by the key with this album of new material.

BLINK 182: *Enema Of The State* — MCA (October 4). *Kerrang!*, *Sky* and *Melody Maker* are among the press giving heavy support to this US Top 20 and gold album from the power-punk outfit who will be touring the UK in December.

JAMES WILLIAMS: *Mercury (October 11).* James will be touring the UK in December to support this release, which will include their last hit *I Know What I'm Here For* and forthcoming single *Just Like Fred Astaire*, out on September 27.

LONGPUS: *Mobile Home — Mother/Polydor (October 11).* The Stephen Street-produced single *Blue Skies* on September 27 previews this first album since 1996's *The Sun Is Often Out* by the now three-piece.

HONEYZ: *Wonder No 8 — Isl Avenue/Mercury (October 18).* The band's debut album will be re-promoted with new artwork and additional material, including new single *Down*, out on October 4.

THE CHARLIZANS: *Us And Us Only* — MCA (October 18). The band's first studio album since

leaving Beggars Banquet is previewed by the single *Forever*, out on October 4.

BOB MARLEY: *Black Survivors — A Dream Fulfilled — Island (October 18).* The wonders of technology team up the reggae legend with the likes of Lauryn Hill and Erykah Badu on this duets album.

JOE STRUMMER: *Rock Art And The X-Ray Style* — Mercury (October 18). Strummer's Mercury debut, and first new studio album in 13 years, comes with artwork by Damien Hirst.

ADAM RICKITT: *Good Times* — Polydor (October 18). An instant Top Five star thanks to *I Breathe Again*, the former Street resident diverts his attentions to the album market with this dance-infused pop outing.

GABRIELLE: *Rise — Go Beat/Polydor (October 18).* The one-time Brits Best Female winner returns with this album, featuring the September 27-issued single *Sunshine*.

JORDAN KNIGHT: *Jordan Knight — Interscope/Polydor (October 18).* The single *Give It To You*, out in the UK on September 27, gave the one-time New Kid On The Block a return to the US Top 10 earlier this summer with this album already gold across the Atlantic.

UNIK GABRIEL: *Isl — Isl Avenue/Mercury (October 25).* Her first studio album in three years will follow the singles *Without Love*

Adam Rickitt: *dance-pop album due in October*



Bryan Adams



Chart action gives new-look Universal nos-merger boost

Plenty of chart successes in the first six months of 1999 meant Universal's first UK conference following the biggest merger in music history had plenty to crow about. By Paul Williams

The timing could hardly have been more perfect for John Kennedy as he walked on to the conference stage at London's Marjot Theatre last Thursday. As he did so, his company could claim six of the top seven artist album places.

Despite months of uncertainty and some pain over what the consequences of the biggest deal in music history would be, the newly-structured Universal UK operation has emerged in an incredibly healthy state — illustrated by last week's near monopoly of the top end of the album chart.

But, although his company was sitting on an album market share last week of 36.6%, Kennedy was wise enough to express caution as he opened the first UK autumn conference under the Universal Music banner. "Even with six albums in the top seven it would be a mistake to relax," warned the chairman and CEO, who stressed that, in the crucial pre-Christmas months ahead, there would be no room for complacency.

Kennedy suggested that the merger of PolyGram and Universal's operations had gone as smoothly as such a deal could, although he accepted the year had started off on the company. "The now convinced myself this was a strategic play to allow the

company to settle down and allow us to come storming through in the second quarter," he added.

Heading that success was Polydor, which finished as the leading albums company for the first six months of the year and currently has two of the year's three biggest artist albums through Boyzone's *No Request*, greatest hits and Abba's *Gold — Greatest Hits*. Add to that four number one singles — two by Boyzone and one apiece by Ronan Keating and S Club 7 — and managing director Lucian Grainge seems more than justified in suggesting Polydor is bigger now than in its early Seventies heyday of Slade and Co. "It's the biggest period we've ever had and I hope to build on it long term," Grainge told *MUSIC WEEK* post-conference. "The roots of this success are, frankly, the decision to split the company into two divisions. We've got two sets of teams prepared to die by their artists and records."

New talent has played a huge part in Polydor's run which, through the conference's closing performers S Club 7, Adam Rickitt and Lolly, managed earlier this summer to place three debuting acts instantly in the Top 10 in a four-week period. All three have their first albums released this autumn,



S Club 7: closing performance celebrated a number one single for Polydor

SINGLES CHART SCORES

	No 1s	10s	20s	40s	Top Total
London	1	2	5	6	14
Mercury	0	8	4	9	21
Polydor	4	7	4	8	23
Universal-Island	0	3	2	10	15

Figures cover 1999 releases' highest chart positions in the 35 weeks to w/e 28/8/99. London's tally is up to the end of June when the company formally moved over to Warner. Universal's market share for the half year was 20.7%, making it the biggest corporate group. Polydor, the third biggest company, contributed 7.7% to this, with Mercury, the sixth biggest company, contributing 6.0%. Source: MW

which will also see several long-established acts making their Polydor debuts. Sting arrives via the incorporation of A&M's international roster into Polydor, while the company's new-found responsibility this year for Interscope will include new albums from Beck and Bush.

Despite being overshadowed by Polydor's achievements, Howard Berman's Mercury has had a solid year to date with Texas pulling off another number one album with

The Hush. Meanwhile, Shania Twain has dwarfed even her 1998 UK breakthrough with *That Don't Impress Me Much* becoming one of the year's five biggest singles and her album, *Come On Over*, hitting a new peak of two. "The last quarter has been an excellent one for Mercury with two albums in the Top 10 best sellers and both in this week's top five," said general manager Jonathan Green.

Further singles from the two acts are lined up for the autumn when the period will include three 1st Avenue-linked projects. The new Dina Carroll album, announced at last year's conference, will finally appear, the Honeyz' first album is being re-promoted with new material and former Eternel member Kellie Bryan — who performed her first single *Higher Than Heaven* at this year's event — makes her solo album debut in November.

Over at St Peter's Square, the conquests of the Seagang takeover have been most widely felt, with Marc Marot — formerly Island MD — confirmed in January as managing director of the newly-created Universal-Island, and the departure several months later of A&R director Nick Angel.

Marot reflected that it was the second takeover he had been through — the first

and Say You Love Me, out on October 4. **BLAKE SHAW: When You Believe - Decca (October 25).** TV appearances, including the Royal Variety Performance, will support the first album by the 14-year-old, seen as

Decca's answer to Charlotte Church.

CAT STEVENS: Cat Stevens - The Ultimate Collection - Island (late October/early November).

Six tracks never previously released on CD feature on this 24-track retrospective.

THE MAVERICKS: Now And Then - The Best Of The Mavericks - Mercury/Universal TV (November 8). The Mavericks' move from MCA Nashville to Mercury Nashville is marked with this album, which combines old and new recordings.

TEXAS: When We Are Together - Mercury (November 8). The Hush's third single will follow an arena tour in October with further TV advertising scheduled for the album.

VARIOUS: Music Of The Millennium - EMI/Virgin/Universal TV (November 8).

Released to tie in with HMV Channel Four and Classic FM's poll of the same name, this will include acts rarely featured on compilations such as The Rolling Stones and John Lennon.

BRYAN ADAMS: The Best Of No. 1 - BMG/Mercury (November 18). Adams' second career retrospective shares only around a third of its tracks with 1993's So Far So Good and will include at least one new track.

MICHAEL BALL: Best Of Michael Ball - Live At The Royal Albert Hall - Universal TV (November 15). There are high hopes for this album after his last LP, The Movies, went double platinum.

KELLY BRYAN: album - 1st Avenue/Mercury (November 23). A Des O'Connor appearance will be part of the promotional push for the former Eternal singer's first solo album, whose first single 'Higher Than Heaven' is out on September 6.

BUSH: The Science Of Things - Interscope (November). One of a select group of UK acts to debut at this one in the States, the US-signed band return with this third album out on October 18.

BECK: album - Sire/Polydor (November). Brits Beth Orton and Johnny Marr are among the collaborators on this album.

OSE: The World Is Not Enough - Universal (November). The David Arnold-scored soundtrack to the latest Bond movie will be issued to coincide with the worldwide release of the film. It will follow the release of Garage's title track as a single.

Radicals' 'You Get What You Give' going top five and Mary J Blige giving the label its only top 10 album so far this year with Mary. For the autumn, Ocean Colour Scene, Universal's most notable UK success before the PolyGram deal, lead the way with their fourth studio album, One For The Modern, while The Charlatans' first album with a major appears on October 18.

Elsewhere, London's departure from Universal followed a number one single at the start of the year from Armand Van Helden, though big hopes Gay Dad have yet to match their media interest with significant sales.

Meanwhile, Universal TV will also be challenging for honours in the artist album chart, an area where it has become increasingly successful. Although its core various artists business has landed it with four compilation number ones this year, either individually or with partners, it has also enjoyed considerable artist success, notably with an Elvis Costello double retrospective reaching number four in August.

Twelve months after its LadySmith Black Mambazo album became one of the surprise hits of the year, Universal TV's artist interests this autumn will include another album by the act and a Mavericks project with Mercury, while compilations will take in a Music Of The Millennium album tie-up with Virgin/EMI, featuring tracks such as John Lennon's Imagine which are usually impossible to acquire for compilations.

As the division's managing director Brian Berg noted, "Last year was a fantastic year and our aim is to maintain our status as the number one TV company."

The division has also teamed up with Decca for Land Of My Fathers, the official album for the Rugby World Cup, out on October 4, while Universal Classics and Jazz's other highlights include an Andrea Bocelli LP and the launch of a 14-year-old Jamie Shaw. Undoubtedly spurred on by his company's virtual domination of the main album chart, Kennedy is now predicting the Christmas Top 10 will feature at least three-and-half Universal albums - the half being a joint venture best of which is yet to be announced. His confidence is shared by sales director Nigel Hayward. "We're confident we're going to keep the tills ringing even louder by Christmas and the end of the year," he said.



Charlatans



Kelly: performed her first single

ALBUMS CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total hits
London	0	1 (1)	2 (3)	3	6 (4)
Mercury	1	2	1 (1)	2	6 (1)
Polydor	2	2	4	2	10
Univ-Island	0	1	2	1	4
Universal TV (0 (4))	1 (12)	0 (5)	4	5 (21)	

(Brackets denote compilation chart hits) Figures cover 1999 releases' highest chart positions in the 45 weeks up to w/e 28/8/99. London's tally is up to the end of June when the company formally moved over to Warner. Universal TV's total incorporates hits scored under its previous name PolyGram TV. Universal's market share for the half year was 25.1%, making it the biggest corporate group. Polydor, the biggest company, contributed 8.5% to hits, with Mercury and Universal TV - jointly the eighth biggest companies - contributing 6.4% each. Source: HMV

being when PolyGram bought Island. "This one for me, while painfully hard in bringing together two companies, was pretty flawless in terms of its execution," he said. "The company's biggest successes this year have come largely from overseas acts originating from the Universal side, with New

priceless creation



DASIS: MASTERPLAN



BERNARD BUTLER: PEOPLE MOVE ON (WHILE STOCKS LAST)



SUPER FURRY ANIMALS: RADIATOR (WHILE STOCKS LAST)



SUPER FURRY ANIMALS: OUT SPACE



THE BOB RADLEYS: KINGSIZE



3 COLOURS RED: PURE

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4 SEPTEMBER 1999

CHART COMMENTARY

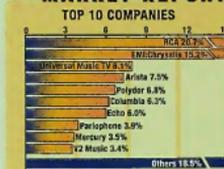
by ALAN JONES



Britain has its first mambo number one since 1955 this week, as Lou Bega's Mambo No. 5 (A Little Bit Of...) storms to the top, after selling more than 224,000 units. That is almost twice as many sales as Shaz's (Mucho) Mambo Sway, which enters at number two. With Geri Halliwell's Mi Chico Latino dipping 1-3, the entire top three are Latin-flavoured hits for the first time in chart history.

Bega's single is an adaptation of the original Mambo No. 5, a Perez Prado instrumental for which Bega and pal Zigggy have penned lyrics, and it is the first mambo-styled chart-topper since Rosemary Clooney's Mambo Italiano topped in 1955. Clooney, ironically, was also the original vocalist on (Mucho) Mambo Sway, courtesy of a sample, but was replaced by a session vocalist after BMG refused a licence for the sample and denied the nation the opportunity of seeing the still pging 71-year-old Clooney strutting her stuff on Top

MARKET REPORT



Figures show top 10 companies by % of total sales of the Top 75 and composite group sales by % of total sales of the Top 75



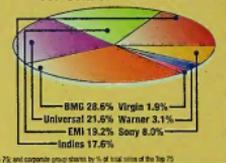
Of The Pops. Britain is the 12th country in which Mambo No. 5 has reached number one, and it is also climbing the US Hot 100 at a

Mambo King Perez Prado was born in Cuba in 1916 and died in Mexico in 1989. He was one of the most influential artists in the history of Latin American music and had a UK number one with Cherry Pink & Apple Blossom White in 1955. He posthumously registered a number two hit in 1996 with Guaglione, which gained fame after being used in a Guinness commercial. He was also the first artist to record both Mambo No. 5

SINGLE FACTFILE

and Queen Sera (Sway) - covers of which occupy the top two slots in this week's chart. Mambo No. 5 was one of the first two tracks he recorded for RCA after he signed for the label in 1951, while Queen Sera (Sway) was recorded in the late 1950s with vocalist Rosemary Clooney. The latter track, retitled Mucho Mambo (Sway) in its current incarnation, has been recorded by Cliff Richard, Den Martin and even in Icelandic by Bjork.

TOP CORPORATE GROUPS



blistering pace, surging 63-35 this week. Simultaneous with the UK release of Mambo No. 5 debuting at number one, the import,

which peaked at number 31 last week, disappears from the chart altogether. That is more a consequence of chart regulations than an indication it is not selling. UK rights owners can and invariably do opt to have import sales killed by CMI chart compilers. Millward Brown as soon as a record is released there. As mentioned last week, the rising tide of European hits being sought by homecoming tourists and catered for at low dealer prices (typically £2.49, compared to domestic releases at £2.69/£2.76) has caused a major upturn in sales of imports, those appearing in this week's Top 200 including Eiffel 65's Blue (Da Da Dee) (number 51), Ann Lee's 2 Times (number 77), Enrique Iglesias' Bailamos (number 92), DJ Jazzy's Launch (number 102, number 107) and A'B's Don't Stop (number 103), to name but a few. The Eiffel 65 single is also number three in the budget album chart because the CD runs to more than the 20 minutes allowed for the singles chart.

INDEPENDENT SINGLES

Rank	Title	Artist	Label (distributed)
1	15 SING IT BACK	Moloko	Echo EDCS2 (P)
2	1 I WOULDN'T BELIEVE YOUR RADIO	Stereophonics	V2 VVR 508823 (3MV/P)
3	11 ONLY YOU	Yareon	Mus CDYAZ 5 (V)
4	2 RENDEZ-VOU	Basement Jaxx	XL Recordings XLS 1100D (V)
5	1 ONCE AROUND THE BLOCK	Bady Daxem Boy Twisted Nerve/LXL Recordings	TRXL 9030D (V)
6	1 KING OF SNAKE	Underworld	JBO JBO 50878 (3MV/P)
7	1 SOMETIMES	Bikiny Sexperts	Blue 052032 (P)
8	3 GODDRESS ON A HIWAY	Mercury Rev	V2 VVR 506938 (3MV/P)
9	5 STRAIGHT FROM THE HEART	Doolally	Chocolate Boy/LXL Recordings LDX 112CD (V)
10	6 LOVE'S GOT A HOLD ON MY HEART	Steps	Jive 0519372 (P)
11	7 THE POP SINGER'S FEAR OF THE PULLEN COUNT	The Divine Comedy	Sananta SETC208 (3V)
12	8 YESTERDAY WENT TOO SOON	Feeder	Echo EDCSCK 79 (P)
13	9 AT THE RIVER	Groove Armada	Pepper 0530062 (P)
14	10 FIRE IN MY HEART	Sugar Furry Animals	Creation CRESC2 323 (3MV/P)
15	11 HALLE BOPP	Dur Dittus Remo	Addina 1240 342 (V)
16	12 MAKES ME LOVE YOU	Ecipca	Azuli AZNYX02 100 (V)
17	13 VIP	Gus Gus	4AD BADD 90174 (V)
18	14 FADE	Ambassador	Philips PLAT 6100 (SRD)
19	15 HEAVY	Jon Spencer Blues Explosion	Mute COMUTE 239 (V)
20	16 2 TIMES	Lee Ann	ZYX ZYX01828 (ZYX)

All charts © CMI

To hear the chart hot-off-the-press on Monday morning, call 0881 505290. Calls cost 50p/min.



Rank	Title	Artist	Label	Rank	Title	Artist	Label
1	15 MAMBO NO. 5 (A LITTLE BIT OF...)	Lou Bega	RCA	21	11 IF YOU HAD MY LOVE	Jennifer Lopez	Columbia
2	1 (MUCHO) MAMBO SWAY	Sera	Wendy	22	2 FEEL GOOD	Phish & Slay	Mercury
3	1 MY CHICHO LATINO	Zigggy	EMI	23	1 RENDEZ-VOU	Bady Daxem	XL Recordings
4	2 SING IT BACK	Moloko	Echo	24	19M (TILL I COME) AT	Sevendust	Mercury
5	5 BETTER OFF ALONE	Alphaville	Parlophone	25	1 MAMMA MIA	A*Teens	Sony Music
6	1 IF I LET YOU GO	Timbaland	RCA	26	1 SECRET SMILE	Smash Mouth	RCA
7	1 SUMMERTIME	Amel Larrieu	Decca	27	1 BALLAMAS	Enrique Iglesias	Interscope/Polygram
8	1 DRIVING IN L.A.	Brax	Virgin	28	1 YESS ME	Seppia	Mercury
9	1 UNFRETTEY	Ecipca	EMI	29	1 BEST FRIEND	Jon Spencer Blues Explosion	Mute/Liberty
10	1 LIVIN' LA VIDA LOCA	Ricky Martin	Columbia	30	1 IF YA GETTIN' DOWN	Blue	RCA
11	1 SUMMER SON	Travis	Mercury	31	1 BUGS	Alaska	Columbia
12	1 WHEN YOU SAY NOTHING AT ALL	Ronan Keating	Polaris	32	1 BLUE (DA DA DEE)	Eiffel 65	Mercury
13	1 BEAUTIFUL STRANGER	Massive Attack/Warner Bros.	Virgin	33	1 CANNED HEAT	Janet Jackson	Sony
14	1 I WOULDN'T BELIEVE YOUR RADIO	Stereophonics	V2	34	1 GET DOWN	Paul Young	Mercury
15	1 MY LOVE IS YOUR LOVE	Robyn Houston	Arise	35	1 SUMMER GUNS	U2	Capitol
16	1 WHY DOES IT ALWAYS RAIN IN	Stacy	Interscope	36	1 STOP THE ROCK	Aglio & Parfy	EMI
17	1 THAT DON'T IMPRESS ME MUCH	Shane Stacey	Mercury	37	1 ELEVEN TO FLY	Tin Tin Outlets/Wendy Park	VC Recordings
18	1 PROFIT IN PEACE	Queens Catour Scene	Universal/Island	38	1 YOU GOT YOU	Manic Street Preachers	Interscope
19	1 SOMETIMES	Bikiny Sexperts	Jive	39	1 NO SCRUBS	U2	Capitol
20	1 WILD WEST	Wini Smith	Columbia	40	1 STRAIGHT FROM THE HEART	Doolally	XL Recordings

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4 SEPTEMBER 1999

CHART COMMENTARY

by ALAN JONES



One of the most prolific artists of the last 20 years, Prince returns to the chart this week with his retrospective *The Vault... Old Friends 4 Sale* debuting at number 47. Released as part of his Warner Music severance deal, the album features previously unreleased material from 1985-1994, including many tracks which were previously much-sought by collectors, among them *She Spoke 2 Me*, *When The*

ALBUM FACTFILE

Lights Go Down, *Extraordinary and The Rest Of My Life*.

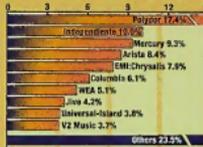
It is unlikely to become his eighth UK platinum album - it sold fewer than 30,000 copies last week - but it does restore him to the chart for the first time since 1996, and suggests there are enough fans still around to ensure that his forthcoming *Arista* album will become his 11th chart success of the Nineties.

Travis are still on a roll. Their album *The Man Who Makes His Ninth* consecutive week-on-week increase in sales, rising to a new high of more than 48,000 last week. It retains number one position with some ease, outselling *Boyzone's* *By Request* - the number one album of the year, which will top a million sales later this week - if it carries on at its current pace, it could eventually pose a threat to the *Stereophonics'* *Performance & Cocktails*, which is the biggest selling album of new material issued thus far in 1999. The *Stereophonics'* album, released exactly six months ago, has sold more than 580,000 units to date, and is itself enjoying a bit of a revival, jumping 11-6 this week as its fourth hit. I Wouldn't Believe Your Radio, enters the singles chart.

Des O'Connor sets records. Not his own - though there was a time... - but as the

MARKET REPORT

TOP 10 COMPANIES

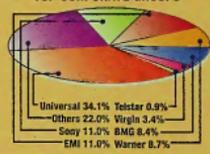


SALES UPDATE

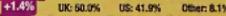


genial host of a primetime TV show. O'Connor draws huge ratings and has spurred some major sales action. He did so

TOP CORPORATE GROUPS



PERCENTAGE OF UK ACTS IN THE CHART



again last week, when one of his guests was Italian tenor *Andrea Bocelli*, who has reaped considerable rewards for his endeavours, as

his latest album *Sogno* explodes to number four, after re-entering the album chart last week at number 17. Released in April, the album originally peaked at number 21, and sold nearly 23,000 copies last week to boost its overall sales tally to more than 90,000.

Jethro Tull extend their album chart span beyond 30 years with the debut at number 44 of *J-Tull Dot Com*. It is the veteran folk/rock act's first appearance in the chart since 1996, when a remastered and expanded *Aqualung* reached number 53. It is their 26th hit album in all, and the first album to debut on the UK chart with a title that is also the name of an internet site - though that is actually *Ull.com* if we are going to be technical.

A contemporary of *Jethro Tull's*, *Richard Thompson* also deserves a mention for his number 28 debut with *Mock Tudor*, a position he has bettered just once, with 1994's *Mirror Blue*, which reached number 23.

COMPILATIONS

The latest Warner/ESP/Gloabal Television/Sony TV compilation *Big Hits 99* makes its expected debut atop the compilation chart, with sales of more than 97,000 last week proving almost exactly twice the number sold by nearest challenger, *Ibiza Annual 99*. *Big Hits 99's* arrival at number one was almost inevitable, as the compilation chart championship becomes a fairly predictable procession. Last year, *Now! 40* was knocked off the top by *The Ibiza Annual*, which was, in turn, topped by *Big Hits 98*. This year it has gone *Now! 43*, *Ibiza Annual 99* and *Big Hits 99*. Though the titles are the same, everyone is a bit earlier this year, as the triumvirate was not completed in 1998 until 19 September.

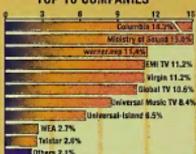
I should, incidentally, offer my apologies

to the Ministry Of Sound label, as last week's commentary credited *Now! 43* as still being number one. It was when I wrote it, but not by the end of the week, and should have been altered accordingly. The success of *Ibiza Annual 99* underlines the remarkable impact that Ministry Of Sound is having on the compilation sector, and was its fifth number one album of the year - more than any major. Prior to *Ibiza Annual 99*, it topped the chart this year with *The Clubbers Guide To Ibiza - Summer 99*, *Trance Nation*, *Dance Nation 2 - Tall Paul & Brandon Block and Clubbers Guide To...99*.

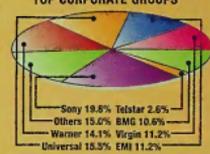
Music To Watch *Girls* by continues to be the MOR compilation of the year. It drifts 5-7 this week but has sold more than 273,000 units, beaten only in this market by *Now! 42* and *Now! 43*.

MARKET REPORT

TOP 10 COMPANIES



TOP CORPORATE GROUPS



SALES UPDATE



COMPILATIONS' SHARE OF TOTAL SALES
Artist sales: 66.6%
Compilations: 33.4%

INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (distributor)
1	NEW	6 TRACK EP	Elasticity	Deceptive BLUFF 0710 (V)
2	1	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VVR 100482 (MMP/V)
3	7	VERSION 2.2	Britney Spears	Mushroom MUSH 2802 (MMP/V)
4	2	BABY ONE MORE TIME	Britney Spears	Jive 952272 (V)
5	NEW	J-TULL DOT COM	Jethro Tull	Papillon 075729 0001 (P)
6	NEW	QUEBRILLA	Super Furry Animals	Creative CRECD 361 (MMP/V)
7	3	REMEDY	Basement Jaxx	XL Recordings XLCD 128 (V)
8	4	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Skin BRASSIC 1100 (MMP/V)
9	5	VERTIGO	Groove Armada	Pepper 050332 (P)
10	10	WORD GETS AROUND	Stereophonics	V2 VVR 100048 (MMP/V)
11	6	STEP ONE	Steps	Jive 951912 (V)
12	14	GARBAGE	Backstreet Boys	Mushroom D 31450 (MMP/V)
13	9	MILLENNIUM	Backstreet Boys	Jive 952222 (P)
14	NEW	SPEAK & DESTROY	My Run	Sapper Music SMACD 820 (P)
15	12	HEAD MUSIC	Suede	Nude NUDE HCD (MMP/V)
16	12	DEALCUP FISH	Underworld	JBO JRO 105942 (MMP/V)
17	16	THE SINGLES COLLECTION - WATERLOO SUNSET	Kinks	Essential! ESS052 (P)
18	20	PARANOID & SUNBURST	Smile Ananias	One Little Indian TPLP 5902 (P)
19	13	DESCENTER'S SONGS	Mercury Rev	V2 VVR 100372 (MMP/V)
20	NEW	SCAMADELLICA	Primal Scream	Creative CRECD 076 (MMP/V)

THE YEAR SO FAR... TOP 20 SINGLES

This	Last	Title	Artist	Label
1	1	BABY ONE MORE TIME	BRITNEY SPEARS	JIVE
2	2	SPIN (TILL I COME)	ATB	SOUND OF MINISTRY
3	4	THAT DON'T IMPRESS ME MUCH	SHANIA TWAIN	MERCURY
4	4	SWEET LIPS CHOCOLATE	SHANIKS & BIGFOOT	CHOCOLATE BOYFRIEND
5	10	I LIKE A WILD LICA	HICKEY MARTIN	COLUMBIA
6	5	FLAT BEAT	MR. DIZO	PIAS RECORDINGS/COMMUNICATIONS
7	6	WHEN THE GOING GETS TOUGH	BOYZONE	POLYDOR
8	7	BRING IT ALL BACK	S CLUB 7	POLYDOR
9	8	PERFECT MOMENT	MARTINE MCCLUTCHEN	INNOCENT
10	12	BOOM BOOM BOOM BOOM!	VENGABOYS	POSTIVA
11	9	NO SCRUBS!	TLC	LAFACE/ARISTA
12	11	HEART-BEAT/TRAGEDY	STEPS	EBRUJIVE
13	13	IT'S NOT RIGHT BUT IT'S OKAY	WHITNEY HOUSTON	ARISTA
14	14	TURN AROUND	PHATS & SMALL	MULTIPLY
15	15	MY LOVE IS YOUR LOVE	WHITNEY HOUSTON	ARISTA
16	15	WATCH DOCTOR	CARDIACS	PIAS/EMI
17	16	WE LIKE TO PARTY! (THE VENGABOYS)	VENGABOYS	POSTIVA
18	18	BEAUTIFUL STRANGER	MADONNA	NAVARRIC/WARNER BROS.
19	19	BETTER OFF ALONE	ALICE DEJAY	POSTIVA
20	17	PRETTY FLY (FOR A WHITE GUY)	THE OFFSPRING	COLUMBIA

4

september
1999

singles



- 1** **MAMBO NO 5 (A LITTLE BIT OF...)**
Loni Bego RCA
- 2** **MUCHO MAMBO** Sway Shaft Wonderboy
- 3** **MI CHICO LATINO** Geri Halliwell EMI
- 4** **SING IT BACK** Moby Echo
- 5** **BETTER OFF ALONE** DJ Jurgem presents Alice Deejay Positive
- 6** **IF I LET YOU GO** Westlife RCA
- 7** **SUMMERTIME** Another Level feat. TO Northwestside/Arista
- 8** **DRINKING IN LA** Bran Van 3000 Capitol
- 9** **UNPRETTY T.L.C.** LaFace/Arista
- 10** **LVIVIN' LA VIDA LOCA** Ricky Martin Columbia



- 11** **I WOULDN'T BELIEVE YOUR RADIO** Stereophonics V2
- 12** **MAMMA MIA** A Teens Stockholm/Polydor
- 13** **PROFIT IN PEACE** Ocean Colour Scene Island/Universal-Island
- 14** **WHEN YOU SAY NOTHING AT ALL** Roman Keating Polydor
- 15** **SUMMER SON** Texas Mercury
- 16** **AISY WAISSY** Cartrons Flex/EMI
- 17** **WILD WILD WEST** Will Smith feat. Dru Hill Columbia
- 18** **STOP THE ROCK** Apollo Four Forty Epic
- 19** **1999** Binary Finary Positive

THE OFFICIAL CHARTS

music week
AS USED BY

TOP OF THE POPS!

BBC RADIO 1
97-99 PM



albums



1 **THE MAN WHO**
Travis

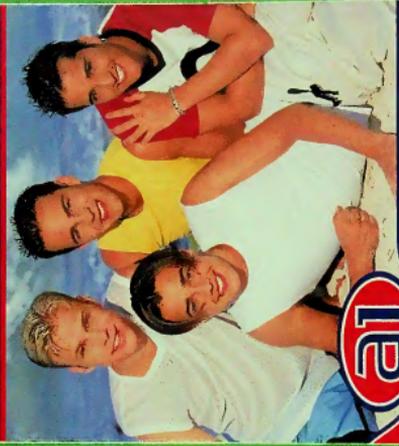
- 2** **BY REQUEST** Boyz n the Banda Polydor
- 3** **COME ON OVER** Shania Twain Mercury
- 17** **4** **SOGNO** Andrea Bocelli Sugar/Polydor
- 4** **THE RUSH** Texas Mercury
- 5** **PERFORMANCE AND COCKTAILS** Stereophonics V2
- 6** **GOLD - GREATEST HITS** Abba Polydor
- 7** **THE PARTY ALBUM!** Vengaboys Positiva
- 8** **FOREVER** Puff Daddy Universal TV
- 9** **THE VERY BEST OF** Elvis Costello Universal TV



- 10** **MY LOVE IS YOUR LOVE** Whitney Houston Arista
- 11** **RICKY MARTIN** Ricky Martin Columbia
- 12** **FANMAIL** TLC LaFace/Arista
- 13** **SCHIZOPHONIC** Geri Halliwell
- 14** **THE VERY BEST OF - CAPITOL/REPRISE** Years Dean Martin EMI
- 15** **MARY** Mary J. Blige MCA/Universal-Island
- 16** **SURRENDER** The Chemical Brothers Virgin
- 17** **SLIM SHADY** Eminem Interscope/Polydor
- 18** **BABY, ONE MORE TIME** Britney Spears Jive

SUMMERTIME OF OUR LIVES

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THE DVD EXPLOSION

► One of the most impressive marketing onslaughts for the fourth quarter is being jointly presented by Warner Home Video, Toshiba and Blockbuster. From the beginning of October, a £1.6m advertising campaign will drive a software and hardware package featuring a Toshiba player and three top WHV titles – Lethal Weapon 4, US Marshals and Contact – again at a retail price of £250. The deal includes 10 free DVD rentals from Blockbuster stores.

Marketing is designed to cover all fronts, with a £1.2m television campaign and £400,000 press advertising campaign running throughout the promotion's life-span.

"There will be almost 1,000 titles in-store by Christmas," says Ron Saunders, WHV managing director. "We are confident that our joint package and promotional support will ensure DVD enjoys the same steep sales curve here as in the US."

Almost as soon as the format had launched, Warner Home Video established itself firmly as the software market leader and it has continued to take between 60%-70% of sales during 1999. In addition to Armageddon and Enemy Of The State, its big successes have included blockbuster such as Lethal Weapon 4, Contact and LA

TOP 10 DVD RELEASES		
For January to July 1999		
Title (Company)	Sales	
1 Armageddon (WHV)	41,190	
2 Lethal Weapon 4 (WHV)	27,430	
3 Lethal Weapon 4 (WHV)	27,430	
4 Tomorrow Never Dies (MGM/UA)	19,580	
5 Contact (WHV)	19,400	
6 Godzilla (Columbia TriStar)	18,430	
7 Robin (MGM/UA)	16,500	
8 Enemy Of The State (WHV)	15,230	
9 Face/Off (Touchstone)	14,120	
10 LA Confidential (WHV)	13,940	

Source: CIN

Confidential, which are expected to continue to sell well during the coming months. Second-placed Columbia Tristar also has some aces up its sleeve now that it is distributing all of Universal Pictures' DVD product following a deal struck between Sony and PolyGram in February.

Video Collection International will also be seeking to consolidate its position as one of the year's top five DVD companies, supported by a strong 1999 performance from Riverdance.

VCI is determined to make the most of the technological freedom afforded by the format, and it claims the forthcoming release of Land Girls will feature more value-added features than any DVD currently on the market. Seventy five minutes of extra footage is included in

TOP 10 DVD MARKET SHARES			
For January to July 1999			
Video Company	Units sold	Mkt. sh.	
1 Warner Home Video	463,617	59.9%	
2 Columbia Tristar	97,058	12.5%	
3 Universal Pictures	78,948	10.2%	
4 EMI	35,522	4.6%	
5 Buena Vista	18,277	2.4%	
6 Warner Vision			
International	17,254	2.2%	
7 VCI	16,844	2.2%	
8 Mill Reef Entertainment	8,796	1.1%	
9 Quantum Leap	8,545	1.1%	
10 B&W Video	6,289	0.8%	

Source: CIN

the package, including Forties archive material, the theatrical trailer, cast and crew interviews, an alternative ending and a photo library.

Making consumers aware of these imaginative extras is a priority for VCI. "We are currently considering the potential of an interactive element on children's and sports titles," says Karl Flaschke, VCI DVD production assistant. "It is not just a question of converting a VHS to disc – the DVD version has to have something special to offer."

In recent months, Universal Pictures' Lock Stock And Two Smoking Barrels has proved a predictable favourite among the young male consumers who make up the core market for DVD. "We are hoping to follow this up with a director's cut for the

autumn," says product manager Jon Sadler. "Our five September releases – Citizen Kane, The Krays, Twelve Monkeys, Wilde and Quadrophenia – all have the potential to hit proven target markets."

The only cloud on the horizon is the possibility that demand will prove too great even for the sturdy infrastructure that has been put in place. With every expectation that DVD demand will reach new heights as Christmas approaches, software companies are relying on a flexible service through their manufacturers.

"Although we have tried to gauge the size of orders and made sure that production has been organised well up front, there could be some last minute production required," says one major distributor.

MPO UK sales director Steve Darragh is comfortable with the quantities the manufacturer has committed itself to deliver through the autumn. However, he concedes that Christmas DVD demand is an unknown quantity and does not rule out the possibility that some video companies could find their stock dwindling before the sales boom does.

But, even if the market finds itself outrun by demand, the spirit of co-operation among DVD's interested parties suggests that the format can hardly fail to make its mark.

DVD FIGHTS FOR PACKAGING ID

The achievement of a distinctive and identifiable packaging standard is a vital piece of the DVD jigsaw but, with a number of different solutions on the market, the ultimate prize has yet to be claimed.

There are four basic packaging designs fighting for industry acceptance, each of which has its own advocates and selling points.

Arguably the favourite is the DVD Safe range marketed by Dubois subsidiary Amaray International, which is already taking a sizeable proportion of UK orders. The company was one of the first to enter the market and has worked closely with software suppliers and disc replicators to come up with a practical product that gives DVD a distinctive identity. Amaray's patented DVD packaging features a locking device that holds the disc firmly in place.

The company claims to have shipped more than 50m units worldwide since its US launch in 1997, around 10m of which have been supplied to European pressing plants since DVD Safe's global launch a year ago.

Amaray has also recently introduced Super Clear, a variation on the basic design which features a crystal clear polycarbonate case.

"Essentially it provides the design freedom of the clear plastic tray without the fragility of the jewel box design," says Amaray marketing director Anthony Fraser.

Universal Manufacturing & Logistic sales manager Merrick Izatt believes the challenge is in conceiving a packaging solution for DVD which reflects its status as a leading-edge format.



The Super Jewel Box, designed by PolyGram and Philips, is

manufactured at Universal's Hanover factory and distributed worldwide via the Netherlands.

"The retail sector has driven the format and they want the item to look like a video product so that it can't be confused with audio CD," says Iszatt. "Initially the Super Jewel Box had a number of weaknesses but these have been addressed and the design improved. The corners of the box are now much more robust and the spider sprocket which holds the disc has been redesigned."

Another packaging alternative is Warner's Snapper Box, manufactured under license from Ivy Hill in the US by Impac Europe subsidiary Van de Steeg Packaging. Van de Steeg reports a separation in the market which has resulted in its own solution finding favour among film and video companies, while the DVD rental market has expressed a preference for a more standard plastic package such as the Amaray or Super Jewel Box.

Packaging specialist CMCS has developed its new DVD Rompac to target customers who are prepared to pay extra for something particularly distinctive. Key selling points of the Rompac are its robustness and the ability to hold up to four discs as well as a substantial booklet.

"We all know that if the main buying criterion is cost, the plastic tray with removable paper parts will win every time," says CMCS group managing director John Hersey-Walker. "However, the

CMCS's Rompac (left) and IMPAC's DVDipak are just two of the contenders vying to become the DVD packaging standard



Rompac has its own identity and we believe it is an exciting packaging option for anyone thinking of publishing a DVD."

A number of other companies are preparing to submit their own bid. Impac Europe is warming up for the European launch of three DVD alternatives to its established Digipak.

The DVDipak is a standard box with similar dimensions to the Amaray model, while the Super Slim product is made of clear plastic with a double disc capacity. The third product, the recyclable Mechanical, features a tray applied to a printed base case.

"These products have just been launched in the US, supported by \$80,000 of press advertising," says Julian Malin, business development director for Impac Europe.

"We are currently gauging the UK market, and we understand that nobody is entirely happy with the existing formats. Amaray is probably the preferred option, followed by the Snapper Box, but we feel as the market develops there will be plenty of scope for Digipak products."

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THE DVD EXPLOSION

HARDWARE MANUFACTURERS

VIE FOR SHOPPER'S PURSE

There are now more than 50 different DVD players competing for attention on high street shelves and, with many retailing at around the £300 mark, hardware companies believe that there is something to suit even the most committed techno-sceptic.

Toshiba's market share is set to receive a boost in October when its promotional package with Warner Home Video rolls out across hundreds of stores. All of Toshiba's three players will be on offer at their normal price with three free WHV videos, while the entry level SD2109B is

available at the special price of £299.

According to Toshiba DVD product manager Cyrus Richardson, this offer has been designed to give the simplest and easiest

route to the home cinema experience, while the top-end SD9000B maintains the company's presence at the top of the market, incorporating a built-in Dolby Digital audio decoder as well as 3D Digital Noise reduction technology.

"We are confident that DVD is going to break into

the mass market this Christmas, which is why we have extended our product range to suit a variety of needs," says Richardson. "DVD beginners can enjoy the easy-to-use SD2109B, while the discerning audio enthusiast will be blown away by the power of the SD9000B."

Sony currently offers five players including a high-end model, the DVP-7700 that retails at around £700, and an entry model, the DVP-S325, retailing between £350 and £400. The electronics giant will embark on a fresh round of promotions for the full range over the next three months and it is expecting strong demand for its low-cost player.

Meanwhile, Philips has been upgrading its players since the beginning of the year, introducing more features and better sound and picture quality in all price brackets. This autumn it launches the DVD710, which will retail at around £300.

The machine plays DVD, Video CD and audio CDs and features a dual laser optical pick up and 10-bit video digital analogue converter to deliver perfect video pictures to the screen. "It is designed as an entry level product, but the sound and video quality are far higher than that would appear to suggest," says a Philips spokesman. "We believe that with this player consumers are getting a lot of technology for

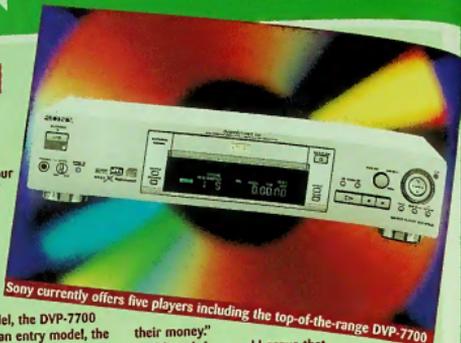
their money."

Although few would argue that digital, disc-based recording systems will eventually replace analogue tape altogether, the signs are that consumers will have to wait a while for a recordable DVD player to hit the market.

Although recordable DVDs have been developed for the computer market, manufacturers are still working on creating discs with sufficient memory for the long-form needs of DVD's movie audience.

Panasonic is known to have developed a prototype DVD recorder but industry observers believe it will be some years before it receives a consumer launch. DVD may be poised to take a large bite out of the pre-recorded software market this Christmas, but the format's shiny new players are likely to be sharing cabinet space with those trusty old VHS recorders in the nation's living rooms for some time to come.

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Sony currently offers five players including the top-of-the-range DVP-7700



Warner, Toshiba & Blockbuster link for retail offer

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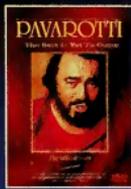
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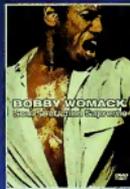
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THE PRICE IS RIGHT IN DVD WAR

by Karen Faux

With more than a dozen European-based DVD manufacturing plants competing for a share of a format which is breaking all previous growth records, it should be safe to assume that suppliers can enjoy a period of quiet productivity before the inevitable price war forces them to slash their margins.

In fact, pricing threatens to become a burning issue as early as next year, as more factories make the move into DVD. Some US manufacturers are already quoting as little as \$1 a disc and, while this may not pose an immediate threat to UK replicators' margins, the inevitable boom in European capacity from its current level of around 60m a year certainly will.

The bulk of the UK domestic market is served by large independent replicators such as Nimbus and Disctronics, while some smaller operators have also recently installed their own production lines. Warner and Universal both have plants in Germany producing significant volumes of DVD for the UK while a number of continentally-based factories such as MPO and Sonopress are competing vigorously for UK business.

Manufacturers are entering the market all the time, but MPO UK sales director Steve Darrah believes customers should be cautious about where they place their DVD business this autumn.

"It takes time to perfect trouble-free production and customers have very high levels of expectation from the very start," says Darrah. "Plants without the necessary experience could find themselves losing clients in the longer term."

The DVD production process is significantly more complex than that of other CD-based digital formats, as it involves bonding two disc layers.

"Because the data is read through the clear bonding layer, it is crucial that the discs are laid together totally flat," says Nimbus UK chief engineer Jim Orr. "Any slight tilting could affect readability."

The investment required to produce commercial volumes of DVD inevitably makes the sector a high risk proposition for many manufacturers. In 1998 Nimbus invested nearly £3m to install mastering and replication capability at its Cwmbran, South Wales factory. The

manufacturer now produces DVD 5 and DVD 9 – whose numbers roughly reflect the number of gigabytes they carry – as well as the double-sided DVD 10 "lipper" disc. It has just doubled its capacity with a second line that brings daily production to 20,000 discs.

Nimbus reports that the past two months have seen order levels increase sharply, with many video companies booking early production for autumn roll-out.

"This has been useful in that it has freed up capacity for other jobs that come our way," says Nimbus DVD key accounts manager Paul Edwards. "The addition of a second production line has put us in a strong position to take on extra work."

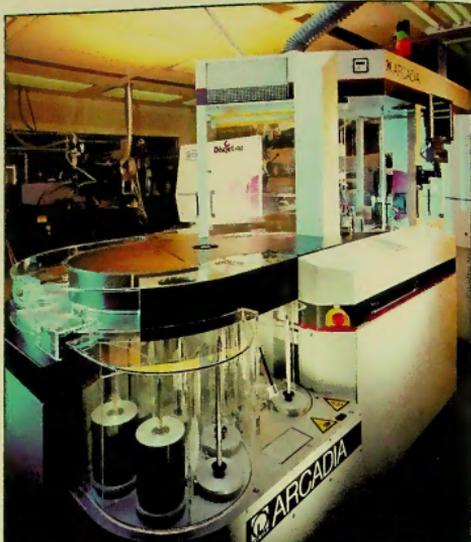
For those disc manufacturers which have traditionally serviced record companies and multimedia publishers, the biggest challenge is in cultivating clients among the market-leading video companies. Major-owned plants such as Warner Music Manufacturing and Universal Manufacturing have an immediate advantage, while manufacturers with a foothold in the VHS market are well placed to pitch their DVD services to existing clients.

Multimedia manufacturer Cinram, which in two years has acquired 20% of the UK VHS market, launches a DVD facility in the Netherlands in November. Its 5,000 sq m site in Amersfoort will serve the UK and the rest of Europe, with a capacity expected to rise to 3m discs in its first year.

Universal Manufacturing in Hanover currently has two DVD lines up and running and is expecting its presses to run to capacity throughout the autumn.

"We celebrated our millionth disc back in May with Universal Pictures' The Big Lebowski and have now done more than 300,000 DVD 9s this year," says UK sales manager Merrick Iszatt. "We are also starting to see DVD-Rom orders coming through and this area will begin to build as DVD drives become standard in high-end PCs."

West Sussex-based Disctronics recently introduced a second DVD line



Disctronics 'started investing in DVD manufacturing about two years ago'

and is also promoting its new DVD mastering service, which enables it to provide clients with a one-stop service.

"We started investing in DVD manufacturing about two years ago and at that time it was decided that that should include mastering as well," says Graham Sharples, Disctronics general manager of special projects.

"Our DVD mastering equipment is based nearby at Freehand Graphics, which handles digital video editing, graphics creation and project management for us. Having this kind of set-up gives us a great deal of flexibility, as it means we can offer a full service or just pre-mastering or manufacturing. But often one-off pre-mastering contracts turn into full manufacturing jobs."

Digiverse, founded just four months ago by Cambridge Multimedia, has

established a niche for itself by providing a customised authoring service which allows record and film companies to retain the creative upper hand. It recently produced Blue Velvet, Halloween 2 and Airtville 2 for Castle Music using the Daikin Scenarist authoring tool.

"The idea of setting up Digiverse was that we wanted to be able to serve the audio and visual industries, which are increasingly adopting DVD as their main working format," says Matthew Dille, Digiverse managing director. "In simple terms, we provide a menu specification,

and record companies can then use their in-house design departments to build on this in their chosen style."

Dille claims that the cost of producing a DVD master can be greatly reduced if client companies use their own design resources.

"We are quoting prices from just under £5,000, which is a lot less than a production house would charge to handle the whole job. Turnaround is usually about a week, with two days spent on encoding, two on authoring and a day checking for bugs."

Dille and others in the mastering business believe increased DVD penetration through the computer sector will encourage more record companies to experiment with DVD releases.

In June, One Little Indian tested the water with the first chart-eligible DVD single for Bjork's All Is Full of Love, which allowed the buyer to view Chris Cunningham's highly acclaimed video. The predictable catch was the retail price, which varied from £7.99 to £8.99.

West Midlands-based Sonopress UK, meanwhile, recently launched DVDplus, which is effectively a DVD bonded to the back of a conventional CD. This means the disc can carry, for example, a video recording of a concert on one side and an audio recording on the other.

The hope is that a strong DVD market with firm foundations will provide long-term profitability for all those involved in its sale and production. If the price for leaping en masse into an unproven market is a particularly rapid reduction in manufacturers' profit margins, the eventual benefits should provide some compensation.

THE DVD PRODUCTION PROCESS IS SIGNIFICANTLY MORE COMPLEX THAN THAT OF OTHER CD-BASED DIGITAL FORMATS AS IT INVOLVES BONDING TWO DISC LAYERS



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DVD TITLES POISED FOR BUMPER CHRISTMAS SALES

by David Knight

From last year's blockbuster to the cinematic classic from Hollywood's Golden Age, the opportunity to view the best movies on a format far superior to VHS is becoming too much for British consumers to resist. And, with DVD players now achieving significant penetration, distributors and retailers are anticipating a bumper season this Christmas.

The marketing strategies employed by makers of both hardware and software have been carefully designed to maximise the pro-DVD momentum. The leading distributors are already pursuing "day and date" policies, often releasing feature films for sale on DVD as the VHS version goes to rental – and months ahead of the sell-through video – in order to stoke up the market.

Warner Home Video's joint promotion with Toshiba and Blockbuster, in which consumers can collect a player, three Warner titles and 10 free rentals for less than £300, is seen as one of the most significant initiatives to date.

"We are confident that promotions such as this one will help the UK DVD market mirror the growth we have seen in the US," says Ron Sanders, regional director of Warner Home Video UK.

The new DVD consumer will have plenty of film and music product to choose from, with up to 1,000 titles expected in shops by Christmas. If sales of DVD have exceeded expectations this year already, the coming season will see the biggest wave of releases yet.

But it is key titles such as Fox's *Titanic*, which goes on sale this week (August 30), and WHV's *A Bug's Life* (out now) which have the power to break DVD into a wider market. Until now, the profile of the DVD consumer in the UK has been strongly weighted towards 19- to 35-year-old males. But that could well change with the release of a strong range of lavishly-produced family titles.

The DVD of *A Bug's Life* is two-sided and offers full-frame and wide screen viewing, along with the exclusive, Oscar-winning animated short *Geri's Game* and outtakes from the film. The Fox release of *Something About Mary* (on October 4) comes with a similar array of extras.

Unsurprisingly, the majors provide much of the Christmas DVD product selection, with an overall mix of new and catalogue releases. Fox priorities include the *Fifth Element*, *James And The Giant Peach*, the first Austin Powers movie, *AP: International Man Of Mystery*, and, in December, the *X-Files* movie.

Meanwhile, Columbia Tri-Star, which distributes and markets Universal DVD in



Yellow Submarine: the film is expected to sell more than 25,000 copies on DVD

the UK, contributes *Patch Adams*, *The Mask Of Zorro*, *Dragonheart* and *Knock Off*.

This month WHV – which licenses Buena Vista Home entertainment product and distributes MGM material – releases *Soldier, You've Got Mail* (with hyper links to the internet, and special Rom-dive extras) and *A Bug's Life*, and continues in September with the release of Mel Gibson thriller *Payback*, *Little Voice* and *Mighty Joe Young*. In October there is an impressive selection of "cult catalogue" being released as well as recent productions: *Pulp Fiction*, *True Romance*, *Blade Runner (The Director's Cut)*, *Heat* and *The Exorcist* are coming out together with "day and date" issues of *The Faculty*, *Message In A Bottle* and *At First Sight*.

THE MUSIC REPERTOIRE IS LEFT IN THE SHADE BY THE SCALE AND QUALITY OF MOVIE OUTPUT

A look at the DVD chart shows the kind of movies that have been the biggest successes on DVD so far. WHV's SFX-blockbuster *Armageddon* has sold more than 50,000 copies and is still selling 1,000 a week. MGM's *Ronin*, a moderate box-office performer in the UK, has gone on to sell 20,000 copies as a DVD.

While art-house fare on DVD is still fairly limited, there are some genuine classics coming out before Christmas.

Among its Christmas releases, MGM will release both DVD and VHS versions of the original *Thomas Crown Affair*, as well as a number of favourites from the MGM catalogue such as *Get Shorty*, *Fiddler On The Roof*, *West Side Story*, *A Fish Called Wanda*

and Sergio Leone's *'Dollar'* trilogy.

In September, Columbia Tri-Star Home Video releases Stanley Kubrick's *Dr Strangelove* and the first uncut release of *Scum* as well as *The Adventures Of Baron Munchausen* and *Silverado*.

Carlton Video is offering movies such as *We Dive At Dawn*, *The Red Shoes*, *The Ippress Files* and *Henry V*, while the first tranche of DVDs released by Castle Music includes David Lynch's *Blue Velvet* and *Dune*.

On the whole, forthcoming music repertoire is left in the shade by the scale and quality of movie output, though there are exceptions. Undoubtedly the most important music release of the season is *The Beatles' Yellow Submarine*, to be released by

Warner Vision's key new releases are Madonna's *Immaculate Collection Part Two (1990 to 1999)*, *Catonia Live*, and *Cher Live In Las Vegas*. All are dual DVD and VHS releases.

Castle's DVD music titles include a live *Sex Pistols* disc and two *Rolling Stones* concert.

Other companies are showing more caution. Universal's releases are currently limited to material already available on VHS, while VVL's big music releases for this Christmas – a *Feet Of Flames Box Set* from Michael "Lord Of The Dance" Flatley and *Boyzone Live In Dublin* – are both currently on sell-through VHS.

Special interest and TV-derived discs are the slowest markets to develop. Forthcoming ITV documentaries *The Colour Of War* and *Greatest Events Of The 20th Century* will go swiftly to DVD. BBC Worldwide has raided the vaults to unveil its first package of DVDs in October, from *The Best Of Monty Python's Flying Circus – Vol 1 to The Planets*. The eclectic collection also includes *Blackadder 1*, *Noddy In Toyland*, *Persuasion* and *Doctor Who – The Five Doctors*.

Finally, Telstar has joined the bandwagon in more daring fashion than most. Alongside Foster & Allen's *One Day At A Time*, the company's other key release is of a rather different nature. *Annunimisation – The Movie*, released on VHS, CD and DVD, aims to exploit the intense interest in the Ibiza superclub, combining movie, music and "special interest" in a single release.

But for the most part, DVD is shaping up to be a family-friendly, mass-market's dream. Christmas lists may never be quite the same again. ■

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THE DVD EXPLOSION

DISTRIBUTORS

GIVE PRIORITY TO DVD

While few doubt DVD's potential to evolve into the most important audio-visual format on the market, the transition from promising concept to retail reality has not taken place overnight.

Much of the credit for DVD's progress to date goes to the distributors which have worked hard in the past 12 months to break it into the mainstream. And, while it will be multiple retailers which put the greatest weight behind the imminent Christmas push, there is also growing support from independents and games specialists eager to enter the market before the projected Christmas boom.

John Cronin, Telstar Distribution UK head of sales, is encouraged at the speed with which DVD has achieved a high street profile in chains such as Virgin, HMV and Andys Records. "We are also finding that a lot of multi-media stores are giving the format more shelf space," he says. "Many have given DVD equal priority to their core Playstation and Sega products."

The trend will be further consolidated when Sega's new Dreamcast console is released later this month, equipped with its own DVD drive. The next Playstation model, due out in 2001, will also be DVD compatible.

Interest has been such that a number of distributors have set up dedicated DVD departments. THE has been a driving force behind the format since its launch last year.

Its extensive account base covers more than 4,000 indie stores, as well as high street multiples such as Dixons and Now and supermarkets such as Sainsbury's and SavaCentres.

"We have helped to build UK sales by supporting trade promotions such as last year's hardware and software package from WHV," says THE trade marketing executive Dave Murray.

THE's autumn sales push centres around a package of 20 top titles including Blade, Shakespeare in Love and Enemy of The State alongside

forthcoming releases such as You've Got Mail and Little Voice. The pack comes at a 10% discount on the combined dealer price, along with a free copy of Payback, a late September release from WHV.

Telstar is another distributor which boasts a one-stop DVD sales department and Cronin stresses that the move into the new format has to be a risk-free proposition before the full range of stores will come on board.

"It is important to generate confidence by offering stock protection deals in which orders are taken on a sale or return basis," he says.

"We have also been working very closely with video companies such as WHV, Columbia Tristar and now Fox on value-added



THE Plans autumn push for 'You've Got Mail'

promotions, backed by strong in-store campaigns."

East End distributor S Gold & Son is set to embark on its biggest DVD campaign yet, with the launch of a comprehensive 72-page catalogue.

Gold marketing executive Lance Hamilton says dealers have also been taking advantage of the free counter stands and display units offered by the company.

For those distributors which have made DVD a priority, the autumn period promises to be an exciting time. "The emphasis is now on all aspects of home entertainment," says Cronin. "DVD is rapidly becoming an essential part of that proposition." **KF**

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13 20 IF YA GETTIN' DOWN Five



12 21 GUILTY CONSCIENCE Eminem feat. Dr. Dre Interscope/Polydor

12 22 AVILA Ayla Positive

12 23 BEST FRIEND Mark Morrison & Connor Reeves WCA

12 24 OH YEAH Caprice Virgin

18 25 WHY DOES IT ALWAYS RAIN ON ME? Travis Independentie

15 26 RENDEZ-VO Basement Jaxx XL Recordings

16 27 MY LOVE IS YOUR LOVE Whitney Houston Aista

20 28 SOMETIMES Britney Spears Jive

14 29 BUGS Heppburn Columbia

19 30 FEEL GOOD Phats & Small Multiply



21 31 9PM (TILL I COME) ATB Sound Of Ministry

24 32 THAT DON'T IMPRESS ME MUCH Shania Twain Mercury

25 33 BEAUTIFUL STRANGER Madonna Maverick/Warner Bros

25 34 LOVE'S GOT A HOLD ON MY HEART Steps Ebu/Jive

22 35 AROUND THE WORLD Red Hot Chili Peppers Warner Bros

23 36 BOOM, BOOM, BOOM!!! Vengaboys Positiva

27 37 IF YOU HAD MY LOVE Jennifer Lopez Columbia

12 38 ONLY YOU Vazoo Mute

30 39 SYNTH & STRINGS Yomanda Manifesto/Mercury

32 40 BILLS, BILLS, BILLS Destiny's Child Columbia



compilations

1 BIG HITS 99
Warner/epi/Globet TV/Sony TV

11 NATIONAL ANTHEMS 99 - VOLUME 2
Telstar TV

2 IBIZA ANNUAL 99
Ministry Of Sound
Columbia

12 VIVA! LATINO
Columbia

3 NOW THAT'S WHAT I CALL MUSIC 43
Ebu/Virgin/Universal TV

13 DANCEMIX.UK.V1
Warner/epi

4 THE BEST IBIZA ANTHEMS. EP.81
Virgin/GMI

14 NEW WOMAN
Virgin/GMI

5 CLUB MIX 99
Universal TV

8 15 BEST DANCE ALBUM IN THE WORLD. EP.81
Virgin/GMI

6 CLUB ANTHEMS 99
Virgin/GMI

10 16 MTV IBIZA 99
Columbia

7 MUSIC TO WATCH GIRLS BY
Columbia

11 17 IBIZA DEL MAR
Dolby TV

8 NOTTING HILL (OST)
Ebu/Universal-Island

9 18 CLUBBER'S GUIDE TO... TRANCE
Ministry Of Sound

9 SISTERS OF SWING 99
Universal TV

12 19 GATECRASHER WET
INCredible

7 10 AUSTIN POWERS... THE SPY WHO SHAGGED ME
Warner Brothers

13 20 COUNTRY
Sony TV/Universal TV

Younger Younger 28's
Next Big Thing



Out Next Week

CD1, CD2 features D-Boy remix
7" is limited and yellow. www.2music.com

20 20 STEP ONE Steps



19 21 SYNCHRONIZED Jamiroquai

21 22 TALK ON CORNERS The Corrs Atlant

30 23 CALIFORNICATION Red Hot Chili Peppers Warner Bros

23 24 THE MISEDUCATION OF LAURYN HILL Lauryn Hill Columbia

28 25 I'VE BEEN EXPECTING YOU Robbie Williams Chrysalis

24 26 RAY OF LIGHT Madonna Maverick/Warner Bros

26 27 REMEDY Basement Jaxx XL Recordings

12 28 MOCK TUDOR Richard Thompson Capito

25 29 THE VERY BEST OF Buddy Holly Universal TV

29 30 THE WRITING'S ON THE WALL Destiny's Child Columbia



31 31 YOU'VE COME A LONG WAY, BABY Fatboy Slim Sient

32 32 MORE ABBA GOLD Abba Polydor

12 33 SUPERNATURAL Santana Aista

33 34 FEELING STRANGELY FINE Semisonic MCA/Universal-Island

36 35 LIFE THRU A LENS Robbie Williams Chrysalis

48 36 WORD GETS AROUND Stereophonics V2

40 37 LADIES & GENTLEMEN - THE BEST OF George Michael Epic

34 38 VERTIGO Groove Armada Pepper

35 39 MILLENNIUM Backstreet Boys Jive

51 40 VERSION 2.0 Garbage Mustrom



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MID-PRICE

This	Last	Title	Artist	Label (distributor)
1	2	BLUE LINES	Massive Attack	Will Birch WBRDCD (E)
2	1	DEFINITELY MAYBE	Oasis	Creative/CRCO 109 (MMPV)
3	3	TRACY CHAPMAN	Tracy Chapman	Epic 8K607142 (TEN)
4	12	DOOKIE	Green Day	Reprise 198229520 (TEN)
5	17	EXIT PLANET DUST	The Chemical Brothers	JBO XDUSTO1 (E)
6	5	THE BEST OF CARL ORF	Various	RCA Victor 796051322 (BMG)
7	8	ROCK OF THE RAY - DEFINITIVE COLLECTION	Atlantic 59462786 (TEN)	
8	4	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen CD10508 (U)
9	10	GENERATION TERRORISTS	Manic Street Preachers	Columbia 47062 (TEN)
10	6	GREATEST HITS	Miles Taylor	Columbia 759527322 (TEN)
11	9	GREATEST HITS	Bob Dylan	Columbia 60628 (TEN)
12	15	BROTHERS IN ARMS	Dia Strain	Vertigo 840492 (U)
13	13	GREATEST HITS	Take That	RCA 742125382 (BMG)
14	7	TAPESTRY	Cavie King	Epic 867182 (TEN)
15	8	SCREAMADELICA	Primal Scream	Creative/CRCO 076 (MMPV)
16	7	XPANDER EP	Sasha	Deconstruction/Arista 742128192 (BMG)
17	6	TAKE TWO	Robin & Jerome	RCA 742126252 (BMG)
18	9	RESERVOIR DOGS (OST)	Various	MCA MCD1070 (U)
19	19	TOONAGE	Cartoons	Flexi/EMI 496260 (E)
20	20	FOUR SYMBOLS	Led Zeppelin	Atlantic 756782382 (TEN)

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BUDGET

This	Last	Title	Artist	Label (distributor)
1	6	TRACK EP	Electrica	Deceptive BLUFF 0710 (V)
2	5	1989 MERCURY MUSIC PRIZE	Various	Mercury Best MPFCO (E)
3	2	BLUE (DA BA DEE)	Eiffel 65	Logic 7421688212 (Import)
4	1	WITHOUT YOU I'M NOTHING	Placebo featuring David Bowie	Mer/Virgin FLORC02 (U)
5	7	CHERUBS EP	Arab Strap	Go Beat 00BCD 21 (U)
6	4	ESSENTIAL TRANCE	Beechwood ESSECO 11 (BMG/BMG)	
7	5	YALLA YALLA	Joe Strummer & The Mescaleros	Mercury 825782 (TEN)
8	4	CHILLED	Cilicane	Edel 0001832 ERE (P)
9	5	TRANSCULCANT	Transmit TRANR 82CD (SRD)	
10	3	ESSENTIAL IBIZA ANTHEMS 2	Various	Beechwood ESSECO 18 (BMG/BMG)

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R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (distributor)
1	NEW	SUMMERTIME	Another Level feat. T.Q.	Northwestside 7423189462 (BMG)
2	1	UNPRETTY	TLC	LaFace/Arista 7423183562 (BMG)
3	2	GUILTY CONSCIENCE	Eminem feat. Dr Dre	Interscope 4271282 (U)
4	3	WILD WILD WEST	Jim Smith feat. Dru Hill	Columbia 6751865 (TEN)
5	NEW	BEST FRIEND	Mark Morrison & Connor Reeves	WEA WEAZ21 C02 (TEN)
6	5	MY LOVE IS YOUR LOVE	Whitney Houston	Arista 7423182782 (BMG)
7	6	FE 2000	Puff Daddy feat. Hurricane G	Puff Daddy/Arista 7423182492 (BMG)
8	6	IF YOU HAD MY NUMBER	Jennifer Lopez	Columbia (TEN)
9	7	BILLS, BILLS	Dorinda's Child	Columbia 6751862 (TEN)
10	NEW	ANGEL OF MINE	Mestiza	Arista 7423185282 (BMG)
11	8	SO LONG	Farie	Wilderstar CDW1427 (TEN)
12	10	ALL THAT I CAN SAY	Mary J Blige	MCA/Uni-Island MCD1070 40215 (U)
13	13	WHERE MY GIRLS AT?	JO2	Motown/Uni-Island TMCD0 1500 (U)
14	11	BETTER DAYS	TQ	Epic 8077350 (TEN)
15	15	DID YOU EVER THINK	R Kelly	Jive 0523610 (P)
16	16	SWEET LIKE CHOCOLATE	Shanice & Bigfot	Pepper 6520305 (P)
17	12	GROOVE MACHINE	Manna-And Tanara	Blacklist/EMI/Epic 6675342 (TEN)
18	17	NO PIGEONS	Sporty Thieve	Columbia 6676022 (TEN)
19	9	ALWAYS FIND A WAY	Nine Yards	Virgin VST 1746 (E)
20	14	LOWIN YOU	Spankie	Jive 0524509 (P)
21	19	EVERYTHING IS EVERYTHING	Leamy/Hi	Virgin 6525745 (TEN)
22	18	THE MOTHERSHIP RECONNECTION	Scott Grooves	Virgin DINSO 185 (E)
23	21	GET READY	Puff Daddy/Arista 7423182612 (BMG)	
24	22	GREATEST DAY	Bowling Knight	Pataphora Rhythmic Series CD021815 (E)
25	NEW	NEED YOU	Noora	WEA 203271 (TEN)
26	27	TABOO	Glimma Kid feat. Shola Ama	WEA WEA 20320 (TEN)
27	24	DEAR MAMA	M'Pac	Jive 052322 (P)
28	23	HATE ME NOW	Nas feat. Puff Daddy	Columbia 6672645 (TEN)
29	26	I'LL BE MISSING YOU	Puff Daddy/Arista (Import)	Puff Daddy/Arista (Import)
30	20	PRISONER	All Blue	WEA WEA 21022 (TEN)

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COUNTRY

This	Last	Title	Artist	Label (distributor)
1	1	COME ON OVER	Shania Twain	Mercury 170812 (U)
2	2	FORGET ABOUT IT	Alison Krauss	Echo 489622 (TEN)
3	3	WIDE OPEN SPACE	Dia Chicks	MCA Nashville UM0 8545 (BMG)
4	4	TRAMPOLINE	The Mavericks	Mercury 523862 (U)
5	5	THE WOMAN IN ME	Shania Twain	Capitol/Columbia 556022 (TEN)
6	6	SITTING ON TOP OF THE WORLD	LeAnn Rimes	Warner Bros 526243212 (TEN)
7	8	LOVE WILL ALWAYS WIN	Faith Hill	Rite RITZCD 709 (RMG/U)
8	9	SONGS OF INSPIRATION	Daniel O'Donnell	Mercury 514222 (U)
9	10	SHANIA TWAIN	Shania Twain	Rite RZCD0 795 (RMG/U)
10	10	LOVE SONGS	Daniel O'Donnell	Anytone 75582235 (TEN)
11	15	TRID II	Harris/Ronstadt/Parton	Capricorn GRACD 25 (RMG/U)
12	12	THE MOUNTAIN	Steve Earle	MCA/Uni-Island MCD 11346 (RMG)
13	16	MUSIC FOR ALL OCCASIONS	The Mavericks	Capricorn 556112 (RMG/TEN)
14	11	A PLACE IN THE SUN	Tim McGraw	Arista 070218882 (BMG)
15	13	A FAR CRY FROM DEATH	Townes Van Zandt	Virgin KENNY CD 1 (E)
16	17	LOVE SONGS	Kenny Rogers	Capricorn GRACD 06 (RMG/U)
17	17	YOU LIGHT UP MY LIFE	LeAnn Rimes	Compass 747870 (TEN)
18	14	ROSBARVILLE	Kate Campbell	Mercury 538862 (U)
19	18	GIMMER	Kim Richey	Rite RITZCD 705 (RMG/U)
20	19	FURTHER DOWN THE ROAD	Charlie Landsborough	

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ROCK

This	Last	Title	Artist	Label (distributor)
1	7	GARBAGE	Garbage	Mushroom D 31450 (MMPV)
2	2	AMERICANA	The Gipsyngers	Columbia 481562 (TEN)
3	NEW	TITLE OF RECORD	Filip	Rite 536247382 (TEN)
4	1	THE BURNING RED	Machine Head	Roadrunner/RN 8052 (U)
5	NEW	EXPERIENCE HENRIK - THE BEST OF	Jay Hendrix	Telstar TV TVCD 256 (TEN)
6	NEW	SPEAK & DESTROY	My Ruin	Snapgear Music SMCACD05 (P)
7	6	DOOKIE	Green Day	Rite 536247382 (TEN)
8	8	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen GEDF 2146 (BMG)
9	3	THE MATRIX (OST)	Various	Maverick/Warner Bros 53874125 (TEN)
10	4	POST ORGASMIC CHILL	Sluik Ansoo	Virgin COVX 2861 (E)

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DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (distributor)
1	NEW	SING IT BACK	Moloko	Echo CDCE5CD082 (P)
2	1	JYRIDER	Colour Girl	4 Liberty LIB10334 (P)
3	NEW	AYLA	Ayla	Positive CD071117 (EMV)
4	4	1989	Binary Fiary	Positive 12TV 118 (E)
5	NEW	HAPPY DAYS	PJ	Defected DEFECT6CD5 (MMP/TEN)
6	NEW	NEED YOU	Noora	WEA WEAZ21 C02 (TEN)
7	3	BETTER OFF ALONE	DJ Jurgens presents Alice Decey	Positive 12TV 118 (E)
8	NEW	HALLE BOP	Dirr Britts Present	Addive 12AD02 (V)
9	6	RENDEZ VOUS	Stamen James	XL Recordings XLT 116 (U)
10	12	FEEL GOOD	Phats & Small	MultiPLY TMLTY 54 (TEN)
11	NEW	ALPHA 5	John 0 Fleming	Recept DCREACT165 (V)
12	NEW	BIT SIZE	Omsi Triv	Moving Shadow SHAD0V137 (S)
13	9	STRAIGHT FROM THE HEART	Doobly	Chocolate Boy/L Recordings LIO 1127 (V)
14	4	SYNTH & STRINGS	Yoda	Manifester/Mercury FECSA 59 (U)
15	6	VR	Gas Gas	4AD 8AD0391102 (V)
16	24	GOURYELLA	Gouryella	Code Blue BLU 00111 (TEN)
17	7	NOT OVER YET 89	Planet Perfecto feat. Grace	Code Blue BLU02 (TEN)
18	NEW	FADE	Ambassador	Plutus PLAT620 (S)
19	NEW	COMMUNICATION	Mario Pup	Nakruz NUKP016 (Amato Discs)
20	NEW	CRUISIN	Cesarelo	Wall of Sound WALL02 (U)

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DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (distributor)
1	1	FOREVER	Puff Daddy	Puff Daddy CD742183952 (BMG)
2	NEW	MURVA MUZIK	Mo'Nique	Epic CD481012 (TEN)
3	NEW	MELVIN FLAINT - DA HUSTLER	Noreaga	Penalty Recordings PENCD3395 (P)
4	2	IBIZA ANNUAL '99	Various	Ministry Of Sound -MOSMC 6 (MMP/TEN)
5	6	STEPS OF SWING '99	Various	Universal Music TV CD56-0304 (U)
6	6	MARY	Mary J Blige	MCA/Universal Island RCA 1158 CD (RMG/U)
7	4	SURRENDER	The Chemical Brothers	Virgin XD0117 AK0XU12MCA (E)
8	NEW	VERTIGO	Groove Armada	Pepper 0530331056334 (E)
9	NEW	FULL CLIP: A DECADE OF	Gang Starr	Cooltemp 2111891 (E)
10	NEW	REMEYD	Bassment Jaxx	XL Recordings XLLP 129XLMCA 120 (V)

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MUSIC VIDEO

TW	LUW	Title	Label Cat. No.
1	1	1 STEP: The Video	Ebu/Uni 521075 (E)
2	2	BOYZONE: By Request Their Greatest Hits	VL 51243 (U)
3	3	ABBA: Forever Gold	PolyGram Video 456603 (E)
4	4	ORIGINAL CAST RECORDING: Cats	PolyGram Video 479643 (E)
5	5	FOSTER AND ALLEN: Hit Times	Telstar Video 1761889 (E)
6	6	MICHAEL FLATLEY: Feet Of Flames	WEA 2550223 (E)
7	7	THE CONRS: Live At The Royal Albert Hall	Warner Music Video 156791074 (U)
8	8	STEREOPONICS: Live At Cardiff	Video 451100 (U)
9	12	METALLICA: Crushing Sativa	PolyGram Video 467834 (E)
10	14	GEORGE MICHAEL: Ladies & Gentlemen - Best Of	SMV Epic 209522 (E)

This	Last	Title	Label (distributor)
11	11	THE WEAVE: The Videos 96-98	Hit/Veri HJ7031 (U)
12	10	STEPS: The Unearthed Story	Visual V131038 (E)
13	13	BACKSTREET BOYS: A Night Out In London	Jive 051652 (E)
14	13	MICHAEL FLATLEY: Feet Of The Dance	WEA 255022 (E)
15	NEW	ROBBIE WILLIAMS: Live In Your Living Room	Chrysalis 4921403 (E)
16	16	SPICE GIRLS: Live At Wembley Stadium	Virgin VIG0294 (U)
17	17	LUKE CASTLE RECORDED: Live Miserables In Concert	Video Collection V02628 (E)
18	17	ROZINGUE: Live At Wembley	WEA 43180 (E)
19	19	MARIAN CAREY: Around The World	SMV Columbia 31142 (E)
20	NEW	THE ROLLING STONES: Bridges To Babylon Live	WEA 490305 (E)

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4 SEPTEMBER 1999

FEATURED ON POLO TOYS' Essential Selection **BBC RADIO 1**

Pos	Track	Artist
1	OUT OF CONTROL	Chemical Brothers
2	WHY GO Faithless	Cheeky
3	BELIEVE Ministers	De La Funk
4	MISUNDERSTANDING	Valerie Etienne
5	DON'T CALL ME BABY	Maddax
6	MY LIFE MUZIK	The Blackout
7	FEEL THE SAME	Triple XXX
8	HIP HOP PHENOMENON	Tasmin Dore & BT
9	SENSE OF DANGER	Pagan
10	DON'T STOP ATB	Sound Of Ministry
11	BULLETS IN THE GUN	Planefunk
12	YOU WANNA DANCE	Giuseppe Ganger
13	THE VOICE	ATFC
14	FEEL GOOD THINGS	FOR YOU DADY'S FAVOURITE
15	K-SERA	Funky D
16	BLUE PLANET	Chaser
17	ALL EXHALE	Mike Slater
18	SUPERSUDDO	Pepe Deluxa
19	WHY DOES MY HEART	Moby
20	DESFYER	81 Deslyer

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URBAN TOP 20

1	5	ALL WAY GRILL	Missy Elliott feat. MC Solaar	Elektra		
2	20	SUNSHINE	Coko	Arca		
3	4	JAMBORIVE/ON DIE	Naughty By Nature	RCA		
4	6	ALWAYS FIND A WAY	Nine Yards	Virgin		
5	7	6	KNOW WHAT I'VE UP	Damian Jones	LaFace	
6	5	UNPRETTY	LLC	LaFace		
7	8	BET SHE DON'T LOVE YOU A		Universal		
8	10	SUMMERTIME	Another Level	TO		
9	3	MURDA MUZIK	(LP) Mobb Deep	Loaf		
10	3	ALL THAT I CAN SAY	Mary J Blige	Motown		
11	9	12	WHERE MY GIRLS AT	702	Loaf	
12	13	1	DU Bogue	Irish	Trick Masters/Columbia	
13	14	1	THERE FOR ME	Big Street	Dance	
14	15	JENNIFER	Blackpink feat. Know	Truvision	Festive	
15	16	WHAT'CHA GONNA DO	Eternal	1st Avenue/EMI	Columbia	
16	13	5	THE WRITING'S ON THE WALL	(LP) Destiny's Child	Columbia	
17	13	5	KEYS TO THE RANGE	Jagged Edge	So So Def/Columbia	
18	4	E. HEARTBREAK	(LP) Jagged Edge	So So Def/Columbia		
19	8	3	DISCIPLINE	Gang Starr feat. Total	Collegem	
20	NEW	HONEY LOLLPOP	Deelah feat. Killamain Archer	Irish		

CLUB CHART TOP 40

Pos	Track	Artist	Label			
1	25	GET GET DOWN	Paul Johnson	Defected		
2	2	WHY GONSOMNIA/HIP LOVIN' YOU IS WRONG	Faithless	Cheeky		
3	3	SAY YOU LOVE ME	Dina Carroll	1st Avenue/Maellisto		
4	4	I FEEL GOOD THINGS	FOR YOU DADY'S FAVOURITE	Go Beat		
5	5	SUN IS SHINING	Bob Marley & Funkstar Deluxe	Club Toys		
6	6	R WITH U	Junior Sanchez feat. Dajae	MS2		
7	9	3	SUPERNOVAMJROQUE	Manfesto	\$2	
8	8	1	I NEVER KNEW ROY	Sanchez	INCredible	
9	9	MISUNDERSTANDING	Valerie Etienne	Clear Up	Virgin	
10	30	2	HIGHER THAN HEAVEN	Kelle	1st Avenue/Mercury	
11	12	3	FIVE FATHOUS	Everything But The Girl	Virgin	
12	4	4	TOCA ME	Fragma	Additive	
13	3	2	DESTINATION	SUNSHINE	Balaric Bill	Xtravaganza
14	7	4	UNDER THE WATER	Brown feat. Frank E	ifrr	
15	38	4	I IF I SURVIVE	Hybrid	Distinctive	
16	NEW	DON'T STOP	ATB	Sound Of Ministry	ifrr/London	
17	22	2	SATURDAY NITE	The Brand New Heavies	Tidy Trax	
18	NEW	SUNSHINE	IN MY SOUL	Rhythm Masters	Present Disco Dubbers	
19	17	3	SEVEN DAYS	AND ONE WEEK	BBE	Additive
20	NEW	THE LAUNCH	DJ Jean	AM-PM	Go Beat	
21	8	4	SUNSHINE	Gabrielle	Heat Recordings	INCredible
22	NEW	DON'T BE AFRAID	Moontan	INCredible	Good As Hell	
23	NEW	UNIQUE	Lisa Uniq	Accolade	Delirium	
24	NEW	LIBERATION	Matt Dore presents Mash Up	INCredible	Delirium	
25	16	3	FLY AWAY	(BYE BYE) Eyes Cream	Accolade	Delirium
26	16	3	SWAMP RELEASE	Trouse	Enthusiasts	EMI
27	NEW	DON'T OVER YOU	YET Diana Ross	INCredible	EMI	
28	NEW	WAITING 4	FOR THE SUN	Ruff Driverz	Delirium	
29	11	4	MUCHO MAMBO	SWAY Shaft	Wonderboy	Stamm
30	21	4	GONNA LOVE	MY LOVE	Overground	Wax
31	NEW	IBIZA IN MY SOUL	Rhythm Masters	Present Disco Dubbers	Neo/Essential	INCredible
32	3	7	PLEASURE	LOVE DeFunk	INCredible	Delirium
33	NEW	TOO LOUD	Baby Blue	Delirium	Delirium	
34	17	4	SING IT BACK	Moloko	Echo	Delirium
35	39	3	HOLDING ON	DJ Manta	INCredible	Delirium
36	3	4	ON THE RUN	Big Time Charlie	INCredible	Delirium
37	NEW	MEMORY	SWAY	Delirium	Delirium	
38	5	5	THE AWAKENING	York	Subversive/Manfesto	Playola
39	6	5	THE ELECTROFUNK	Space Penguins	Playola	

CLUB CHART BREAKERS

1	THE MESSAGE	Sunt Nuts feat. Melle Mel	Serious	
2	DIVING	FACES Liquid Inc.	Neo/Essential	
3	ALWAYS FIND A WAY	Nine Yards	Virgin	
4	PARTY STARTED	RIGHT Firewalk	Pepper	
5	COMING ON	STRONG DESTINY feat. Melissa Yannakou	Mecca	
6	DON'T CALL ME	BABY Maddax Avenue	VC Recordings	
7	MOVE	JUN The Dantist	TrueLove	
8	MAS PITO	Mongobonix	Subliminal	
9	ANGEL	TINA Cousins	Jive	
10	GIMME	ALL YOUR LOVIN' 2000	Marlay feat. ZZ Top	Riverhorse

Breakers are the 10 records outside the Top 40 which have registered the most improved DJ reactions. The Club Chart Top 40 (including mixes, Urban, Pop and Core) charts can be obtained from www.dutchmix.com. To receive the Club, Urban and Pop charts in full by fax call Kim Roach on 0171 940 8556.

CHART COMMENTARY

by ALAN JONES

The fledgling Defected label, set up last year by disenfranchised AM-PM employees when their label went into limbo, registers its first Club chart number one this week, as Paul Johnson's Get Down leads 25-1 in a highly competitive chart in which the five records closest to it are all new entries. Johnson's single has actually been in the Top 100 for eight weeks, having first been promoted in a small way on the Rise label, before being signed on to Defected. It's a measure of how hot the record is that an import on the Disco Mama label is close to becoming the latest import to register in the Top 75. Johnson also has another single pairing White Winds and Santa Claus selling well on import via specialist shops. Confusingly this Paul Johnson is an American, and is no relation to either the UK soulster who had hits with records like When Love Comes Calling a decade ago, nor to fellow Defected signing PJ, whose Happy Days single is a new entry to the Top 75 this week...Shaft's Mucho Mambo (Sway) single failed to prevent Lou Bega's Mambo No. 5 from debuting at the top of the singles chart on Sunday but gets a little compensation in the form of top billing on the Pop Chart, where it has moved 9-5-3-2-1, easily outstriking any and every other record over the five-week period it has been on promo. It has the almost impossible task of defending its number one status against a raft of newcomers, among them Dina Carroll's Say You Love Me, ATB's Don't Stop, Kelle's Higher Than Heaven and Ann Lee's 2 Times, any of which could snatch its throne next week - though the obvious heir apparent is Eyes Cream's Fly Away (Bye Bye), the Italian novelty which is based on Sylvester's You Make Me Feel Mighty Real...Missy Elliott maintains her position at the top of the Urban Chart, but not without a tussle. Moving 20-2 and coming within an eye of displacing her, former SWV vocalist Coko's debut solo single Sunshine obviously has the impetus but could be left standing by Donell Jones, whose single I Know What's Up reached number three without a full DJ mailing a couple of weeks ago, and is now the star attraction on a promo featuring several other tracks from his upcoming album.

POP TOP 20

1	2	5	MUCHO MAMBO	SWAY Shaft	Wonderboy	
2	10	2	FLY AWAY	(BYE BYE) Eyes Cream	Accolade	
3	1	2	SAY YOU LOVE ME	Dina Carroll	1st Avenue/Maellisto	
4	NEW	1	DON'T STOP	ATB	Sound Of Ministry	
5	NEW	1	HIGHER THAN HEAVEN	Kelle	1st Avenue/Mercury	
6	3	5	WE'RE GOING TO BECAUSE	ANGEL'S MEGANICK Presents	Festive	
7	NEW	2	2 TIMES	Ann Lee	London	
8	4	4	ON THE RUN	Big Time Charlie	INCredible	
9	9	3	MAMBO NO. 5	(A LITTLE BIT OF...) Lou Bega	RCA	
10	1	5	NO. 1	NO. 1	EMI	
11	NEW	1	HOT HOT HOT	99 Franksters	Echo	
12	8	2	THE LAUNCH	DJ Jean	AM-PM	
13	17	3	MIXED UP	Lilly	Delirium	
14	NEW	1	IRREPLACEABLE	Kerri-An	Raglan Road	
15	13	2	DESTINATION	SUNSHINE	Balaric Bill	Xtravaganza
16	NEW	1	ANGEL	TINA Cousins	Jive	
17	20	2	FIVE FATHOUS	Everything But The Girl	Virgin	
18	NEW	1	GET GET DOWN	Paul Johnson	Defected	
19	NEW	1	SUN IS SHINING	Bob Marley	Club Toys	
20	7	1	SUMMERTIME	OF OUR LIVES	AT	Columbia

GRVIN
RADIO RECORD INDUSTRY
A TO Z
1999

A DIRECT LINE TO THE US MUSIC INDUSTRY

The GRVIN A TO Z is a comprehensive contact book for the US music industry. Listing individual personnel as well as companies, the GRVIN A TO Z covers radio, record companies, independent promotion, publishers, artist managers and much more. Priced £55 the GRVIN A TO Z is available now from Miller Freeman, the publishers of Music Week. (* Price includes postage & packing for anywhere outside of the UK.) For more information, call: Anna, Richard or Shane on tel: +44 171 944 8585/8572/8665

SINGLE
of the week

BOB MARLEY VS FUNKSTAR DE LUXE: Sun's Shining (Club Tools/Edel 006735CLUP). Championed as a white label by Pat Ong

on his Radio One show, this house update of the Bob Marley track has now been snapped up by Edel after a bidding war that included Tong's own fry imprint. Production by Danish DJ Martin Otterson (pictured) stays respectful to Marley's original vocal, resulting in a track that has become one of this summer's biggest tunes in Ibiza. An A-listing at Radio One weeks upfront and playlists at Capital and Kiss 100 have set it up for a strong chart run. The fact that Universal is planning a cheeky copycat version for release the same week further highlights its appeal. **C**

SINGLE reviews



LOHAN: Sinéad (Mermaid). Whatever it takes... (Grapevine CDG05261). The latest single from Lohan's new Mermaid album finds the folk artist in rockier mood. Already a US triple-A radio hit, this track could build airplay support – it has already been played by GRP – due to its US-style production and anthemic chorus.

JAMIROQUAI: Supersonic (Sony 52 66739). Supersonic steers away from disco-influenced sound of previous Top Five single 'Canned Heat'. The track has an overall darker feel with hypnotic didgeridoo sounds and a heavy bassline which could make it less airplay-friendly – although, like most Jamiroquai singles, it is a grower.

ME ONE: Game Plan (Island Studios 1218751). This laidback jazzy rap, delivered over the melody of Sister Sledge's 1984 hit 'Thinking Of You', has an appealing quality that will attract Lighthouse Family and rap fans alike. Lifted from the forthcoming album *As Far As I'm Concerned*, it marks Me One as one to watch.

BETH ORTON: Central Reservation (Heavenly HVN92CD1). This Ben Watt-produced title track from Orton's second Mercury Music Prize-nominated album is typically whimsical. Backed by strong mixes from William Orbit, Deep Dish and Joe Claussell, Orton could finally be on the brink of crossover success.

THE HIGH LLAMAS: Cookie Bay (Alpacas/V2 VYR00537). A welcome return for a genuinely underrated band, Cookie Bay's sweet, hook-laden melodies provide a taster for the group's forthcoming *Snowball* album.

PAUL JOHNSON: Get Down (Defected DEFCT05D). Instantly memorable thanks to its hooky piano line, this US house track has become one of the summer's Ibiza anthems. Now it looks set to become a crossover hit thanks to a Radio One A-listing and solid dancefloor support.

IBRAHIM FERRER: Silencia (World Circuit WDC05501). With Buena Vista Social Club already a crossover success, Ferrer's track from his solo Buena Vista album should find many takers. A beautifully simple tune brightened by the Cuban's rich timbre, it precedes the release of *Wim Tenders*, a new album by the Ry Cooder-backed project.

GUIDED BY VOICES: Teenage FBI (Creation CRESC0325). The US alternative rock outfit finally release their

first material for Creation. The track is a typically original effort with a cracking chorus and ex-Cars frontman Ric Ocasek very obvious in the producer's chair. **EVERYTHING BUT THE GIRL: Five Fathoms (Virgin VSCDT1742)**. EBBT return to the sound of 1995's *Missing* and 1996's *Wrong* for their first single in almost three years. While not as memorable, Tracy Thorn's vocal fits comfortably on top of a classy deep house groove by Ben Watt. Radio One has *B-listed* it.

MISSY ELLIOTT FEAT. MC SOLAR: All N My Grill (East West/Elektra E3742CD). Lifted from Elliott's second *Da Real World*, this single features the UK R&B star providing a ramp from France's MC Solar. Producer Timbaland adds a string loop to its trademark triple beat. It is currently on Radio One's A-list and MTV's *C-list*.

JAMES CLARKE: Blow Up A-Go-Go (V2/Blow Up VYR050523). This funky Seventies track recently found fame via TV and cinema campaigns for The Gap. It still sounds fresh despite its age, and has been *A-listed* by Radio Two.

STING: A Brand New Day (A&M/PAL 497152). Sting's first release since the demise of his label A&M, this is his most upfront effort in some time, slightly gaudy in feel and with the singer – supported by Steve Wonder's trademark harmonica – in soulful mood.

PUBLIC ENEMY: Do You Wanna Go Away? (PIAS Recordings PIAX005CDX). The hip-hop legends return with this track from their album *There's A Poison Pill*. On Chuck D and Flavor Flav throw down their raps over a surprisingly lo-fi backing loop.

WHEAT: Off The Pedestal (City Slang 087 27). This mid-paced, nervous jaunt through hypnotic guitar interplay is the fast track from Wheat's second album *Hope & Adans*. It suggests the long-player stands a strong chance of eclipsing *Fanning Flags* and Pavement's latest albums as alternative US set of the year.

NEW RADICALS: Someday We'll Know (MCA MCSD2 40217). Like You Get What You Give, this is another Vindal Party soundbite, though it lacks the instant qualities that helped turn its predecessor into one of the airplay hits of the year. This may find the going tough, especially now there is no longer a group to aid promotion.

EYES GREEN: Fly Away (Accolade 8872342). Riding the current



TOM JONES AND THE CARDIGANS: Burning Down The House (Gut CDG045). The first release from Tom Jones' Reload collaborations album sees the Welsh legend teaming up with the Swedish alternative popsters for this Talking Heads cover. Burning Down The House sounds fresh and funky with Jones' deep vocals complementing frontwoman Nina Persson's sensual delivery perfectly. A dramatic return.

ALBUM
of the week

ANOTHER LEVEL: Nexus (Northwestside 74321694572). The follow-up to Another Level's platinum debut album sees the UK R&B group step up head and shoulders above its predecessor – and their peers – in quality

and talent (see A&R, p7). From dance tracks to soulful ballads, Nexus oozes class and quality. Collaborations with the likes of Rodney Jerkins, Grand Jury, Dodge and TQ (on the current single, Summerize, which was due to go Top 10 on Sunday), ensure the production is top-notch. Further hits will doubtless follow. **A** *Next Steps* are Bomb Diggity, What You Know About Me and Ain't Nothing Going On But The Sex. Excellent. **C**

Euro-house wave, Fly Away sees Sylveste's Mighty Real strings and runs a filtered male vocal over the top. It has been played extensively by Radio One's Judge Jules.

ALBUM reviews

OCEAN: Colour Scene: One From The Modern (Universal-land CID809). Following the relatively poor performance of Marchin' Already compared with the million-selling *Mosley Shoals*, Ocean Colour Scene are back on track with a much more commercial and powerful set. Both raunchy rockers and Mellotron-drenched ballads showcase Simon Fisher's vocals to good effect.

Field Studies (Domino WH0609). After a spell as support and backing band for Elliott Smith, Quasi return with their fourth album. As humorously craggy and moody as their previous *Fending Birds* release, the band's wilfully skewed music is a delight. They play UK dates in September.

Playpen (Playpen 1). Reflecting the resurgence of new acoustic-based artists emerging from underground venues, Playpen have assembled 12 tracks by the more promising within this genre. Contributions from Billy Bragg, Eddi Reader and Eliza Carthy will encourage the curious, but, along with many undiscovered gems, the highlights are Liverpoolian Kathryn Williams, Yorkshire's Liz Simcock and Oxford's The Glimmer. Excellent.

Charlotte (Parlophone Rhythm Series 5212582). The former Soul II Soul collaborator releases her first album, having already seen *Skin* rise to number one on US dance chart. That track is included here, alongside current single *Someday*.

10th Anniversary Box Set (Food/Parlophone BLURBOX10). To celebrate a decade of Blur, Food is releasing this 7,000-copy limited-edition box set comprising 124 tracks spread over 21 CDs. It includes tracks from the band's six albums including all the original B-sides and artwork.

HYBRID: Wide Angle (Distinctive DISN054). The critically-acclaimed dance trio's debut album is a futuristic mix of breakbeat, thumping house, live strings and soundtrack-style ambience.

This week's reviewers: Simon Abbott, Dugald Baird, Michael Byrne, Hamish Champ, Chris Finan, Tom FitzGerald, Stephen Jones, James Kane, Sophie Moss, Simon Ward, Paul Williams, Adam Woods and Martin Worster.



Collaborations include Tim Peaks star Julie Cruise and French rapper Snow E.M.C. The band tour the UK with Faithless in October. **ARAB STRAP: Elephant Shoo (Go Beat 5478052)**. On their first studio album for Go Beat, Glasgow's finest show little sign of compromise, with their lo-fi production only slightly more polished than usual and Aidan Moffat's tales of inner-city woe as inspired as ever. A UK tour is planned for September.

DEATH IN VEGAS: The Contingent Sessions (Concrete HRD41). Stressing the rock side of Death In Vegas' rock-dance sound, this album steers a majestic course between gothic malevolence and celestial rock 'n' roll. Alternately dark and enchanting, it features a cover of the original from Iggy Pop, Bobby Gillespie and Dot Allison.

The Beatles: Yellow Submarine (Apple/Parlophone 5214812). Some of the Fab Four's trippier moments are included on this overhaul of the original film soundtrack album. All the George Martin Orchestra tracks have been removed, making way for all 16 Beatles tunes featured in the film, which is being released on video and DVD for the first time.

CUBA: Leap Of Faith (4AD CAD9914CD). Cuba's debut long-player is an eclectic mix of soul, rock, funk and hip hop. Collaborations with Shara Nelson and Angie Brown should help draw attention, on top of last week's *Resting/Arms* appearance.

EXPLOSION: Acme-Jon Spencer Blues Explosion: Acme-Jon (Mute CDUNM184). The perfect companion to Acme, the Explosion's sixth, most accomplished and accessible album, this 19-track features out-takes, rarities and remixes by the likes of Moby, David Holmes and The Automator plus guests Money Mark, Mike D and Luscious Jackson.

Ibiza Euphoria (Dance Dept TVCD3078). Telstar's successful Euphoria series continues with this Ibiza-themed set. The inclusion of crossover hits by Moloko, AB and Gouryella, plus the Euphoria brand name, will guarantee strong sales.

Hear new releases
Audio clips from the releases marked with this icon can be heard on www.dmtmusic.com/reviews

GOMEZ: Liquid Skin (Hut CDHUT5 7243 8 48212 2). Gomez's second album continues where their platinum-selling and Mercury Music Prize-winning *Bring It On* debut set left off. The band's trademark gritty vocals, offbeat rhythms and quirky melodies are much in evidence and an array of thoughtful, well-crafted mini-masterpieces suggest a musical maturity far beyond the band's tender years. Bring It On, the new peaked at number 21, the band's highest chart showing to date. A strong contender for album of the week. **C**

CLASSICAL news



Chandos: celebrating 20th anniversary

CHANDOS RELEASES TWO-DISC SET

Colechester-based independent classical label Chandos Records marks its 20th anniversary on September 16 with the release of a two-disc set of highlights from its highly-regarded catalogue, as well as a generic classical press campaign.

Founded by Brian Couzens in 1979, Chandos rapidly established a reputation for excellent sound quality and has since built a catalogue of more than 2,000 titles.

The Couzens family still controls the business, which has grown to become one of the world's largest classical indices, employing more than 40 staff.

Sponsorship deals and grants from composers' estates and charitable foundations have helped underwrite production costs in recent years and preserved the Chandos commitment to neglected repertoire and niche projects that few majors would consider.

A £250,000 donation from the Peter Moores Foundation in spring 1998 has allowed the company to market its Opera in English series widely and to great success. The range of recordings is aimed at those who want to hear great opera in translated form.

CLASSIC FM IN BMG DEAL

Classic FM marks its seventh birthday this month with the launch of a new series of recordings developed in partnership with

BMG Confir.

The Great Composers, released on September 13, is backed by a £250,000 national press advertising and marketing campaign, including three months of exposure on Classic FM itself.

The series has evolved from the existing collaboration between the radio station and the record company. The Full Works, which now features 40 titles of popular and accessible classics.

The first releases in the Great Composers series will be collections of Mozart, J S Bach and Beethoven, with discs devoted to Handel and Rachmaninov set for release in November.

A further 12 titles are planned, including compilations of works by Elgar, Tchaikovsky, Puccini, Viavaldi, Brahms, Chopin, Mendelssohn, Debussy and Grieg.

"Extensive market research over the past six months has identified a raft of potential consumers who are relatively new to the concept of classical music recordings," says Classic FM Enterprises

director Robert O'Dowd. "These people, many of whom listen to Classic FM, are 'new discoverers' - hesitant record buyers who are invariably intimidated by the classical market's vast selection of overlapping products. Our task is to draw them in by introducing a new strand which acts as a perfect entrée to the world's greatest music."

A Grand British Great Composers promotional tour begins at Borders' Oxford Street branch on August 26, after which a delegation will gather outside Radio 3's Portland Place headquarters to lobby for airplay.

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

ALBUM of the week



JOSÉ CARRERAS: Pure Passion (Erato 3984 27305 2). The follow-up to the Spanish tenor's Passion disc is expected to register sales in excess of 10,000 units, helped by a campaign that includes



prominent in-store displays, promotions in WH Smith, radio advertising on Classic FM, tabloid press ads and display ads in the specialist classical press. Warner has also employed a radio plugger to generate air-time, while Carreras himself is set to make guest appearances on several prime-time television shows.

REVIEWS

For records released up to 13 September, 1999



MASSENET: Werther. Vargas, Kasarova, etc. Deutsches Symphonie-Orchester Berlin/Vladimir Jurowski (RCA Red Seal 74321 56224 2). Committed and

impassioned performances all round make this a highly marketable recording of Massenet's four-act tragic opera. Advertising for the release includes a page in October's Gramophone and the inside front cover of the autumn issue of International Opera Collector.

J.S. BACH: Cantatas For Solo Alto. Andreas Scholl; Orchestre De Collegium Vocale/Philippe Herreweghe (Harmonia Mundi HMX2951644). This disc is reissued among 20 initial releases in Harmonia Mundi's mid- and low-priced Each edition, advertised with half-page display coverage in October's Gramophone. BBC Music Magazine and Classic CD. Titles in the series will not reappear at full price until the HM Bach edition is deleted.

HANDEL: L'Allegro, Il Penseroso ed Il Moderato. Soloists: The King's Consort and Chely/Robert King (Hyperion CDAG7283/4). Handel's setting of poetry by Milton is a hot, exciting recording. Advertised in the October edition of Gramophone, the release is supported by advertising in other specialist classical titles, retail counter-top boxes and posters.



MAHLER: Symphony Orchestra/Sir George Solti (Decca Legends 460 972-2). One of the star performers among Decca's back catalogue

series. The first 20 Legends releases are backed by extensive advertising, a Royal Festival Hall exhibition of photos taken at recording sessions and substantial editorial coverage. TAN DUN: Bitter Love. Ying Huang, etc. New York Virtuoso Singers/Tan Dun (Sony Classical ASK 61658). Western classical music, Chinese traditional song and elements of rock and pop are carefully and convincingly blended in Tan's new Bitter Love score, with singing from Ying Huang.

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(Mercury)

Ben Harper Burn To Shine (Virgin)

Let's Get Right And Steady (Hard

Lolly My First Album)

1627 Ppp Avenue 8 (Virgin)

Iszger Supersupers (Parlophone)

Barbra Streisand & Love Ours

(Columbia)

27 September 1999

Everything But The Girl

Temperamental (Virgin)

Tom Jones Reload (Gut)

Nine Inch Nails (Interscope/Polydor)

Sting & Brand New Day (Polydor)

David Brydan Approaching Silence

(Virgin)

4 October 1999

Meredith Brooks Deconstruction

(Capitol/Parlophone)

David Bowie Hours (Virgin)

Paul McCartney Burn To Shine (Virgin)

Ben Harper Run Devil Run

(Parlophone)

S Club 7 S Club 7 (Polydor)

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Dina Carroll Dina Carroll (Mercury)

Eric Clapton Greatest Hits (WEA)

Deborah Cox One Wish (Arista)

Aetha Franklin Doves (Arista)

The Longpigs Mobile Home (Mother/

Polydor)

Marx (Epic)

Pat Sharp Boys Nightlife (Parlophone)

Ron DMC (Arista)

Termonlan Whales & Dolphins (EMI)

18 October 1999

Dad Dallas Aweful (Heavenly)

Shola Amu (WEA)

The Charlatans Us & Us Only (Universal)

Marx (Epic)

Coburn The Magic Tree House (Independent)

Adam Rickitt Good Times (Polydor)

Michael Hutchence Michael Hutchence (V2)

NO	ARTIST	TITLE	GENRE	RECORD LABEL	DATE
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** Previously listed in alternative format

SINGLES TITLES A-Z

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PREVIOUSLY REVIEWED IN MUSIC WEEK SINGLE/ALBUM OF THE WEEK

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RECOMI CATAL NEW RE

VAR... Sweetest Feeling... Jackie Wilson...

Jackie Wilson: The Very Best Of... Sweetest Feeling (Music Club MCCC 395) Wilson's soulful hits...

Little Richard: The Original Brit Hit Singles (Ace CDCHM 729) A rather large title for some of the most charged-up recordings in rock history...

Chi-Lites: One In A Million - The Very Best Of (Music Club MCCC 402) The Chi-Lites played a supporting role in the ranks of top R&B harmony groups...

Jackie Wilson: The Very Best Of... Sweetest Feeling (Music Club MCCC 395) Wilson's soulful hits...

MUSIC WEEK - Circulation Department Miller Freeman UK Ltd Marlowe House 109 Station Road SIDCUP DA15 7BR

Table with columns for artist, title, genre, and price. Includes entries for The Beatles, The Rolling Stones, and various other acts.

CATALOGUE & REISSUES

Table listing various reissues and catalogues with columns for artist, title, genre, and price.

DISTRIBUTORS

Table listing distributors for different regions, including names and contact information.

NEW RELEASE COUNTDOWN

Key album releases scheduled for the next six weeks

13 September 1999
Another Level Nasty
(Northwest/Arista)
Arab Strap Elephant Skin (Go Beat)
The Beasties Vinyl Submarine
Harpic
Brand New Heavies Trunk Funk - The Best Of (London)
Death In Vegas The Contino Sessions
(Concerts/Arista)
Gomez Long Live Skin (Hut/Jive)
Ocean Colour Scene One From The
Mooen (Universal)

20 September 1999
All Seeing I Picked Eyes And Sherbert
(Earth/Jive)
Cantino Dico And The Highway To
Discovery (Hut)
Chris De Baryg Quiet Revolution (Mercury)
Ben Harper Burn In Stone (Virgin)
Leftfield Rhythm And Shade (Hard
Hands/Columbia)
Lolly Pop First Album (Polydor)
Iggy My Avenue B (Virgin)

27 September 1999
Everything But The Girl
Tom Jones Rebel (Gut)
Nine Inch Nails Intersect (Polygram)
Sting A Brand New Day (Polydor)
David Sylvian Approaching Silence
(Virgin)

4 October 1999
Meridith Brothers Deconstruction
(Capitol/Parlophone)
David Bowie Hours (Virgin)
Cass Harper Burn To Shine (Virgin)
Paul McCartney Run Devil Run
(Parlophone)

5 October 1999
Dixie Chameleon Diana Carroll (Mercury)
Eric Cartell Greatest Hits (WEA)
Deborah Cox One Wish (Arista)
Anetha Frankie Davis (Arista)
The Longhairs Mobile Home (Mother,
Polygram)

18 October 1999
Dixie Chameleon Heavyweight
Shola Amos (WEA)
The Charlatans Us & Us Only (Universal)
Mera Merc (Epic)
Cobain The Music Tree House
(Independent)
Aard Rickett Good Times (Polygram)
Michael Hutchence Michael
Hutchence (V2)

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RELEASES THIS WEEK: 151 • YEAR TO DATE: 4,987

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www.dotmusic.com



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You will devise a marketing strategy which ensures that dotmusic builds its leadership position in music on the Internet and co-ordinate innovative on and off-line marketing campaigns in order to build the dotmusic brand. The successful candidate will have: ● Extensive marketing experience gained working on a product/brand targeted at a youth audience ● The ability to devise, run and evaluate high-profile marketing campaigns ● Brand and budget management experience ● Working experience of the Internet

E-Commerce Manager

You will develop an e-commerce strategy for dotmusic in order to maximise our e-commerce revenue and integrate sales opportunities into the site. The successful candidate will have: ● First hand experience of e-commerce and the internet and of managing e-commerce partners ● Experience of negotiating and managing deals in a very competitive market place ● The ability to bring retail thinking into a creative environment ● Excellent customer-focus and sales ability

Sales Executive

You will ensure that dotmusic is the first port of call for record companies wishing to promote their acts on the net. The successful candidate will have: ● Good contacts at record companies and will have first hand experience of selling to the music industry ● Experience of selling Internet products, or as a minimum, you will know your way round the Internet ● The ability to devise and sell innovative promotional packages to clients and agencies ● Excellent communication, negotiation and selling skills

For all positions, you should have excellent communication and organisational skills, and the ability to thrive in a fast-changing business. A passion for music is vital. In return, we can offer a highly competitive salary and benefits package. If you would like to find out more, or to fill CV with details of current remuneration to Claire Socrates at Miller Freeman, 5th floor, City Reach, Greenwich View Place, LONDON E14 9NN or email her at csocrates@sunmf.com

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Marketing Director
Tower Records
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London W8 4PE

Closing date: Wednesday 9th September.
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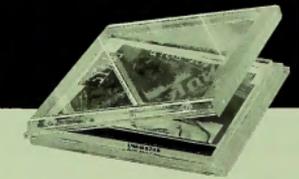
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RETAIL FOCUS: **BARNEY'S**

by Karen Faux

These were tough when Keith Barnes and his wife Alison opened their small store back in 1988 but, having survived one recession, they feel they can weather any other the trading climate might throw at them. Before launching the shop in St Neots, Cambridgeshire, Keith Barnes operated a successful mail-order operation and his plans now progressed for selling online, and we see the business as coming full circle. "Although running a successful website is a whole different ball game and it is something we have no experience in," he says, "it will certainly be a learning curve."

Barnes reckons the internet is still in its early days and has not felt any need to rush into it. "We want to do it properly and for this reason are getting quotes from professional site designers," he says. "It will be expensive but worth it in the long run. We intend to offer product at a very good price with postage free. This will be essential in order to be competitive."

Competitive pricing drives the business and Barney's has built a strong reputation for both



Barney's providing strong multi-buy offers price and range. Chart product is offered at £9.99 and classic back catalogue at £11.99. Its three-CDs-for-£20 offer has proved to have an edge by being slightly cheaper than similar multi-buys. With 2,000 titles including perennial favourites such as Bob Dylan and

STOCKING UP FOR SUCCESS

Barney's may be what Keith Barnes describes as a "hole in the wall" but it manages to cram in an enormous range of stock. With approximately 20,000 lines it offers more than 5,000 CD back-catalogue titles and 400 DVDs. When it comes to stock control Barnes says that most of the work is done in his head. "We started off with a computer but ditched it a couple of years later," he says. "Working here every day I see what sells and can make a mental note of whether it is worth re-ordering. Orders are placed on the phone, which we find is a very efficient way to do things and is much quicker than inputting everything on a computer."

Led Zeppelin, the campaign has provided a strong bedrock for summer business. All of the Top 10 are currently selling well, with Travis, Shania Twain, Boyzone, Texas and Whitney Houston clocking up big sales. "We have never been so busy at this time of

the year," says Barnes. "We've sold stacks of titles in the Top 20 and because we are selling them at a good price it brings Christmas early. Although the margins are not high, volume sales are generating a healthy turnover."

DVD is identified as the format for the millennium and Barney's has been right behind it from day one. It started off stocking music releases but quickly realised that there was strong demand for video films. "People know we stock it so they come to us," says Barnes. "Multiples are getting better discounts than us and we are struggling to compete, but because we are on the High Street and have a good selection we are still doing pretty well."

While Bard reports that vinyl sales only account for around 4% of music sales, Barnes testifies to much higher levels of business in his shop. "The format has definitely made a big recovery around here and a lot of young people are buying turntables. Sales are still biggest in the dance field and overall the shop is now much more dance- than rock-oriented."

IN-STORE NEXT WEEK (from 6/9/99)

Windows - Leftfield, Martine McCutcheon, Universal campaign with two CDs for £20; **In-store** - Buzzcocks, Martine McCutcheon, Supergass, Sibellus, Walton Vinton Concerto, Feeder, Fleetwood Mac, Hawkwind, Coal Chamber; **Press ads** - Sibellus, Walton Vinton Concerto, Coal Chamber, Feeder, Vengaboys, Supergass, Fleetwood Mac, Hawkwind



Singles - Vengaboys, Light Funky Ones, Thunderbugs, Lolly, Sixpence None The Richer, Leftfield, Toy Box, Supergass; **Albums** - Richard Clayderman, Apollo Four Forty, Kiss In Ibiza '99, Air, Martine McCutcheon, Classic Experience, Cream, Yazoo



In-store - sale, Now Millennium promotion with two CDs for £22, selected videos for £7.99, BBC Comedy Greats for £10.99, A Boy's Life



Album of the month - Breakfast Era; **In-store display boards** - All Back To Mine, Echosby, Leila Kutchak, Bustin' Loose, Pione, Peace Orchestra



Single - Leftfield; **Windows** - Leftfield, LSO, Lolly, Supergass, Vengaboys,

Thunderbugs, Suede, Sixpence None The Richer, All Seeing II; **In-store** - Technics Mercury Music Prize, Martine McCutcheon, Kiss In Ibiza '99, Bram Trawers, Feeder; **Press ads** - Vengaboys, Supergass, Muse, Bob Marley



In-store - Travis, Now! 43, Shania Twain, Hope And Glory, Ricky Martin



Albums - Martine McCutcheon, TLC; **Windows** - Martine McCutcheon; **In-store** - Elvis Presley, buy a video and get one free; **Listening posts** - Electric Lounge, Eyes Wide Shut, Feeder, Billy Bragg, Santana, Hawkwind, Dixie Chicks, Faces



Singles - Sixpence None The Richer, Vengaboys, 'N Sync, Leftfield, Lolly; **Albums** - Kiss In Ibiza '99, Martine McCutcheon, Mel C, Disco Ibiza, Apollo Four Forty; **Windows** - Truman Show, Still Crazy, Species 2; **In-store** - children's videos at £5.99 each or two for £10



Singles - Vengaboys, Supergass, Sixpence None The Richer, Leftfield; **Albums** - Martine McCutcheon, Speed Garage Anthem; **Apollo Four Forty, Kiss In Ibiza '99, Windows** - Martine

McCutcheon, Apollo Four Forty, Yazoo; **In-store** - CDs for £7, Martine McCutcheon, Coal Chamber



Selects listening posts - Feeder, Hanguin, Moloko, Dove, Astrid; **Mojo recommended retailers** - Harold Budd, Pretty Things promotion with three CDs for £20, Sealah, Bobby Womack, Pineapple Thief, Morris; **CD of the month** - Jethro Tull



In-store - Martine McCutcheon, Technics Mercury Music Prize, Red Hot Chili Peppers, South Park, TDK, Public Enemy, Destiny's Child, Supergass, Vengaboys, Apollo Four Forty



In-store - Apollo Four Forty, DJ Jean, Mark Morrison, Supergass, Suede, All Seeing II, Yazoo, The Divine Comedy, Puff Daddy, Vengaboys, Leftfield



In-store - Travis, Now! 43, Shania Twain, Hope And Glory, Ricky Martin



Singles - Lolly, Thunderbugs; **In-store** - Kiss In Ibiza '99, All, Martine McCutcheon; **Press ads** - The Divine Comedy, Puff Daddy, Cream Ibiza Departures

ON THE SHELF

MATTHEW COBB,
manager, Virgin Megastore,
Crewe



Since this store opened in 1996 it has enjoyed an extremely high profile in the town centre. There are no other music multiples here, so we are fortunate in that sense. Crewe is very much a chart-biased town and we cater to that demand. We have separate video and computer games departments and we are just in the process of expanding our DVD footage as it is gaining popularity.

Originalists complement our strength with chart product and we are currently running a five-CDs-for-£30 and four-records-for-£20 multi-buys. We also have a singles promotion which is a 'Buy five and get one free' deal. The £30 multi-buy has been going extremely well so far, supported by strong window displays and press ads. It includes artists such as Garbage, Texas, Red Hot Chili Peppers and Super Furry Animals.

We have been busy throughout the summer and our trading levels are higher

than they were at the same time last year. Although we have been lacking in big releases there have been some very consistent sellers. Travis, TLC and Geri Halliwell have all done well on the back of singles and Stereophonics should do the same after the release of their latest single.

This week's biggest-selling singles have included Lou Bega, Moloko and Shaft and we are getting a lot of enquiries for forthcoming singles from Mel C and DJ Jean. On the albums front everything is centred on Ibiza and there is a lot of duplication. For this reason there is no clear frontrunner in this category.

The Charlatans are a local band so their new album will do particularly well here and a lot of people are asking about the new one from the Pet Shop Boys. With the release of the South Park movie there will be an upturn in all its associated products which will be very good for business."

**ON THE ROAD**

ANDY SAUNDERS,
SRD rep for the West
Midlands

The summer has been pretty slow for everyone but things are starting to pick up. Our new van manager, who took over about two months ago, has got the thumbs up from everyone on the team. He has worked hard to put a lot of new things in place and has made the job much more of a pleasure.

My biggest release this week is Dave Seaman's mix album, Global Underground: Buenos Aires, which has been eagerly anticipated. At the end of September Global Underground is releasing Sasha In Ibiza, which could well prove to be its biggest album to date.

Another release off well this week is Marine Research's Sounds From The Gulf Stream on K Records. It has had strong coverage in the music press and big student towns such as Nottingham and Leicester are snapping it up.

Platipus is one of our most successful labels and I'm currently selling in the new

Platipus Vol.6 compilation. Moving Shadow is back with another sampler which will retail at £1.99. These represent great value for money and the two previous ones have each sold in excess of 80,000 units. At the end of September the label is releasing a laidback drum & bass album from Guardians Of Dalliance. The new album from Free Nasty, titled Freez, Getsix And Mutations, promises to do well on a n-skoool breaks tip.

SRD has got seven tracks featured on Unlur's next covermount CD which includes acts such as Nectarine 1999, Iggy Pop, Shaak and Vic Goddard.

Hi-pop act 577 Dynasty are looking good for the autumn. Their new album follows hot on the heels of their recent live dates. Including an appearance at Glastonbury. They have also been nominated for a MoJo award. On the singles front there are releases scheduled from Icelandic band Sigur-Ross and UK rapper Phoebe One."

The combined might of BARD, the BPI and BVA really are doing all they can to put the fear of God into every nasty little CD bootlegger and counterfeiter. Why, they've now recruited the services of the Dark Lord himself — no, not Bob Lewis but DARTH VADER, who made his presence felt last Wednesday (August 25) at the three organisations' third annual golf tournament and fun day at Foxhills in Surrey, aimed at raising public awareness of the fight against piracy. Despite being killed off in Return Of The Jedi, Vader, alias DAVE PROWSE, showed he is still a force to be reckoned with by destroying a pile of counterfeit goods, including fake REM, Radiohead and Pink Floyd albums. It could well lead to the campaign adopting a new slogan: May The False Not Be With You.

Remember where you heard it: Brian McLaughlin celebrated his 50th birthday the other Saturday, but he is very likely wishing that his friends at Universal hadn't got quite so enthusiastic about marking the occasion. For HMV's top dog (Nipper excluded, of course) suffered the indignity at Universal's post-conference dinner in west London last Thursday (August 26) of some of his most intimate and dearly-held secrets being revealed. Evers-so-charitable John Kennedy kindly recalled the recent sorry saga of when a, er, rather merry McLaughlin was embarrassingly forced to break free by jumping over the ticket gates at a railway station after, firstly, failing to wake up in time to get off his correct train home and then failing to put things right by getting on a completely wrong train. The dinner then revealed the executive's pre-HMV life as a DJ with a stage name — wait for it — Johnny Starr... Earlier at the conference, it was the combined powerhouse of Sony and Warner's Ten operation that had to suffer the onslaught of the Kennedy tongue. "We



take no pleasure in the distribution problems they are suffering," he said. "Actually I lied. We take immense pleasure but it's not the done thing to admit it" ...TOTP king Chris Cowey kindly sent his own video message to Universal's invited guests at the conference. "Please get drunk at their expense," he helpfully suggested... Still, Sunderland FC-mad Christopher has been doing his own spot of grabbing job perks on the current TOTP tour, as he let on to Dooley last week. "If you look at the itinerary and Sunderland's away games you'll find some uncanny coincidences," he revealed... PR guru Bernard Doherty is, well, hopping mad at present after damaging his ankle while crossing the road last week to catch a train. However, there is no truth in the rumour that his company LD Publicity now stands for Leg Damaged Publicity... "I'll Be Missing You," sang Puff Daddy a couple of years back. Only, will they be missing him at this year's Mobos? It appears the self-titled

Forget Browns or The Ivy. The place to spot the stars is the Chiswick golf range where Chelsea's first-team squad often put in work on their backings. The boys from TELSTAR caught up with manager GIANLUCA VIALLI at their recent golf evening, but didn't manage to outshoot the Tiger Woods of the driving range, Gianfranco Zola. Left behind the clubs are, from left, GARETH WATSON, JEREMY MARSH, PHIL SEID, RICHARD BEECHING, Viliu, CARMINE BRUDENELL, MARTYN BERG, COLIN ELMS and DOMINIC CAISLEY.



Public Enemy No.1 has failed to gain a single nomination at this year's event... Chrysalis TV assistant producer Graham Diss is trying to locate Robyn Blanchflower, a Pye Records scout from the mid-Seventies, for inclusion in a new series of Channel Four's Top Ten music programmes. Anyone who knows of the scout's whereabouts should call Diss on 0171 502 5798... There were deep pockets in evidence backstage at the V99 festival in Chelmsford earlier this month where the Live! Artists Bar raised £4,000 for a new charitable fund set up by the PSA (Production Services Association) to support concert production crews facing financial hardship through injury or illness.....



private blessing terms with the Pope, who met up with the World's Most Powerful Man, Bill Clinton, in the White House's Blue Room the other week before signing for him at a multi-artist concert in the capital's Ford's Theatre. Sensibly, Charlotte's manager JONATHAN SHALIT was there to keep a firm hold of Clinton's right hand in case the President got any ideas about reaching for his saxophone for an impromptu duet.

Please don't be too hard on KENNY G if he suddenly starts developing bouts of jealousy. For the once White House regular (piped muzak a speciality) is about to discover there's a new musical favourite around the corridors of power in Washington DC. Step forward young CHARLOTTE CHURCH, already on

CUSTOMER CARELINE

If you have any comments or queries arising from this issue of Music Week, please contact Sophie Moss at e-mail: smoss@unimf.com fax +44 (0)171 407 7094; or write to — Music Week Feedback, Fourth Floor, 8 Montague Close, London SE1 9UR.

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