



NEWS: The battle for **ONLINE** music retail supremacy heats up as two more players reveal web plans



NEWS: Some of the UK's biggest acts are seeing a sales boom in **JAPAN**, the second-largest music market



TALENT: Europe and KLP's Cauty join the race for the **CHRISTMAS NO. 1** as **AW** checks out the contenders



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musicweek

New software to end indies' Eros nightmare

by Robert Ashton
The end to the Electronic Record Ordering System (Eros) nightmare is in sight after Ranger Computers revealed that it will offer an alternative system to independent dealers next year.



Wootton: 'it's better than Eros'

Ranger, which supplies the Oscar Electronic Point of Sale (Epos) system to almost 100 retailers, has developed Oscar Lite as an ordering tool. The new e-mail based system - which includes hardware such as a computer, keyboard and printer and specially-adapted software without requiring the full installation of Epos - utilises the Millward Brown/CIN industry music catalogue for product enquiries and order generation.

With more than 400 distributors included and nearly 300,000 items updated automatically on a daily basis, it offers a more comprehensive system than Eros, which became defunct on October 31. Oscar Lite will cost £1,625 including a year's free maintenance and an additional £365 - £1 per day - for

of last month, leaving around 200 key indie retailers in turmoil over the next couple of months.

"We're pitching in the New Year, it would be crazy to intervene now because we don't want any more mistakes. Eros has had a history of screw-ups," he says. "We hope people will back us."

In September the indie sector was left high and dry when AT&T's replacement for Eros was postponed, but Richard Wootton, owner of Leicester's Anleis, says, "Oscar Lite is far better than Eros ever was, far more complete with access to every bit of recorded music in the UK."

Steve Turner, manager of Barnstaple-based Solo, adds, "It'll be a pain in the arse now Eros has finished, so this is definitely what we need. As long as the record companies subscribe to it, it will be ideal."

Last week Pinnacle announced its own ordering system and managing director Tony Powell does not rule out co-operating with the Ranger alternative.



The Queen last Tuesday acknowledged the huge contribution the music industry makes to the UK economy when she presented BPI director general John Deacon with his CBE at Buckingham Palace. Deacon, bestowed the award in the Queen's Birthday Honours list in June, says that during his meeting at the Palace, Her Majesty notably made reference to the importance of the music business. "Clearly she is well informed on the basic she knew the music industry was successful," says Deacon, who adds, "it all went wonderfully well. It's a great experience and you cannot help but be overwhelmed and moved by it."

Columbia scores market share coup

The Ricky Martin phenomenon enabled Columbia to capture both the singles and albums market share crown for the first time after an impressive performance in the third quarter.

Despite being without a managing director, under Sony chairman Paul Burger the team beat previous leader Polydor with an 8.9% albums market share. This was largely thanks to the period's seventh and eighth most popular albums, the Music To Watch Girls By compilation and Ricky Martin's eponymous record, along with the Lutfield chart-topper Rhythm And Stealth. Virgin was second in albums for the period with 7.8%, followed by Polydor in third spot with 7.7%.

Columbia also snatched the singles title from five with an 11.7% share thanks to the likes of the period's biggest hit Livin' La Vida Loca. EMI/Chrysalis finished second with 10.8% and Polydor third with 10.7%.

Full details next week

Manager unveils details of George's Christmas album

George Michael's late bid for the Christmas albums market is to be entitled Songs From The Last Century and will comprise 13 covers celebrating everyone from Bing Crosby to Queen.

Michael's manager Andy Stephens unveiled to Music Week further details of the project which was only announced last week and will be issued in the UK by Virgin on December 6.

Stephens himself learnt the album would be ready for a pre-Christmas release just a fortnight ago. "Originally we were looking to release it early in the new year but everything has come together so quickly - unusually quickly for George," says Stephens, who adds both the muted Y2K single and Trojans Soul collaborators project have been abandoned.

Recording for the album, which is produced by Phil Ramone and engineered by three-times Grammy winner Frank Pirotti, began in New York at the end of August and included a



Michael: album of covers

full orchestra. Thirteen songs have been recorded for the 13-track project with those confirmed by the end of last week including the Nina Simone hit My Baby Just Cares For Me, Ewan MacColl's The First Time Ever I Saw Your Face, the Bing Crosby hit Brother, Can You Spare A Dime and Queen's Stone Cold Crazy.

Stephens says no singles will be issued from the album before Christmas, although his cover of the Police's Roxanne has been promoted to radio. The album will be released in the US by DreamWorks next year.

Five set to crown RCA run of chart success

RCA's stand-out singles chart run was set to reach a peak yesterday (Sunday) as the company aimed to occupy the entire top three.

Five were comfortably ahead by the end of business last Thursday to be on course for their first number one single with Keep On Movin', with fellow RCA releases Genie In A Bottle by Christina Aguilera and Flying Without Wings by Westlife following behind. However, Mariah Carey's Heartbreaker was threatening to stand in the way of the first triple

run of chart success

RCA Top Three since May 1995.

The expected chart-topping success of Five was set to give RCA its seventh singles crown of the year and three consecutive number ones on the chart. The first time it would have pulled off such a feat.

RCA managing director Harry Magee puts the success down to a combination of quality records and astute scheduling. "I'm very proud of our current achievements and the team of people that have made it possible," he says.



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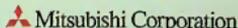


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UNIVERSAL
MUSIC GROUP



EMI sales executives last Wednesday helped to celebrate the 10th anniversary of Troo-based independent retailer Solo

Music by presenting shop co-founder Maggie Garrett with a specially-made commemorative disc featuring some of the record company's biggest releases during the shop's first months of trading. The presentation was made to Garrett - who with business partner Penny Keen also has stores in Exeter and Barnstaple - before she boarded the Eurostar train at London's Waterloo International with six other retailers as part of an EMI trip to Paris for the launch of Tina Turner's new album Twenty Four Seven, which is released today (Monday).

Pictured, left to right, are EMI field sales manager Phil Armore, Garrett, EMI sales director Mike McMahon and EMI key account manager Andrew Parsons.



Parfitt claims 500,000 attended R1 live shows

Almost 500,000 people attended Radio One's live events during the latest Rajar radio audience survey period, July to September.

Controller Andy Parfitt says more than 350,000 were at the 26 Roadshows held during July and August, while 100,000 attended the Dance Parties with Dave Pearce and more than 10,000 packed into a tent in Heaton Park for Radio One Live In Manchester.

Parfitt released the figures after the latest Rajar data revealed that Radio One was the only national station to increase its audience during the summer period.

"The BBC is fully behind our outside broadcasts and we have an excellent relationship with the music industry which ensures we get the right balance of new and established acts," he says.

● Rajar analysis, p9

news file

TRIBUNAL HEARS VWR CASE

The Copyright Tribunal hearing of the dispute between Virgin Retail and PPL over the licensing classification of the retail group's Virgin Megastores R4 ended last Thursday. A judgment on how VWR should be classified is expected later this month.

POINT GROUP PLANS FLOTATION

The Point Group, which purchased Carlton's audio division including the budget Hallmark label earlier this year, is assembling a flotation plan for next year. It is expected the group, which has annual turnover of £44m, will seek a listing on both the London and German stock exchanges.

SONY MUSIC SALES DIP

Translation from local currencies to an appreciating yen, delays in new album releases and increases in the costs of A&R and marketing were blamed for the 12.8% fall in Sony Music's performance for the second quarter of the year. For the three months ended September 30, global sales fell from \$1,877bn (£1.1bn) last year to \$1,640bn (£1.0bn) and operating income fell 37.7% from ¥4.2bn (£25m) to ¥2.6bn (£15m).

VRGIN STOCKS MP3 HARDWARE

Virgin Megastores is claiming it will be the first UK entertainment retailer to embrace MP3 technology with the launch in-store today (Monday) of MP3 hardware device the Thomson LRA. The product retails at £199.99.

PR CHART

Last week's Music Week PR chart attributed Hula to Universal Island, when in fact the Interscope act are released through Polydor. The band's two front covers therefore sent Polydor's in-house PR department into first place in the chart above Hall Or Nothing. Meanwhile, Intermedia Regional worked with EMI on DJ Jurgen's Better Off Alone, as stated in the Top 25 Airplay hits but contradicted by the text.

Tower targets new markets with online retail campaign

by Robert Ashton

Tower is planning to tap into new markets by launching what it claims is a ground-breaking internet-based retail concept for scores of non-traditional sites such as libraries, schools, universities, trains and aeroplanes.

Tower Satellite is currently at the development stage, but Tower senior VP and managing director Andy Lown says the new concept, which only requires a phone line and computer, will give it access to hundreds of thousands of new customers.

Lown envisages a Tower-branded pod containing an Apple iMac, being wheeled into a university's common room or a businessman



Tower: relaxed environment

tapping into a screen on the back of a plane seat. "Say you are on your way to New York. You browse the Tower website, order a CD for your girlfriend and it will be delivered to your hotel before you

land," says Lown. "Online is the motherhood for exposing the Tower brand and developing new initiatives."

The company's commitment to online retailing is also being demonstrated. In mid-December when Tower will begin trials of same-day delivery in London from its website.

"Anyone can have a million different titles and although great value CDs will always be an issue this is about giving more value to customers in other ways," says Lown.

Insisting that "bricks and mortar" stores will still remain a core part of the Tower offer, Lown adds that he plans to open between five

and 10 Tower and smaller Tower Express stores across the UK within the next two years. "Online retailing has opened up between 200 and 300 potential new sites because all you need is a busy High Street and where once selection equalled big stores, it now equals online and computer terminals," he says.

Further plans include the continued installation of comfy sofas, café, magazine-straw tables and internet terminals throughout all Tower stores. These are currently being introduced to the Tower Express site in Windsor and Lown says the relaxed retailing environment will be rolled out during the next six months.

EMI resolves dispute over new Kylie album

A dispute between EMI and producers Guy Chambers and Steve Power over royalty arrangements for material for Kylie Minogue's first Parlophone album appears to have been resolved.

The two producers, who worked on both of Robbie Williams' solo albums, are understood to have threatened to hold back three tracks he recorded with Minogue for the album - due for release next year - because of the formula used to calculate producer royalty rates on singles in Minogue's contract. The contract, struck in the face of fierce competition from a rival offer by Mushroom, is understood to have included a provision whereby royalties would only be payable in each territory after the single had passed a high sales threshold.

It is understood that the disagreement had provoked interest from the International Managers' Forum. However, a source within EMI confirms that the matter was "settled to everybody's satisfaction" on Friday morning.

Goldsmith finds backers for promotion company

The UK's best known rock promoter Harvey Goldsmith is back in business after a private consortium backed him to buy five shows out of receivership and start a new company.

The deal, which includes the Harvey Goldsmith Entertainment (HGE) name and goodwill, enables Goldsmith's new promotions vehicle, Artists Management Productions (AMP), to promote upcoming tours by Sting, Jools Holland and Black Sabbath. It will also stage the forthcoming Smash Hits Poll Winners Party and Dancing On Dangerous Ground show.

However, any remaining assets of HGE - its parent group Allied Entertainment Group and a number of related companies, which all went into receivership in early October, still remain under the control of corporate recovery specialists Buchler Phillips. A spokeswoman for the recoverers adds these companies still have a liability, although she declines to reveal the debt, and adds it is "unlikely" unsecured creditors will be paid.

Goldsmith reveals that he had con-



Goldsmith: bouncing back

sidered turning his back on promotion after HGE crashed, but decided to bounce back with a new company after the "extraordinary support" he received from within the industry. "I was overwhelmed - even my competitors didn't want me to give up," he says. "I'm going to build the business up again by going back to the core business [of promotion]. I have to do it for myself and my staff."

The veteran promoter refuses to disclose his mystery backers, or the size of the investment they have made in AMP.

The inside story on the outsider chosen to head the Warner Music Group

MUSIC BUSINESS INTERNATIONAL



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BACK THE EROS SOLUTION

As a journalist you get the chance to discuss all aspects of the musical process from the A&R/ing of records to marketing schemes to how retailers plan to rack them and sell them. But you rarely get a chance to actually experience many of the stages of this process first hand.

It is, I suspect, no different for most people in the record business. In particular, few are the record company staff who have worked in retail and vice versa.

Which is why it is sometimes hard for many people to grasp the importance that something seemingly as everyday as Eros had for the 200 or so indie retailers who used the ordering system during its lifetime. It is also hard to imagine what a pain it is for those same retailers now that it has gone. But pain it certainly is. Just talk to any of those indies who are now having to waste time sending out faxes or being put endlessly on hold by suppliers' telephone systems when their stores are buzzing with potential customers. One we spoke to last week claims to have spent four hours trying to get through to a key supplier – and that was before the peak rush period has even begun. This explains the relief provoked by the announcement that Ranger Computers has developed a replacement system. Not only does it appear to function relatively simply, but it also looks set to include material from distributors such as Vital and Warner (now TEN) which were never a part of Eros. As companies prepare for the Christmas rush, this may seem of little relevance to most record company people across the industry. But I'm sure they would be concerned if their records were not being stocked because of problems in placing orders. After the let-down of A&T's proposed Eros replacement, this is a solution that deserves every distributor's support.

Alex Scott

PAUL'S QUIRKS

TIME TO LOOK AT PRICES AND PROFITS

If you listened to some of the pundits involved in the music industry you might begin to think that the end was nigh for High Street music retailers. Nothing could be further from the truth despite the perceived threat from the internet and pathetic attempts by certain record companies to sell direct to our customers.

In fact, the massive amount of money being pumped into music advertising during the next two months should result in substantial sales for all sectors of the retail trade. If you add in the usual TV music shows, one-off specials and end-of-the-century charts, then music should be the first-choice present for a large proportion of the population.

In view of all this, it is not really surprising that many retailers are investing heavily in their businesses. New computer systems, chart walls and display racking seem to be the norm, and attention to lighting and floor coverings now appear to be an essential ingredient for all serious High Street retailers.

In order to fund these improvements we all need a realistic profit margin and maybe it is time to reflect on how retail prices have moved during the past couple of years. The price of TV-advertised chart double-albums in 1998 was on average £15.99 in most High Street outlets and supermarkets. Since then, the dealer price of Now!, the leading hits compilation, has increased in cost by nearly £1. But the retail price in many major outlets has dropped to £14.99. This is effectively a reduction in mark-up from approximately 33% to 13% on one of the most popular albums in the market, leaving a profit margin of less than 10%.

I'm certainly not proposing that we should return to fixed pricing and be prepared to stand or fall on the quality of the service that we offer, but surely we shouldn't be giving away our most popular product at bargain basement prices? There is room for discounting and special offers but every retailer has to make a reasonable profit. Now is the time to think again on compilation pricing before we end up devaluing our most popular titles in a futile attempt to put one over on the opposition.

Paul Quirk's column is a personal view



Former Big Breakfast producer Murray Boland is joining MTV UK and Ireland in the new role of director of programmes with a mission to make the channel "the centre of youth culture".

Boland, who is currently development executive at Princess Productions working on commissions for BBC and ITV, will be responsible for scheduling and producing programmes. He says his main task will be to make the channel more relevant to UK youth culture and to make it a talking point.

"MTV in the US is the centre of youth culture, but in the UK it isn't. My job is to make it," he says. But he adds that he is joining MTV because he believes it is currently better than it has ever been. "I think it has a sense of identity it never had before," he says.



Boar: taking more hands-on role

Boland expects to introduce new elements to the channel and to work closely with former vice president and production executive Christine Boar, who takes the new title of director of talent following his appointment.

The move will allow Boar to focus her skills in the area of talent and music policy across all six channels. "Since I started in production two years ago the channel has grown

enormously with the launch of digital," she says. "The job has got too big for one person. I don't want to prioritise jobs and this will allow me to be more hands-on with artists and record labels."

Boland began his career in newspapers including the *Irish Independent* and *Irish Times*. He moved to television, reporting on C4's current affairs series *Network 7* and co-edited *The Sunday Show*, *God's Gift* and, with Planet 24's Charlie Parsons, produced *The Big Breakfast*. He starts his new job at the end of November.

Meanwhile, David Pullan, who joined MTV in April as vice president of marketing and communications, MTV & VH1, takes on extra responsibility for on-air activities at MTV UK. His new title is vice president marketing communications and on-air.

Amazon and BOL initiatives step up online retail battle

by Yinka Adegoke

The battle for UK online music retail supremacy intensified last week as Amazon.co.uk and Bertelsmann-backed BOL revealed their music plans.

Amazon struck the first blow, launching its music offer last week, while BOL, which launched its book offer in the UK in March, expects to go live with music from mid-November.

Amazon UK managing director Colleen Byrum says that the company's push will be mainly price-led. The retailer will offer CDs in the official UK Top 40 plus in Amazon's own Top 50 for £9.99. CDs in the official Top 20 compilation charts will also be sold at £9.99.

"As well as pricing we will be competing on our wide selection with over 120,000 titles and also on our rich editorial content," says Byrum, who adds that Amazon's editorial will be supplied by writers who have worked on publications including *The Guardian* and *Q*.

Decline in music sales hits WH Smith results

Poor music and video results cast a shadow over an otherwise encouraging set of end-of-year figures unveiled last Thursday by the WH Smith Group.

The retailer blamed "generally difficult" trading conditions for a 6% fall in music and video sales for the 12 months to August 31 this year, further reducing Smiths' influence in the music retail market.

However, its disappointing entertainment sales figures were compensated for by an otherwise encouraging set of figures for the group, which reported full-year profits of £134m. These were down 47% on the previous year's results but had been boosted by a £22m profit made by the sale of businesses such as its 75% stake in Virgin Or Price to the Virgin group.

The increasing importance of the internet to Smiths was underlined by chief executive Richard Handover setting a target for the group to control 30% of all online book sales within three years.



Broich: expanding into Europe

BOL UK managing director Alexander Broich says that price will be a weapon used to launch his service's move into music, but it will not be the only one. "We will be pretty aggressive with prices as we are with books, but we're not intending to be always the price leader," he says.

Both services will launch extensive marketing campaigns in the run-up to Christmas. Amazon's launch of its music offer will be supported by a

major advertising campaign, although Byrum declines to reveal details. BOL is already in the middle of a heavyweight £6m advertising "Mad About Books" campaign, which will be extended to include music.

Broich says BOL will source its music product through a single UK wholesaler, which will in turn distribute orders to the public. He declines to say which one. Meanwhile, Amazon UK is opening a 50,000 sq m distribution centre in Milton Keynes in addition to its existing Slough centre to cope with the expansion in its product.

Broich says BOL will develop completely separately from Getmusic, the e-commerce music site being developed by BMG and Universal.

"For Bertelsmann it's nothing special that you have two companies active in the same field. They have to find their own profile but this is normal," he says, citing the example of the different competing search engines that Bertelsmann operates in Germany.

Music and software alliance backs strong new piracy bill

The fight against piracy has intensified with the announcement that Liberal Democrat peer Lord McNally is to introduce a private member's bill seeking to tighten up the law on counterfeiting and copyright and trademark theft.

The bill will be presented in the next session of Parliament and, if successful, could enter the statute book as early as next year. It will include initiatives such as increasing the maximum penalty for copyright infringement from its current two years, forcing car boot sales to be licensed, and strengthening powers to search for and seize counterfeit goods. It is the first initiative to be developed by the anti-industry Alliance Against Counterfeiting and Piracy, which was launched in July and is backed by trade bodies from industries including music, video and computer software, which have a combined annual turnover of £15.8bn.

BPI anti-piracy director David

Martin says. "It's very significant that all these different industries have actually got together as one body for the first time and have said 'We have got to do something about this.' We've said 'Let's get a Lord to back us and let's get cross-party support.'"

McNally made his announcement the same day that bootlegger Rob Johnson of New Malden, Surrey, pleaded guilty to 12 copyright infringement charges. The Trade Marks Act 1994 at Kingston Crown Court. His prosecution followed a raid on his house by the police and BPI in October 1997, which discovered thousands of bootleg CDs featuring live concerts, site data and other unlicensed tracks.

Meanwhile, the BPI has also revealed that it is stepping up its campaign against illegal MP3 websites, in particular targeting sites that use the names of music stars to attract traffic and the offer visitors the opportunity to access pornography. The move is part of a wider IPPI crackdown on internet piracy.

Music breakthrough as BBC sets library music deal

news file

by Yinka Adegoke

Mars, the company set up to exploit library music catalogues via the internet, has scored a key breakthrough by securing a three-year contract with the BBC.

Under the deal 500 end-users across the corporation's television, radio and internet operations will be able to download music directly on to their computers from the catalogues of more than 20 leading music publishers from next year. The agreement significantly increases the exploitation possibilities for music libraries signed up to Mars including EMI's RPM, Zomba, BMG & Atmosphere and JW Media Music.

The deal, which has yet to be announced publicly, was first revealed by the BBC's head of information archive Paul Flander at the

recent BBC Experience conference. During Flander's presentation to an audience which included BBC governors and senior members of the music industry, he enthused about the relationship that was growing between the broadcaster and the industry thanks to the digital system pioneered by Mars. Flander was particularly keen on the ease of use of the system to source library music.

Mars managing director Andy Hill says, "With the biggest broadcaster in the world on board it gives our publishers a huge amount of confidence in the service and the confidence to expand internationally."

A senior publishing source says, "This deal is a turning point for Mars. Not only does the BBC's involvement give publishers a comfort blanket, but it has huge com-



Hill: International plans commercial potential."

mercial potential." Hill says that expanding the system worldwide is the next step for the libraries signed up to Mars. Although their existing agreements cover just the UK, they are understood to be keen to extend them internationally. "We've already tested Mars in Australia and it was a great success so we're ready to go," says Hill.

Working closely with Telstar's Startle Division, Mars' backers include Telstar and venture capital company 3i. The system was first developed in June 1995, although it was formally launched in December last year ago with support from four music publishers and 60,000 digitised tracks. Since then it has expanded to include 80,000 tracks from 22 music publishers. It already has 105 clients including broadcasters such as Pearson TV and TransWorld International plus post-production companies and advertising agencies. However, the BBC deal is key to its expansion since this is its first arrangement with a frontline broadcaster.

Currently publishers pay £200 for every CD uploaded on to the system while subscribers such as broadcasters pay an annual fee.

PRIZE FOR YOUNG PROFESSIONALS

Young people working across the music industry are set to receive recognition for their achievements via a new competition organised by London Arts Training Consortium. Young Music Professionals, which is sponsored by the Prince of Wales Trust, will judge the skills of people aged 35 or under in music projects ranging from song composition through to marketing. The overall winner will receive a prize of up to £2,000.

STUDY TO REVEAL BUYING HABITS

Market research consultancy Taylor Nelson Sofres has set up a synchronised service studying music buyers' behaviour. The study will measure personal customer details such as age and sex against other variables including genre, format, price and retailer. The study is based on the purchasing habits of 10,000 UK consumers who will provide the data.

RAZORCUTS BURNS CD PROMOTION

Custom CD company Razorcuts is launching a promotion offering customers at Forbushs, Martins and RS Mecca the chance to complete their own CD for £5.99 with purchases of £5 or more. The offer will run in 2,300 stores owned by the TM Group until Christmas and involves customers selecting 10 tracks from a choice of 40 and mailing the list and a coupon to Razorcuts, which will make the CD.

NEW ROLE FOR COLLEN

Digital audio broadcaster Music Choice has promoted senior special events manager Jenameria Collien to the post of director of programming. She replaces Stefan Heller who left to become a consultant four months ago.

CLASSIC FM IN IPC DEAL

Classic FM has formed a long-term partnership with IPC Southbank magazine Woman & Home. The deal will launch with an exclusive CD recorded by the Laudibus Choir and cover-mounted on the monthly's December issue. The magazine will also sponsor the station's annual car concert at Liverpool's Anglican Cathedral.

ABBA GOLD GOES TO TIMES PLATINUM

Abba Gold - Greatest Hits 1973-1982 has secured its 10th platinum award by the BPI last week as Boyzone's No Request became a five-times platinum album. Gold awards went to Charlatans' Us And Us Only and Simply Red's Love And The Russian Winter.

HOW TV SHOWS' RATINGS COMPARE

Programme	This week's rating	Change on last week
Top Of The Pops	4,596	+3.6
Top Of The Pops II	3,555	+0.6
TF1	2,678	-0.6
Live And Kicking	1,875	+5.0
SMTV	1,326	+22.8
This Morning	1,259	-18.0
O-Zone	705	-0.7
Planet Pop	665	+0.4
Late...	543	-12.7

*second week's figures
Source: Monitorise. Tels: Barco w/rt 011

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The World Wrestling Federation (WWF) and HMV are teaming up for a TV advertising campaign this Christmas to promote the new WWF The Music Volume 4 album released on Koch Records today (Monday).

The HMV campaign, which runs on Sky TV and Channel 5, will spearhead a raft of other co-op ad campaigns including Our Price, Virgin and MVG, which will run in the national press and youth magazines such as *Playstation* and *Metal Hammer*. Koch UK sales and marketing manager Simon Carver says the company is hoping to benefit from WWF's strong following in the UK, which was underlined by the success of the show's videos and sell-out UK tours earlier in the year. Volume Three sold more than 2m copies in the US and has done nearly 10,000 in the UK since its release seven weeks ago. The album will feature theme tracks of the show's colourful stars including The Big Show.



Fiveash & Hill founders split to form separate PR companies

Nick Fiveash and Graeme Hill, founders of PR company Fiveash & Hill, are going their separate ways to launch their own agencies.

"Our time together came to a natural end. I wanted to get back to doing more music," says Hill, who is launching GHPR as a PR and management company with a focus on pop. Meanwhile, Fiveash PR will continue to concentrate on leading showbusiness-style acts including Barbra Streisand, Elaine Paige and Jane McDonald. Fiveash says, "We will be expanding our press and publicity area."

GHPR retains the Emap Metro account - which includes the *Smash Hits* Tour & Poll Winners Party - Fierce, BB, Mark, Northern Line and the Christmas release of Andy Dyer's Best Of album.

Hill is also developing two new acts to be launched in the new year including BBC Choice presen-



BB Mak; represented by GHPR
ret Jonathan Wilkes, who is currently co-writing with Robbie Williams and is also demoting for Sony/ATV Music Publishing.
GHPR is in the process of developing a new media division which will be launched in January next year.

Jazz gets boost in Tower title launch

Tower is launching the *Tower Jazz Guide* today (Monday), the first of a series of new genre magazines aimed at increasing customers' knowledge of the music.

Covering 18 sub-genres of jazz from 1950 to the present day and featuring such acts as Miles Davis and John Coltrane, 400 copies of the A5, 52-page full-colour magazine will be available free in-store and at selected jazz venues and clubs around the country.

It is expected the title will have a shelf life of around one year and will be available alongside the retailer's *Top Magazine*, which has a readership of 71,187.

Advertising manager Kevin Miller says the title is aimed at people who want to discover more about the genre rather than jazz aficionados. Tower plans six more guides next year, including world, folk, country, blues and classical.

Our Price drive to tempt back buyers

Our Price is introducing two new month-long marketing initiatives behind research showed music is low on shoppers' lists of priorities in November.

The first offer, which starts today (Monday) and runs until November 25, will enable customers who spend £20 or more to buy one of Our Price's CD, DVD or video storage racks for half price. It will be run in conjunction with a video of the week offer, featuring a recent release. In the first week of this offer Shakespeare in Love will be available for £10.99 instead of the normal retail price of £13.99.

"It's all about driving traffic into the stores and doing something a bit different from the usual multibuy," says marketing manager Sam Mason. "Our research shows that music is only seventh on the list of priorities for shoppers during November, well behind clothes shopping and toys. We want to encourage people to buy now instead of spending on books."

During the course of the campaigns the retailer's new release



Our Price: new initiatives

Monday initiative - where buyers of two new releases get £2 off - will be put on hold until mid-January, although stores will still open at 8am on Mondays as announced.

Mason adds that the retailer will divert its £3m-plus marketing effort towards gift solutions and service during December, when music moves up to fourth place in the shopping basket priority list, according to its research.

The Turner unveiled plans for her first big stadium tour last Wednesday at an international press conference in Paris to launch her new Parlophone album *Twenty Four Seven*. Turner told the gathering of around 170 journalists that the tour, which begins in her adopted home town of Zurich on June 30, will be her final big stadium tour, though she will play other dates in the future. Among the dates already announced for the tour – her first for four years – is a night at London's Wembley Stadium, which looks set to be the last concert there before work begins on rebuilding the complex. As part of the launch for the album, Turner is releasing this week and set on course to go gold instantly in France and the UK and platinum in Germany. Turner performed four tracks, including the first single *When the Heartache Is Over* and *Whatever You Want*.



● Annie Lennox and Dave Stewart's successful comeback as the Eurythmics is further confirmed this week with 1 *Saved The World Today* reclaiming its place at the top of *fonos*' chart of UK-oriented repertoire on European radio. Its parent album *Peace* is making huge debuts across Europe, including number two in Germany, five in Italy and Sweden, and six in France.

● Previously paired on the *Now* Hit 100 chart-topping *Fono You're Gone*, Bryan Adams and Melanie C are both on the European chart climb again, though this time with individual releases. UK-signed Adams debuts as the highest new entry outside the Best Of Me on the UK *fonos* chart, with *Sporty Spice* just outside the Top 20 with her second solo single *Northern Star*. The Best Of Me is one of four Universal tracks on the chart (see below), beaten by EMI with six, but topping *WMA* with the Indies with three, BMG with two, and Sony and Virgin with one apiece.

● The beef war may ramble on, but the French are currently embracing more UK talent than at any previous time this year at the top end of their albums chart. The arrival of the Eurythmics (see above), David Bowie's *Hoves* progressing 40-7 and Sting's *Brand New Day* moving 6-9 means that three UK acts are simultaneously in the French Top 40 for the first time in 1999 with *Texas's The Hush* (19-16) and Joe Cocker's *No Ordinary World* (12-18) furthering the cause.

● Five instantly match the number six Dutch peak of their single *If I Wasn't With You* with the follow-up *Keep On Movin'*, which is the highest new entry on the territory's singles chart. The same track enjoys the same accolade on Netherlands' airplay chart where it arrives at 15, five places ahead of Travis debuting with *Why Does It Always Rain On Me?*

● UK veterans appear to be just lining up to take local act Morten Abel's chart-topping *It's Not Norway's* album chart. Joe Cocker – now signed to EMI's UK company and not Germany as previously stated – moves up a place to two with *No Ordinary World*, while Eric Clapton's Clapton Chronicles moves up to three and Sting's *Brand New Day* is at four. Meanwhile, in Portugal, Bonnie Tyler is just a couple of notches away from claiming top spot with *Best Ballads* climbing two places to three.

● After the incredible success of 2 Times, the UK's Ann Lee is starting to prove herself more than a one-hit wonder with her first new album *Spice's* highest new entry of 17 and debuting at 18 in Denmark.

● Virtually a permanent Top 10 fixture there during its two-year plus chart life, Elton John's *Candle In The Wind 1997* last week had to come to terms with slipping to its lowest position only on Canada's singles chart. Only for the second week, it slipped out of the Top 10 to number 12, though it remains the top-ranked UK track.

More progress to be a second here for UK's biggest acts

by Paul Williams
 The Pet Shop Boys have raced to their best sales start in five years in Japan, furthering an excellent year for some of the UK's biggest acts in the world's second-largest music territory. Tonight, the band's seventh studio album, entered the Demia Publications combined chart of domestic and international repertoire on the number 14 last week to become the 15th release of the year so far by a UK act to break into the Japanese Top 20. During the whole of last year only nine UK artists managed the same achievement.

The Top 20 success in Japan of the Parlophone-signed duo and other UK acts as diverse as David Bowie, Charlotte Church, Underwood and XTC comes in sharp contrast to the current performance of

UK and UK-signed acts across the Atlantic, where just five have broken into the Top 20 all year with only *Chris* progressing to the Top 10.

But despite some overseas artists performing better than ever this year in Japan, EMI International vice president and pop marketing general manager Mike Allen stresses that it is still tough to break into the territory. "It's really hard because there are fewer slots in the market because people are buying more domestic music," he says.

His statement is backed up by the latest full-year IFPI statistics, which suggest that international repertoire made up just 22% of sales in Japan in 1998, compared with 24% in 1997 and 27% in 1996. Overseas acts performed slightly better on albums, claiming 26%

TOP UK ALBUM HITS IN JAPAN 1999

- 1 Eric Clapton *Clapton Chronicles* (Duck) 11
- 2 Jamiroquai *Synchronicity 2* (2) 12
- 3 The Beatles *Yellow Submarine Songbook* (Parlophone) 15
- 4 Sting *Brand New Day* (Polygram/AMM) 16
- 5 Blur 13 *Food* (Parlophone) 17
- 6 Charlotte Church *Voice Of An Angel* (Sony Classical) 17
- 7 Jeff Beck *Who Else?* (Epic) 17
- 8 The Chemical Brothers *Surrender* (Virgin) 18
- 9 Led Zep *Quadrophonia* (Mercury) 18
- 10 Pet Shop Boys *Nightlife* (Parlophone) 18
- 11 XTC *Apple Venus Vol 1* (Cooking Vinyl) 14
- 12 *Various* *UK and Irish* (Various) 19
- 13 *Various* *Japan* (Various) 19
- 14 *Various* *Japan* (Various) 19
- 15 *Various* *Japan* (Various) 19

of the market last year, but took just 1% of singles sales. The success of the Pet Shop Boys, whose *Nightlife* has already shipped around 500,000 units overseas, demonstrates the continuing interest that Japanese consumers

have in certain sorts of UK music, with guitar bands, out-and-out pop and long-established superstar artists performing leading the way. For Parlophone the market offers an international outlet for its roster of acts such as *U2*, *Mansour* and *Supergroup*, who have a tough battle reaching significant sales numbers in large parts of the globe outside the UK. "Japan is a fashion-driven market and seems to identify with the UK," says Parlophone international marketing vice-president Carol Baxter.

Following acts such as *Food*, Parlophone's *Blur* and Columbia's *Kula Shaker*, who have both gone Top 20 three times, *Supergroup* has already shifted around 40,000 units of their third album with a tour being planned around February.

UK TOP 20 AIRPLAY HITS IN EUROPE

UK LW	EUROPE	Artist/Label/Company
1	2	I Saved The World Today Eurythmics (RCA)
2	1	When You Say Nothing At All Brian Keating (Polygram)
3	3	Summer Sun Near (Mercury)
4	4	When The Heartache Is Over The Pet Shop Boys (Parlophone)
5	6	Burning Down The House Ten Ties & The Carligans (4AD)
6	5	New York City Boy The Pet Shop Boys (Parlophone)
7	8	Send It Back Mink (Epic)
8	7	Am I That A Lot Of Love Simply Deep (East West)
9	12	Don't Leave This Way (WEA)
10	10	The Best Of Me Bryan Adams (AMM/Mercury)
11	10	If I Let You Go Westlife (RCA)
12	11	What Do You Wanna Do Eternal (1st Avenue/EMI)
13	13	Milano Mambro Solo Stills (Worldorder)
14	14	She's The One Robbie Williams (Chrysalis)
15	15	Hi Country Lene Lovich (EMI)
16	14	Ton Around Paris & Small (Mudoly)
17	10	Different Roads Joe Cocker (Parlophone)
18	17	Thursday In Paris David Sivek (Virgin)
19	18	So Beautiful So Close (Epic)
20	18	Jesse Holm On A Whitchell (Glow Worm/4AD)

Chart based on 20 most played tracks from radio in Europe for the week ending 20th October 2000. Source: *fonos*

GAVIN US RADIO TOP 20

UK LW	US	Artist/Label/Company
1	1	Mambo No. 5 Ruben Blazo (RCA)
2	2	Smooth Santana (Epic)
3	3	Lovers' T.I.P. (Atlantic)
4	5	(You Don't) Make Me Feel (Sade) (A&M)
5	7	Large Town Like Backstreet Boys (Jive)
6	4	Girls In A Box The Chemical Brothers (Epic)
7	6	Sanctuary Peter Dinklage (Mercury)
8	12	Waiting For Tonight Jennifer Lopez (A&M)
9	9	Where My Girls At? 702 (Motown)
10	8	I Do (Chriskin) You (SIP) (Universal)
11	11	Scat House The Hot Chick Poppers (Warner)
12	16	I Need To Know Marc Anthony (Columbia)
13	18	Back At One Brandy Monique (Mercury)
14	14	Thin She Goes Spiciness Nene The Harder She Falls (Sony)
15	13	She's So High The Black Crowes (Globe)
16	17	When I Loved You Savage Garden (Columbia)
17	15	Black Sabbath Ozzy Osbourne (Mercury)
18	19	One Day In Your Life The Notorious B.I.G. (A&M)
19	19	The Morning Comes G-Soul (Mercury)
20	19	Meet Wally Pyburn The Notorious B.I.G. (A&M)

Chart based on 20 most popular tracks on US Top 40 radio for the week ending 20th October 2000. Source: *GAVIN*

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Artist/Label/Company	Chart Date
AUSTRALIA	single If I Wasn't With You (RCA)	14 10
album	Repeat Your James (Jive)	7 5
CANADA	single	10 10
album	Clapton Chronicles Eric Clapton (Duck)	17 10
FRANCE	single	19 15
album	Peace Eurythmics (RCA)	6 9
GERMANY	album	12 9
album	Nightlife Pet Shop Boys (Parlophone)	2 9
ITALY	album	9 6
album	Peace Eurythmics (RCA)	6 6
NETHERLANDS	single	10 10
album	By Request Raylene (Polygram)	12 11
SPAIN	single	10 10
album	Clapton Chronicles Eric Clapton (Duck)	6 8
UK	single	7 4
album	Clapton Chronicles Eric Clapton (Duck)	20 23

© Source: *Music Week*. Sales figures in thousands. All figures are for the week ending 20th October 2000. Source: *GAVIN*

AMERICAN CHARTWATCH

by ALAN JONES

Backstreet Boys fought a determined battle to regain their slot at the top of the US albums chart this week, but once again came off second time to veteran rockers Santana, whose *Supernatural* album increased its take to more than 183,000 last week – the highest level of its 13-week chart life.

In a week with few significant new albums, *Peace* by Eurythmics (pictured) makes the week's highest debut, entering at number 25 after selling more than 43,000 copies. Driven by the airplay success of *17 Again* – the first single in the States, although not commercially released – it has already beaten the number 34 peak of their last album of new material. 1999's *We Are One*, *Peace* sold more than six times as many copies as the other UK newcomer to the chart last week, *Bryan Ferry's* covers album *As Time Goes By*, which makes an unconvincing debut at number 110.

Surprisingly, Eurythmics' album is not the highest ranking record on the chart by a UK act, nor even second – Eric Clapton's best of Clapton Chronicles climbs 23-20, while Sting's *Brand New Day* declines only marginally, falling 22-24, with Clapton's album selling more than 50,000

copies and Sting's more than 45,000. It is heartening in some ways but Clapton, Sting and Eurythmics are hardly developing acts, and that is where the UK really lacks a presence.

On the singles chart, Santana is still the number one in an unchanged top five, although *Puff Daddy* and *R. Kelly's* collaboration, *Satisfy You*, is closing fast in second place the highest debut since that of *R&B* act *Miss Gotti*, whose latest single *If You Love Me* debuts at number 58.

Britain now has three singles in the chart, more than at any time in the past three months, with *Bush's* The Chemicals Between Us rebounding 75-74, *Pill Collins's* You'll Be In My Heart slipping 81-89 and *Fatboy Slim's* Rockafeller Skank returning to the chart at number 94, some 11 months after it concluded its first chart run, one which was lengthy (15 weeks) but during which it never climbed higher than number 77. The renewed support for the single has also paid dividends for *Fatboy Slim's* album *You've Come A Long Way, Baby*, which bounces 112-104.

Another album on the rise is *Robbie Williams's* *The Egg* has landed. After returning to the chart at number 161 last week, it now progresses to number 147, even though *Angels* is still frustrated in its Hot 100 ambitions, spending its second straight week at the top of the Bubbling Under chart.



"The most universally accessible, innovative album of the year" Face

"The best new band in Britain" Muzik

"Outlandishly brilliant" Times

"You won't be disappointed...you must buy this" DJ

"Astounding, awesome and utterly glorious" Time Out

Award Nominations

Best New Act - Q Magazine

Best Band (UK/Ireland)/Best Dance Act - MTV

Best Band/Best Album/Best New Artist Album/Best Video (Rendez-Vu)

Best Essential Mix/Best Underground Club - Muzik

Best Dance Act/Best Album - MOBO

BASEMENT JAXX

REMEDY

The Gold Album Out Now

Includes The Singles 'Red Alert', 'Rendez-Vu' & 'Jump N' Shout'



Battle for Christmas novelty hits begins

SHANKS & BIGFOT WRITE FOR BRITNEY

Jive/Pepper's Shanks & Bigfot are writing for fellow chart-topping labelmate Britney Spears' second album, for which the teen star flew to Sweden on Thursday to work on tracks at Cheiron Studios. Meanwhile, Travis' cover of Spears' number one smash Baby One More Time – recorded at a summer Radio One Roadshow with presenters Marc & Lard on backing vocals – is the Balise of their forthcoming single Turn, released on November 8. A spokesman for the band says, "Britney actually likes the version, I suppose if Travis do it then it gives her more credibility."

OASIS HIT THE STATES WITH NEW GUITARISTS

Oasis will make their first live appearance since March 1998 in the US next month – for the Y100 radio station in Philadelphia on December 3 – although Creation insist the band will not play any new material from their as-yet-united live album, due in February 2000. Gem, former Heavy Stereo guitarist, was last week confirmed as the replacement for departing member Bonehead, while former Monaco guitarist David Potts is expected to fill Paul 'Guiguy' McGuigan's bassist role.

THE WHO HEAD BACK INTO STUDIO

The Who are in the early stages of writing their first studio album since 1972 in a Hard Rock Cafe. Completion by next Spring, Roger Daltry, Pete Townshend and John Entwistle have reunited on Polydor, ahead of a show in Chicago later this month, and next month's re-release of the 1971 classic Who's Next. A source says, "It's definitely happening, but with their history they are concentrating first on being together and getting on with each other."

REEVES LINED UP TO WRITE WITH PELLOW

Pellow's residentie guitarist/songwriter Billy Reeves is being lined up to write with Mercury labelmate Matt Pellow next month, following the former Wet Wet Wet frontman's stint writing with Sweeney's Chris Difford. One source says, "Billy is really looking forward to working with Matt and Chris, although he may find himself acting as referee." Meetings have also been held to link Pellow with Elvis Costello, though it is understood that no collaboration has yet occurred.

NEW R KELLY ALBUM NEARS COMPLETION

R&B singer/songwriter R Kelly – who last week topped the charts with If I Could Turn Back The Hands Of Time – is close to completing the follow-up to his 1998 double album R at his Chicago studio. A source says, "He's steaming ahead and wants it to be released in the first quarter of next year."

NUDE CONSIDERS ULTRASOUND OPTIONS

Nude is considering options on the members of Ultrasound, following confirmation of *Real Girls* a fortnight ago. The band were subject of one of the biggest A&R scums in recent years when they signed for a two-album deal to Nude in 1997. Bassist/vocalist Vanessa Best's demos for EMI Music Publishing are understood to be particularly promising.

DEBS WILD

Debs Wild So What Management assistant Debs Wild, who has been consulting on A&R for V2, starts as the new Windswept Pacific A&R scout and set as stateside last week's edition of *MTV* – in a fortnight. Wild will continue to co-manage In The City Unsigned winners The New Tellers, who continued to gather A&R interest, with the Barry's Nick Moore.

by Stephen Jones

The race for the festive number one spot is hotting up with the news that The KLF's Jimmy Gaty has united with Vindaloo Christmas Guy Pratt for a novelty Christmas record, while Rive Droite's Brian Rawling has removed Europe's First Countdown for a potential Millennium number one.

Cauty and Pratt, with video director Lloyd Stanton, form Solid Gold Chart Busters whose track, 1-2-1, was signed by Virgin president Paul Conroy.

It is expected to be scheduled for release on December 13, putting it up against Westlife – whose release has now overtaken Spice Girls as the favourite of bookies William Hill after being brought forward last week – Steps and S Club 7 for the Christmas number one slot. The KLF-style dance track – which heavily samples the Grand Valse mobile phone telephone ringing tone – features unknown female vocalist Denise Palmer. A source says, "Some will find it nauseating, but it's annoying enough to just work. You can picture lots of people waving their mobile phones in the air in a pub when it is played."

Conroy says, "As soon as I heard the track it sent shivers down my spine. It certainly appealed to me. Having worked a number of unusual records in the past, I believe this has the ability to go the whole way."

The track was mixed last week at London's Olympic Studios by Oasis's new co-producer Mark 'Spice' Stent. It was produced by Solid Gold Chart Busters at Broadwood



Europe: remix of Final Countdown

and Danny Boy Studios and a video – featuring people being chased by two giant mobile phones – is set to be shot at London landmarks this week.

Meanwhile Rawling (Cher, Lionel Ritchie) has mixed a dance version of Europe's November 1986 number one smash for Epic. The Swedish group's frontman Joey Tempest approached Sony chairman Paul Burger with the idea for the track, which he is keen to promote. Burger in turn handed it to freelance A&R consultant Hugh Atwood to oversee. Epic is understood to be deciding whether to schedule Final Countdown (2000 mix) for a December 13 or 20 release.

Meanwhile, Warner Music has tentatively scheduled Prince's classic 1999 for release on December 6, although it is yet to be confirmed. And EMI Catalogue is intending to release Deborah Harry's October 1989 classic I Want That Man – containing the line: "Here comes the 21st Century, it's gonna be much better for a girl like me..." – remixed by D-Bop and The Almighty, on December 6.



Hollingsworth: Joining London Records

Hollingsworth quits Universal for London

Universal-Island senior A&R manager Alfie Hollingsworth left the company last week after months of speculation to rejoin London Records.

The former Universal head of A&R – whose acts include Next Of Kin, Daphne & Celeste and Aya – is to be due to start next Monday in a newly-created A&R role working with London chairman Tracy Bennett.

Hollingsworth, who was at one time head of radio at London, says, "They've finally decided I could go. Tracy wants me to help him with all of his acts and new stuff. I've got a lot of respect for him." Bennett's current roster of acts includes All Saints, West Country rock band Courtmeister and upcoming teenage R&B soul female duo Sugarloaves.

Meanwhile, Universal-Island has not picked up its option on Tricky, leaving the Bristol-born, New York-based rapper/producer without a deal. The label is understood to have been disappointed with sales of his fourth album *Juxtapose*.

The move comes as speculation mounts about further roster cutting at the label, although Tricky is understood to be the highest profile name involved. Universal-Island declines to comment.



Boyzone's Stephen Gately (pictured) was the last artist to come on board for the *Abbamania* album (inset) released by Polydor next Monday (November 8) but recorded throughout October under executive producers Pete Waterman and Rob Dickins. Madness, Steps, Westlife, The Corrs, B*Witched and S Club 7 number among the other artists who have recorded *Abba Tracks* in collaboration with the BPI. The show, presented by Denise Van Outen who performs as Gimme Gimme Gimme, was recorded last week for broadcast on ITV this Saturday. A portion of the album's sales is to be invested in the launch of the National Foundation for Youth Music set up by culture minister Chris Smith and the Arts Council to create more music-making opportunities for young people. Brit Awards executive producer Lisa Anderson says, "It's the first of various different projects that we will be doing as part of raising funds."

Warren pens duet to appear on Houston best of album

Diane Warren has penned a duet for Latin star Enrique Iglesias and Whitney Houston, which will appear on a forthcoming greatest hits package being put together for the R&B diva. Warren revealed details of the track, Can I Have This Kiss Forever – which will also feature on Iglesias' debut album, *Enrique*, due for release on Interscope/Polydor on November 22 – in an interview during a rare whistlestop visit to London last week.

Houston is understood to have recorded her vocals over the summer with producer David Foster. The retrospective, expected to reflect her entire career, is due in March/April 2000 although there may be another two singles to come from 1998's double-platinum album, *My Love Is Your Love*.

Another of Warren's key forthcoming releases next year is *What Do I With The Love?* performed by Ronan Keating, while the writer says she is also keen to write for his chart-topping band Westlife.

A fan of UK acts, on the state of UK versus US artists, she says, "There's always talent out there [in the UK]. But there doesn't seem to be enough people out there finding and spotting it."



Warren: 'genre-hopper'

Warren – one of the few songwriters who could write for artists as diverse as Aerosmith and Celine Dion – has been typically prolific recently, with her songs being covered by artists as diverse as Eric Clapton, Chrissie Hynde, Toni Braxton, Christina Aguilera, Another Level, Britney Spears and Mariah Carey for her album *Rainbow* (released on November 8). The latter was the first time in several years she has co-written solo with another artist. These days to write she sates the process – she "can't remember" when she did it last – but was persuaded in this instance by Sony Music president and CEO Tommy Motolla.

"I usually try not to tailor a song too much for someone, otherwise it sounds too much like them. I prefer to write a great song, and then think about who it would be great for. Then I can call them or their manager, or if it's someone like Whitney, call [Arista world president] Clive Davis," says Warren.

"But Mariah called me. And at the right moment. I just thought it would be interesting. I sat at the piano and we knocked them out. It was fun and we became friends. But I'm not planning to do any more."

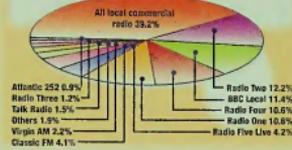
Warren, who was in the UK for an interview with Trevor Dann for a BBC Radio documentary he is making about her, admits she is notoriously self-critical. "It's true you are only as good as the last record you write. I am my own worst critic. I beat the crap out of myself sometimes," she says.

A workaholic who admits to telephoning record company promotions departments to check on the progress of her songs, she describes herself as a "pop lover" above all.

But she admits to being a genre-hopper. "I write records that get on Spanish-language, dance and Christian stations because hearing my records on radio – that's the best," she says.

Q3 1999: THE NATIONAL PICTURE

WEEKLY SHARE OF TOTAL LISTENING



NO PLANS TO INCLUDE DIGITAL STATIONS UNTIL PENETRATION HITS 200,000 HOMES

In the week that Capital Radio announced it will launch its national digital radio station Capital UK on the Digital One multiplex in January, Rajar confirmed that it is unlikely to survey digital stations for at least another year.

Speaking on behalf of the research body, BDO head of marketing Vanessa Griffiths says Rajar is not prepared to use its research budget to survey digital radio listeners until the number of digital sets sold passes the 200,000 mark.

Rajar has commissioned questionnaires to establish which homes already have a digital radio and estimates that even by the end of the year 2000 only one in 10 homes - around 30,000 - will own a receiver.

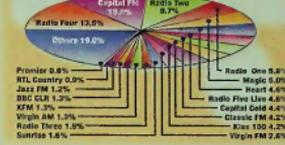
"This means that of the 125,000 or so adults surveyed by Rajar next year only 150 will have a digital receiver. We will continue to monitor the uptake of digital radio so we can include the services on the full Rajar survey as quickly as possible," she says.

Two weeks ago GWR Digital announced a multi-million pound marketing campaign to drive awareness of digital radio and boost sales of receivers. It predicts that 40% of UK households will own a set by 2008.

Steve Hemsley

Q3 1999: THE LONDON PICTURE

WEEKLY SHARE OF TOTAL LISTENING

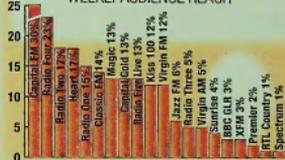


WEEKLY AUDIENCE REACH



Source: Rajar. Percentages represent share of total national audience.

WEEKLY AUDIENCE REACH



Source: Rajar. Percentages represent share of total London audience.

Summer results see R1 defy trend and increase listenership

The summer is traditionally a slow time for radio as consumers disappear on holiday or change their listening habits as they spend more time outside.

While the rest of the radio industry uses this as a perfectly plausible excuse for a temporary dip in audience numbers, Radio One has once again adapted to the seasonal change with its biggest programme of live outside broadcasts from various events. Consequently, it was the only national station, BBC or commercial, to increase its reach in the three months July to September.

Radio One added almost 300,000 listeners during the three-month period, increasing its weekly reach from 10.9m to 11.2m under the new Rajar methodology which was introduced at the start of the year. If under-15s are included, this figure climbs to 13.7m. In contrast, Radio Two dipped to 9.5m (9.8m), Virgin AM to 3.1m (3.3m), Classic FM 5.6m (6.0m) and Atlantic 252 1.8m (2.0m). Radio Three was unchanged on 1.9m.

Radio One's share of total listening was up from 10.3% to 10.6%, while it was the only national station to increase its listening hours in quarter three, from 103m a week at the end of June to 105m.

"The key is to get out there and be in the places where your audience is. The Ibiza Weekend, the Reading Festival, Radio One Live in Manchester, the Dance Parties and the Roadshow Tour all attracted thousands of the 17-, 18- and 19-year-olds who the station is targeting," says Radio One controller Andy Parfitt.

Radio One's performance was the main reason that BBC Radio as a whole managed to regain its lead over commercial radio, registering a 50.3% share of listening against the independent sector's 47.8%.



Parfitt: live music successes

Radio Two controller Jim Roy says he expected to see some "churn" in his audience following some significant schedule changes during the summer, which included Steve Wright taking over from Ed Stewart for three hours every weekday afternoon and Jonathan Ross replacing Wright on Saturday mornings.

Meanwhile, the Commercial Radio Companies Association is upbeat about the latest figures. Operations director Rachel Fox says it is still too early to tell if a trend is emerging among national stations because the new Rajar research method has only been used for three quarters.

"What we are pleased about is that the commercial sector is increasing its share of listening among the 15 to 44 age group - the demographic targeted largely by the music industry and radio advertisers. Our share of this age group has jumped from 59.4% to 61.7% since the start of the year while the length of time they are listening has risen from 14.8 hours to 16 hours each week," she says.

Commercial radio in London had a particularly good three months with 104.9 Xfm increasing its audience from 281,000 to 342,000 in the three months while its share was up from 0.8% to 1.3%. Xfm's owner the Capital Group began its long-awaited marketing campaign for the station during the quarter and activities are set to intensify during the coming months. A new autumn schedule began in October with specialist shows such as the cutting-edge Xposure and The Rock Show. Xfm will also be available to Sky Digital subscribers from November, a move which it hopes will build awareness for the station outside of London.

The Capital Group is firmly committed to the digital revolution and its investment includes the launch in January of its adult contemporary station Capital UK on the Digital One multiplex. Group commercial director Paul Davies says the costs of running digital services has reduced and that the group wants to work closely with Digital One - part owned by GWR Group - to market the different stations available.

In the latest Rajar survey, the highlight for Capital FM was another 2m-a-week show for Chris Tarrant's breakfast show, a figure which actually tops 2.6m when children are counted. Tarrant left his meals trailing: Terry Wogan at Radio Two pulled in 944,000 listeners in London, Radio One's Zoe Ball 812,000 and the Heart 106.2FM breakfast show featuring Jonathan Coleman and Erika Norr 725,000.

In total, Heart 106.2FM attracted 1.5m listeners a week, up from 1.3m at the start of the year. The Rajar results were released just days before the Chrysalis station begins its first TV advertising campaign in two years on Carlton, Channel 4 and Channel 5 and follows the launch of the station's website.

Chrysalis was also celebrating in the regions where its North East Galaxay 105-106, a station that was only launched in

June, established a weekly reach of 415,000 and a market share of 9% in its debut period. This was the first Galaxay station launched from scratch by Chrysalis and the group backed it with a £500,000 marketing campaign. The Galaxay network includes stations in the South West/South Wales, Birmingham, Manchester and Yorkshire regions, and attracts more than 2m listeners a week. Galaxay 102 in Manchester, Galaxay 105 in Yorkshire and the new North East station will be advertised on local TV between now and the end of the year.

Commercial radio's success in targeting younger radio listeners also helped Kiss 100, which was the star performer for Emap Radio, achieving its highest adult share of 4.2% after an extra 91,000 young adults tuned in to take its reach to 1.4m. Importantly, its audience is also tuning in for longer - with total listening hours up 26.4% from 7.2m to 9.2m a week.

The GWR group's national station Classic FM recorded its highest figures for a summer period and managing director Roger Lewis says the station is continuing to attract more children to the genre. In fact, its audience rises to 5.9m if listeners aged between 4 and 15 are added.

Locally, it was some of GWR's largest stations that performed the best with 96 Trent FM in Nottingham and Derby added 26,000 listeners to 392,000.

Among the smallest broadcasters to perform well was Stratford-Upon-Avon's FM102 The Bear, one of the stations that the Warner plugging team has removed from its free product list because of its claimed lack of playlist support for the company's artists. The Bear's audience remained static but each listener is tuning in for longer on average, up from 40.1 hours a week to 10.2 hours, while its share of listening rose from 13.0% to 13.2%.

Steve Hemsley

TV spearheads Warner Classics crossover plans

by Andrew Stewart

Warner Classics is looking to several crossover projects to capture sales in the weeks before Christmas, led by the release on October 25 of Libera and the appearance of a track from the company's Best Of Paolo Conte album on the high-profile ITS personal finance TV commercial.

Libera offers a collection of works by Robert Pizzaman, written to suit the particular talents of a boys' choir that rehearses in London's South Norwood.

"Sadly, choirs do not easily cross musical barriers," says Pizzaman. "I hoped we could create music that would creep up on listeners and they would appreciate it without prejudice."



Libera and Conte: crossover hopes

The results of their collaboration should appeal to the Adiemus market, although Libera is generally more up-beat in style and also contains tracks based on well-known works by Pachelbel and Tallis.

Libera, issued on the Erato label, has been driven entirely by the Warner Classics

UK team, and advertising includes a TV commercial showing a frustrated marketer desperately trying to think of ideas to sell the album. "It's completely different from the usual type of TV ad for a classical album, more like a short film," says the company's marketing manager Jane Carter. "We're expecting a slow build for Libera, but I'm sure it will catch on when people hear its emotional, uplifting music."

The television ad will appear in the third week of release, while the album is also backed by radio campaigns on Classic FM, Magic and Heart, plus press ads.

Another Erato crossover project, set for February launch in the UK, is a programme

of operatic arias featuring the distinctive voice of Filippa Giordano, which was showcased on October 21 at the Royal College of Music.

Meanwhile, Carter is looking to exploit the massive exposure given to Paolo Conte's catchy *Via Con Me* by its use in the ITS TV ad. The ad will run to the middle of November and then reappear next February and March. "We're working closely with their marketing company, Lansons Communications, to do a joint campaign on the Conte piece," she says. "There have been calls to Channel 4 and the PR company every day asking about the music since the ad was run at the beginning of October."

Michael Kamen scores with heavy Metallica S&M symphony

Composer Michael Kamen and self-proclaimed "hardest rock band in the world" Metallica (pictured) gleefully review the genre-fusing excesses of the Seventies on their symphonic metal collaboration *S&M*.

The live double-album was recorded in San Francisco in April with the city's symphony orchestra, and features 22 Metallica songs scored and conducted by Kamen. Further shows are scheduled for Berlin and New York during November, using orchestras from each city, and the album is released on November 22.

The seeds of the collaboration were sown in 1991 when Kamen was invited to provide a score for *Nothing Else Matters* from Metallica's eponymous album, only part of which was used in the final mix. "I met them a few years later," says Kamen. "They said,



"Oh, you're the cat who did those scores, we love that orchestra thing," and I told them they should work with an orchestra sometime. So here we are."

Kamen trained as an oboe player at The Juilliard School in New York before embarking on a mission to set classical music to rock instruments with his New York Rock & Roll Ensemble. During the Eighties and Nineties he worked on numerous classical and soundtrack projects, including *Die Hard*, *Robin Hood Prince Of Thieves* and the *Lethal Weapon* films.

However, Kamen admits the Metallica collaboration posed as many challenges as anything he has undertaken. "Every score is a guessing game until I have put it in the hands of an orchestra," he says. "The truth is, I'm a well-educated oboe player."

Bocelli's the Sacred Arias collection seeks to capitalise on UK crossover success

Andrea Bocelli's success as a classical crossover artist looks set to continue with the release of his Sacred Arias collection on November 8.

The Sugar Music and Philips disc presents the Italian tenor performing core classical pieces such as the *Ingenioso* from Verdi's *Requiem* and the *Cujus Animam* from Rossini's *Stabat Mater*, alongside such popular classics as the *Bach/Gounod Ave Maria*, Gruber's *Silent Night* and Franck's *Panis Angelicus*.

Bocelli's (pictured) classical credentials are further underlined by his collaboration with conductor Myung-whun Chung, former director of the Paris Opera Bastille, and the orchestra and chorus of Rome's renowned *Accademia Nazionale di Santa Cecilia*.



The album's UK marketing campaign includes a high-profile television and radio campaign. Press editorial coverage is likely to extend far beyond the specialist classical monthlies thanks to the announcement that one of the album's tracks, *Gloria A Te Cristo Gesù*, by French priest Jean-Paul Lécot, was commissioned by the Vatican as its 'Hymn of the Great Jubilee of the Year 2000'.

"Bocelli's profile over the past nine months in the UK has rocketed," says Mark Wilkinson, head of Philips Classics UK. "He has been a guest on *Des O'Connor*, the *National Lottery*, *This Morning* and *BBC Breakfast News*, and we have calculated that between 15m and 20m people have been exposed to him this year."

The Only Musicals Album You'll Ever Need! features 38 showstopping hits from the greatest shows of stage and screen. With performances from artists including Michael Ball, Elaine Paige, Phillip Schofield and Julie Andrews and songs from *Evita*, *Cats*, *Miss Saigon*, *Les Miserables*, *The Sound of Music*, *Oliver!* and many more, this really is **The Only Musicals Album You'll Ever Need!**

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THE SOUND OF MUSIC and many more.

Marketing Campaign

- Radio advertising on over 14 stations in the Capital Gold and Magic networks
- National colour and co-op press advertising
- TV advertising in week 1 December to hit gift purchasing market in Central, London and Meridian regions
- Direct marketing to over 50,000 names on the BMG database
- National display campaign
- Major press and radio promotions campaign

Catalogue numbers: Double CD 74321 60825 2, Double Cassette: 74321 60825 4

RELEASE DATE: 8TH NOVEMBER 1999

Andrea Bocelli

Sacred Arias

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and devotion

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three versions
of AVE MARIA,
O come, all ye faithful,
Silent night and
Gloria a te, Cristo Gesù
(the Hymn of the
Great Jubilee)

Orchestra e coro
dell'Accademia Nazionale di Santa Cecilia
Myung-Whun Chung

TV Advertising

Across 5 weeks, including GMTV, Meridian, West Country, Central, Channel 4, HTV, Granada, Cable and Satellite

Radio Advertising

Including Classic FM Heavyweight, Magic 105.4

Press Advertising

Including Daily Mail, The Mirror, The Daily Telegraph, The Express, OK! Magazine, Catholic Times, The Universe, Church Times, Londre Sera

Press & Promotion

TV: The Royal Variety Show - ITV, 4th December. More the
Radio: Classic FM Record of the week (w/c 8th Nov), Radio 2 Christmas Day Special
Press: Front cover of Classic FM Magazine (Christmas Issue), major feature and interview.

National display campaign

Release date: 8th November

Cat. No. 462 600-2/4

Sugar



PHILIPS

ALBUM of the week

PART; TAVENER: Part's Magnificat, Seven Magnificat-Antiphons, etc.; Tavener's Out Of The Night, Ikon Of The Nativity, etc. Tavener Consort and Choir/Parrott (Sony Classical SK61753). Andrew Parrott's professional chamber choir gets to the spiritual heart of this music with performances of intense passion, light years removed from the colourless approach adopted by many other interpreters.

John Tavener's brief, dream-like *Alltelus: Out Of The Night* is used to punctuate the programme, a conceit that underlines the emotional force and commitment of such longer works as *Part's Seven Magnificat-Antiphons* and the *Canticle Of The Mother Of God* by Tavener (pictured). The release will be advertised in December's edition of *Gramophone* and *BBC Music Magazine*.



REVIEWS

for records released up to November 15, 1999



MADRI SONGS FOR KIRI TE KANAWA. Dame Kiri Te Kanawa (EMI Classics CDC 55628-2). The Maori soprano will serenade the world at the dawn of the new millennium from the beach in her home town of Gisborne, New Zealand, reaching an estimated global television audience of more than 1bn in 55 countries. EMI's disc features a collection of traditional songs transcribed and arranged for the first time for soprano and orchestra, its marketing backed by press and radio advertising and a possible television campaign.

SCHUTZ: Christmas Vespers. Gabrieli Consort and Players/Paul McCreesh (Archiv 463 046-2). Paul McCreesh's reconstructions of church services as they

might have been conducted in the past, complete with musical adornment, remain strong catalogue performers. The latest project focuses on the sumptuous choral and instrumental contributions of 17th-century German composer Heinrich Schütz. *Christmas Vespers* as presented to the Saxon court in 1664. Backed by a Classic FM campaign and regional radio advertising plus ads in the classical press.



SENTO AMOR: Operatic arias by Mozart, Gluck, Handel. David Daniels; *Orchestra of the Age of Enlightenment/Bicket* (Virgin Classics VO 5 43965-2). The US counter-tenor's Virgin Classics debut album of Handel arias attracted glowing praise, with the *Sunday Times* calling for "more please". The sequel would delight existing Daniels fans and win new converts to his first-rate artistry. Excellent sound and fine orchestral

playing add to the disc's attractions. The release is supported by a Gramophone ad, poster displays and a Classic FM campaign, while Daniels appears with Cecilia Bartoli in Handel's *Rinaldo* at the Barbican on November 15 and 17.

TCHAIKOVSKY/GLAZUNOV/MENDELSSOHN: Violin Concertos. Josefowicz, Dutoit (Philips 464059-2). Although barely out of her teens, Lella Josefowicz has forged an impressive career. The choice of repertoire here proves she is prepared to stand up and be measured against great players past and present. A priority Philips Classics release, it is backed by ads in *Gramophone*, *Classic CD* and other specialist publications.



A FESTIVAL OF NINE LESSONS AND CAROLS: Including music by Ades, Tavener, Darke, Ord, Judith Weir, etc. Choir of King's College, Cambridge/Clebury

(EMI Classics CZS 5 73693-2). Stephen Clebury's years in charge of the world-famous Cambridge college choir have seen a steady flow of new commissions and some excellent recordings. This full account of the annual Festival of Nine Lessons and Carols was recorded at last year's 80th anniversary celebration of the service, and contains a new carol by exclusive EMI artist and Cambridge alumnus Thomas Ades, John Rutter's setting of Dormi Jesu and Tavener's haunting treatment of William Blake's visionary poem *The Lamb*. This is backed by ads in the December editions of *Gramophone*, *Classic FM Magazine* and *Classic CD*, two weeks advertising on Classic FM, and PPS material for retailers.

THE ESSENTIAL CAROLS COLLECTION: Various (Deutsche Gramophon 465 378-2). A clever UK-originated compilation featuring material drawn from Universal's back catalogue. It includes tear-jerkers from the Vienna Boys' Choir, rousing English carols from Westminster Abbey and King's College, Cambridge, and recent hits such as

Tavener's *The Lamb* and *Mary's Boy Child*, the latter sung by Bryn Terfel. The album is set for a national and regional radio campaign and a mix of press advertising. **BRUCKNER: Symphony No.7.** Vienna Philharmonic/Harnoncourt (Teldec 3984 24488-2). Austrian conductor Nikolaus Harnoncourt marks his 70th birthday year with a typically individual account of his countryman's Seventh Symphony. Press features on Harnoncourt will appear in the *Sunday Times* and *BBC Music Magazine*, with Warner advertising for the disc in the specialist classical press.



HOME FOR CHRISTMAS: Anne Sofie von Otter, etc. (Deutsche Gramophon 459 684-2).

Home For Christmas has everything from Scandinavian traditional songs to Broadway hits, sung by the Swedish mezzo-soprano (pictured). The record will be advertised in the general and specialist press.

CHRISTMAS SONGS OF PRAISE: Huddersfield Choral Society, Winchester Cathedral Choir, Sir Harry Secombe, Daniel O'Donnell, etc. (BBC Music MEF 0049-2). The BBC's 40-year-old weekly sacred choral show regularly attracts more than 5m viewers. Two Songs Of Praise Christmas specials are scheduled this year, on December 19 and Boxing Day, drawing an expected audience of 15m. This compilation of favourite carols and songs will be trailed after each show, and is further supported by *Radio Times* advertising.

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SINGLE of the week

BLUR: No Distance Left To Run (Food CDFOODS123). The third single from Blur's platinum-awarded album 13 has been a long time coming, but as one of its standouts it's worth the wait.

nonetheless, A downbeat, acoustic song with gospel choir and sparse musical backing, it oozes honest emotion — as producer William Orbit told *MV* back in January, Damon Albarn recorded these vocals in tears. While yet to break the Airplay Top 50, *Radio One* and *MTV* have C-listed the track and an *ITV* South Bank Show special on the band is due for broadcast around its release.



ALBUM of the week

CELINE DION: All The Way...A Decade To Follow (Epic 496904). Looking set to follow in the footsteps of Dion's last three consecutive number one



albums, *All The Way...* is no exception. It features eight of her biggest-selling singles such as the Titanic theme *My Heart Will Go On*, *Think Twice* and seven new tracks, including Diana Warren-penned numbers (see A&R, p8). Also included is new single *That's The Way It Is* (released November 23) written and produced by Max Martin. Tipped to be the season's biggest seller.

SINGLE reviews

OCEAN COLOUR SCENE: So Low (Universal Island CD 759). The Birmingham quartet suggest they are fast becoming a new Dire Straits with this stand-out from their *One From The Other* album. Released to coincide with their 10th anniversary UK tour, *So Low* is a soulful midtempo ballad with a strong chorus.

THE OFFSPRING: She's Got Issues (Columbia XPCD2100). Although not as catchy as the US act's two Top 20 singles since *Pretty Fly (For a White Guy)*, *She's Got Issues* is as satirical as its predecessors. C-listed at *MTV*, it will appeal to their fanbase.

BEVERLY KNIGHT: *Sista Sista* (Rhythm Series/Parlophone CDHR5258). Even before Knight's deserved double *Mobo* Award last month she already scored 20 hits with *Made It Back '99* and *Greatest Day*. Her higher profile should mean this less uptempo track will at least match its predecessors and drive sales of her album *Prodigal Sista*.

MORGAN: *Miss Parker* (Source One CD S090020). French ballad Source's UK offshoot debuts with this reggae-driven dance track with vocals by Morgan's 14-year-old brother William. The Dust Brothers and Beastie Boys producer Martin Caddato Jr provide funky reinterpretations.

UNDERWOOD: *Bruce Lee* (JBO JB0510033). Karl Hyde's menacing rap-style vocal dominates this beat-driven fourth single from the trio's *Beaucoup Fish* album. The Micronauts provide an abrasive techno remix, while Salt City Orchestra offer a hypnotic reworking of *Caps*.

CRASHLAND: *Standard Love Affair* (Independiente ISOM34M5). This Underones-meets-Weezer debut has gained spot plays on *Radio One*'s Evening Session. Track three, *Lemonade*, is the most promising. A West Country band to watch.

TEXAS: *When We Are Together* (Mercury MERCDS52). Texas revisit Motown territory with this pastiche of Sixties soul which sounds verily like The Supremes and The Jacksons. Following the radio-friendly formula that helped make *Black Eyed Boy* a hit, it is on *Radio One* and Two's *B-list*.

SHELBY LYNNE: *Your Lies* (Mercury 5625022). The critically-acclaimed Alabama singer introduces her mellow Southern style on this debut single. This slow, country-tinged, dusty Springfield-style ballad has already gained steam as it has picked up plays on the Jo Whalley Show on *Radio One*, along with slots on *TFI Friday*

and *Later*. A single of the week contender.

ALANIS MORISSETTE: *That I Would Be Good* (Maverick W5909C). The first single from Morissette's *MTV Unplugged* show at Brooklyn Academy of Music resonates with the power of her hypnotic voice. Radio appears disinterested, however.

GLAMMA KID: *Why* (WEA WEA229-CD). Glamma Kid has recently raised its profile with a nomination for best reggae act at the *Mobos* and his Top 20 Sweetest Taboo duet with Shola Ama. This remake of the 1982 Carly Simon track is B-listed at *Radio One*.

ALICE DEEJAY: *Back in My Life* (Positive CDIVD1121). Hot on the heels of her number two smash *Better Off Alone*, Deejay returns with another top ten single.

With its big hooks and catchy vocal it should continue the trend for pop-rance crossovers making it to the top of the charts.

BIRTH: *Sweet Idol* (HIT TOUCD119). George Michael meets Godley & Creme on this debut rooted in new eclectic man on the block DL (Dawn Latent). Warm sounds come courtesy of backing musicians like former Wings drummer Steve Harley and Amen Corner member Blue Weaver.

SCOTCHBROTHERS: *Hot Talk: Pictures of Romance* (Epic HIT UCD210). This Scottish-based band have echoes of Neil Young and James Taylor and their soaring ballad of longing. The duo are currently supporting Gomez on their UK tour.

THE MAVERICKS: *Things I Cannot Change* (Mercury MAVCJ1). The US's premier smooth Tex-Mex combo precede their new 15-track greatest hits package with this, one of six new tracks on the album. It is imbued with all the familiar motifs, but is not as good as their contribution to the Gram Parsons tribute album. It is currently B-listed at *Radio Two*.

FRANCIS & THE MESAALOS: *Dragon* (One Little Indian 1787P7CD). Seventies TV theme tunes need big beat on this second single from March 11, a band managed by prodigy manager Mike Champion. Deserves further attention.

JOE STRUMMER & THE MESAALOS: *Tony Adams* (Mercury MERCDS57). Caught amidst the current Clash anniversary campaign is this, Strummer's first charting single from his album *Rok, Art & the X-Ray Style* (released today). Its mid-paced reggae rhythm and horn section bring to mind his former band's later work.

SHAGDONT: *Wheat: Don't I Hold You* (City Slang 0878-2). A hypnotic-sounding slice of bitter-sweet pop which is a perfect

introduction to the quartet's mesmerising second album *Hope & Adams*. It is played at *Xfm* and has been championed by Mark & Lard and GLR's Sean Hughes. A minor gem.

MARTINA MCBRIDE: *I Love You* (RCA LC003116). Recently awarded the CMA Award for female vocalist of the year, McBride unleashes this feelgood rock track. Featured on the soundtrack to the film *Runaway Bride*, it is on *Radio Two*'s *C-list*.

ALBUM reviews

BOB MARLEY: *Chant Down Babylon* (Island 5454-2). The latest in a line of ghostly duets albums which has already included Nat 'King' Cole and Roy Orbison, Chant

Down Babylon takes original masters and invites collaborators from Lauryn Hill to Busta Rhymes to overlay additional material. The modern feel and the celebrity cast should lift it well above the wealth of Marley material on the market, and Columbia's release of the excellent *Turn The Lights Down Low* with Hill is December will help.

MERCURY: *BRYAN ADAMS: The Best Of Me* (Mercury 4905222). This new collection of Adams' hits follows his previous best of — the million-selling *So Far So Good* collection from 1993. As well as including the record-breaking *Everything I Do (I Do It For You)* and earlier hits, the set features 10 recent successes like *When You're Gone*, *The Only Thing That Looks Good On Me (Is You)* and the new single *The Best Of Me*.

GARTH BROOKS: *The Life of Chris Garris* (Capitol 5231732). Assuming the persona of Chris Garris has allowed Brooks to move away from his country roots for a sturdy take on mainstream US rock/pop. Echoes of The Doobies and The Eagles abound with Brooks in excellent voice, particularly on the lead single *Lost In You*.

REAGAN: *TIN TIN OUT: Eleven To You* (VVC Recordings CDVCR6). While better known as DJs and remixers, Lindsay Edwards and Darren Stokes have engaged with a surprisingly peppy and live-sounding debut album. With vocal and writing contributions from Wendy Page (Martine McCutcheon, Billie), the duo showcase their strong writing skills on an (often acoustic) album that has a powerful pop appeal. With the *Radio One* B-listed single *What I Am* (featuring Emma

Burton) climbing the airplay chart, the album should attract strong sales.

REAGAN: *EMILIANA TORRINI: Live In The Time Of Science* (One Little Indian TPLP21CD). An engaging, and sometimes thrilling, collection with enough detail to reward perseverance. Torrini's vocals falls somewhere between Tina Nordenstam and Björk and, with help from EG White and former Tear For Fears frontman Roland Orzabal, she has created a delicious debut.

VARIOUS: *Slow Up 4 Go Go* (Slow Up/V2 VVR1010542). Named after the James Clarke track which backed the *Go* charity CD campaign, this 20-track CD brings together Seventies funk, R'n'B classics and Latin jazz. Classics by the Spencer Davis Group and The Kinks meet rarer grooves to explosive effect.

THE CORNERS: *MTV Unplugged* (143/Lava/Atlantic 7567809862). Last year's best-selling album to date in the UK return with a more folk-based sound on five new tracks alongside tracks from *Talk On Corners* and *Forgotten Not Forgotten*. It contains the single *Radio*, C-listed at *Radio One*, and cover of REM's *Everybody Hurts* — performed at *Net Aid* last month. *MTV* broadcasts the show on November 27.

ACE OF BASE: *Singles Of The Nineties* (Polydor 5432274). The Swedish supergroup's classics, including *The Sign* and *All That She Wants* among 18 tracks, could be a surprise winner depending on the success of their new single *C'est La Vie* (Always 21), released on November 29.

Releases previously reviewed in *MUSIC WEEK* now set for release on November 15 include: **GOMEZ:** *We Haven't Turned Around* (Net) (reviewed in October 30 issue) • **SIMPLY RED:** *Love And Life* (VVC Russian East) (West) (October 23) • **DINA CARROLL:** *Say You Love Me* (1st Avenue/Manifesto) (October 9)

Hear new releases

Audio clips from the releases marked with this icon can be heard on dotmusic at: www.dotmusic.com/reviews



REAGAN: **GARBAGE:** *The World Is Not Enough* (Radioactive/MCA LC01056). Written by self-confessed John Barry fan David Arnold and legendary trackist Don Black, this theme to the latest James Bond film of the same name — released later this month — is in keeping with the traditionally sweeping Bond anthems of the past. Sounding more Bond than Garbage, the lush video and extensive press campaign should drive sales.

REAGAN: **WILL SMITH:** *Willennium* (Columbia 494939). Smith has carved a sizable niche for himself with sample-reliant rap (despite the presence here of "credible" guests such as LL Cool J and Slick Rick) aimed at fans of his TV show and considerable movie output. There is nothing new or challenging on the album, but he does serve his fans faithfully and with a degree of humour and style that will ensure continued success.

6 NOVEMBER 1999

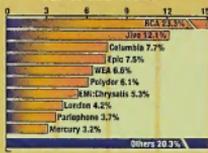
CHART COMMENTARY

by ALAN JONES



It's RCA all the way again this week. The 70-year-old label, which launched in the UK 42 years ago, registers its third consecutive number one with **Five's** 'Keep On Movin''. It's the first label to score three in a row since 1989, when PWL turned the trick. In the whole of chart history (47 years next week) the only other labels to have three or more consecutive number ones are Decca (1965), Parlophone (1964), Columbia (1963 - four on the trot) and Philips (now part of Universal) in 1955/57. **Philis'** run started on 20 July 1956 and held firm all the way through to 4 January 1957, encompassing five records and 25 weeks at number one. It was, of course, much easier in those days with fewer record labels competing, though RCA's current run would be adjudged impressive at any time. RCA has, however, failed to take the top three places in the singles chart, as it appeared it might do earlier in the week. The reason for its 'failure' is **R Kelly's** 'If I Could Turn Back The Hands Of Time', which drifted 3-5 on the

MARKET REPORT TOP 10 COMPANIES



Percent share the 13 companies by the total sales of the Top 75, and represents 90% of the Top 10.

SALES UPDATE



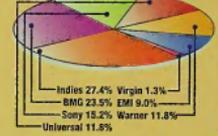
SINGLE FACTILE

After registering a hat trick of consecutive number two hits, **Five** finally join the major league this week, enjoying their seventh hit and their first number one with **Keep On Movin'**, which sold more than 137,000 copies last week. The group made their chart debut with the number 20 hit **Siam Dunk** (Da Funk) just under two years ago, and haven't made a false move since, with successive singles always equaling or

improving on the position gained by their predecessors. **Keep On Movin'** makes up for the disappointment the group suffered when their last single **If Ya Gettin' Down** managed to lose a midweek advantage of more than 6,000 sales to finish behind **Ricky Martin's** **Livin' La Vida Loca** in the latter title's third and final week at number one. **Keep On Movin'** was co-written and co-produced by **Richard Stanard**.

midweek chart but surged back to number two by week's end, increasing its sales week-on-week by a couple of thousand.

TOP CORPORATE GROUPS



PERCENTAGE OF UK ACTS IN THE CHART

UK: 34.7% US: 17.3% Other: 48.0%

Kelly's single is one of two climbers in the Top 40, the other inevitably being **Maey Gray's** **I Try**, which had another amazing week at

retail, increasing its sales from 42,000 the previous week to nearly 58,000 last week, its fifth in the chart. Thus far, **I Try** has moved 10, 10-9-8-7 and has sold more than 195,000 copies. Its continuing growth is also reflected by **Gray's** album **On How Life Is**, which starts 6-3 this week, registering week-on-week growth of 50%. It sold more than 38,000 copies last week to push past the 150,000 mark.

Aside from **Five**, the only new entries to the Top 10 this week are revered American females, with **Mariah Carey's** **Heartbreaker** debuting at number five and **Diana Ross's** **Not Over You Yet** in at nine. **Not Over You Yet** is the 55-year-old **Ross's** biggest hit since 1991, and her 26th Top 10 hit - eight with **The Supremes**, one with **Lionel Richie** and 17 solo. Only **Madonna** has had more solo Top 10 hits among female soloists. **Heartbreaker** is **Carey's** 14th Top 10 hit in a close third to **Ross**, and all registered in a relatively short period of time, as she didn't have her first hit until well into 1990.

INDEPENDENT SINGLES

This	Last	Title	Artist	Label/Imported
1	NEW	IF I COULD TURN BACK THE HANDS OF TIME	R Kelly	Jive 552182 (P)
2	NEW	JUMP 'N' SHOUT	Bassment Jaxx	XL Recordings XLS 1180 (V)
3	NEW	LARGER THAN LIFE	Backstreet Boys	Jive 5559292 (E)
4	NEW	BUDDY X 18	Dream Team Vs Helen Cherry	4 Liberty LIBT0333 (P)
5	NEW	YOU DRIVE ME CRAZY	Britney Spears	Jive 5559282 (P)
6	NEW	HEAVEN SENT	Backstreet	Bedrock BRS0203 (V)
7	NEW	AFTER THE LOVE HAS GONE	Steps	Echidna 5619462 (P)
8	NEW	YOU'LL BE IN MY HEART	Pit Collins	Walt Disney 0100235 (VNY (P))
9	NEW	SEVEN CITIES	Sonic Stone	Hop! Cheats HOJ185 (V)
10	NEW	GOING UNDERGROUND/CARNATION	British Tom Lane Gallagher & Steve Gaskell	Ignition IGNS50 15 (VMPV(P))
11	NEW	SUN IS SHINING	Bob Marley vs Funkstar De Luxe	Club Tools 0668895 (CLU (P))
12	6	WHY DOES MY HEART FEEL SO BAD	Moby	Mute COMUTE 230 (V)
13	NEW	GET DOWN	Jungle Brothers	Gea StreetV2 GEE 50105H (JMV(P))
14	NEW	WOMEN BEAT THEIR MEN	Jeanie Carlier	Musical CAMP023 (V)
15	NEW	YOUR CARESS	DJ Ravvers	All Around The World CIGLOBE 202 (P)
16	NEW	SEE YOU PERFECT WORLD	Big Country	Track TracK 905A (P)
17	NEW	BURNING UNDER THE HOUSE	Tom Jones & The Caribians	Gut CDGAT 16 (P)
18	NEW	GET FUZZED UP	Wiz	Carveball CARVE102 (VMPV(P))
19	NEW	EVOLUTION	Ram Ram2000 (SRD)	Ham RamRAM200 (SRD)
20	14	SING IT BACK	Meliko	Echo ECGS02 (P)

All charts © DJM

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



This	Last	Title	Artist	Label
1	NEW	KEEP ON MOVIN'	Five	RCA
2	NEW	IF I COULD TURN BACK THE HANDS OF TIME	R Kelly	Jive
3	NEW	GENIE IN A BOTTLE	Celine Dion	RCA
4	NEW	FLYING WITHOUT WINGS	Mya	RCA
5	NEW	HEARTBREAKER	Mariah Carey	Columbia
6	NEW	2 TIMES	Ami Lee	Spinnaway/Universal
7	NEW	I TRY	Maey Gray	Epic
8	NEW	BLUE (DA BA DEE)	Cher	Warner
9	NEW	NOT OVER YOU YET	Diana Ross	EMI
10	NEW	LARGER THAN LIFE	Backstreet Boys	Jive
11	NEW	MANI (FEEL LIKE A WOMAN)	Britney Spears	Jive
12	NEW	YOU DRIVE ME CRAZY	Britney Spears	Jive
13	NEW	AIN'T THAT A LOT OF LOVE	Enya	East West
14	NEW	UNPRETTY	Robi	Life/Life/Decca
15	NEW	SHE'S THE ONE	Boyz II Men	Chrysalis
16	NEW	DON'T STOP	Stacy Lattisauer	Stone D
17	NEW	WAITING FOR TONIGHT	Jennifer Love	Columbia
18	NEW	NEVER LET YOU DOWN	Monie Love	Chrysalis
19	NEW	WHEN THE HEARTACHE IS OVER	Enya	Life/Life/Decca
20	NEW	MAMBO NO 5 (A LITTLE BIT BE...)	Lucy Liu	Capitol

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THE WELL EQUIPPED RECORDING STUDIO

6 NOVEMBER 1999

CHART COMMENTARY

by ALAN JONES



Steps' debut album *Step One* has been one of the chart's most consistent performers since it was released 59 weeks ago. It opened its career by debuting at number two, with a creditable 41,000 sale which was nevertheless dwarfed by the opening Lally of 136,000 registered the same week by the Music Street Preachers' *This Is My Truth Tell Me Yours*. Though it never reached number one, it spent 49

of its first 50 weeks in the Top 20, and has accumulated sales of more than 1.3m units so far. Their second album *Spectacular* may struggle to match that figure but it is off to a roaring start, debuting at number one this week, with sales of more than 111,000. It includes their last two hits - 'Love's Got A Hold On My Heart' and 'After The Love Has Gone' - as well as 'Tragedy, one side of their January double A-sided number one.

After registering 10 number one singles, the 18-year-old Zomba Group finally lands its first number one album this week, courtesy of the Ebu/Jive imprint's Steps album *Spectacular*. The company has had two number two albums, the first with Billy Ocean's *Love Zone* in 1986 and the second a little more than a year ago with Steps' debut *Step One*.

The first album featured in the second series of ITV's absorbing documentary series *Classic Albums*, *Meat Loaf & Baz Luur* Of Hell duly returns to the chart this week - but it performs rather disappointingly, re-entering at number 68 after selling fewer than 3,000 copies last week. With more weeks on the chart than any album in chart history and sales in excess of 2m in the UK, it was expected to perform better, even though its thunder was partly stolen by the Very Best Of Meat Loaf, which also took advantage of the opportunity to re-enter the Top 200 close behind at number 81. Of the six albums featured in

MARKET REPORT



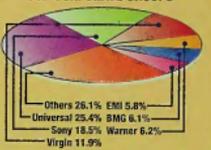
Report from the International Federation of Music Industries, and copyright group data by % of total sales of the 70 top-selling albums

SALES UPDATE



the first (1997) series of *Classic Albums*, five charted, all more highly than *Bat Out of Hell*. As a result of exposure on the programme,

TOP CORPORATE GROUPS



(number 37), from the anchored *Grateful Dead* album *From The Anthem To Beauty*, Steve Wonder's *Songs In The Key Of Life* (number 66), the Band's self-titled magnum opus (number 41) and Fleetwood Mac's *Rumours* (number 18). Phil Collins' *Face Value* was the second album featured in the new series and should reap the rewards this week.

While Collins' single 'You'll Be In My Heart' returns him to the Top 20 after an absence of three years this week, he can also celebrate the success of the *Genesis* 'best of', *Turn It On Again - The Hits*, which debuted at number four this week after selling nearly 96,000 copies, including cuts from the entire lifespan of the veteran band, it is their 21st charted album, of which all but four have made the Top 10.

Virgin labelmate *Bryan Ferry* makes a more restrained debut with his album of covers *As Time Goes By*, which debuts at number 16 after selling more than 10,500 copies last week.

COMPILATIONS

Released exactly a year after Hugu Hits 98, *Huge Hits 99* makes its predecessor's opening-week sale of 40,000 look distinctly unimpressive. Debuted at number one with a tremendous tally of more than 101,000 this week. It needed to beat *Huge Hits 98*'s tally to reach number one - *Now Dance 2000* sold more than 48,000 last week - but the manner in which it has succeeded is exceptional. *Huge Hits 98* took 19 days to sell 100,000 but *Huge Hits 99* was selling in huge quantities from the very outset helped, no doubt, by Woolworth's current price point of 14.99 for charted double albums. It includes 42 tracks, among them 13 number ones, which may help to explain its powerful debut, it features monster hits like *Sweet Like Chocolate*, *Mambo No. 5*, *Blue*, *Bring It All Back*, *B lame* It On The Weatherman and *I Want It That Way*.

With the end of the decade as well as the century and the millennium all looming ever closer, two companies unleashed Nineties retrospectives last week and ended up with honours almost even. In the end, *Telstar TV's Greatest Hits Of The Nineties* edged in front of Universal's more succinctly-titled *90s*, debuting one notch ahead of it at number 19. There isn't that much consensus as to what the biggest hits of the decade are, however, with just nine tracks common to both - less than 25% of their contents.

Though remaining just shy of the Top 20, the Tarzan soundtrack edges ahead of *Notting Hill* to become the biggest-selling soundtrack. Spurred on by Phil Collins' hit theme *You'll Be In My Heart* - one of five songs he contributes to the soundtrack - it jumps 24-21, with sales of nearly 4,000 copies last week.

INDEPENDENT ALBUMS

This Week	Title	Artist	Label (last week)
1	STEPFACULAR	Steps	Ebu/Jive 1691442 (P)
2	BLEND	Tom Jones	Cap 0252000 (99) (P)
3	PERFORMANCE AND COCKTAILS	Stereophonics	V2 WVR 1004982 (DMVP)
4	BABY ONE MORE TIME	Britney Spears	Jive 0521212 (P)
5	MILLENNIUM	Backstreet Boys	Jive 0522222 (P)
6	R	R Kelly	Jive 0517332 (P)
7	FRIENDS AND LOVERS	Bernard Butler	Creation CRECD 248 (DMVP)
8	MELTING POT	The Charlatans	Begans Banquet BBGCD 198 (V)
9	PLAY	Moby	Mine CDSTBMM 172 (V)
10	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Skin BRASSC 11CD (DMVP)
11	REMYD	Basement Jaxx	XL Recordings XLCD 129 (V)
12	BUENA VISTA SOCIAL CLUB	Wy Cookey	World Circuit WCD 059 (P)
13	A SECRET HISTORY	The Divine Comedy	Sentata SETCDL 100 (V)
14	SPLINTER	Sneaker Pimps	Clean Up CUP 940CD (P)
15	WORD GETS AROUND	Stereophonics	V2 WVR 1004948 (DMVP)
16	STONE ROSES - 10TH ANNIVERSARY EDITION	The Stone Roses	Silverstone 0591242 (P)
17	MOVEMENT IN STILL LIFE	BT	Headspace RECORDS001 (V)
18	GARBAGE	Garbage	Mushroom 0 21669 (DMVP)
19	STEP ONE	Steps	Ebu/Jive 0519112 (P)
20	THE MASTERPLAN	Oasis	Creation CRECD 241 (DMVP)

MARKET REPORT



Report from the International Federation of Music Industries, and copyright group data by % of total sales of the 70 top-selling albums of the Top 20

SALES UPDATE



TOP CORPORATE GROUPS



Report from the International Federation of Music Industries, and copyright group data by % of total sales of the 70 top-selling albums of the Top 20

COMPILATIONS' SHARE OF TOTAL SALES

Artist average: 74.9%
Compilations: 26.1%

THE YEAR SO FAR... TOP 20 COMPILATIONS

This Week	Title	Artist	Label (last week)
1	NOW THAT'S WHAT I CALL MUSIC: 42	VARIOUS ARTISTS	EMV/UNIVERSAL
2	NOW THAT'S WHAT I CALL MUSIC: 43	VARIOUS ARTISTS	EMV/UNIVERSAL
3	BIG HITS 99	VARIOUS ARTISTS	WARNER/GLOBALSONITY
4	MUSIC TO WATCH GIRLS BY	VARIOUS ARTISTS	COLUMBIA ISLAND
5	NOTTING HILL	ORIGINAL SOUNDTRACK	MINISTRY OF SOUND
6	FRANCE NATION	VARIOUS ARTISTS	WARNER/GLOBALSONITY
7	NEW HITS 99	VARIOUS ARTISTS	TELESTAR TV
8	EUPHORIA	VARIOUS ARTISTS	VRGIN/EMI
9	THE BEST OF BRITANZ ANTHEMS... EVER!	VARIOUS ARTISTS	VRGIN/EMI
10	LOVE SONGS	VARIOUS ARTISTS	WARNER/TELESTAR TV
11	KISS IZIEA 99	VARIOUS ARTISTS	UNIVERSAL MUSIC TV
12	IBIZA ANNUAL 99	VARIOUS ARTISTS	MINISTRY OF SOUND
13	CUMBRES GUIDE TO CUBA - SUMMER '99	VARIOUS ARTISTS	MINISTRY OF SOUND
14	FRESH HITS 99	VARIOUS ARTISTS	WARNER/GLOBALSONITY
15	DAWSON'S CREEK	ORIGINAL SOUNDTRACK	COLUMBIA ISLAND
16	TOP OF THE POPS '99 - VOLUME TWO	VARIOUS ARTISTS	UNIVERSAL MUSIC TV
17	THE BEST OF BRITANZ ANTHEMS... EVER!	VARIOUS ARTISTS	VRGIN/EMI
18	NOW THAT'S WHAT I CALL MUSIC: 41	VARIOUS ARTISTS	EMV/UNIVERSAL
19	KISS HOUSE NATION	VARIOUS ARTISTS	UNIVERSAL MUSIC TV
20	LOCK, STOCK & TWO SMOKING BARRELS	ORIGINAL SOUNDTRACK	ISLAND

© ON Last figures represent the chart placing from the last published Year For compilation chart

6 november 1999

singles



1 KEEP ON MOVIN'

- | | | | |
|---|--|--------------------|------------|
| 3 | IF I COULD TURN BACK THE HANDS OF TIME | R. Kelly | RCA |
| 2 | GEMIE IN A BOTTLE | Christina Aguilera | RCA |
| 1 | FLYING WITHOUT WINGS | Westlife | RCA |
| 5 | HEARTBREAKER | Mariah Carey | Columbia |
| 4 | 2 TIMES | Am Lee | Systematic |
| 8 | ITRY | Maacy Gray | Epic |
| 6 | BLUE (DA BA DEE) | Eiffel 65 | Eternal |
| 9 | NOT OVER YOU YET | Diana Ross | EMI |
| 5 | LARGER THAN LIFE | Backstreet Boys | Jive |



- | | | |
|----|-------------------------------|----------------------------|
| 7 | DON'T STOP 4TB | Sound Of Ministry |
| 12 | JUMP N' SHOUT | Basement Jaxx |
| 13 | JESSE HOLD ON B**Witched | XL Recordings |
| 9 | BUG A BOO | Destiny's Child |
| 15 | BUDDY X 99 | Dream Team Vs Neneh Cherry |
| 12 | AFTER THE LOVE HAS GONE | Steps |
| 17 | YOU'LL BE IN MY HEART | Phil Collins |
| 15 | MAN! I FEEL LIKE A WOMAN! | Shania Twain |
| 10 | 19 WHEN THE HEARTACHE IS OVER | Tina Turner |

6 november 1999

albums



1 STEPTACULAR

- | | | | |
|----|----------------------------------|--------------|---------------|
| 1 | COME ON OVER | Shania Twain | Epic/Jive |
| 6 | ON HOW LIFE IS | Macy Gray | Epic |
| 3 | TURN IT ON AGAIN - THE HITS | Genesis | Virgin |
| 4 | THE MAN WHO TRAVELS | Travis | Independiente |
| 11 | CLAYTON CHRONICLES - THE BEST OF | Eric Clapton | Duck |
| 7 | RELOAD | Tom Jones | Gut |
| 8 | S CLUB 3 | Club 7 | Polydor |
| 4 | PEACE | Eurythmics | RCA |
| 5 | AWAKE AND BREATHE B**Witched | | Epic |

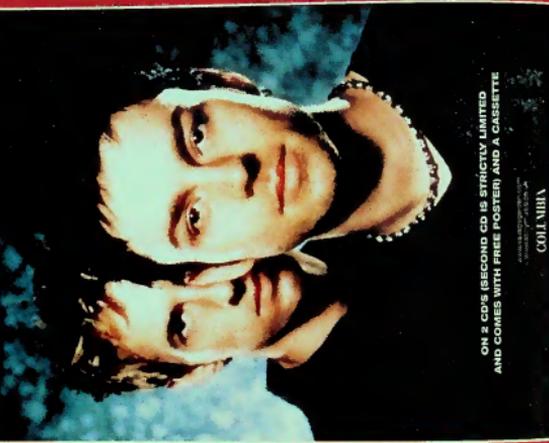


- | | | | |
|----|---------------------------|--------------------|-----------|
| 2 | US AND US ONLY | The Charlatans | Universal |
| 13 | BABY ONE MORE TIME | Britney Spears | Jive |
| 14 | PERFORMANCE AND COCKTAILS | Stereophonics | V2 |
| 16 | YOU, ME & US | Martine McCutcheon | Innocent |
| 9 | MILLIONAIRES | James | Mercury |
| 16 | AS TIME GOES BY | Hryan Ferry | Virgin |
| 15 | GOLD - GREATEST HITS | Abba | Polydor |
| 10 | NORTHERN STAR | Melanie C | Virgin |
| 12 | A LOVE LIKE OURS | Barbra Streisand | Columbia |

SAVAGE GARDEN

I KNEW I LOVED YOU

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music week
 AS USED BY



97.99 FM

10 19 WHEN THE HEARTACHE IS OVER Tina Turner

18 20 (YOU DRIVE ME) CRAZY Brimley Spears



21 DOVE E LAMORE Cher WEA

22 IN AND OUT OF MY LIFE Onephardaveva Defected

23 LOVE LIKE A FOUNTAIN Ian Brown Polydor

24 GIVE IT TO YOU Jordan Knight Innerscope/Polydor

25 CLOSING TIME Semisonic MCA/Uni-Island

26 STILL BELIEVE Shola Ama WEA

27 S CLUB PARTY S Club 7 Polydor

28 MAMBO NO 5 (A LITTLE BIT OF...) Lou Bega RCA

29 WHEN MY BABY SCROOCH Acornblade

30 NEVER LET YOU DOWN Honeyz 1st Avenue/Mercury



31 AIN'T THAT A LOT OF LOVE Simply Red East West

32 GUERRILLA RADIO Rage Against the Machine Epic

33 WHAT CHA GONNA DO Eternal 1st Avenue/EMI

34 WE'RE GOING TO IBIZA! Vengaboys Positive

35 HEAVEN SENT Bedrock Bedrock

36 SUNSHINE Gabrielle Go Beat/Polydor

37 SUN IS SHINING Bob Marley vs Funkstar De Luwe/Club Tools

38 GOING UNDERGROUND-CAPARISON Gaidan Tomi-Liam Gallagher & Steve Cadogan Jnrion

39 SEVEN CITIES Solar Stone Hoj Choons

40 LEARN TO FLY Foo Fighters RCA



compilations

1 HUGE HITS 99 Warner esp./Global TV/Sony TV

9 11 DAVE PEABOY - 40 CLASSIC DANCE ANTHEMS 2 Universal TV

10 12 KISS IBIZA 99 Universal TV

13 LAND OF MY FATHERS Universal TV

14 CARL COX - NON STOP 2000 for

11 14 THE CHILLOUT MIX Virgin/EMI

15 PURE SILK - A NEW DIMENSION Pure Silk

16 RELAX... Ministry Of Sound

17 MUSIC TO WATCH GIRLS BY Classic FM

18 NOW THAT'S WHAT I CALL MUSIC 19 EMI/Virgin/Universal TV

19 THE GREATEST HITS OF THE NINETIES Teletext TV

20 THE 90'S Universal TV

21 IBIZA UNCOVERED - THE RETURN Ministry Of Sound

22 GALAXY MIX - BOY GEORGE Ministry Of Sound

23 BEST CLASSICAL ALBUM OF THE MILLENNIUM... EPRI Virgin/EMI

12 19 A LOVE LIKE OURS Barbara Streisand

18 20 BY REQUEST Boyzone Polydor



21 THE PARTY ALBUM! Vengaboys

22 THE HUSH Texas Mercury

23 FANMAIL TLC LaFace/Arista

24 THE WRITING'S ON THE WALL Destiny's Child Columbia

46 25 FEELING STRANGELY FINE Semisonic MCA/Uni-Island

30 26 MILLENNIUM Backstreet Boys Jive

19 27 RHYTHM AND STEALTH Leftfield Higher Ground/Hard Hands

28 THE SCIENCE OF THINGS Bush Trauma/Polydor

17 29 BRAND NEW DAY Sting A&M/Mercury

36 30 NEXUS... Another Level Northwestside/Arista



21 31 CHRISTINA AGUILERA Christina Aguilera RCA

24 32 SUPERGRASS Supergrass Parlophone

38 33 I'VE BEEN EXPECTING YOU Robbie Williams Chrysalis

27 34 LIQUID SKIN Gomez Hutu Virgin

48 35 SCIZOPHONIC Geri Halliwell EMI

35 36 ONE FROM THE MODERN Ocean Colour Scene Island/Uni-Island

27 37 SURRENDER The Chemical Brothers Virgin

26 38 SOGNIO Andrea Bocelli Sugar/Polydor

34 39 MY LOVE IS YOUR LOVE Whitney Houston Arista

40 THE GREATEST HITS AND A LITTLE MORE... 911 Virgin



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THE OFFICIAL UK CHARTS SPECIALIST



6 NOVEMBER 1999

CLASSICAL ARTIST

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	NEW	CLASSIC KENNEDY	Kennedy/English Chamber OR	EMI Classics	CCO598862 (E)
2	NEW	HOKED ON CLASSICS 2000	Royal Philharmonic Orchestra	Telestar TV	TV000304 (D)
3	1	FROM THE HEART	Lindsay Garnett	Silver Treasury	SHVAD9300 (A)
4	2	PAUL MCCARTNEY'S WORKING CLASSICAL	Lona Mar Quaresima/Scottish Chamber	EMI Classics	CCO598852 (E)
5	4	THE VIVALDI ALBUM	Cecilia Bartoli	Decca	4469552 (D)
6	NEW	VERDI	Filarmonica d'Olanda	Erato	28642312 (TEN)
7	6	VOICE OF AN ANGEL	Charlotte Church	Sony Classical	SK 60957 (TEN)
8	7	VIAGGIO ITALIANO	Andrea Bocelli	Philips	421962 (U)
9	8	LIBERA ME	Izzy	Decca	408132 (U)
10	13	WALTZES	Arno Renz	EMI	529334 (D)
11	5	CARAMEL JAZZ	Enrico Girolini	EMI	529269 (E)
12	19	LESLAY GARRETT	Leslay Garrett	BBC/DMG	Classical Centre 7506551382 (BMG)
13	14	HOWELS/REQUIEM	Robinson/Farrington	Naxos	855965 (E)
14	NEW	LIBERA	Libera	Erato	358420632 (TEN)
15	11	THE ENGLISH SONGBOOK	Bradridge/Olaka	EMI Classics	CCO598802 (E)
16	9	THE SOUND OF THE CAROFF ARMS PARK	Morston Orpheus Choir	Discoria	CDMM111 (CMC)
17	12	LOVE SONGS	Luciano Pavarotti	Decca	446962 (U)
18	NEW	WALTER VEHLIN CONCERTOCELLO CONCERTO	Kang-Ing Northern P.O./Daniel	Naxos	850425 (E)
19	15	DRIF: THE BEST OF	Veritas	RCA Victor	7505513372 (BMG)
20	16	ARIA - THE OPERA ALBUM	Andrea Bocelli	Philips	440232 (U)

CLASSICAL SOUNDTRACK & COMPILATIONS

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	NEW	BEST CLASSICAL ALBUM OF THE MILLENNIUM... EVER!	Various	Virgin/EMI	VTD05029 (E)
2	1	RELAX...	Classical FM	CM 0233 (BMG)	
3	3	STAR WARS - THE PHANTOM MENACE (OST)	Various	Sony Classical	SK 61816 (TEN)
4	NEW	BRAVES OF THE EAST	Gornethorpe Colliery Band	RCA Victor	9006069732 (BMG)
5	4	THE VERY BEST OF CLASSICAL EXPERIENCE	Various	Virgin/EMI	VTD05028 (E)
6	5	TITANIC (OST)	James Horner	Sony Classical	SK 62313 (TEN)
7	4	ONLY CLASSICAL ALBUM YOU'LL EVER NEED	Various	Conifer Classics	7505513322 (BMG)
8	11	CLASSICS FOR CHILDREN	Various	Decca	492562 (U)
9	NEW	DR HILARY JONES - MUSIC FOR WELDBERG	Kreuzer Quartet	Nonesuch	755914541 (U)
10	19	GLASSBORO - OST	Various	Philips	445932 (U)
11	10	AMADEUS - ESSENTIAL MOLTDO COLLECTION	LSO/Horner	Decca	446252 (U)
12	9	BRAVEHEART (OST)	Various	Castle Music	MSC03817 (BMG)
13	10	POPULAR CLASSICS	Various	Virgin/EMI	VTD05029 (E)
14	13	SUNSHINE MORNINGS PT. 2: MOST RECORDED HITS	Various	BBC Music	WMF00472 (P)
15	15	MOST RELAXING CLASSICAL ALBUM... EVER!	Various	Pulse PRX05095 (P)	
16	6	THE NATION'S FAVOURITE CLASSICAL MUSIC	Various	Pulse PRX05095 (P)	
17	15	100 RELAXING CLASSICAL	Various	Sony Classical	SK 60957 (TEN)
18	14	BACK TO TITANIC	James Horner	Virgin/EMI	VTD05028 (E)
19	10	MOST RELAXING CLASSICAL ALBUM... EVER!	Various	Virgin/EMI	VTD05028 (E)
20	8	100 HEAVENLY CLASSICS	Various	Pulse PRX05095 (P)	

JAZZ & BLUES

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	1	KIND OF BLUE	Miles Davis	Columbia	CK 9403 (TEN)
2	4	COME BY ME	Harry Connick Jr	Columbia	491702 (TEN)
3	5	THE SOUL OF SMOOTH JAZZ - VOLUME 2	Various	Jazz FM JAZZFM212 (BMG/BMG)	
4	NEW	THE IS OF THE ESSENCE	Michael Brecker	World Circuit	WV 49142 (U)
5	6	THE MELDY AT NIGHT, WITH YOU	Keith Jarrett	ECM	451492 (P)
6	10	THE VERY BEST OF LATIN JAZZ - 2	Various	Global Television	RADC0 118 (BMG)
7	3	KISS AND TELL	Martin Taylor	Columbia	541502 (TEN)
8	7	THE ONLY JAZZ ALBUM YOU'LL EVER NEED	Various	RCA Victor	7423160822 (BMG)
9	8	THE BEST OF LATIN JAZZ	Various	Global Television	RADC0 96 (BMG)
10	5	PARKINSON'S CHOICE	Various	Verve	540622 (U)

ROCK

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	NEW	THE SCIENCE OF THINGS	Boyz	Trauma/PolyGram	494042 (U)
2	1	ROCK SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros	759906412 (TEN)
3	NEW	BAT OUT OF HELL	Meat Loaf	EMI	CDX 82419 (TEN)
4	NEW	NO 4	Stone Temple Pilots	Atlantic	756182392 (TEN)
5	5	AMERICAN	The Offspring	Nonesuch	491542 (TEN)
6	3	GARAGE	Garage	Mushroom	912456 (BMG)
7	4	GOOD	Various	Reprise	83028752 (U)
8	1	THE DISTANCE TO HERE	Live	Radioactive	RA0 1196 (U)
9	NEW	NEVERMIND	Nirvana	Geffen	DC02 24425 (U)
10	10	THE MATRIX (OST)	Various	Maverick/Warner Bros	350474192 (TEN)

R&B SINGLES

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	NEW	HEARTBREAKER	Mariah Carey	Columbia	6883012 (TEN)
2	1	IF I COULD TURN BACK THE HANDS OF TIME	Ricki Corley	Jive	5521182 (P)
3	3	I TRY	Macy Gray	Capricorn	EPIC 691832 (TEN)
4	2	BUG A BOO	Destiny's Child	Atlantic	6981882 (TEN)
5	NEW	STILL BELIEVE	Shola Ama	WEA	WEA 23801 (TEN)
6	5	GIVE IT TO YOU	Jordan Knight	Interscope	491771 (U)
7	6	NEVER LET YOU GO DOWN	Honeyz	1st Avenue/Mercury	NM202 4 (U)
8	4	WHAT'CHA GONNA DO	Eternal	1st Avenue/EMI	CDOM 552 (E)
9	7	SUNSHINE	Gabe Solari	Go Beat	GOB023 23 (U)
10	NEW	IT'S ALL ABOUT YOU (NOT ABOUT ME)	Traci Braxton	Parlophone/Rhythm System	CCOL 815 (E)
11	8	UNPRETTY	TLC	LaFace/Arista	7422109352 (BMG)
12	NEW	OH NO	Noreaga	Ponys/PV	PNV044 (P)
13	9	ALL MY GIRL	Missy Elliott feat. MC Solar	Elektra	574120 (TEN)
14	12	WILD WILD WEST	Will Smith feat. DJ Jaz	Columbia	657595 (TEN)
15	15	GUILTY CONSCIENCE	Enimem feat. Dr Dre	Interscope	491291 (U)
16	11	NOBODY'S SUPPOSED TO BE HERE	Deborah Cox	Arista	742211121 (BMG)
17	14	MY LOVE IS YOUR LOVE	Whitney Houston	Arista	(Impart)
18	13	TELL ME IT'S REAL	K-Ci & JoJo	MCA/Uni-Island	MCDST0 42211 (U)
19	16	SUMMERTIME	Another Level feat. TD	Northwestside/Arista	7422169482 (BMG)
20	18	PE 2000	Puff Daddy feat. Hurricane G	Puff Daddy/Arista	7422169482 (BMG)
21	20	SWEET LEE CHOCOLATE	Shanice & Bigfot	Pepper	505030 (P)
22	15	LATELY	D'Inez	Mushroom	(IMP)
23	17	CAN I GET A...	Jay-Z feat. Amil & Ju Rele	Def Jam	5694472 (U)
24	NEW	ACROSS 119TH STREET	Bobby Womack	Jive	JVC 9134 (IMP)
25	NEW	I'LL BE MISSING YOU	Puff Daddy & Faith Evans	Puff Daddy/Arista	(Impart)
26	NEW	TABOO	Glenn Medeiros feat. Shola Ama	WEA	WEA 23801 (TEN)
27	NEW	HATE ME NOW	Missy feat. Puff Daddy	Columbia	657595 (TEN)
28	NEW	EVERYTHING IS EVERYTHING	Lauryn Hill	Columbia	665745 (TEN)
29	NEW	DO SOMETHING	Macy Gray	Capricorn	EPIC 691832 (TEN)
30	NEW	SATISFY YOU	Puff Daddy feat R Kelly	White Label	792322 (Impart)

ROCK SINGLES

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	NEW	BUDDY X 99	Dream Team Vs Nenech Cherry	4 Liberty	LIB12033R (P)
2	NEW	HEAVEN SCENT	Bedrock	Bedrock	BE001 (IMP)
3	NEW	DEFY UFFEN	Ram Tramp	RAM	RAM426 (SRD)
4	NEW	JUMP 'N' SHOUT	Bammett Jax	XL Recordings	XL1 116 (U)
5	1	IN AND OUT OF MY LIFE	Oni-Parade	Defected	DEFECT 8 (DMV/TEN)
6	2	FEEL THE SAME	Triple X	Ministry Of Sound	MOS 135 (DMV/TEN)
7	NEW	WOMEN BARE THEIR MEAN	Junior Carrier	Nucamp	CAMP17X (U)
8	NEW	SEVEN CITIES	Solar Stone	Hood	CHROMS HD01 (SEF/U)
9	NEW	WIDOW ARE YOU NOW?	Generator	Manifesto	FE0 404 (U)
10	NEW	SIMMERSAULT	Traci Braxton/Natasha Pearl	MP3	Interno TRM21 (DMV/TEN)
11	5	BAILAMOS	Sasoshi Tomie feat. Kelli All	INCredible	INCS 517 (TEN)
12	NEW	UP IN FLAMES	Yok	Polydor	5612921 (U)
13	NEW	YOU CAN'T STOP IT	Kojak	Manifesto	FE0 404 (U)
14	10	THE AWAKENING	Digital Express	Tidy Tux	TRAX053R (ALP/IMP)
15	NEW	THE CLUB	Traci Braxton	Parlophone	Rhythm System 12CL185 (U)
16	NEW	IT'S ALL ABOUT YOU (NOT ABOUT ME)	Traci Braxton	Parlophone	Rhythm System 12CL185 (U)
17	8	CODED LANGUAGE	Krust feat. Sam Williams	BZ	Talkin Loud TLX 91 (U)
18	NEW	MERCURY AND SOLACE	Hatfield	Headspace	HEDST 001R (U)
19	15	LIVING ON A PRAYER	BZ	Eurozone	OAC5006 (U)
20	7	ON THE RUN	Big Time Charlie	Interno	TRM 18 (DMV/TEN)

DANCE SINGLES

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	NEW	PURE SILK - A NEW DIMENSION	Pure Silk	PURE/SILK 2 (U)	
2	6	THE WRITING'S ON THE WALL	Destiny's Child	Columbia	4543841/494284 (U)
3	4	WHERE I WANNA BE	Danielle Jones	LaFace	7500820001 (U)
4	3	RHYTHM AND STEALTH	Lattimore	Higher Ground/Harj	HA010 474444 (TEN)
5	5	BLACK OUT	Matthew Man & Redman	Def Jam	548095 (U)
6	NEW	INTERNAL AFFAIRS	Pharosha Man	Rawkus	RWK11 0701450137 (P)
7	1	BACK ON BOTH SIDES	Mae Def	Rawkus	RWK1 11501450141 (P)
8	7	TWICE AS NICE IN AYA NAPA - DJ SPONDY	Various	React	- (U)
9	2	JE HEARTBREAK	Jarrod Edge	Columbia	499184 (U)
10	NEW	702	702	Motown/Uni-Island	5495262 (U)

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

TW	Last	Title	Label	Cat. No.
1	NEW	MADONNA: The Video Collection	Warner Music Video	759906303
2	1	SHAKA TWAIN: Live	Universal Video	UVD 0355 (S)
3	2	STEPS: The Video	East View	EV 1975 (S)
4	4	RICKY MARTIN: The Video Collection	SMV Columbia	520262
5	5	B'DAZED: by Request The Greatest Hits	VL	51543 (S)
6	6	MICHAEL FLAHERTY: Best Of Finnes	VL	559253 (S)
7	6	ABBA: Former Gold	PolyGram Video	4268 (S)
8	7	ALL SAINTS: All Stars	Universal Video	96130 (S)
9	NEW	MADONNA: The Immaculate Collection - VI	Sire	759232149
10	13	SPICE GIRLS: Live At Wembley Stadium	Virgin	VCD216 (S)
11	8	SPICE GIRLS: In America - A Tour Story	Virgin	VCD217 (S)
12	14	VARIOUS ARTISTS: Steps - Karaoke	Warner Music Video	759906303
13	9	THE CORBS: Live At The Royal Albert Hall	Warner Music Video	759906303
14	11	ORIGINAL CAST RECORDING: Cats	PolyGram Video	47940
15	10	102: The Best Of - 1980 - 1990	VL	51588 (S)
16	NEW	ERIC CLAPTON: Crossroads	Warner Music	Int. 75923011 (U)
17	12	METALLICA: Carving Stones	PolyGram Video	46740 (S)
18	16	BYRONCE: Live - Where We Belong	VL	51688 (S)
19	15	TOM JONES: Ultimate Collection	Prim Leisure	FLA7613 (P)
20	NEW	MEAT LOAF: Classic Albums - Best Of O'Neil	IC	Video 103102



6 NOVEMBER 1999

COOL CUTS CHART

as featured on **Tin Linnex's** show on **Galaxy**

1	9	BARBER'S ADAGIO FOR STRINGS William Orbit	East West
2	1	COMMUNICATION Milla Piu	Interscope
3	1	TONIGHT Phats & Small	MultiPLY
4	2	KING OF MY CASTLE Wamdue Project	AM-PM
5	6	CHLOE Sensation Lennox Fontana	Time
6	10	SHAKE IT Jack Proton	Salvavive
7	8	THAT'S THE WAY Lorenz Slinging	Nervous
8	11	THE WITLIFE Soul Africa	Nontron
9	10	BRUCE LIPS/CUPS Underworld	JBO
10	12	LET THE FREAK Big Ron	48K
11	1	TOUCH ME WITH YOUR SMILE Rip Jazz	In Sync
12	1	GIVE ME YOUR LOVE Full Intention present Deepseven	Deepseven
13	15	DANCE Wham Duran	White Label
14	1	PLEASE FORGIVE ME David Gray	HT
15	1	PUSH THAT THING David Aude	Duty Free
16	1	U Shara Nelson & Kasha	Batchi & Scarper
17	1	TIME TRAVELLER Jay Heyager	Coded
18	1	MUSIC IS MY WAY of Life Labz feat. Lisa Mallet	28/1c
19	1	I CAN'T HELP IT Funky Green Dogs	Twisted
20	1	JAM THE CHANNEL Gentleman Thief	Master Detective

Compiled by DJ Feedback and the authors of the following pages: City Search/Flaming Pie/Global Beat/Ministry of Sound/Parlophone/Interscope/East West/Decca/Universal/Manhattan/28/1c/Proton/Deepseven/Interscope/Nontron/Time/AM-PM/48K/White Label/HT/Duty Free/Batchi & Scarper/Coded/28/1c/Master Detective/Deepseven/White Label

CLUB CHART TOP 40

1	6	ANOTHER WAY/AVENUE Paul Van Dyk	Label
2	14	L'ESPERANZA Airscape	Deviant
3	9	KINETIC Golden Girls	Xtravaganza
4	16	THE GROOVY THING Minimal Funk	Distinctive
5	13	THAT SOUND Michael Womde	Cleveland City
6	2	KING OF MY CASTLE Wamdue Project	AM-PM
7	11	WALLHALLA Gouyella	Code Blue
8	3	HEAVEN SCENT Bedrock	Bedrock
9	30	LIFT ME UP Geri Halliwell	EMI
10	2	HEART GO BOOM Apollo Four Forty	Stealth Sonic/Epic
11	1	COMMUNICATION (SOMEbody ANSWER THE PHONE) Mario Piu	Incentive/Interscope
12	3	EVERYTHING Lastral	Hooj Choons
13	22	LIFE'S TOO SHORT The Lightning Seeds	WEA
14	1	BARBER'S ADAGIO FOR STRINGS William Orbit	WPA
15	3	LA MOUTCHE Cassius	Virgin
16	4	BACK & FORTH Supakings	Connect/Essential
17	36	MY FEELING Junior Jack	Noise Trax/PIAS Records
18	4	TURN IT FRODO Aiena	Wonderboy
19	1	THIS GROOVE Gardening	Club Tools
20	5	ANOTHER DAY Skip Raiders feat. Jada	Perfecto
21	24	I CAN'T HELP IT Funky Green Dogs	Twisted UK
22	1	WON'T LET THE KEY Dr Mote Go Sendance	Low Inferno
23	19	MUSIC IS THE FEEL O Meats Vs Westham	Live Spirit
24	4	FIRST THE GROOVE Robbie Rivera	Duty Free
25	1	I FEEL THE LOVE CRW	Nakazur
26	21	TRANCE WITH ME Tin Tin Out	VC Recordings
27	7	IN AND OUT OF MY LIFE ATF presents Oneupthatdude	Defected
28	1	STRAIGHT TO...NUMBER ONE Touch & Go	V2
29	1	SWEEP SUBSTANCE N-Fluence	48K/Perfecto
30	4	BACK IN MY LIFE Alice Deejay	Positiva
31	25	MINE Groove Cartel	WE2/Eel
32	4	I LET YOU BABY Groove Armada feat. Gram'ma Funk	Pepper
33	1	BULLET IN THE GUN Planet Perfecto	Perfecto
34	26	3 IN YOUR ARMS (RESCUE ME) Nu Generation	Concept Music
35	3	UTOPIA Headroom	VC Recordings
36	20	I DON'T WANT TO SEE MYSELF (WITHOUT YOU) Terry Clark	Tarkin Loud
37	6	DON'T CALL ME BABY Madison Avenue	VC Recordings
38	1	KISS (WHEN THE SUN DON'T SHINE) Vengaboys	Positiva
39	1	TONITE Phats & Small	MultiPLY
40	17	SEVEN CITIES Solar Stone	Hooj Choons

Compiled by DJ Feedback and the authors of the following pages: City Search/Flaming Pie/Global Beat/Ministry of Sound/Parlophone/Interscope/East West/Decca/Universal/Manhattan/28/1c/Proton/Deepseven/Interscope/Nontron/Time/AM-PM/48K/White Label/HT/Duty Free/Batchi & Scarper/Coded/28/1c/Master Detective/Deepseven/White Label

URBAN TOP 20

1	8	HEARTBREAKER Mariah Carey	Columbia
2	4	YOU DON'T KNOW TOO	Motown
3	7	BIG A BOO Destiny's Child	WEA
4	5	WHY YOU FOLLOW ME Eric Benet	WEA
5	2	STILL DRE Dre & Snoop	Interscope
6	8	STILL BELIEVE Shola Ama	WEA
7	4	THE ONE Aaron Sylv	Roc-A-Fella
8	5	YOU DON'T KNOW ME Brandon	WEA
9	11	I KNOW WHAT'S UP D'Angelo Jones	LaFace/Arista
10	2	GO ON Lela Rose	Capitol
11	16	TURN YOUR LIGHTS DOWN Low Laysa feat. B&B Marley	Columbia
12	1	WHY Ciara feat. Kid	WEA
13	10	DRUGS Franky Rn'B feat. Jay-Z	Epic
14	7	IT'S ALL ABOUT YOU The Spacecats	Rhythim Series/Parlophone
15	4	THINKING 'BOUT YOU Janella	Rhythim Series/Parlophone
16	11	RAP LIFE (Pt. 2) Tech	Epic
17	12	STRODAMOUS Nas	Columbia
18	10	OPEN OFF MY LOVE Jennifer Lopez	Columbia
19	13	JIGGA MY NIGGA Jay-Z	Roc-a-fella
20	19	THE BEST MAN OST Various	Columbia

CLUB CHART BREAKERS

1	JUST ME & YOU New Vision	US Strictly Rhythm
2	STRESS IN A BOX Zenia Guitarr Rhythm Trip	4 Real
3	BELIEVE Ministers De La Funk	US Subliminal
4	RISE Eddie Amador	US Yoshitech
5	I NEED TO KNOW Marc Anthony	Columbia
6	SUMMERSAULT Taste Experience feat. Natasha Pearl	Manifesto
7	CHLOE Sensation Lennox Fontana	hrr
8	HEADS HIGH Mr Vegas	Greensleeves
9	CONTROL FREAKS DJ Tiesto	XSF Records
10	BURNING FLAME Krystal	FX

Breakers are the 10 records outside the Top 40 which have registered the most significant DJ reactions. The Club Chart Top 40 (including mixes, Urban, Pop and Cool Cuts charts) can be obtained from MPP's website at www.dotmusic.com. To receive the Club, Urban and Pop charts is to be by fax call Kim Rouse on 0179 960 565.

CHART COMMENTARY

by ALAN JONES

Paul Van Dyk this week becomes the first artist to top the chart with both sides of a single at different times. The trancemeister's upcoming single was first promoted via the track *Av avenue*, which duly topped the chart five weeks ago. The subsequently mailed *Another Way*, which will be the A-side of Van Dyk's single, has also now worked its way to the top of the pile - though you will note that we have also listed *Avenue* on the chart, as it is still getting some low-level support... After sliding 15-21 last week, *Wamdue's* Project's King Of My Castle heads up there again, coming to rest at number six. Last week's chart was compiled when the US Strictly Rhythm promo was losing its strength; this week's sees AM-PM's UK equivalent locking in... US classical composer Samuel Barber wrote his most famous work, *Adagio For Strings*, in 1938 at the age of 26, refining it to its acclaimed version two years later. Until now, it has played no part in the music culture, though it has been featured in the movies *Platoon*, *The Elephant Man*, *Lorenzo's Oil* and *El Niño*. Suddenly, it's all the rage, however, and appears in two freshly videoed adaptations in this week's Top 20. Sneaking into the chart at number 14 comes William Orbit's, who found time to cut a version of the track despite his commitments to the formidable Madonna, with whom he is even now recording a new album. Orbit's single does give more than a clue to its origins, being called *Barber's Adagio For Strings*, but the other adaptation in the Top 20 - falling 5-20 this week - is called *Another Day*, and is credited to *Skip Raiders* featuring Jada... Another eyebrow-raising adaptation is the Black Track Versus City by *Saltpeppa* (as they now appear to be styled), which is the first record ever to obtain clearance of a Pink Floyd sample, specifically *Another Brick In The Wall*. The track has been serviced to a limited number of Urban DJs and is just outside the published chart at number 24 this week... The top three of the Urban Chart is frozen for the third week in a row, with *Mariah Carey's* Heartbreaker continuing to lead the way ahead of *Destiny's Child's* *Big A Boo* and *Bug A Boo* by *Destiny's Child*. Carey has been top now for five weeks, a notable performance, and one which fully explains why Heartbreaker was on schedule for a debut near the top of the CH sales chart this week.

POP TOP 20

1	8	LIFT ME UP Geri Halliwell	EMI
2	1	WALLHALLA Gouyella	Code Blue
3	20	L'ESPERANZA Airscape	Xtravaganza
4	4	BACK IN MY LIFE Alice Deejay	Positiva
5	6	I NEED TO KNOW Marc Anthony	Columbia
6	2	DOV E LAMORE Cher	WEA
7	3	I WANT THAT MAN Deborah Harry	Digital
8	13	IN YOUR ARMS Nu Generation	Concept Music
9	4	RHYTHM TRIP Zenia Guitarr	4 Real
10	1	SOMETHING FOR THE WEEKEND Fred & Roxy	Echo
11	4	WAITING FOR TONIGHT Jennifer Lopez	Columbia
12	1	BULLET IN THE GUN Planet Perfecto	Connect/Essential
13	4	AFTER THE LOVE HAS GONE Steps	Live
14	2	LIFE'S TOO SHORT The Lightning Seeds	Epic
15	1	SUPER TROOPER TEENS MEDLEY A+Teens	Stochipalm
16	1	BACK & FORTH Supakings	Connect/Essential
17	1	MY FEELING Junior Jack	Noise Trax/PIAS Recordings
18	15	ALL I REALLY WANT Kim Lukas	Pepper
19	2	WIDE TO BELIEVE THE TELLING TROU THE GOING Ramon Jones	Earstone
20	1	COMMUNICATING (SOMEbody ANSWER THE PHONE) Mario Piu	Incentive/Interscope

music week

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ALL THE CHARTS EXPOSURE

6 NOVEMBER 1999

CHART COMMENTARY

by ALAN JONES

With five weeks of steady growth on the Top 10 of the singles chart behind it, Macy Gray's 'I Try' single has started from a much lower base but has exploded more spectacularly on the airwaves, and leapfrogs to the number one position this week, moving well ahead of former incumbent Christina Aguilera's 'Genie In A Bottle'. Aguilera is now in deficit to the tune of more than 10m audience impressions, with Gray turning in impressive performances among all the biggest stations - 28 plays on Radio One and 51 plays on Capital earning it a second and third place in their most-played lists respectively and its two largest audiences, though Radio Two, Atlantic 252 and Virgin 1215 (where it topped the most-played list last week) are all firm supporters too. It's Only Us by Robbie Williams started well on its airplay about four weeks ago but

AIRPLAY FACTSHEET

● **Onepatedeeva's In And Out Of My Life** halves its airplay chart position (30-15) with Radio One leading the stampede, granting the record 35 plays last week, six more than anything else. ● **Notwithstanding the comments** about the Robbie Williams single, even though exposure for **She's The One** is nearly five times the level of **It's Only Us**, they both had just eight plays

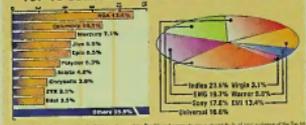
from Radio One last week, and lie in 42nd and 43rd place on its most-played list. ● **Even though it topped** the sales chart, the **Backstreet Boys' I Want It That Way** peaked 10 places lower on the airplay list, and their latest single **Larger Than Life** is making slow progress too. Having already peaked at five on the sales list, it moves 34-26 on the airplay chart.

has shrunk every week since. This week is no exception as it falls 50-59 - but the reason for its decline is the explosive growth in support for **She's The One**, the other side of his single, which vaults 15-3 this week, registering a massive increase in support. **She's The One** was heard by nearly 65m people last week, while **It's Only Us** checked in with just under 15m impressions. Add them together and Williams' single is the most exposed record of the week, beating even Macy Gray's 'I Try'. Considering they didn't even know they were getting a new record from him this year until a few days ago, Virgin achieved an impressive turnaround on **Police Michael's** cool and jazzy take on the Colosseum hit **Roxanne**, managing to get it to radio by Wednesday of last week. Response was instant and favourable, and the track managed to register

86 impressions by the end of the survey period, with a high enough audience (more than 8m) to earn 84th place on the airplay chart. Bearing in mind Michael's last single **Outside** was a number one airplay hit, expect **Roxanne** to make a major jump next week. Despite reaching number two on the sales chart in July, **Five's** last single **If Ya Gettin' Down** reached only number 17 on the airplay chart. Response to their current single **Keep On Movin'** has been more positive, and it eclipses its predecessor this week, as it jumps 37-14, with support from Radio One (18 plays) helping to make the difference. Spice Girls past and present are making an impact on the airplay chart - and they are all climbing. **Gerri Halliwell's** **Lift Me Up** is showing the most impressive form, and jumps 41-21 with an increase of around 10m in its audience in the last week. What I

AT A GLANCE WEEKLY MARKET SHARES

TOP 10 COMPANIES TOP CORPORATE GROUPS



Figures based on 100% of the top 10 and 100% of the top 25

Am by **Tin Tin Out** featuring Emma Bunton moves more sedately but respectfully from 38 to 30 while the title track from **Melanie C's** **Northern Star** album is the Top 50's highest debutante at number 33, beating at a stroke the peak position of her recent single **Go'N** down, with seven spins from Radio One providing a useful springboard. Her commitment to TV, including an interview on **TR1 Friday**, is the main reason why **Diana Ross's** new single **Not An Angel** just enough exposure to sell in Top 10 quantities last week. Airplay for the disc remains disappointing, with a 46-42 move this week - though, of course, there should be a significant pickup now it is selling so well. Ross had a major airplay hit with her number one sales hit **Chain Reaction** in 1995, the 1991 number two hit **When You Tell Me** and **You Love Me** also being driven by TV.

MTV

Rank	Title/Artist	Label
1	3 LARGER THAN LIFE Backstreet Boys	Label
2	2 SUN IS SHINING Bob Marley Ys Funkista De Luxe	Edca
3	1 GENIE IN A BOTTLE Christina Aguilera	RCA
4	6 GIVE IT TO YOU Jordin Knight	Interscope/Polydor
5	5 WAITING FOR TONIGHT Jennifer Lopez	Columbia
6	2 TIMES Ann Len	Systematic/London
7	4 BUD-A-BOD Destiny's Child	Columbia
8	9 SHAKE YOUR BON-BON Ricky Martin	Laface/Arista
9	7 UNPRETTY LYC	RCA
10	8 FLYING WITHOUT WINGS Westlife	RCA

THE BOX

Rank	Title/Artist	Label
1	1 KEEP ON MOVIN' Five	RCA
2	2 BLUE (ID B A DEE) Eff 65	Eterna/WEA
3	3 FLYING WITHOUT WINGS Westlife	Columbia
4	4 HEARTBREAKER Mariah Carey	Columbia
5	5 TURN BACK THE HANDS OF TIME R Kelly	Jive
6	6 CHANGES 2 Pac	Jive
7	8 GET DOWN Jungle Brothers	Gee Street/V2
8	6 YOU DRIVE ME CRAZY Brinsley Spears	Jive
9	5 MAN I FEEL LIKE A WOMAN Shania Twain	Mercury
10	9 S CLUB PARTY S Club 7	Polydor

BOX BREAKERS

Rank	Title/Artist	Label
1	9 BIG BOYS DON'T CRY Lilly	Polydor
2	4 WHEN MY BABY Scooch	Aacadelia/Parlophone
3	3 EVERYTIME A1	Columbia
4	7 BOMB DIGGY Another Level	Northwestside/Arista
5	5 WHAT I AM Tin Tin Out feat. Emma Bunton	VC Recordings/Virgin
6	6 BUDDY '99 Dream Team Vs Vench Chery	Liberty
7	6 WAITING FOR TONIGHT Jennifer Lopez	Columbia
8	4 SHAKE YOUR BON-BON Ricky Martin	Columbia
9	8 I KNEW I LOVE YOU Savage Garden	Columbia
10	10 LIFT ME UP Geri Halliwell	EMI

Most played videos on MTV UK/Media Research Ltd w/e 28/10/99 Source: MTV UK

Most played videos on The Box, w/e 24/10/99 Source: The Box

Highest ranking videos on the Box in advance of single release w/e 24/10/99 Source: The Box

TOP OF THE POPS

Rank	Title/Artist	Label
1	3 KEEP ON MOVIN' Five; Genie In A Bottle Christina Aguilera; Bomb Diggy Another Level; Jump 'N' Shout Basement Jaxx; Heartbreaker Mariah Carey; Bud-A-Bod Destiny's Child; Buddy '99 Dream Team Vs Vench Chery; Love Like A Fountains In Town	Various

RADIO ONE PLAYLISTS

A-List Keep On Movin' Five; Genie In A Bottle Christina Aguilera; Bomb Diggy Another Level; Jump 'N' Shout Basement Jaxx; Heartbreaker Mariah Carey; Bud-A-Bod Destiny's Child; Buddy '99 Dream Team Vs Vench Chery; Madigan Cousins; What's My Name Kid; I Try Macy Gray; Lift Me Up Geri Halliwell; Seal Sunshine Lane; I'm Too Short The Lightening Seeds; Waiting For Tonight Jennifer Lopez; Heads High M Vegas; In And Out Of My Life Onepatedeeva; What 2K vs What 2K; When We Are Together Tunes; Tam Tronic; King Of My Castle Wanda Purdy; She's The One; It's Only Us Robbie Williams

B-List Turn It Around Alicia Keys; Ravelled Arthi Daddler; Don't Stop At All; Larger Than Life Backstreet Boys; Sexxxy Beatz; No Distance Left To Run Brit; Northern Star Melanie C; Korean Queen Cassie; Radio The Core; The World Is Not Enough Garbage; I See You Baby Grove Armada; Turn Your Lights Down Lou Lauryn Hill & Rob Maric; 2 Times Ann Len; What Do You Think Of

MTV PLAYLISTS

A-List Sun Is Shining Bob Marley Ys Funkista De Luxe; Genie In A Bottle Christina Aguilera; Waiting For Tonight Jennifer Lopez; Bomb Diggy Another Level; When We Are Together Tunes; Larger Than Life Backstreet Boys; Lift Me Up Geri Halliwell; Jennifer Lopez's Got Issues; What 2K vs What 2K; In And Out Of My Life Onepatedeeva; Don't Stop At All

B-List I Know I Loved You Savage Garden; What I Am Tin Tin Out feat. Emma Bunton; Everytime A1

C-List Heart Go Bon Apollo Four Forty; Jennifer Lopez's Got Issues; The Chicks Between Us Buck; Hurray Up And Walk Stereophonics; Can't Get Enough Suede; We Haven't Turned Around; No Distance Left To Run Brit; Sexxxy Beatz; Colour Control; Don't Stop At All; Butter In The Heavens Onyx; Got Your Money Off Jerry Bustard; The World Is Not Enough Garbage; Miss Parker Morgan; Miss Fat White Man; Dad

CD:UK

cd:uk Performances: Shake Your Bon-Bon Ricky Martin; Clocking Time Semisonic; Keep On Movin' Five; Garbage; The World Is Not Enough Garbage; Why Clamma Kid; It's About Time Thelma Houston; Robbie Williams; Westlife; Geri Halliwell

Final lineup 30/10/99

RADIO TWO PLAYLISTS

A-List I Saw The World Today Lush; If I Could Turn Back The Hands Of Time R Kelly; She's The One Robbie Williams; As Time Goes By Bryan Ferry; I Knew I Loved You Savage Garden; All That I Do Lonnie Smith; You'll Be In My Heart Phil Collins; When We Hearste to Over Time Turner; Cool Shoulder Culture Club

B-List Last In My Carth Brooks; I Try Macy Gray; I'm Too Short The Lightening Seeds; What 2K vs What 2K; Alison Krauss; Johnny The Horse Man; Flying Without Wings Westlife; Northern Star Melanie C; Dave's L'Amore Char; Still Believe Sheila Aron; No Other Baby/Breast Kye Handerson; Man Paul McCartney; Lift Me Up Geri Halliwell; Blue Eyes Blue Eric Clapton; When We Are Together Tunes

BIG B RADIO 1

A-List Love Like A Fountain Ian Brown; Gin Soaked Boy The Divine Comedy; Paperface Flowers; We Haven't Turned Around; If I Could Turn Back The Hands Of Time R Kelly; Sixta Sixta Beverly Knight; Dusted Lethal 50; Rude Mawka; Music Museum Music; So Low Ocean Colour Scene; Communication (Somebody Answer The Phone) Muro; Psi; Swastika Eyes Pual Simon; Not Over You Vench Romy; Mary Supergods; Another Way Paul Van Dyk; Flying Without Wings Westlife; Enough Is Enough T'Pole feat. Elisabeth Troy

THE PEPSI CHART

Performances: No Time To Know Marc Anthony; Clocking Time Semisonic; Lift Me Up Geri Halliwell; Keep On Movin' Five; She's The One; It's Only Us Robbie Williams; Interview; Cool Hawaii

Final lineup 31/10/99

BIG B RADIO 2

A-List Everytime A1; Don't Say Okay My Black; I'm Too Short The Lightening Seeds; The Chicks; Arased Kim Richie; Gin Soaked Boy The Divine Comedy; Sunshine Girlies; All God's Children Belongs To God; Ordinary World (album) Jose Cochen; Let The Good Times Roll (album) 35 King; The World Is Not Enough Garbage; I Love You Martina McBride; Wide Open Spaces The Goodboys; *How Comes My Baby The Mavericks; Mambo De La Luna Mistry/Mo'Nique; Ready To Run David Checks

B2-List

I Knew I Loved You Savage Garden; What I Am Tin Tin Out feat. Emma Bunton; Everytime A1

C-List Heart Go Bon Apollo Four Forty; Jennifer Lopez's Got Issues; The Chicks Between Us Buck; Hurray Up And Walk Stereophonics; Can't Get Enough Suede; We Haven't Turned Around; No Distance Left To Run Brit; Sexxxy Beatz; Colour Control; Don't Stop At All; Butter In The Heavens Onyx; Got Your Money Off Jerry Bustard; The World Is Not Enough Garbage; Miss Parker Morgan; Miss Fat White Man; Dad

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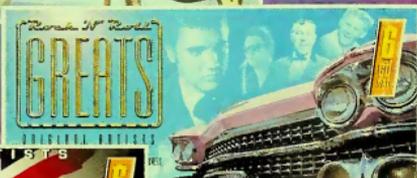
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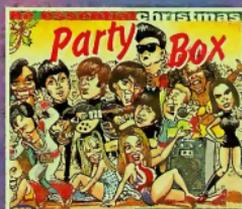
392000

5 CD SET



390982

3 CD SET



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3 CD SET



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PLAYERS GEAR UP FOR THE BOXED SET SHELF SCRAMBLE

The gift potential of boxed sets has tempted many budget specialists into the sector, but as Christmas is often the only time many retailers allocate precious shelf space to boxes, competition for the best display is fierce, says Colin Irwin

Around this time each year retail is thrown into disarray by the arrival of a strange, unwieldy beast. It comes in a variety of shapes and sizes, with no established formula for marketing or promotion, no easy method of racking or pricing and no clearly defined market. Although the boxed set is capable of generating substantial mid- and low-price sales, it is also a law unto itself at retail. Even the definition of the product is extremely broad, with a generally acknowledged minimum of three CDs and only budgets and consumer demand dictating the maximum size.

Certainly, the range of boxed sets is considerable, from the Hallmarks Nat 'King' Cole Collection, which offers three CDs for £7.99, to BMG's celebrated Elvis Presley Artist of the Century three-CD box retailing at £29.99, to the 20-CD box of Frank Sinatra's Complete Reprise Recordings at £231.99.

From a record company's point of view, the products are frequently laborious and expensive to compile and package, and even after a boxed set has been created and given shelf-space, there is no guarantee the market will embrace what is

'We appeal to impulse purchasers, who are entirely different consumers to those who make up the collectible boxed set market. We are not spoiling it for anyone'
— Lee Simmonds, Castle

still widely perceived as a luxury item.

This perception is the reason that Christmas, with its heightened demand for premium gift items, represents the peak period for boxed sets. Industry sources estimate that the months from October to December account for up to 70% of the annual market.

Christmas is also the only time many retailers allocate space for special displays of boxed sets. Some of the majors — notably BMG and Sony — have introduced mock-up sleeves specifically for racking, to overcome the perennial display problem which invariably forces smaller shops to shelve product behind or even under the counter.

"Retail does have a problem with the boxes," says BMG mid-price label manager Charlie Stanford. "The customer naturally wants the box to be in pristine condition but if it hangs around in the racks for too long it can get damaged or dusty. We have found the mock-ups are working well."

The CD boxed set was originally conceived with collectors and specialist buyers in mind, offering rare and unreleased tracks, extensive liner notes and lavish packaging. But, as in most other areas of the market, price has become a key factor, and the obvious role of the



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boxed set as a gift purchase has brought budget specialists to the fore with themed collections to attract casual buyers.

It is a trend that has driven at least one mid-price company, Connoisseur Collection, out of the boxed set market altogether. Repertoire manager Mike Howell complains

that the whole genre has been devalued by budget companies squeezing margins.

"The value of boxed sets has come tumbling down," he says. "We did some good five-CD boxed sets for around £30 which were perceived as good value, but these cheap collections have ruined it."

Needless to say, budget companies refute such suggestions, claiming instead to have opened up previously untouched niches of their own.

"We are appealing to impulse purchasers, who are entirely different consumers to those who make up the

Elvis boosts BMG boxes

The main sign of changing times for boxed sets is in their move away from seasonal to year-round appeal. CIN figures show sales of 21,475 artist-only boxes in the third quarter, even before adding the considerable sales of generic themed collections. Not bad for a market perceived only to have any real clout at Christmas.

Top of the current pile of boxes is BMG's immaculately-packaged Elvis Presley Artist Of The Century three-CD box, released in July and reaping the benefits of the company's vigorous year-long campaign on behalf of all things Elvis. The set comes in two forms — a deluxe pack with a £17 dealer price and a digi-pack at £12.50 — and mid-price label manager Charlie Stanford is certain the boxes will fly out of the stores at Christmas. "The set has had a lot of press coverage and now we are looking at different ways of advertising and promoting it further," he says.

The aggressive marketing of Elvis will continue well into next year when one big new release being contemplated is a 3D-CD Elvis box in red velvet. Stanford says a flood of similar projects from BMG is unlikely, although there are plans for a Rory Gallagher set.

"The key to any boxed set is the artist, and there aren't that many artists who are really suitable," says Stanford. "It is an area we are keen to develop but an artist boxed set is a big project and you have to dedicate a lot of time and love to it, as well as money. It is worth it for the right artist, because far from cannibalising that artist's catalogue, it will usually raise their profile. In the case of Rory Gallagher, there is certainly scope because of the depth of catalogue, and we have access to a lot of material."

Other artist boxed sets currently selling well include Nick Lowe's The Doings on Demon, Stevie Nicks'



ALAN PARTRIDGE (RIGHT) BY CHRIS CHAMBERS

Enchanted on EMI, and Bob Dylan's Biograph on Columbia.

The Stevie Nicks boxed set sold 600 copies on import in HMV stores at the beginning of the year, letting EMI know it was on safe ground well ahead of the official release in June. And although Dylan's Biograph set was first released in 1988, its sales have been revived by Sony's decision to repack the set in a more rackable format.

"What we tend to do is release boxed sets in long box book form and when sales begin to tail off, we reconfigure them down to a double jewel case to fit into the racks," says Sony head of mid-price Darren Henderson. "It brings the retail cost down a lot from around £40 to £20 and also makes the product more visible because then it can be racked, and that always improves sales dramatically. We reconfigured Dylan's Biograph in 1997 and it doubled the sales over the previous year."

Other prominent Sony boxed sets competing this year include the Isley Brothers' It's Your Thing and Barbara Streisand's For The Record. Stiff opposition will be provided, however, by Universal with a strong catalogue of boxes on the market in time for Christmas, including a repackaged, re-promoted Motown Hits, Abba's Singles Collection and a new four-CD Dusty Springfield box, which is likely to attract maximum interest on the back of a Dusty TV documentary due for screening in December.

"Box sales have been a bit static through the year, but we are antici-

pating a strong Christmas," says Alan Hodgson, Universal head of catalogue marketing. "The economy is in good shape, we have got some very strong product out there and we have had some very positive feedback from retail."

Warner also anticipates a good Christmas with a Nirvana boxed set featuring rar tracks, a selection of titles from three Stanley Kubrick movies and re-promotions of existing boxes by Alice Cooper, Doobie Brothers, Harry Chapin, Dionne Warwick, Led Zeppelin, CSN & Y and the Ramones. But it is not only the big companies or even the big artists that can sell boxes. Strong Jazz releases abound, feeding the rabid demand among the obsessive and affluent coterie of jazz fans for boxed sets of complete sessions and entire live residencies.

Meanwhile, the tiny folk label Free Reed has attracted widespread interest with its definitive three-CD Wake The Vanted Echoes tribute to the late folk legend Peter Bellamy, retailing at around £25. "It has only just come out but we are already getting re-orders," says Free Reed managing director Neil Wayne.

Proper Records has also actively pursued the obscure in order to establish its own niche and reports good business with a series of four-CD boxes ranging from Gene Krupa to Spike Jones.

"We research everything carefully, keep our margins tight, work hard on the packaging and make sure the boxes fit into the layout of provincial shops," says managing director Malcolm Mills. "We look for genuinely interesting niches. Our next one is a Lester Young box because anybody who plays the sax will eventually arrive at Lester Young."

"We want every single person who buys one of our boxes to be completely happy so they will come back next time," he adds.

Columbia's boxed set lineup



▶ collectible boxed set market," says Castle head of budget Lee Simmonds. "We are not spoiling it for anyone."

His words are echoed by Malcolm Mills, managing director of Proper Records, an indie founded three years ago which has

enjoyed success with its Retro catalogue of more than 100 double CDs. It now has seven four- and five-CD niche boxed sets on the market, ranging from Spike Jones & His City Slickers' Strictly For Music Lovers to The History Of Jazz Drumming and Farewell

To Ireland, a four-CD collection of American Irish music from the Twenties and Thirties, all retailing at around £15.

"They have already done quite well but Christmas is obviously the prime market and I would expect sales of each set to

have reached 10,000 by the end of the year," says Mills. "We can afford to do them cheaply because we are a small operation, and we work hard to make sure we are offering value for money. Cheap boxed sets don't damage the market."

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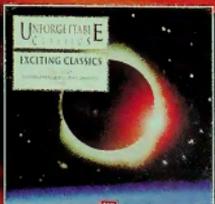
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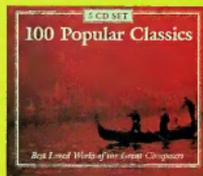
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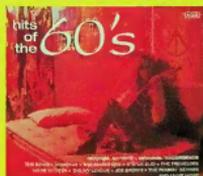
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Consumers are a lot smarter than they are given credit for and quality will always prevail.

Budget pioneer K-Tel has worked hard to find new outlets beyond the traditional retail trade to get ahead of its competitors. In recent years, K-Tel has been a prominent player in the lively market in themed low and nostalgic boxed sets sold as exclusive offers in newspapers and magazines.

Off-the-page promotions of collectible sets in *Reader's Digest* played a pivotal role in the development of boxed collections of CDs 15 years ago. For many years the market for mid-price, low-price and coupon offer boxed sets has thrived, with advertisements in titles as diverse as *Woman's Own*, the *News Of The World* and the *Sunday Times*.

According to K-Tel managing director Pat Broderick, however, it is an avenue that is rapidly disappearing. "It actually lasted longer than I thought it would, but consumers have now got used to the offers — particularly those which required readers to collect coupons. The perceived value of CDs has declined and they are no longer seen as having such intrinsic value."

Broderick, however, was ready with a new initiative and in July started selling exclusive eight-CD boxed sets of country, rock 'n' roll and Sixties music at £17.99 a time (plus postage and packing) directly off the television screen on the QVC channel.

"It is very simplistic but we supply footage of the artist, stills and scripts. We get two half-hour spots a month and have been selling very good volumes as a result. The rate is to reach hidden niche markets —

people who would never go near the music departments in WH Smith or Woolworths, let alone HMV or Virgin."

Sales volumes for boxed sets are hard to track, as the products themselves obviously vary dramatically in style, size, content and price. By and large, mid- and low-price companies create their own definitions of success.

"If you sell 30,000 copies of a four-CD boxed set in three years, you have done well," says MCI's marketing director Danny Keene. "At the budget and super budget end, there is little money available for packaging and marketing, but the shelf life of a boxed set can be indefinite. Most sales are in the first quarter but they are beginning to sell all year round, albeit mainly as price point promotions."

MCI has a catalogue of 64 boxed sets across different price points and says its best-seller is *The Magic Sound Of The Pan Pipes*, a four-CD box retailing at £9.99, which came out in 1993 and has sold more than 100,000 units.

The claim for the biggest-selling boxed set of them all, however, comes from Castle's 100 Popular Classics, which has sold more than 200,000 units on the Pulse imprint since its release five years ago. It was last year's best-selling box with 24,000 units and has spawned a second volume, also doing well, although Castle's fastest-selling box at the moment is 100 Heavenly Classics, subtitled *Voices Of Angels*.

Despite the difficulties of presenting boxed sets at retail, their reputation for good value is well-founded. And, ultimately, as long as there are impulsive and obsessive music fans, the genre will continue to thrive.

Theme is the key

While some budget boxed set companies have diversified into other markets such as TV, mail order, CD clubs and off the page offers, the battle among themed collections at retail nonetheless grows ever more intense. For example, bargain hunters can pick up Hallmark's

'His or Hers' three-CD box for as little as £6.99 (including tracks by Odyssey, Sister Sledge and Rose Royce), while the Seventies are another huge battleground.

Pulse has two boxes, *Sounds Of The '70s* (four-CDs at £10.99) and *70s Collection* (three for £8.99) up against *Disky's Super Hits Of The '70s* (four for £9.99) and numerous similar collections from companies such as EMI, MCI, Delta, K-Tel, Cmlson and Universal.

It is a similar story with Sixties collections — there can be few remaining Sixties hits not included on a boxed set elsewhere, other than those by a handful of closely-guarded bands. Most low-price specialists also field a variation on the love album formula, while Irish, Scottish and Welsh collections are beginning to flood the market.

Virtually every recognised musical genre is reflected in the general marketing surge, aimed at persuading consumers that they need to own at least one definitive collection of a certain style. Country, punk, easy listening, musicals, nostalgia, romantic moods, pan pipes, reggae, dance, soul, rock 'n' roll and especially classical favourites are all well served by boxed sets at budget prices.

Price-cutting and retail promotions give the boxes extra selling power throughout the year, though they are still generally considered to be gift purchases and most labels gear their activity towards the sales rush at the end of the year. For example, Delta has imported 10 five-CD classical boxes on the Palette label, including Beethoven, Mozart, Symphonies, Chamber music, Baroque and Violin Concerti, in time for the Christmas market. Delta product manager Neil Kellas also anticipates big interest in the forthcoming 101 Classics five-CD set.

"We released five boxed sets between May and September this year, with the deliberate intention of having them all ready and available by the beginning of October to maximise the sales during the peak period," says Kellas. "Clearly there are a number of different kinds of consumer who buy boxed sets, from the occasional buyer and the luxury package buyer to the Christmas present and birthday present buyers. It is a market which focuses on Christmas but we would be foolish to concentrate all our activity on the last three months of the year."

Delta titles awaiting the seasonal rush this year include *The Ultimate Accordion Collection*, *The Wonderful Wurlitzer*, *The Party Box* and *Line Dance Fever*.

Hallmark recently launched a successful six-CD boxed set across various categories including world music, jazz and reggae. "It was initially positioned as an ideal gift purchase but has proved popular with other sectors of the market," says marketing manager Des de Silva.

Hallmark also anticipates selling 50,000 units of its five-CD Millennium Party 2000 box, while other Christmas-specific releases this year include the four-CD 100 Beautiful Christmas Instrumentals and the three-CD *A Traditional Christmas*.

"Classical, MOR, country, Irish and jazz are the key genres for us in the boxed set market, although blues also does well," says Castle's head of budget, Lee Simmonds. He has high hopes for the new *Nothing But The Blues* box, featuring the likes of Lightnin' Hopkins, Muddy Waters, John Lee Hooker, Buddy Guy and Albert Collins, while more traditional fare from Castle this Christmas includes 100 Heavenly Classics and 100 Favourite Carols.

At the other extreme, punk collections abound, but none is likely to do better than 2, 3, 4, 5, Universal's 100-track limited edition *History Of Punk*, offered at a dealer price of £24.99.

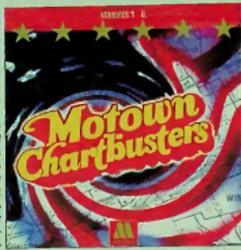
Specialist labels occasionally get the boxed set treatment with Chess, Motown, Blue Horizon, Trojan, Philadelphia International,

Charisma, Stiff and Transatlantic among the cult labels that have starred recently, and EMI is enjoying healthy sales of its *Story Of Harvest* box, released in June.

"We are not talking about huge volumes but we have done a few thousand," says EMI Gold managing director Paul Holland. "The box offers a very good overview of the progressive rock era from a worldwide perspective. On the whole, the boxed set market is a tight one and you have to look before you leap, because the best boxes are expensive to produce and you have to be sure they justify the investment."

"At the low price end we still do very well with our Hits Of The '60s, '70s and '80s boxes, which sell between 75,000 and 100,000 a year across the range. There is still life in the market for boxed sets and retailers are being more supportive now than they have in the past," he adds.

Yet Castle's Simmonds reports one drawback to offering boxed sets of old material for less than the price of a new single CD. "The trouble is, we are offering such good deals that consumers can believe there isn't some sort of catch," he says.



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CRIMSON MAINTAINS BUDGET GRIP AS SONY TAKES MID-PRICE CROWN

Crimson and EMI hold off the opposition at low price, while Sony improve its fortunes in the mid-price sector

Crimson maintained its grip as leading low-price label through the third quarter — despite a sizeable market share drop from the previous period. Its lead over the Point Group's resurgent Hallmark is down to 3.7% of the total market, but Crimson was originally set up as a seasonal specialist and, with its vast catalogue of Christmas specific product, now looks odds on to retain the year-end crown it won for the first time last year.

Yet Hallmark has cut the deficit from 5.6% in the second quarter, signalling a remarkable comeback for the label previously owned by Carlton Entertainment which was acquired by The Point less than a year ago.

Naxos, meanwhile, shows the consistent strength of concentrated niche marketing and generic product, commanding third place with a catalogue entirely focused on classical and jazz and, unusually at the low price point, originated by the label itself. "Price is not the only factor," says Barry Holden, marketing director of distributor Select. "Naxos is seen as a trusted brand and has a high in-store profile."

The biggest gain was made by BMG's sixth-placed Camden label, adding 0.7% market share on the second quarter and 1.5% for the year. Smaller gains were made in seventh and eighth positions by MCI's flagship Music Club label and HMV's classical specialist respectively. Columbia maintained the 2.5% market share it has held all year in ninth and EMI Gold was a re-entry at 10.

EMI, however, remained undisputed corporate leader at low price despite losing two market share points between July and

Q3 MARKET SHARES: BUDGET & MID-PRICE



Figures in brackets denote market shares for the second quarter of 1999

Source: IWM

September. It still held a 5.3% lead over Universal, which recorded its lowest quarter of the year, slipping to 12.5%. The major gains came from BMG, rising to sixth spot with a 6.7% market share (a 2.1 percentage point increase since the year began) and Castle Music, which claimed a 4.1% market share to treatatend the neck of eighth-placed Sony.

Meanwhile in the mid-price sector, retail campaigns have become the crucial factor in determining activity, with all the leading companies offering increasingly attractive product to sponsor their own promotions. Such campaigns have been

incessant this year, creating intense competition and resulting in rapidly changing fortunes in the battle for market share. In a fluctuating year that has already seen three different corporates groups leading the mid-price market, Sony emerged as the most successful company at the price point through the third quarter.

Nine months is clearly a long time at mid-price. Warner dominated the sector in the first quarter with a massive 27.2% on the back of some high-profile releases and price reductions, but in the second quarter — with its share more than halved — Warner found itself in third place with Universal taking over

at the top on 19.4%, ahead of Sony on 17.3%.

Since then Sony has been buoyed by a series of front-line mid-price releases, including Janis Joplin's Greatest Hits and the entire Joplin catalogue, The Fogues' The Score and a millennium classic series of reissues, including Carole King's Tapestry, Simon & Garfunkel's Bridge Over Troubled Water and Miles Davis' Kind of Blue. Two of its labels, Columbia and Epic, have dominated the sector during the quarter, resulting in Sony grabbing an 18.1% slice of the market — up from 15% at the start of the year — narrowly edging Universal into second place with Warner third and EMI fourth. In fifth place, BMG has had positive results from its new Camden Lou Reed imprint featuring high-profile acts such as Dixie Lee Ray and various Elvis Presley collections, and has held fifth place throughout the year, now increasing its market share to 9.4%. Virgin has sixth and the remaining places in the Top 10 were occupied by specialist indie Crimson, Castle and Snapper, with Chrysalis creeping in at 10.

Columbia, meanwhile, strengthened its position as leading mid-price label, enjoying a 7% lead over its nearest rival, fellow Sony label Epic. Between them they grabbed more than 14% of the market, although Epic only just beat BMG's RCA into second place. In fact, if you take Columbia out of the equation, just 2.2% separated Epic from 10th-placed Creation, which may be expected to feature more highly in the final quarter on the back of a strong reissue campaign on front-line albums such as P!nk's *Stress*, Sade's *Lovers Rock* and Oasis' *The Masterplan*.

Colin Irwin

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RETAIL FOCUS: ONE UP

by Karen Faux

These days it is difficult to miss Aberdeen indie One Up from any angle of approach. The store has recently erected an eight-back of the store which is visible from the adjoining gardens and the nearby dual carriageway. Its location in the centre of the city means that there is a lot of passing trade and it never misses an opportunity to pull in new customers with strong window displays underlining range and price.

"It is a great area to be located in because we are rubbing shoulders with a lot of other specialist shops," says manager Matt Lynch. "Although there are other established music independents nearby there is plenty of business to go round."

One Up has established a strong reputation for its rock, indie, dance and vinyl departments while chart product is also a priority. Its chart wall is currently positioned at the front of the store but Lynch is thinking of moving it to the back near the sales counter. "This is a long, thin shop and it



One Up: challenging the multiples on new releases

could be useful to make people walk through our areas of back catalogue and see what we've got before arriving at the chart offer," he says.

One of the store's biggest strengths is that it will not be beaten on price for new releases

by local multiples. It has also just ramped up its multi-buy offers, reinstating a three-CDs-for-£20 deal along with an ongoing two-for-£10 and budget offer in the basement. "We are the cheapest in town for the new Steps album," says Lynch. "It's not really our sort

ONE UP BOXES CLEVER

Boxed sets represent big business for One Up and it displays them prominently on wall racks which run all around the store. One of its current bestsellers is the Alice In Chains four-CD set, *Muscle Banks*, which features all their releases along with out-takes, demos and a multimedia disc. "It is a very nice package for £22.99," says Matt Lynch. "We are also doing well with AC/DC, The Jam, John Lennon and Fleetwood Mac. They make great Christmas gifts and this year there is a particular emphasis on collectability to drive them."

of thing but we have given it a splash in the windows and it is helping to bring a different type of customer into the store."

Despite competition from a nearby specialist, One Up continues to do a roaring trade in both new and secondhand vinyl. Secondhand stock used to be its priority but with more releases coming through, these are now being pushed to the front of its displays: "Techno and hip hop go really well and we are also seeing more buyers for classic back catalogue releases," says Lynch. "Currently we are shifting a lot of *The Beatles*."

One Up has recently been targeting its large student population more aggressively and is compiling a database. "We offer a 10% discount to students and we want to build on this with a loyalty card, mailshots and other promotional activities," says Lynch. "Sony now has a student rate who has been promoting tomorrow's playback for Rage Against The Machine with flyers and posters. This is really the sort of thing we could be doing ourselves."

IN-STORE NEXT WEEK (from 8/11/99)

Andys
RECORDS

Windows - Universal campaign with three CDs for £21: **In-store** - Ally McBeal, A1, Diana Ross, Nat King Cole, Queen, Eurythmics, Death In Vegas, Beth Orton, Beastie Boys, Roccini, Best Of Bond, Talking Heads, Fire & Skill; **Press ads** - Diana Ross, Feeder, Robbie Williams, Nat King Cole, Queen, Roccini, Eurythmics, Death In Vegas, Beth Orton, Beastie Boys, Fire And Skill, The Clash, Talking Heads, Geri Halliwell, Danny Howells

ASDA

Singles - A1, Ricky Martin, Robbie Williams, Stereophonics, Paul Van Dyk, Will Smith, Travis, Beck, Lightning Seeds; **Albums** - Abba, Doris Day, Savage Garden, Diana Sheppard, Gatecrasher, More Music To Watch Girls By, Andrea Bocelli, Michael Ball, Best Love Songs In The World...Ever; **Video** - buy one and get one free with Best Of Bond And Friends, Enemy Of The State, The King And I

Boots

In-store - Buy a Friends video and get one free, two rock or pop CDs for £15, two classical CDs for £10, buy a mid-price video and get one free, save £2 on Boots exclusive CDs

Woolworths

Albums of the month - Warp 10th Anniversary compilations; **In-store display boards** - Broadcast, Mr Oizo, Ashley Beedle Grass Roots, Blackalicious, Venini, Add N to (X), Animals on Wheels, Morgan

HMV

Windows - Robbie Williams, Feeder, Will Smith, Beck, Travis, Suede, Stereophonics, Ricky Martin, Queen, Eternal; **In-store** - Pure Silk 2, Bernard Butler, 911, Madness; **Press ads** - Suede, Robbie Williams, Gomez, Culture Club

MENZIES

Albums - Queen, Michael Ball, Woman 2; **Windows** - Queen, Eternal, Ally McBeal; **Listening posts** - Dixie Chicks

MUSIC WORLD
MVC

Album - Cher; **Windows** - Queen, Cher; **In-store** - Nat King Cole, Film Four Essential Classics, Shola Ama, Genesis; **Listening posts** - Fire And Skill, Counting Crows, Semisonic, Tori Amos, Phats & Small, Ian Brown, Andreas Bocelli, John Barry, Donna Sheppard

"NOW"

Singles - Blur, Lightning Seeds, LL Cool J, Stereophonics, Gomez, Will Smith, Travis, Ocean Colour Scene, Robbie Williams; **Albums** - Shola Ama, Ian Brown, Eternal, Five, Savage Garden, Semisonic, The Artist, Diana Ross

ourprice

Singles - Will Smith, Robbie Williams, Lightning Seeds, Primal Scream, Beck, A1, Travis, Paul Van Dyk, Puff Daddy, Stereophonics; **Albums** - Back To Love, Lesley Garrett, John Digweed, Mr Oizo; **Windows** - Five, Eternal, Backstreet Boys, Ian Brown; **In-store** - Shola Ama, Box Dance Hits 2, Honey, Jennifer Lopez

pinnacle
network

Album - King Crimson; **Selecta listening posts** - Colourous, DJ Disciple, Beulah, Bruce Dickinson, Ulician, Mojo recommended retailers - H Ball Lounge, Celtic Trance, Russell Mills & Urdark, Janzen, Barber & Kam, Caravan, Utopia

TOWER
RECORDS

Singles - Robbie Williams, Paul Van Dyk, Ricky Martin, A1; **Windows** - Shola Ama, Simply Red, Culture Club, Diana Ross, Eternal; **In-store** - Diana Ross, Ricky Martin, A1; **Press ads** - buy two CDs and get a third free; **Press ads** - Culture Club, Smooth Jazz; **Outdoor** - Diana Ross, MTV banners

MEGASTORES

Singles - Cassius, Suede, Travis, Tam, Lightning Seeds, Mauro Picotto; **Window** - Ian Brown, Cher, The Divine Comedy, Eternal, Five, Gatecrasher, Shola Ama; **Albums** - Will Smith, More Music To Watch Girls By, The Mavericks, Doris Day, Chris Rea, Best Of Bond; **Press ads** - A1, Ricky Martin Stereophonics, Wanda Sue Smith; Will Cool

Wicks

WicksSmith **Albums** - Queen, Michael Ball, Ally McBeal; **Woman 2**; **Windows** - Queen, Eternal, Ally McBeal; **Listening posts** - Dixie Chicks

WOOLWORTHS

Singles - Robbie Williams, Puff Daddy; **Album** - Five; **In-store** - Savage Garden, Diana Ross, Chris Rea, Buffy The Vampire Slayer, Nat King Cole; **Press ads** - Ally McBeal, More Music To Watch Girls By, Stereophonics, Lightning Seeds



Yesterday we cracked open some champagne to celebrate our 10th anniversary in business and made an occasion of it in-store with promotions and giveaways. EMI recognised our birthday by taking Maggie, the chain's owner, to Paris to see Tina Turner perform. She was chuffed to be invited and she got the VIP treatment (see picture, p3).

This is a special week for us and to mark it we have been offering all rock, pop and classical product in our Top 10 charts for £10. Martin Taylor recently did a PR in our Easter shop and his current album is flying out.

Out of this week's crop of new releases, we have been doing particularly well with Steps, Bush, Sneaker Pimps, Nigel Kennedy and Paul McCartney. The Blair Witch Project soundtrack is going well and we are still selling loads of the Buena Vista Social Club. We're getting a lot of requests for the Afro-Cuban Allstars, who have a new album out next week.

THE SHELF

SALLY KING,
manager, Solo Music,
Truro, Cornwall

We are confident that forthcoming releases are going to deliver high levels of sales because we have got so many people asking for things. Anticipation is not for albums from Rage Against The Machine, Ian Brown, Korn, Foo Fighters and Counting Crows, Singles being requested include Jennifer Lopez, Beck and Embrace.

We will be open through most of the Christmas and the New Year holiday, and we are expecting that there will be a big party atmosphere in Truro, with a lot of people buying music. One of our strengths is customer service and we will be working very hard to give all our customers the attention they require.

I've been with this store since it opened and that is not unusual. Across our other branches in Exeter and Barnstaple we have only ever had people leave to go to university or travelling. So far we have never had anyone leave to go to another job."



STEVE ROPER,
BMG territory manager for Yorkshire,
E Midlands & Humberide

"Judging by the midweek charts it looks as if Five will finally hit the jackpot with a number one single after achieving four number twos on the run. Response to the forthcoming album, *Invincible*, has been strong this week and it looks as if it will be one of the season's most bankable titles.

Tens are well catered for next week with the release of the new WestLife album. Presales have gone extremely well and I have been busy helping dealers to organise window displays and in-store PoS. There is a lot of product to talk about that is coming out on November 8. The Christmas Album - which features everything festive from Boney M to Johnny Mathis - will benefit from a substantial TV campaign that rolls out on release. On the same day we've also got The Biggest Club Album Of The Year hitting the racks, supported by TV and wide-ranging PoS. The TV-advertised albums lined up include Perfect Love 3 and Heartbeat, which

have both been high Christmas earners in the past.

There is a very strong indie base in my catchment area and all these stores are eagerly anticipating the release of the Foo Fighters album, which is out next week. Many are also promoting it well with our discount campaign featuring full and mid-price titles. The campaign features all of BMG's catalogue, spanning acts such as Elvis, Meat Loaf and Iggy Pop. With prices tagged between £5.99 and £12.99, it is a very tempting proposition for Christmas shoppers.

If we make it to the top spot it will round off a very successful year for singles for RCA, with Christine Aguilera and Westlife already having scored with number ones. As Christmas gets closer, singles will be worked hard to keep albums business buoyant. Whitney Houston, TLC and Puff Daddy all have carefully-timed singles to ensure that their music sustain momentum."

PARLOPHONE seem to be collecting for a new house after winning *Top Of The Pops* magazine's annual pop quiz at London's Embassy Rooms for the second time last Tuesday. After walking off with a *Smegging Fridge* last year, this time they won a TV and DVD player. One team member says, "If anyone knows a good pop quiz with first prize like a kitchen sink or maybe roof, they should give us a call." Celebrating (1) was (F) team captain **SIMON BLACKMORE**, international man **JEREMY BUTSON**, radio pluggor **KEVIN McCABE**, spouting marketing manager **GARETH CURRY**, new media bod **ANTHONY CAUCHI** and marketing man **TERRY FELGATE**. But it was not all joking around, as the expressions (2) between Blackmore (l) and Virgin Retail's **GARETH PERRY** (r) reveal in the sudden death round. The man in between really is what Radio One early morning man **SCOTT MILLS** looks like.



Remember where you heard it: Look for **Steve Pritchard** and **Pete Duckworth**, joint MDs of commercial marketing at **Virgin**, to be announced as co-MDs of commercial marketing at **EMI UK**. An EMI source insists this is not part of a plan to **Virginise EMI**...That **Hit & Run/EMI Music** sub-publishing joint venture deal looks finally set to be struck this week. **Hit & Run's Tony Smith** was due to fly to New York at the weekend, where EMI Music UK deputy managing director **Tom Bradley** had joined worldwide chairman and CEO **Marty Bandler** on Friday...Looks like **Mike Henegan**, formerly of **Independiente**, is ready to join the ranks of players again. Sources expect a deal within two weeks...Meanwhile one **DefT A&R** old hand is in high level talks with majors either side of the Atlantic about a new label...How wrong they were. **Diane Warren** reveals she was told at

age seven by her music teacher that she was **tone deaf**. Was she the problem, in fact, was rather simpler: "I just didn't want to do stupid scales"...Over in Paris, **Tina Turner** had to call upon her years of experience when she stumbled upon two potentially **diplomatic nightmares** as she launched her new album. Firstly, she had to contend with a **welcoming party** for the Iranian president **Mohammad Khatami**

in the venue next to her press conference and then in the conference herself was awkwardly asked what she made of **fascists** being elected to power in her home country of **Switzerland**... Her diplomatic powers came to the fore, too, when one

journalist asked why her forthcoming tour dates did not include their country. Rather giving the game away about **Roger Davies's promotional plotting**, she let on, "As you know, my manager is known for adding dates"...It was an **Italian Job** two for Chelsea Music's **Eddie Levy** last week, as he renewed his representation of the **Sugar Music** catalogue while in Milan and caught his side's **1-1 draw** with **AC Milan** on the same day...It's a momentary lapse in releasing for **Pink Floyd's** live **The Wall** album, which has now been put back until next year...Set it Off Management's **Steve Marshall** and **Matthew Morgan** still manage **Damage** and not **Jazz Summers** as stated last week, though the band are signed to EMI through his **Aster Life** company...

Watch out for a new **hi-tech venture** from former **Arista** managing director **Martin Heath**, who is teaming up with, well let's just say he's a **well known radio face** whose famous handle was "hello mate"...A **divine label**, recently departed, appears on the verge of striking a new deal with a major... **Oasis's** new album is apparently "Standing On The Shoulder Of Giants" - from a **Sir Isaac Newton** quote.....



SEAN CONROY may have got all the gadgets and the girls, but this pair between them overshadow even more **Bond** films than the **Great Scot**. So it was more than appropriate that **Dooley** should capture long-time songwriting collaborator **JOHN BARRY** and **DON BLACK** (1) at London's Grosvenor House Hotel the other Friday at the **Music Industry Trusts** dinner. Meanwhile, **HMV's BRIAN McLAUGHLIN** (2) decided not to make a spectacle of himself when he encountered a bow-tied **OBIE** and **PAUL RUSSELL** at the **Anderson Consulting** organised event at which host **PAUL GAMBACINI** kindly informed the gathered great and good just why the honouree is unlikely ever to work with **Barbra Streisand** again.



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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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