



**NEWS:** Describing it as a dream come true, **VITAL** has signed a new distribution deal with XL Records  
Vital takes on XL 5



**A&R:** As they return in March, the task for **UNDERWORLD** is to avoid the status of one hit wonders  
Talent 7



**DOOLEY:** It was champagne all round as **GAY DAD** put pen to paper in a deal with EMI Music Publishing  
Dooley 23

**BRITS AT MIDEM ISSUE**

FOR EVERYONE IN THE BUSINESS OF MUSIC

23 JANUARY 1999 £3.50

# musicweek

## Universal plan sees four become three

by Robert Ashton

Universal Music UK chairman and ceo John Kennedy has ended nearly eight months of uncertainty over the future shape of the newly-combined PolyGram and Universal by outlining a new look label structure that shrinks the group's four existing companies to three.

Kennedy has opted to combine Universal and Island to create a new division called Universal/Island. Mercury and Polydor will continue as before, although the latter will be significantly boosted with the addition of US repertoire from Geffen, DreamWorks and Interscope.

Island chief Marc Marot is the leading candidate for the new position of managing director of Universal/Island.

However, Kennedy says he has two potential external candidates waiting in the wings if Marot unexpectedly decides to turn down the job.

The new label will be responsible for handling repertoire from US labels MCA, Universal and Motown. The latter was previously handled by Polydor in the UK, but the streaming change has been adopted because Motown is now part of the Universal group in the US.

If and when Marot accepts the Universal/Island job, Kennedy will then be left with a choice between the general managers at Universal/Interscope, MCA/Geffen and Island - Mark Crossingham, Matt Voss and Jason Guy respectively - for the number two post at the group. Kennedy says he will then work closely with the new managing director and his deputy to construct the Universal/Island management team and ensure there is no favouritism.

"I do want to be involved in creating the new company so it is fair between the two labels. After that

we will let them get on with it," he says.

As announced previously, up to 80 staff, some from PolyGram's HQ, are expected to be made redundant in the rationalisation. Kennedy says functions such as A&R and marketing are likely to be shared across Universal/Island rather than maintaining separate teams.

Because Kennedy wants to avoid "anyone feeling they are moving to someone else's home", he says he will find new premises for Universal/Island, although the label will operate from either St Peters Square or Mandeville Place in the short term.

Howard Bernard's Mercury will continue to handle repertoire for the New York-based Def Jam and Mercury while repertoire from Island in the US, recently combined with the Mercury group in the US, will also be streamed through the UK label.



Cooltempo's Lynden David Hall formed half of a double line-up of young UK talent when he performed at the Brits nominations launch at London's Cafe de Paris last week. The singer shared the bill at the event with fellow best British newcomer nominees Another Level. Hall is also in the running for the best British male solo artist prize alongside Robbie Williams, who has a record six nominations, Ian Brown, Bernard Butler and Fatboy Slim. However, there was no room for George Michael in the category, even though his album Ladies & Gentlemen - The Best Of was the Christmas number one and has so far gone six-times platinum in the UK. See Brits coverage p3

## Coalition comes under Warner UK's wing

Warner Music Europe-owned Coalition Recordings is being absorbed into the major's UK operation just days after Nick Phillips took up the post of chairman at the UK company.

The decision to fold Coalition into Warner UK was taken by Manfred Zunkeller, Warner Music Europe's retiring president (see story below), in consultation with Phillips. The move, which was announced to Coalition's 14 staff last Tuesday, follows Warner's recent acquisition of the remainder of China and sig-



Phillips: new approach nails a new centralised approach to how Warner is treating its UK repertoire sources.

Coalition was launched in January 1997 after Warner Music International acquired PWL International outright from Pete Waterman in the summer of 1996. Warner had taken an initial 50% stake in the joint venture outfit with Waterman in 1991.

Run by managing director Peter Price from the East West building, Coalition has several UK-signed acts, but is better known for handling European-signed acts including Sarah Brightman from Germany.

Price declined to comment.

## Zunkeller to retire from Warner Europe

Warner Music Europe president Manfred Zunkeller is to retire at the end of February following eight years overseeing the company's European operations.

Zunkeller, whose contract expired at the end of December, intends to return to his native Germany to pursue other entertainment business interests. His departure will increase specula-

tion about the future structure of Warner's International operations. The company has held talks with PolyGram worldwide music chief Roger Ames about a possible role. Under one scenario Ames could take London Records to Warner, while assuming a wider international role at the company. It is understood that Ames, who is still under contract to PolyGram

(now Universal) is close to making a decision about his future plans.

Zunkeller joined Warner Germany in 1983, becoming senior VP of the major's European operations in 1991 and president in 1995.

Under Zunkeller, Warner has expanded its operations into several new markets.

**garbage**

*When I Grow Up*  
The New Single - Out 25/1/99

EMI Music Publishing Ltd. All rights reserved. No part of this publication may be reproduced without the prior written permission of EMI Music Publishing Ltd.

www.emi.com www.garbage.com

AN INDEPENDENT WITH GROWING SELF-RELIANCE



*STEPS*

NO. 1 - UK STEPS(HEARTBEAT/TRAGEDY) PLATINUM

*R. KELLY & CELINE DION*

NO. 1 - USA FOR 7 WEEKS (I'M YOUR ANGEL) PLATINUM

*Britney Spears*

NO. 1 - U.S.A SOUNDSCAN '(...BABY ONE MORE TIME)' PLATINUM

The search to find this year's UK representative for the Eurovision Song Contest moved a step nearer last Thursday when a judging panel (pictured) held at London's Savoy Hotel and including former PolyGram/Island Music managing director Richard Manners, Believe co-founder Brian Rawling, BMG A&R consultant Simon Cowell and Woolworth's music buyer Tim Colles, helped whittle down the entries to 21 songs. Another listening panel, comprising MPA, Basica and BBC TV and Radio representatives, will gather at BBC Television Centre this Thursday (January 21) to choose a final eight for the Great British Song Contest. Radio Two listeners will then select four songs to be performed on TOTP and a television special before a public vote to select the UK entry for the May 29 finals in Jerusalem.



# Manic Street Preachers and Virgin share Brits nominations

by Paul Williams

Double Brits winners the Manic Street Preachers are leading a Sony challenge at this year's event after the company scooped 15 nominations.

The Epic signings, who won the best album and best group prizes two years ago, are nominated three times for the February 16 ceremony at the London Arena, Docklands, with both George Michael and Jamiroquai nominated twice for the company. It's a fair reflection of a very good domestic and international year that we've had," says the company's vice president of communications Gary Farrow. "We've seen what Lauryn Hill has done at the Grammys. Savage Garden have sold more than 700,000 albums and Jamiroquai and the Manics nominations are not unexpected."

Despite the absence of the Spice Girls in this year's shortlist, Virgin Records beats its 11 nominations a year ago with 14 this time, includ-

## THE BRITS 1999: THE RUNNERS AND RIDERS

Company	1999 nominations	Awards to date	Company	1999 nominations	Awards to date
Sony	15	28	Skint	3	0
Virgin	15	19	Universal	2	6
Epic	12	22	Creation	1	0
PolyGram	12	43	Cherry	1	3
Warner	10	30	Jeepster	1	0
BMG	4	23	Jive	1	0
Beggars Banquet	3	0	Wall of Sound	1	0

Awards to date covers all Brits awarded between 1987 and 1996 except for Best British producer, Best video by a British act, Best single by a British act, outstanding contribution and any special awards. The 1999 nominations list includes all nominations.

ing two in the best album category through Massive Attack's *Mezzanine* and Gomez's *Bring It On*.

As expected, Robbie Williams dominates both the overall nominations and EMi's showing, grabbing half of the major's tally of 12 and becoming the only act to appear twice in the best British single and video shortslists. EMi/Chrysalis managing director Mark Collen says, "This unprecedented number of nominations is a testament to Robbie's commitment and the

sheer hard work he has put into his career over the past year."

PolyGram shares third place with EMi with 12 nominations, even though Record Of The Year winners Boyzone are totally overlooked. Instead, the major's best showing is through twice-nominated All Saints, Beautiful South, Eagle-Eye Cherry and Hinds Hicks.

Warner more than doubles its showing from 12 months ago with 10 nominations, including Catatonia with three appearances.

## WHO IS IN LINE FOR WHAT AWARDS



**Manics: three nominations**

Fatboy Slim (Skint); Robbie Williams (Chrysalis)

**BEST BRITISH FEMALE SOLO ARTIST**

Billie (Pronoun/Virgin); Deee-Lite (Sony S2); PJ Harvey (Island); Minka Hicks (Virgin); Britney Spears (Jive)

**BEST BRITISH SINGLE**

The Beautiful South - Perfect 10 (Gol Discs/Mercury); Catatonia - Road Rage (Blanco Y Negro); Omnipone - Bonfire Of Asha (Wija); Deee-Lite - Life (Sony S2); Fatboy Slim - Rockers Shuffle (Skint); Manic Street Preachers - If You Tolerate This Your Children Will Be Next (Epic); Massive Attack - Teardrop (Epic/RCA); George Michael - Outside (Epic); Robbie Williams - Angels (Chrysalis); Robbie Williams - Millennium (Chrysalis)

**BEST BRITISH VIDEO**

All Saints - Under The Bridge (Hick's)

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

**All Saints - Under The Bridge (Hick's)**

## Kingfisher set to merge MCI with Crimson arm

MCI, the audio division of the VCI Group, is being merged with Kingfisher's own audio arm Crimson Productions. It follows the purchase of VCI by Kingfisher last November.

New managing director Ian Foster, currently trading controller at EMI, met with staff at the two companies last week, and a formal notice of possible redundancies was given.

Foster was expected to meet with MCI MD Peter Stack on Monday (January 18), but it is thought unlikely Stack will stay on at the company.

A steering committee made up Foster, Crimson general manager Adrian Fitt and three other executives from the companies has been set up to decide on future business strategy and staff structures, and is expected to report back within six to eight weeks.

## Columbia heads market share table

Columbia exacted sweet revenge on Virgin Records following the Christmas number one battle between its own Chef and the Spice Girls by snatching the singles crown from Virgin in the fourth quarter.

The Sony label, which lost out in the festive number one race to Virgin, claimed a 10.7% share for singles, just 1.9% ahead of both Virgin and WEA.

On albums, Virgin emerged with an improved performance over the previous quarter to be named top company with 9.3% for the 15th successive quarter. Epic was runner-up with 8.5% with Columbia in third spot with 7.3%.

The corporate tables saw Sony reclaim the top singles company title from PolyGram with a 19.2% share.

But PolyGram retained its albums crown with 23.5%, although it had to beat off a strong fight from Sony which was second with 18.8%.

Full details of fourth quarter and year-end market shares next week.

## news file

**BENEFIT REIONS JUST ANOTHER**  
John Benedict is returning to his artist management and business affairs roots following his departure as managing director of China Records. Benedict, who left China on Christmas Day just prior to War Music's acquisition, the 50% stake it did not already own in the independent label, has resumed his role as managing director of Just Another Management Company, the company he set up in 1995 and which he handled acts including Loose Ends. He is also setting up a consultancy firm, Just The Business, and his own label and publishing company.

**RA FINES VIRGIN RADI**  
Virgin Radio has been fined £10,000 by the Radio Authority for revealing on air the mobile phone number of a freelance photographer that led to him receiving death threats. On November 5 last year, breakfast show presenter Chris Evans called on listeners to "hound" the photographer following an alleged scuffle with Oasis singer Liam Gallagher. The RA called the disclosure of the photographer's phone number - which resulted in more than 700 phone calls - "a serious abuse of the airwaves", and warned future similar breaches would result in a "more serious penalty".

**TIER POPS FIZZ INTO CD-UK**  
Saturday morning ITV pop show CD-UK has sealed a £500,000 one-year sponsorship deal with Tizer. The soft drink will run several different 45-second adverts during the programme, which replaced the Chart Show (which it also sponsored) in August. The brand, owned by Coca-Cola, Drinks, sponsored two one-off music events - The MTV Europe Music Awards and The Noise - shown on ITV in November.

**THE VERVE FACE NEW LEGAL ACTION**  
The Verve are facing a second legal battle over Bitter Sweet Symphony, one of the most successful singles of recent years. Ex-Rolling Stones manager Andrew Loog Oldham claims he is owed up to £1m in royalties on the hit, which uses parts of an orchestral version of the Stones' *The Last Time*, to which he owns the recording copyright. Last year the band had to give all publishing royalties to the song to Allen Klein, who controls much of the Stones' back catalogue.

**RADIO CONFERENCE UNVEILS LINE-UP**  
The keynote speech at this year's Music Radio Conference will be given by Virgin Records UK president Paul Corroy. The annual event, organised by the Radio Academy, will be held in London on April 13. BBC Radio One controller Ardy Patit will also deliver a speech at the conference.

**BEECHWOOD STARTS BUDGET LABEL**  
Compilation specialist Beechwood Music Distribution is to launch a separate UK sales division for super-budget releases, called Peach Records. Six new series will be launched by Peach this year. The first, *Studio Series*, is out this week and features a garage and a drum & bass compilation at a dealer price of £1.99 each.

## THE REAL COST OF FOCUS

All acts are created equal, but some are definitely more equal than others by the time it comes to marketing their first release.

1999 is only a few weeks old but one likely trend is already apparent. Talking to labels across the spectrum, it seems clear most are planning to focus more resources on fewer releases. Size of campaign, it appears, will matter.

In a way this is inevitable given the state of the market at the moment. Such are the costs of entry that many labels feel obliged to play an all-or-nothing game. But is this really the best way forward? While increased focus is a natural response to the current trading conditions, it doesn't bode too well for much of the music we will be served up this year.

Smaller rosters make sense. The easy mistake to make is to believe that the same (or increased) level of marketing spend should still be divided between these fewer acts. This can only increase the pressure on those that remain to succeed – and speed up the end of a career in the face of perceived failure. It would be heartening to be able to predict that 1999 will be the year of more measured artist development, but it seems this is unlikely when it comes to the majors. For most of them, hit-driven as they have to be, the sums just do not add up. The gossip figures circulating about the levels at which some current chart acts are unrecuperated are just plain scary.

In theory this increases the opportunities for smart independents who can take the longer view. Yet with the media and retail inevitably so geared towards the charts, theory and practice do not always coincide.

There is no easy solution, other than sticking by what you believe. But it is certainly easier to do this when you are not thousands of pounds in the hole. It is a faint hope, but maybe if everyone started from more realistic positions, the real winners would have time to pull through.

Ajax Scott

## WEBBO

### TEETERING INTO LISTOMANIA AGAIN

Lists. Haven't you had enough of them?

I'm not talking about the latest Brits nominees, which altogether is a pretty representative sample with the provision (as I have been banging on about now for at least two years) that the voting academy is almost incapable of selecting anything un-trendy.

The lack of Spice Girls and the Lighthouse family could be put down to fatigue, although the public don't think so. But in the international area no Boyzone, Celine, Mavericks, or Garbage might produce a raised eyebrow or two.

And when the viewers of The Box sit down to vote they will be hard pushed to find a Steps video even though they've dominated the viewers request chart for most of the year.

No, the lists I'm talking about are those seemingly perpetually published by magazines or retail chains under the heading "The Definitive Best Hundred Singles Featuring a Banjo" or something similar. They attract huge amounts of publicity when all they consist of are a snapshot in time compiled by a few anoraks, or whoever fills in a form without the latest chart to hand. I mean, who seriously would think today that Be Here Now belongs way up in the Top 100 albums of all time? Certainly not Noel Gallagher for one. I think Q magazine started the latest bout of this with their funny Top 10s, but the extension into "Top 100 singles of all time" land can only really provide a guide to the mood of the time and something for a magazine PR person to work with. I suppose they can occupy a few minutes as you try and discover some masterpiece that the whole world but you has heard of – but that rarely happens.

Then you spend a much longer time hunting around in the small print to find that 17 penguins and a dog from Rochdale were the entire voting academy. Well at least the good thing is that these lists and subsequent promotions sell more catalogue for us all. Don't they?

Jon Webster's column is a personal view



# Keogh sues over PolyGram Ireland restructure

Seagram faces its first high-profile legal action since acquiring PolyGram after former PolyGram Ireland managing director Paul Keogh filed an ir£1m lawsuit in Dublin last week claiming breach of contract and constructive dismissal.

Keogh, who left PolyGram last November, alleges in the proceedings, issued in the Irish High Court last Monday (January 11), that he was given six months' notice to quit by then PolyGram UK chairman John Kennedy following about his two years of discussions about his

future. He also claims his departure from the Irish label amounts to constructive dismissal because he says he was given no reasons why he was not being allowed to continue.

Kennedy refutes Keogh's version of events, saying that in November 1997 the PolyGram Ireland boss wrote to him saying he "had no more to give" the company and asked for a new role in PolyGram or he would move to new horizons.

Kennedy adds he will be defending the action and part of the

defence will be Keogh's own letter.

Keogh is establishing a new record label and publishing company called Dark House in Grange Con, County Wicklow.

"I want to try and do a two-way process with UK independents so I look after their interests in Ireland and they look after my stuff in the UK," he says.

Keogh adds he has already met with most UK Indies, but has still to sign an act.

Kennedy says he expects to appoint a new Universal Ireland managing director shortly.

# Writers to get cover against writs on hits

by Ajax Scott

Songwriters will be able to take out insurance against being sued for plagiarism under a groundbreaking new policy developed by veteran UK music industry insurance specialists Robertson Taylor.

Company chairman Willie Robertson, one of the pioneers of music-related insurance for the past three decades, says the Original Copyright Protection Policy has been in development for more than a year following a request from John Cohen, senior partner at solicitors Clintons, about whether such a scheme existed. It has been devised following extensive consultation with a number of UK and US lawyers, as well as leading musicologist Peter Dendle.

The launch of the policy comes just a month after Lord Lloyd-Webber won a US court victory over an unknown songwriter who sued him claiming he had stolen the song *Phantom of the Opera*. Such cases have been a particular problem in the US, where some lawyers have reportedly been encouraging clients to launch multi-million dollar actions on a contingency fee basis.

The policy will provide composers and lyricists with worldwide cover for legal costs and the costs of damages if a case is brought



Lloyd-Webber: US court victory after Phantom claims

against them on such grounds as infringement of copyright, false attribution of authorship or passing off. It can be extended to cover all the author's works as well as those written during the life of the policy.

Previously coverage has only been available under complex and expensive general errors and omissions schemes, says Robertson Taylor managing director John Silcock.

"We have come up with a product that is better than what's available and more cost-effective. It's

never going to be cheap, but in the scheme of things it's very well worth," he says.

Silcock declines to name the exact costs involved, but says these depend on the number of songs involved, the number of actions the writer has previously faced, their success in the US where claims are most common and so forth.

One of the UK's leading songwriters has already taken out a policy and more are expected to follow suit soon, says Silcock.

### Strong festive season pushes up HMV sales

HMV Europe has reported sales growth of 14.7% for the five weeks up to January 2 this year.

The retailer reports an 8.2% rise year-over-year in the crucial Christmas run-up with comparable sales for HMV Media Group as a whole rising by 4.9% over the same period. Group finance director Neil Bright says, "On the music side, Brian McLaughlin and his team executed a fantastic Christmas in terms of the offer and our new stores performed well, particularly Trafford Park and Edinburgh." HMV is yearping to open up to 10 more UK stores this year.

Elsewhere, figures released by Kingfisher show Woolworths experienced a 6.4% increase in sales for the nine weeks up to January 2 this year. Entertainment was highlighted year, with sales performed particularly well, with sales of the Titanic video passing 1m units before Christmas Day.

### Doritos to back live music

Walkers' Doritos brand has launched a long-term live music sponsorship campaign after linking up with MTV and Virgin Radio.

The snack brand is committing a seven-figure sum in the first year of a campaign which sees it backing the MTV live programme, a daily live music feature on Virgin Radio and a series of initiatives with the National Union of Students.

Supporting the brand's current Loudest Taste On Earth strategy, the deal is the latest to be put together by music marketing company Music Innovations whose previous tie-ups include the Spice Girls' commercial deals and MasterCard's Brits sponsorship.

Music Innovations managing director Robert Dodds says Doritos approached his company last year and has committed itself to the live promotion for at least the next three years.

Doritos will begin sponsoring the MTV live programme from late



Doritos: live music pledge

February, while other support includes backing the broadcaster's live music weekend in October. On Virgin Radio an exclusive live track will feature in a five-minute evening programme being presented by Jamie Broadbent and going out at 7.30pm every weekday in two eight-week runs starting in March.

Doritos is also working with the NUS and some of the UK's largest student unions on a series of initiatives, including giving funding to upgrade the NUS Ents ticket line and setting up an online booking service.

## Virgin opts to shut Marble Arch outlet

Virgin Retail is to pull the plug on one of its key central London stores – but is now actively looking for a replacement site.

The Marble Arch Megastore, which opened in 1985, will close its doors for the last time on February 28, although the retailer has vowed to increase its trading space significantly in central London over the next two years. The news comes as rival HMV prepares to close its own historic store further down Oxford Street – its first ever – prior to replacing it with a new shop virtually opposite in the second half of the year.

Virgin managing director Simon Wright says the limitations of the Marble Arch building prevent the retailer from offering the kind of store it considers appropriate for the West End.

"While we obviously regret having to close the Marble Arch store, it is essential to continually look for ways to improve the service we offer to our customers," he says.

Virgin Retail is reiterating its support for new music with a promotion starting today (Monday), offering 75 new or recently-broken artist CDs at two for £20. Titles in the campaign, which follows a similar promotion a year ago, include Mercury Rev's 'Deserter' Songs, Belle & Sebastian's 'We With The Ab Strap and Gomez's 'Bring It On'.

The Corrs, whose Talk On Corners album was certified seven-times platinum in the UK last week, are among the guests on Tears Of Stone, the forthcoming all-star album by The Chieftains (pictured with the Atlantic act). The follow-up to the Grammy award-winning The Long Black Veil, it has been put together by the band's leader Paddy Moloney over the past five years and is being released on RCA Victor on February 22. Bonnie Raitt, John Mitchell, Mary Chapin Carpenter and Sinead O'Connor have also taken part in the project, while The Corrs' contribution, I Know My Love, will be issued subsequently as a single, although a release date is still to be confirmed.

# Vital strikes XL deal in distribution coup

by Paul Williams

Vital Distribution has struck its most significant deal since linking up with RTM 18 months ago by securing an arrangement to handle XL Recordings.

The distributor will take over sales and distribution for the company, which is half-owned by Beggars Banquet and its associated Locked On label, on March 1, bringing to an end XL's long-running relationship with Warner Music. In a parallel move, Vital will also take over all Beggars' mid-price catalogue which is currently handled by Warner. Vital already looks after the company's full price titles.

Vital director Peter Thompson says securing XL is a "dream come true" for his company.

"It is an enormous deal both commercially and psychologically because there aren't many labels of the calibre of XL around," he says. "XL has made an enormous impact on the music scene in the past few years and will continue to make an impact and show what a diverse label it is."

Vital has handled a series of releases for the independent company during the past few months,



Vital deal (from left): Russell, Thompson, Mills and Vital MD Mike Chadwick including singles by Badly Drawn Boy and Stroke. Among the first new releases it will distribute under the new deal is Basement Jax's debut album, released on April 5. Richard Russell, XL's managing director and co-owner, says Vital is the perfect distribution partner to help XL achieve its goals. "We now look forward to the further growth of the label, the development of exceptional new talent such as Basement Jax and Badly Drawn Boy and the evolution of our alliance with James Lovell's Mo Wax label," he says.

"We've developed a very good relationship since RTM and Vital merged," says Beggars Banquet chairman Martin Mills, although he adds he is sad to be parting from Warner which has distributed for Beggars for 20 years.

Warner declines to comment.

## newsfile

**WINCHESTER SIGNS WITH BMG**  
The music division of film and TV company Winchester Entertainment has signed a deal with BMG Music Publishing. Under the agreement the major will administer publishing rights to various titles within Winchester's film and television divisions as well as outside projects. In return, Winchester will gain access to BMG's roster of composers and be able to offer publishing deals to unpublished composers.

### COPYRIGHT EXPERT TO VISIT MIDEM

Jonathan Startup, director of the Patent Office's copyright 'directoriate', will be accompanying competition and consumer affairs minister Kim Howells to Midem next Monday (January 25). Startup, who is responsible for UK law and policy on copyright and related rights, is expected in Cannes with Howells at 6.30pm.

Meanwhile, Frances Preston, president and coo of the US performing rights organisation BMI, is to become the first woman to receive the Person of The Year award at Midem on January 25.

### IPPI PLATINUMS FOR ROBBIE

Robbie Williams' two solo albums were among a record number of IPPI Platinum Europe Awards issued during December. Life Thru A Lens and I've Been Expecting You both received platinum awards for sales across Europe, matching totals for Boyzone's Where We Belong, Phil Collins' Hits and Radiohead's OK Computer. Four-times platinum awards went to George Michael's Ladies And Gentlemen and U2's The Best Of 1980-1990.

### DATE SET FOR MW CAD AWARDS

Music Week's fourth annual Creative and Design Awards are taking place at the London Hilton, Park Lane, on May 6. Entry packs will be available from the beginning of next month. Ring Anne Jones for details on 0171-940 8570.

### MORE MUSIC ON TALK RADIO

Talk Radio's promise of performance has been allowed by the Radio Authority to amend the station more flexibly in its use of music. Mike Phillips, the RA's programming and advertising officer, says the new ruling will allow the station, which is required not to exceed more than 10% music in its programming over 24 hours, to use up to 25% music in any one three-hour period. Phillips says the amendment will give Talk flexibility to include short music sequences.

### MORE AWARDS FOR THE CORRS

The Corrs' Talk On Corners won its seventh platinum disc last week as the Best Of M People was certified three-times platinum by the BPI. Double-platinum awards went to U2's Best Of 1980-1990 and the compilation Hits 99, with platinum awards going to the station more flexibly in its use of music. Mike Phillips, the RA's programming and advertising officer, says the new ruling will allow the station, which is required not to exceed more than 10% music in its programming over 24 hours, to use up to 25% music in any one three-hour period. Phillips says the amendment will give Talk flexibility to include short music sequences.

### MORE AWARDS FOR THE CORRS

The Corrs' Talk On Corners won its seventh platinum disc last week as the Best Of M People was certified three-times platinum by the BPI. Double-platinum awards went to U2's Best Of 1980-1990 and the compilation Hits 99, with platinum awards going to the station more flexibly in its use of music. Mike Phillips, the RA's programming and advertising officer, says the new ruling will allow the station, which is required not to exceed more than 10% music in its programming over 24 hours, to use up to 25% music in any one three-hour period. Phillips says the amendment will give Talk flexibility to include short music sequences.

## dotmusic

The latest industry updates on 18.90 GMT.  
From Music Week  
<http://www.dotmusic.com>



## Bootlegger handed record jail sentence

A UK bootlegger has been jailed for a record 15 months after running an international mail order business offering more than 5,000 album titles.

Mark Jenkins, 34, of Banbury in Oxfordshire, was also ordered to pay £10,000 costs when he was convicted last Tuesday (January 32) by Oxford Crown Court. His business involved commissioning live bootleg recordings, mastering and manufacturing CD and cassette copies of them abroad, and importing them to sell from the UK. His illegal recordings included concerts and rehearsals by Blur, Jamiroquai and Led Zeppelin.

## Mean Fiddler fails in bid to stop Robinson action

The Mean Fiddler Organisation last week failed to stop a High Court injunction from former venue operator Steve Robinson.

Robinson's Blue Note Enterprises issued legal proceedings last November after the Mean Fiddler ejected Robinson from three London venues he was operating on the premises and venue operator. An interim judgment of the dispute allowed Robinson back into the Stiff Club (formerly the Powerhaus), but gave control of the Crossbar and the Complex to the Mean Fiddler.

Granting Robinson's injunction last week, Mr Justice Rich ordered the Mean Fiddler to return furniture which had been removed from the premises and co-operate within the agreement between the two parties. Blue Note Enterprises has to

pay rent on the premises from mid-February.

An application from Mean Fiddler for rent in November and December was rejected. The injunction allows Robinson to pursue a claim for damages on business loss, understood to be more than £250,000.

Meanwhile, Universal act Ocean Colour Scene continue to pursue a claim for a figure now understood to total £235,000 against Mean Fiddler relating to the cancellation of last summer's Phoenix Festival. The band succeeded in obtaining a winding up order against Mean Fiddler subsidiary MFO events last August and is now seeking to appoint its own liquidator.

Mean Fiddler managing director Mick O'Keefe was unavailable for comment.

See Business Affairs supplement

## Elton in record £20m lawsuit

Sir Elton John's £20m lawsuit against his former accountants, Price Waterhouse Coopers, and Andrew Haywood, the former managing director of ex-management company John Reid Enterprises, is the biggest single claim in the history of the UK music business.

Last week the singer's lawyers Eversheds issued writs against both parties alleging negligence and breach of trust, as well as an additional claim of breach of trust as a director against Haydon. These are expected to be served this week. Price Waterhouse and Haydon decline to comment, but have indicated they will defend the action.

The dispute stems from the singer's decision last year to sever connections with long-term manager John Reid, with whom he reached a multi-million pound settlement in May. Reid was replaced by new company Elton John Management, whose directors include Eversheds lawyer Frank Presland. Price Waterhouse was replaced last year



Sir Elton: lawyers served writs by PKMG, which had been hired to investigate fears that large sums of money were missing from the accounts of three companies which handle the Mercury artist's earnings. William A. Bong, Hagenstange and J. Bondi.

An insider says PKMG has uncovered "a black hole" of £20m including interest claims, dwarfing previous music industry accountability disputes such as Sting's £8.5m lawsuit against accountant Keith Moore.

See Business Affairs supplement

# SINGLE of the week

**TATYANA ALL: Boy You Knock Me Out (Epic XPC02319).** The 13-year-old former US teen TV star has hooked up with her mentor Will Smith to deliver this catchy pop R&B track.



The combination of her vocals, Smith's smooth rap and a sample from Bobby Caldwell's 'What You Won't Do For Love' — not to mention keyboard extracts from Kool & the Gang's 'Summer Madness' in the remix — works a treat. It has been A-listed at Radio One, making it the number four most added track at radio last week.



follows their January UK tour. But, lacking any memorable hook, it's unlikely to appeal to anyone but existing fans.

**BILLY MAHONIE: Little Feet EP (Gold Hole G0LE033).** With the meandering sound of Tortoise and Aerial M never far away, Billy Mahonie (an instrumental London Three-piece) swung through this EP with ease. All layered chords and meaningful lulls, it's only on Are You Rolling that they rock out but it's worth waiting for. A challenging release.



**NOJAHODA: Nojahoda (SZ 666745).** This Anglo-American group's debut draws on thrash, rock, blues and country & western. The band have just toured with Reef, and plan to release an album in the summer.

**MCALMONT: A Little Communication (Hot HUTCD108).** No longer the power-popper of his Bernard Butler days, A Little Communication finds McAlmont easing himself down a soulful route. With touches of Marvin Gaye in the instrumentation, McAlmont has come up with a pleasant, if slightly underused, song.

**METALLICA: Whiskey In The Jar (Vertigo METCD19).** Taken from Metallica's latest covers album, this reworking of This Lizzy's Whiskey In The Jar is a curious choice. James Hetfield's rasping vocals don't come anywhere near the mumble of Phil Lynott and the song just ends up as an ill-judged cover. Appeal will be limited to fans.

## SINGLE reviews

**RISE2020: SUPERCAR: Tonite (Pepper RISE025).** Italian duo Supercar have produced a Euro-disco stomper which has taken to dancefloors and radio with its Radio One A-listing. Despite their low profile, the teen press has also taken to the addictive track.

**THE OTHER TWO: You Can Fly (London TW0022).** The 'behind-the-scenes' half of New Order have consistently produced catchy low-key pop with a slight edge and this is no different. House mixes by Devin Fisher and Quake give extra dancefloor appeal, and it has further commercial potential on the back of the press on New Order's re-emergence.

**FUNGUS: Over My Head (Chapter 22 EE003X).** The Swedish-born and London-based Fungus' debut is a slice of grungy rock that sounds distinctly American in its influences. The Pistas or Pearl Jam.

**ERIC: We Are Love (Distinctive DSNTCD94).** Based around a sample from Hall & Oates' 'I Can't Go For That', this Glasgow disco-house production is strong enough to take on French house contenders such as Cassius. A vocal sample from Alexander Hope's Brothers And Sisters adds a hook which is hard to ignore.

**CEVIN FISHER FEAT. LOLEATTA HOLLOWAY: (You Got Me) Burning Up (Wonderboy WB0131).** Though it features samples from Loleatta Holloway's Love Sensation made famous by Black Box's 1989 hit Ride On This, this storming disco-house track still sounds fresh thanks to Fisher's production sense. It topped both RM's Club And Pop charts last week and is on Radio One's As Featured playlist.

**LANGUAGE LAB: Burning Disaster (Kahuna Kids KCU75010CD).** This debut single features an indie guitar sensibility that kicks in over a drum & bass bassline and tops it off with an old school rap. It's secured evening play on Radio One but has further crossover potential.

**VARIOUS: Jive Hall Of Fame Vol. 2 (Jive 0522702).** The second in Jive's smart new series of 12-inch high pop EPs features KR5-one, Keith Murray, Spice 1 and Kasino, alongside a veritable Who's Who of US rap artists, including Run DMX, Method Man and Redman.

**INNER CITY: Good Life (Buena Vista) (PIAS PSX002CD).** Guaranteed to cut through the winter cold, this uplifting update of the 1988 house classic adds acoustic

guitar flourishes, warm synth washes and Spanish vocals to the original. Having attracted considerable attention on white label, it now sees a release through PIAS, and features on Radio One's B-list.

**MIRROR BALL: Given Up (Multiply MULY46).** Currently on Radio One's As Featured list, this disco cut-up track looks set for success thanks to its wholesale pirating from the Three Degrees' 'Giving Up, Giving In'. While not incredibly original in either concept or execution, it's effective enough, and should deliver Multiply its first hit of 1999.

**A: Enjoy Yourself (Universal UNDS0230).** Big things are expected from this 16-year-old Long Island rapper. The Saturday Night Fever/Fifth Of Beethoven samples and multiple hooks have led to his Radio One A-listing three weeks before release. The box is also providing support.

**UNKLE FEAT. IAN BROWN: Be There (No Wax MW108CD).** Brown does a sterling job in transforming Unkle, a nondescript instrumental from last year's 'Peyote Fiction' album, into a yearning pop song that more than equals his solo work.

**SARAH BRIGHTMAN: Eden (Coalition COLOA05).** Eden, the first track to be released from the album of the same name, follows Brightman's Boocoi duet Time To Say Goodbye. Radio Two B-listed the track when she performed on BBC One's 'Hogmanay Show' and has plenty of other TV support lined-up. Moreover, the self-penned track has a distinct Nineties flavour.

**M PEOPLE: Dreaming (M People/BMG 74321045352).** Heather Small adds restraint to her sparrowy vocals on this otherwise trademark, if unremarkable, track from their double platinum Best Of. The track boosted the biggest increase in audience on the UK airplay chart last week.

**187 LKDOWN FEAT. D'EMPRESS: AI 'N' All (East West EW194CD).** This garage cover of Joyce Sims 1986 electro classic lacks the edge of Mantronix's original production, but works well enough in its own terms. However, straying from the bass and sample-heavy formula of the act's three Top 30 releases last year, it's unlikely to match its predecessors' success.

**4 HERO: Escape That (Talkin' Loud TK0142).** Flash from a successful 1998 which saw their acclaimed debut album. Two Pages nominated for a Mercury Music Prize. A hero release a remix album from which this is lifted. Remixers include Ron Trent and Kirk Deglorio, among others.

**MANSU: Six (EMI CRD66511).** Mansun's new single is part of their Eleven EP and

**IDLEWILD: When I Argue I See Shapes (Food CD001).** Idlewild have produced yet another enticing track, which both retains credibility and offers accessibility to the same fans' interest in the Edinburgh act and this track has gained them their first Radio One B-listing.

## ALBUM reviews

**VARIOUS: Nings And Roundabouts (Fierce Panda NONGCD4/LP04).** Subtitled 20 Kicksings Of The Corporate Area, this is a compilation from the Fierce Panda label from 1995 to

This week's reviewers: Simon Abbott, Dugald Baird, Michael Byrne, Simon Harper, Stephen Jones, Sophie Moss, Rachel Munro, Simon Ward and Paul Williams.

## "The music? I'll know what I want when I hear it..."

Broadcasters, ad agencies, facilities houses and production companies can now research, audition, download, project manage and license 60,000 digitally stored tracks with the new secure M.A.R.S. On-line business to business service. Tracks are available from KPM Music (EMI Music Publishing), JWM Media Music, Extreme Music, Zomba Production Music (Bruno, Chappell, FirstCom), Atmosphere (BMG Production Music), The Dead Good Music Library, Amponic Music, Iota Music Publishers and Non Stop Music Library, all of whom have entrusted their catalogues to the M.A.R.S. On-line service.

M.A.R.S. On-line is currently being used by companies such as BSkyB, M&S Saatchi, Leo Burnett, Silk Sound, NATS, Tape Gallery, Saunders & Gordon, CTV and The Mill. BBC Information & Archives are currently evaluating M.A.R.S. On-line for use throughout the BBC.

If you would like to offer your music on-line to business to business users, please call M.A.R.S. on

0171 664 6333

or e-mail cc@marsonline.com to arrange a demonstration of the service in our London office or at MIDEM.

Alternatively, you can call Charlie Carrington at the Martinez Hotel +33 4 92 98 73 00 when you are in Cannes!

www.marsonline.com



M.A.R.S. Author and Metadata Programme  
music@yourfingertips

**A**cts from Babybird to Chumbawamba have experienced what a double-edged sword a mammoth hit single can be. Now, having kept a low profile for two-and-a-half years since Born Slippy – which sold 2m worldwide, including 600,000 in the UK – Underworld are trying to stop a similar pattern, imitating the likes of The Caribbeans and Natalie Imbruglia in avoiding becoming one hit wonders.

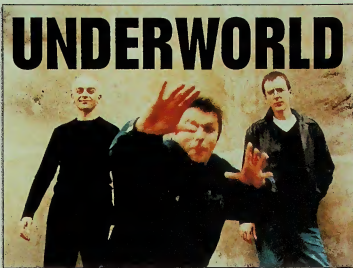
They emerge on March 1 with a new album, *Beaucoup Fish*, that will be released on Junior Boy's Own through V2 for the first time. JBO boss Steve Hall struck the deal in November 1997 to avoid losing the band in the same way he lost Chemical Brothers to Virgin at a crucial stage in their career.

"In the past we worked with a hotchpotch of licensees round the globe so we never had a concerted release of a record. We felt it was the time to push the band onto a bigger stage," says Hall.

Having signed licensing deals with labels such as Big Cat and Gee Street, V2 was in turn keen to expand its dance portfolio and buy into the R&B skills of Hall. The deal, completed in November 1997, will result in four albums this year from Underworld, whose stalwarts Farley & Heller plus new signings Regular Fries and Sycamore.

V2, which now has 15 offices worldwide and 250 staff spread across every major record buying territory, plans to coordinate the album's release around a proper international tour and promotion. "We have high hopes for them round the world, particularly in America," says chief executive Jeremy Pearce. "The dance revolution never really took off there in the end, but the interest in this album is very strong."

This time around the big push for Underworld is at least considered and planned. Born Slippy threatened to bury them because it presented such a one-dimensional image. The single, originally a B-side, was released in July 1996 but the



success of the Transpotting movie propelled its re-release to number two.

Though it sold more than 2m copies it did not significantly boost sales of *Second Toughest In The Infants* – the band's second album released only four months previously – because it did not feature on the record.

Hall says, "We had a discussion whether we should repackage it, but we decided against it. It's about longevity and Underworld are about more than Born Slippy."

The band retreated from the limelight but have been far from idle during the lengthy interim. Instead, the three members pursued a variety of activities. Darren Emerson

returned to DJing and his Underwater label, Rick Smith concentrated on his work at design agency Tomato and lyricist and frontman Karl Hyde made spoken word appearances, filmed his American road trip and contributed to exhibitions. Gradually, however, work picked up on the third album as the band concentrated their efforts in their three Essex studios.

The album was originally scheduled for Spring last year, then October, but the band were unhappy with how it was developing. Live festival appearances over the summer, including V85, helped them complete it. Hyde says, "We were writing and rewriting

**"We have high hopes for them in America. The dance revolution never really took off there, but interest in this album is very strong" – Jeremy Pearce**



## IN THE STUDIO WITH...

It has been eight long and often tumultuous years since they first formed, but Epic's NT are about to prove they have been worth the wait.

The Glaswegian act, whose initials stand for No Title as well as being the name of a classic Kool And The Gang funk track, find themselves better off after leaving the Stereo MCs' label, Natural Response, in 1996 and signing to Epic in April 1997.

What kept them going then was a publishing deal signed in 1993 with Spirit Songs – the company set up by Stereos manager Keith Cooper through Epic Music Publishing – which also handles Finlay Quaye and Jurassic 5. While they were in the process of buying back the rights to their first album – working title *To The Surface*, which will be released on Epic/Response this spring – they embarked upon writing a second album, which is also likely to appear later this year.

Epic Publishing A&R manager Guy Moot says, "That's the beauty of publishing deals. Even if the recording stops, the songwriting goes on and they spent a lot of time on their vocals."

NT were formed in 1991 by Andy Docherty (studio and guitar), David 'Sane' Lockhart (drums and percussion) and Dean Gaur, who quit the band last year. They were originally signed by Natural Response, then backed by RCA, in 1993 after passing Stereos manager Rob Birch a tape while DJing at one of his afterparty parties. Manager Paul Doggett, the former CBS and MCA A&R man who signed the early work of Adamski and Seal, says, "It's no secret we met out with the label and BMG. It became like trying to push two magnets together and we didn't want to continue with a deal like that."

Their first gig, at the Jazz Café in autumn 1997, sparked interest and Epic A&R director Nick Mander was taken with their mix of bluesy vocals and funky breakbeats.

Mander admits to having been hassled by Cooper, Moot and Shabs from promotions company Media Village, for more than a year before journeying north to see them perform in a rehearsal studio. "They played me three songs and there was just this fantastic vibe. They fitted Epic's philosophy of having a maturity but also the potential to crossover," he says.

Their critically-acclaimed, limited-edition single, *Responsibilities* – released in October – built on a grassroots of interest that vastly improved on a disastrous Reading performance – a bottle of water was split over equipment minutes before this, their second-ever gig – through to more successful supports for Fun Lovin' Criminals. The band have been concentrating on developing their live show, with the Epic deal enabling them to employ a bassist, percussionist and Hammond organ player rather than relying on samples.

MW heard the forthcoming tracks at London's Westside studios last week as the band completed mixes of the first commercial release,

*Positivum* (remixed by Black Eye Peas and Underdog, aka Trevor Jackson), due in March. Docherty admits, "The writing process has

taken years. It's a good job we want to make a timeless album." While *To The Surface* is a body of work begun in 1992, half of its tracks have been given "a breath of fresh air" by mixer Chris Potter (who produced parts of The Verve's *Urban Hymns*).

Mander says, "One of their problems at BMG was that they wouldn't have producers or remixers, but now they understand it when I said that they have got to work with other people."

Docherty adds, "We produce ourselves, using different people for engineers. We have been pretty adamant we wanted to keep control of our sound, as someone else can make it so pop you're fucked."

Tracks on the first album are distinctly mellow. The soulful and introspective *Sister* combines a 10-piece orchestra with a flute sample and uses the same Thirties GEC microphone that Docherty's grandmother used when she was a singer 50 years ago.

In *Your Life's hand claps* are punctuated with the sound of seagulls, while white noises complete the stand-out title track. *To The Surface*, which opens with spoken words taken from a Curtis Mayfield record. It was that track which originally inspired Doggett to become involved. "Big boy music I call it. It's a classic... it was like hearing *Sitting On The Dock Of The Bay* for the first time," he says.

Having waited eight years, with two promising albums to come this year, there is no doubt NT are finally ready to release. **Stephen Jones**

**Act:** NT Label: Epic/Response **Project:** single/album **Songwriters:** Docherty, Lockhart & Gaur **Producers:** NT **Publishers:** Epic Publishing/Spirit Songs **Studios:** Riverside, Glasgow; Westside and Studio B, Metropolis, London; and others **Released:** March '99/May '99

material in front of a crowd, now we have the live part set on in the studio. There were points when the live mix sounded as good as anything we had done. We took some of those sections and re-recorded them."

*Beaucoup Fish* takes its title from the track *Jumbo*, which features a 10-year-old field recording made in Louisiana with some Cajun friends of Rick Smith. It also includes a version of *Moaner*, the track which the band wrote for the *Batman & Robin* film which subsequently became a huge hit in Germany and closed the *Live Parade*.

Hyde describes the 11-track CD as "traditional" in the sense that it divides up more obviously into specific tracks than their second album.

"It's perhaps more in keeping with Dubnobasswithmyheadman (the band's debut) because it's a bit more lyrical and song-based. It's less a straight dance album," says Hall.

V2 marketing manager Mike Gillespie says, "This album is going to have an unprecedented campaign for a dance record. The week before its release we'll have more than 100 events around the country in clubs, bars, indie shops and university campuses."

The album will be followed by a single, *Push Upstairs*, on March 15, although a track, *King Of Snake*, was serviced to clubs before Christmas, receiving its inaugural play on Pete Tong's *Radio One* show at the beginning of December.

Although there are no plans to release it commercially as a single, *Radio One* blasted the track before Christmas, if V2 can build on such early enthusiasm for new Underworld material then the release could truly break them as an albums act. **Mike Pattenden**

**Act:** Underworld **Project:** album/single **Label:** JBO/V2 **Songwriters:** Underworld **Studio:** own **Producers:** Underworld **Publisher:** Sheroko Holmes Music **Released:** March 1/ March 15



**Skunk Anansie – Charlie Big Potato (Virgin)** Rocketed out, string-laden, stand-out from their forthcoming album

(single, March 1)

**Reef – sampler (52)** While they might not be expecting this, radio programmers will soak up this gritty, rustic and catchy new single I've Got Something To Say (sampler, tbc)

**The New Radicals – You Get What You Give (MCA)** Sounding like a happier Bon Folds Fe, a fixture on the stereo since before Christmas (single, February 22)

**Orbital – Middle Of Nowhere (London)** Mixing everything from bagpipes to an old Newsound theme tune sample, this is out there (album, April 5)

**Hepburn – sampler (Columbia)** Young, female four-piece being musically guided by Phil Thornalley, and demonstrating more than competent guitar pop (sampler, tbc)

**Made In London – Demos (RCA)** Tracks such as *Shut Your Mouth* are stand-out cuts in this up-and-coming girl group (sampler, tbc)

**Gus – Ladyshave (4AD)** Slightly less groovy than their sampler suggests the rest of the Icelandic collective's second album will be, enjoyable from the off (single, March 1)

**Victoria – promo (London)** Impressive four-track sampler of 15-year-old singer-songwriter eminently more Joni Mitchell than Billie (sampler, tbc)

**Kula Shaker – Mystikal Machine Gun (Columbia)** Epic, but we're not far enough into 1999 to agree with Killa that "It's the end of the world" (single, February 22)

**Lolly – Viva La Roloff (Polydor)** Fun 21-year-old ultra-pop soloist with a higher voice than Aqua's Lene (single, tbc)

### CHART COMMENTARY

by ALAN JONES



More Than A Woman, was on schedule to become 911's first number one single when it was released last October, holding the sales throne for much of the week before being overhauled at the death by Spacemaster's Gym And Tonic. They were in an even tighter battle for chart honours this week with their Dr. Hook cover A Little Bit More enjoying a mere 32 sales advantage over Another Level's I Want You For Myself after three

days trading. This time, however, they managed to outpace their opponents in the latter part of the week, eventually selling 75,400 copies of a Little Bit More, while Another Level sold 72,000 copies of I Want You For Myself. A Little Bit More was originally a number two hit for Dr. Hook over 22 years ago, spending five weeks at number two behind Elton John & Kiki Dee's Don't Go Breaking My Heart.

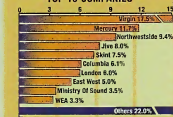
911's 11th hit Top 40 hit from as many releases, A Little Bit More is the group's first number one. It sold over 75,400 copies last week - a 24.7% improvement on the introductory week of their last single More Than A Woman - and thus narrowly prevented Another Level from landing their second number one hit in six months.

A Little Bit More is just one of four covers in the Top 10 this week, the others being Steps' Tragedy, and the Blockster's You Should Be (Bee Gees' hits from 1975) and 1976, respectively) and Emille's More Than This. This, impressively, debuts at number six this week, just behind the number five peak of the original Roxby Music recording, from 1982.

The All Seeing I hit, Walk Like A Panther, is, confusingly, a new song written by All Seeing I and Pulp's Jarvis Cocker, with vocals by Tony Christie, who has previously recorded another song with an identical title. The All Seeing I/Cocker/Christie tie-up is a

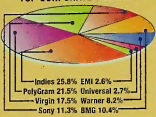
### MARKET REPORT

#### TOP 10 COMPANIES



Figures show top 10 companies by % of total sales of the Top 75, and corporate groups shown by % of total sales of the Top 75

#### TOP CORPORATE GROUPS



#### SALES UPDATE



#### PERCENTAGE OF UK ACTS IN THE CHART

UK: 62.7% US: 24.0% Other: 13.3%

tyke triumph, with all three hailing from Yorkshire. Christie, now aged 54, scored a handful of hits in the Seventies, last

appearing in the chart with Drive Safely Darlin' exactly 23 years ago. Joining the Bee Gees with two Top 20

writing credits this week is disco diva Donna Summer. Cassius are the fourth French group to achieve a UK Top 20 hit in the last two years, emulating Daft Punk, Air and Stardust. Their debut hit Cassius 1999, which enters at number seven samples Donna Summer's Love Is Just A Breath Away from her self-titled 1982 Gefen album. Meanwhile, Juliet Roberts' cover of Summers' 1976 hit Bad Girls debuts at number 17. Summers' wrote Bad Girls with husband Bruce Sudano, Edward Hekenson and Joe Esposito, and Love Is Just A Breath Away with Canadian producer David Foster and British writer Rod Temperton.

While the latest Spice Girls' hit Goodbye bids adieu to the Top 10 after only four weeks in the top tier, Scouse Spice Mel C's When You're Gone duet with Bryan Adams is showing more staying power. It has spent seven weeks in the Top 10 thus far moving 3-6-8-7-6-6-6, while selling nearly 300,000 copies.

## THE YEAR SO FAR... TOP 20 SINGLES

- |   |                                  |                      |
|---|----------------------------------|----------------------|
| 1 PRAISE YOU                              | FATBOY SLIM                      | SKINT                |
| 2 HEARTBEAT/TRAGEDY                       | STEPS                            | EBALJIVE             |
| 3 A LITTLE BIT MORE                       | 911                              | VIRGIN               |
| 4 I WANT YOU FOR MYSELF                   | ANOTHER LEVEL/GODFREY KILLAN     | NORTHWESTSIDE        |
| 5 YOU SHOULD BE...                        | BLOCKSTER                        | SOUND OF MINISTRY    |
| 6 WHEN YOU'RE GONE                        | BRYAN ADAMS feat. MELANIE C      | MERCURY/ASAM         |
| 7 CHOCOLATE SALTY BALLS (P.S. I LOVE YOU) | CHEF                             | COLUMBIA             |
| 8 GOODBYE                                 | SPICE GIRLS                      | VIRGIN               |
| 9 BELIEVE                                 | CHEER                            | WEA                  |
| 10 END OF THE LINE                        | MONKEY                           | MERCURY              |
| 11 RESCUE ME                              | ULTRA                            | EAST WEST            |
| 12 MORE THAN THIS                         | EMMIE                            | MANIFESTO            |
| 13 UP TO THE WILDSTILE                    | POIN KINGS VS DJ SUPREME         | ALL AROUND THE WORLD |
| 14 OVER YOU                               | JUSTIN                           | VIRGIN               |
| 15 BIG BIG WORLD                          | EMILIA                           | UNIVERSAL            |
| 16 CASSIUS 1999                           | CASSIUS                          | VIRGIN               |
| 17 MIAMI                                  | WILL SMITH                       | COLUMBIA             |
| 18 GOOD RHYMES                            | DA CLUCK                         | FFRR                 |
| 19 WALK LIKE A PANTHER                    | ALL SEEING I feat. TONY CHRISTIE | FFRR                 |
| 20 BEAUTIFUL DAY                          | 3 COLOURS RED                    | CREATION             |

© CAP

#	Title Artist	Label	#	Title Artist	Label
1	A LITTLE BIT MORE 911	Virgin	21	MY FAVOURITE GAME 10 Delegates	Decca/Int
2	I WANT YOU... Another Level	Northwestside	22	I LOVE THE WAY YOU LOVE ME Support	Parlophone
3	HEARTBEAT/TRAGEDY Steps	Cherry Red	23	DUMB The Beach Sistas	Gal Stars
4	PRAISE YOU Fatboy Slim	Skint	24	MUSIC SOUNDS BETTER WITH YOU Starburst	Virgin
5	MORE THAN THIS Godie	Mercury	25	THE POWER OF GOOD-BYE... Madonna	Maverick
6	WHEN YOU'RE GONE Bryan Adams feat. Mel C	Atlantic/Int	26	I DON'T WANT TO MISS A THING Assassin	Columbia
7	YOU SHOULD BE... Blockster	Sound Of Ministry	27	1999 Beez	Warner Bros
8	CASSIUS 99 Cassius	Virgin	28	BEAUTIFUL DAY 3 Colours Red	Creation
9	CHOCOLATE SALTY BALLS... Chef	Columbia	29	RIGHT HERE RIGHT NOW Fences	Waldor
10	WALK LIKE A PANTHER All Seeing I	FFRR	30	RESCUE ME Ultra	East West
11	GOODBYE Spice Girls	Virgin	31	THE EVERLASTING Manic Street Preachers	Epic
12	BELIEVE Cher	USA	32	ALWAYS RAVE, ALWAYS WILL Ace Of Base	London
13	END OF THE LINE Justin	Mercury	33	THANK U 2 Always 10 Delegates	Maverick
14	SO YOUNG The Corrs	Atlantic	34	PERFECT 10 The Beautiful South	Capitol
15	SWEETEST THING 12	Island	35	POSTCARD FROM HEAVEN Lightboxers Family	Waldor
16	BAD GIRLS LIKE Michael Roberts	Decca/Int	36	I WANT YOU Savage Garden	Columbia
17	OUTSIDE George Michael	Epic	37	GIRLS NIGHT OUT Aids	Waldor
18	MIAMI Will Smith	Cherry Red	38	UP AND DOWN Vengaboons	Parlophone
19	NO REGRETS/ANTIMUSIC Robbie Williams	Dynasty	39	LITTLE BIT OF LOVIN' Kiki La Roc	Parlophone
20	BIG BIG WORLD Emilia	Universal	40	GET ON THE BUS Steady's Child feat. Restaurant	East West

© CHERRY RED

To hear the chart hot-off-the-press on Monday morning, call 0891 905290. Calls cost 50p/min.

space raiders

field back

OUT 15TH FEBRUARY ON CD/MP3/CD

CAT. SKIN-42. DISTRIBUTED BY BMV/PINACLE

Catch the raiders invading the UK all over February

MW music week awards 99

THURSDAY MARCH 4 1999 - GROSVENOR HOUSE HOTEL

**Gold Sponsorship**  
Sponsor an award for maximum exposure to the UK music industry. Availability is limited so please call now to choose your award.

**Silver Sponsorship**  
For alternative sponsorship options, call the Music Week Sales team who will be happy to tailor a package for you.

**Goody Bag Gifts**  
It's the goody bag of the year, so make sure your gift is in it. Call now for prices.

Contact the Music Week Sales Dept on 0171 940 8500 NOW!







**MTV**

Rank	Title/Artist	Label
1	2 PRETTY FLY (FOR A WHITE GUY) The Offspring	Columbia
2	3 WHEN YOU'RE GONE Bryan Adams & Mel C	ABM/Mercury
3	5 MIAMI WII Smith	Columbia
4	1 I WANT YOU FOR MYSELF Another Level	Northwestside
5	6 PRAISE YOU Fatboy Slim	Virgin
6	4 GOODBYE Spice Girls	Virgin
7	7 GIMME SOME MORE Busta Rhymes	East West
8	8 CHOCOLATE SALTY BALLS Chaf	Columbia
9	1 END OF THE LINE Henery	1st Avenue/Mercury
10	10 CASSIUS 99 Cassius	Virgin

**THE BOX**

Rank	Title/Artist	Label
1	2 TRAGEDY Steps	Columbia
2	3 PRETTY FLY (FOR A WHITE GUY) The Offspring	Columbia
3	5 BABY ONE MORE TIME Britney Spears	Mercury
4	2 CHOCOLATE SALTY BALLS Chaf	Columbia
5	4 BELIEVE Cher	WEA
6	10 ONE FOR SORROW Steps	Jive
7	7 NO MATTER WHAT Boyzone	Really Useful/Polydor
8	10 MADNESS Thingie Leland	ZTT
9	5 MIAMI WII Smith	Columbia
10	6 GIMME SOME MORE Busta Rhymes	East West

**BOX BREAKERS**

Rank	Title/Artist	Label
1	3 GET ON THE BUS DESTINY's Child feat. Timbaland	East West
2	2 I WANT YOU FOR MYSELF Another Level	Northwestside
3	9 WESTSIDE TG	Epic
4	4 CHOCOLATE SALTY BALLS Chaf	Jive
5	6 THE NEW STYLE AVENGERS Freestyle feat. MC DC & Skibby	Times Two
6	7 A LITTLE BIT MORE 911	Virgin
7	8 I WANT TO SPEND MY LIFE LIVING YOU Mark Anthony/Tina Arena	Columbia
8	10 FLY AWAY Lenny Kravitz	Virgin
9	10 CASSIUS 99 Cassius	Virgin
10	10 BETCHA CANT WAIT 17	Telstar

Most played videos on MTV UK, Media Research Ltd w/e 15/1/99  
Source: MTV UK

Most played videos on The Box, w/e 10/1/99  
Source: The Box

Highest climbing videos on The Box in advance of single release w/e 10/1/99  
Source: The Box

**TOP OF THE POPS**

1 I Want You For Myself Another Level: A Little Bit More 911; Missa This Em'rie; When You're Gone Bryan Adams & Mel C; You Should Be... Blockstar; Walk Like A Panther; Bad Girl Roberts

At Seeing It Beautiful Day Three Colours Red; Bad Girl Roberts

Draft line-up 22/1/99

**RADIO ONE PLAYLISTS**

**A-List** Beautiful Day Three Colours Red; Baby One More Time Britney Spears; When You're Gone Bryan Adams & Mel C; Boy You Knock Me Out Tanya Tatari; Walk Like A Panther All Seeing It; I Want You For Myself Another Level; First Christmas; Walk Like A Panther; National Express The Divine Comedy; More Than This Em'rie; Praise You Fatboy Slim; When I Grow Up Garbage; To Earth With Love Gay Day; The End Of The Line Henery; Good Life (Busta Rhymes); Madness Thingie Leland (Baby Face); The Offspring; Every One We Reached; Bad Girls I Like You; Goodbye Spice Girls; Tomita Superstar; Tegalla Teravonku; You Don't Know Me Armand Van Helten

**B-List** Changes 2 Pac; A Little Bit More 911; One Week Darin Zanyar; Love; Envy/Rewind The Goodfins; Cassius 99 Cassius; Go Factor Lenny Kravitz; Mullie Hole; It's Not Right But It's OK Usher; Houston; When I Argue I See Shoes Idolize; Rush Kisharg; NightRise Town The Larpenters; Hazel Loop Da Loop; Crazy

**As Featured** 555 Delahou; The Levers Desert; Lora; Datta; Baka Rhymes; Miami WII Smith; Can't Get Enough Soulsearcher; Baby One More Time Britney Spears; Westside TG; King Of Saaka Underworld

**At See** What It's Live Events; (The Get Me) Burning Up; Ceas Fisher feat. Loleita Holloway; As Good As It Gets; Gene; \*Mystikal Machine Gun Kula Shakar; \*Miss G; M J Organ; \*Dreaming M People; \*Sia Mansour; Given Up; Meor Bal; Flame Sebastian; \*Just Looking Stereophones; Be There UNLIVE

R1 playlists for week beginning 18/1/99  
\* denotes additions

**MTV UK PLAYLISTS**

**Heavy** Miami WII Smith; No Regrets; Let Me Entertain You/Angels/Milennium Robbie Williams; End Of The Line/Missy Froud Honey; Goodbye Spice Girls; When You're Gone Bryan Adams & Mel C; Pretty Fly (For A White Guy) The Offspring; Praise You For Myself Another Level

**Hot** Young/Dreams/What Can I Do The Corrs; When You're 99.76 The Move And Baby/Truly Nasty Deeply Savage Garden; Big Big World/Emilia; Heartbeat/Treedy Slaps; I Love The Way You Love Me/No Matter What Boyzone; Dumb/Dumb/Perfect 10 The Pussycat Dolls; Gimme Some More Busta Rhymes; Praise You Fatboy Slim; You Should Be... Blockstar; Westside TG

**Buzz Bin** To Earth With Love Gay Day; Beautiful Day Three Colours Red; National Express The Divine Comedy

**CD:UK**

Performance: A Little Bit More 911; More Than This Em'rie; Bad Girls I Like You; Juliette Roberts; Tegalla Teravonku; When You're Gone Bryan Adams & Mel C; National Express The Divine Comedy; To You Belong 911

Draft line up 16/1/99

**RADIO TWO PLAYLISTS**

**A-List** Let The People Have Their Say Howard Jones; Postcards From Heaven Lightbox; Family; Dreaming M People; A Promise I Make Dakota Moore; Written In The Stars John & Lakon Rivers; Big My World Enika; Rescue Me Eddie Doherty/Brightz; A Little Bit More 911

**B-List** Maria Bonolis; Talk On Corners - The Remixes; (All) The Corrs; End Of The Line Henery; Love The Way You Love Me Boyzone; The Only One Chicago; To You Belong 911; Can't Let Go (Linda Williams); I Wish I Were You Abba's A'Jax; Forever Love Rieba McEnroe; She's The One Robbie Williams; Goodbye The Spice Girls

**Breakers** To You Belong 911; When You're Gone Bryan Adams & Mel C; You Should Be... Blockstar; When I Argue I See Shoes Idolize; Can't Get Enough Soulsearcher; (Go To My A) Burning Up Cevin Fisher feat. Loleita Holloway

**THE PEPSI CHART**

Performance: Beautiful Day Three Colours Red; Bad Girl Roberts; A Little Bit More 911

Videos: Get On The Bus Destiny's Child feat. Timbaland; More Than This Em'rie; Walk Like A Panther; At Seeing It

Draft Line-up 21/1/98

**U-List** Farmers In A Changing World (album) The Corrs; The Greatest Love You'll Never Know Latalela; Heartbeat And The McGinns; Everybody For You Denise J. Kelly; Inside Out Bryan Adams; Seaside Women Linda McCartney; Baby One More Time Britney Spears; I Can See Clearly Now Neil Finn

**Breakers** To You Belong 911; When You're Gone Bryan Adams & Mel C; You Should Be... Blockstar; When I Argue I See Shoes Idolize; Can't Get Enough Soulsearcher; (Go To My A) Burning Up Cevin Fisher feat. Loleita Holloway

**AMERICAN CHARTWATCH**  
by ALAN JONES

And then there was one: with Five it's The Things You Do dipping out of the chart after 10 weeks (peak position number 53), the Spice Girls' latest single Goodbye is the only record by a British act on the Hot 100 - and even that is descending with indecent haste, having slipped 11.37.65 in the past fortnight. Airplay has proved the Spice Girls' undoing, with Goodbye having been as high as number four on the sales chart, while missing out entirely on a Top 75 airplay position.

On the albums chart, the Spice Girls held up rather better, with Spice unmoved at number 90 and Spiceworld moving 89-94. Meanwhile, George Michael's Ladies & Gentlemen - The Best Of climaxed for the second week in a row, moving 77-74. That's enough to make it the highest-ranked album on the chart by a UK artist, though it is 50 places short of the admittedly modest peak the record scaled nine weeks ago. Thus far, SoundScan - whose job it is to provide sales statistics in America - have logged a little more than half a million sales for Ladies & Gentlemen.

Other highlights for Britain: the Bee Gees' One Night Only live set climbs for the fourth 10

**INTERNATIONAL PROFILE: CHARLOTTE CHURCH**  
by PAUL WILLIAMS

Charlotte Church stars don't usually spend their first international trip performing before the Pope and returning a month later for a private audience - but then Charlotte Church is no ordinary chart star.

After just two months on sale, the 12-year-old's debut album, Voice of an Angel, is already double platinum in the UK and is now on course to make her globally famous with gold discs so far secured in both Australia and New Zealand.

"She is totally unique," enthuses Sony's international vice president Brian Yates, who last week accompanied her on a visit to Rome, which included a private audience with the Pope and a performance last Thursday (January 14) at the British Embassy to launch her album. The trip followed her performance in December at the Vatican's Christmas show where she shared a bill with the likes of Cleopatra and Manhatta Transler.

Released so far in the UK, Ireland, Italy, Australia and New Zealand, the album is being issued elsewhere on February 8, as Sony looks to make the most of her unique talent and personality. "It's a Sony Classical project, but it's not strictly being treated as a classical project," says Yates. "She's a pop artist with a classical voice so we're trying to promote it in the middle."

Chris Griffin, a freelance project manager for the album, says there are three main aims with the campaign: "We basically get across her age. We also get across her incredible talent and her personality," she says.

Her US launch is being prepared for the end of this month when she flies out for a showcase in New York, while a return in March will include an appearance on the influential Rosie O'Donnell show and a performance at the Norm retail conference in Las Vegas on March 9.

Ahead of that second US visit, efforts will be concentrated on Europe with Church giving up her half-term break in mid February for TV promotion. With her still even a teenager yet, Sony is having to treat a careful balancing act between supporting its artist's career and ensuring her schooling does not suffer.

Church herself, meanwhile, appears to be taking it all in her stride, according to Griffin. "You just put a camera in front of her face and she performs," he says.

MUSIC WEEK 23 JANUARY 1999



## THE OFFICIAL CHARTS

## Singles



- 1 A LITTLE BIT MORE** 5/11 Virgin  
**2 I WANT YOU FOR MYSELF** Another Level/Ghostface Killah Northwestside  
**3 HEARTBEAT/TRAGEDY** Steps Jive/Ebu  
**4 PRAISE YOU** Fatboy Slim Skint  
**5 MORE THAN THIS** Emmie Manifesto  
**6 WHEN YOU'RE GONE** Bryan Adams feat. Mal C A&M/Mercury  
**7 CASSIUS** 1999 Cassius Virgin  
**8 YOU SHOULD BE...** Blockster Sound Of Minsistry  
**9 CHOCOLATE SAITY BALLS (PS I LOVE YOU)** Chef Columbia  
**10 WALK LIKE A PANTHER '98** The All Seeing I ffr



- 11 BEAUTIFUL DAY** 3 Colours Red Creation  
**12 GOODBYE** Spice Girls Virgin  
**13 END OF THE LINE** Honeyz 1st Avenue/Mercury  
**14 BELIEVE** Cher WEA  
**15 GET ON THE BUS** Destiny's Child feat. Timbaland East West  
**16 RESCUE ME** Ultra East West  
**17 BAD GIRLS/I LIKE Juliet Roberts** Delirious Universal  
**18 BIG BIG WORLD** Emilia  
**19 OVER YOU** Westside

AS USED BY



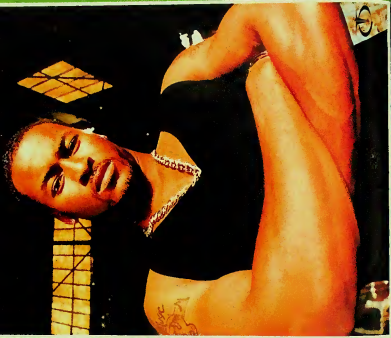
BBC RADIO 1



## TQ WESTSIDE

THE MASSIVE DEBUT SINGLE

OUT NOW ON 2XCD &amp; CASSETTE



- 1 YOU'VE COME A LONG WAY, BABY** 5/11 Fatboy Slim Skint  
**2 I'VE BEEN EXPECTING YOU** Robbie Williams Chrysalis  
**3 WHERE WE BELONG** Boyzone Polygram  
**4 LADIES & GENTLEMEN - THE BEST OF** George Michael Epic  
**5 STEP ONE** Steps Jive/Ebu  
**6 TALK ON CORNERS** The Corrs Atlantic  
**7 RAY OF LIGHT** Madonna Maverick  
**8 FORGIVEN, NOT FORGOTTEN** The Corrs Atlantic  
**9 THE BEST OF 1980-1990** U2 Island  
**10 THE BEST OF M People** M People/BMG



- 11 LIFE THRU A LENS** Robbie Williams Chrysalis  
**12 BIG WILLIE STYLE** Will Smith Columbia  
**13 ONE NIGHT ONLY** Bee Gees Polygram  
**14 THIS IS MY TRUTH TELL ME YOURS** Melanie Sreet Preachers Virgin  
**15 BELIEVE** Cher WEA  
**16 SAVAGE GARDEN** Savage Garden Columbia  
**17 #1's** Mariah Carey Columbia  
**18 ANOTHER LEVEL** Another Level Northwestside  
**19 OVER YOU** Westside Columbia

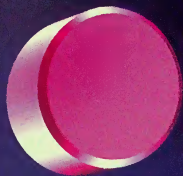


# mid€m

embracing the €uro

<sup>MW</sup>**music week**

# INDIGO ENTERTAINMENT



## A NEW STAR IN THE SKY

**INDIGO**  
**The New Name**  
**In Home Entertainment**

**The Creators Of Purple Flame**

Quality Mid-Price Compact Discs  
Superbly Packaged  
Rare and Classic Recordings

**For A Look Into The Future**  
**Experience Us On**  
**Stand No.23.12**

Please contact either

Marcello Tammaro - Mobile 07887 683542

Anthony Oliva - Mobile 07887 733449

Julie Brown or Caroline Higgins



# FR Bonding

## Who uses the euro menn?

The Euro will have an impact on UK music companies which cannot be avoided – and Midem provides an opportunity to discuss the issues, writes Steve Hemsley

When the Palais de Festivals opens its doors to Midem visitors on January 24, a European music market worth \$3bn will have been trading in a completely new currency for just over three weeks.

According to the IPI, the aggregate value of the music industry in the 11 nations participating in the first phase of European Monetary Union (EMU) is an estimated €7bn. This Euro zone represents an important export region for the British music industry, and consequently UK companies and trade associations have spent much of the past year assessing the potential effect of the single currency on its business there.

The idea for the single currency was hatched when the Maastricht Treaty was signed in 1992. The European Commission believes it will bring price stability and cut unemployment. Those in favour claim British companies could lose their competitive edge

by not being part of EMU. Those against the Euro say Britain should be building stronger links with the dynamic markets of the Pacific Rim instead.

Either way the Euro is an issue which cannot be avoided, since Europe as a whole is the joint largest music sales region in the world alongside North America and accounts for a third of the global market. In 1997 Europe, including those countries in 'Euroland', generated value sales of \$12.7bn from 1.2m single and album units. The effect of currency fluctuations meant this was down from the \$13.4bn recorded in 1996, but, according to IPI figures, sales increased by 4% in real terms.

Economists in the US have expressed concern that the Euro could threaten the dollar's position as the world's main trading currency. At present, 82% of two-way international business transactions are carried out in dollars followed by 37% in Deutschmarks, according to studies by the London School of Economics.

Until Euro notes and coins are introduced in 2002, the only possible EMU transactions will be between bank accounts. Nevertheless there is little doubt that the introduction of the Euro should bring immediate savings for many British music companies by eliminating some foreign exchange costs. Nevertheless, until Britain decides to join EMU, companies

will continue to pay commission to exchange from Euros to sterling. Consequently, says music business analyst Cliff Dane, UK companies could still be at risk from any currency fluctuation between the pound and the Euro.

"The Euro is unstoppable, and export customers in particular will be demanding that British companies can invoice and accept payment in Euros," says Dane. "The timing of these transactions is important if the pound or the Euro is performing better than the other at any one time."

In order to clarify these issues, leading accountancy firm KPMG held a number of Euro seminars during 1998 which were attended by representatives from the music industry.

KPMG partner David Murrell was encouraged to see how many large retailers and record companies were preparing for the Euro and already had new accounting systems in place. Other businesses must adapt too.

"If a German company trading in Euros wants to buy a British label's catalogue, then the British company must be able to invoice in the new currency," he says.

Sony Music Entertainment Europe is one major record company which has risen to the Euro challenge by commissioning a study into the potential impact of the Euro during the EMU transition period which ends on

● Since January 1, 11 EU countries have been using the European Single Currency. They are Germany, France, Italy, Spain, the Netherlands, Belgium, Austria, Portugal, Finland, Ireland and Luxembourg. Four other states – Monaco, San Marino, Andorra and the Vatican – have also adopted the new currency. Britain, Denmark, Sweden and Greece remain outside European Monetary Union (EMU), but European analysts predict that all EMU countries will join before 2002.

● For those involved it means an irreversible locking of conversion rates, with the Euro the sole legal currency and national currencies simply denominations of the Euro.

● There will be no Euro notes or coins until January 1, 2002 when all bank accounts, salaries and invoices will be converted to Euros. National bank notes must be withdrawn from circulation by July 1, 2002.

● It was decided by the European Central Bank last July that non-Euro central banks, such as the Bank of England, can offer limited liquidity to Euro-zone participants. The idea is to smooth the transition should Britain join EMU.

December 31, 2001, after which actual Euro notes and coins will be introduced.

"The purpose of this study has been to effect a policy that will enable our companies to continue their day-to-day business smoothly, and introduce changes and cost savings where appropriate," says a spokesman.

EMI Europe has updated its internal systems but does not expect huge changes to its business until Britain joins EMU. As a commercial pan-European operation, EMI UK effectively licenses product to its subsidiaries across Europe and so will



Murrell: organising Euro seminars

## a matter of import

Last October Caroline International general manager Nix Podgorski sent a questionnaire to all his European customers asking if they wanted to be billed in Euros.

He needed to assess the demand before the British exporter invested thousands of pounds in new accounting and computer systems. Only 1% of the companies contacted said they wanted to trade with the company in Euros from this month.

"The Euro is still a low priority for many of our European customers, but the subject will be discussed at Midem and we will reassess the situation after that," says Podgorski.

Like Caroline, one Nation Exports has had few specific enquiries from customers about the Euro, and director Barry Milligan maintains that any changes made must be customer-led. "At the moment all our clients are happy to continue dealing in sterling," he says.

Meanwhile those larger British companies with lucrative accounts with some of Europe's main wholesalers and retailers say it was essential they handed their internal systems before the launch of the Euro. Lightning Exports has saved money by updating its software to be Euro and Millennium compliant at the same time. But, as managing director Graham Lambdon points out, the level of investment that British exporters are prepared to make in EMU compatibility



Podgorski



Milligan

invariably depends on the amount of business they conduct with Europe.

"The region accounts for 30% of our turnover so we could not afford to put ourselves at a disadvantage and open ourselves up to currency risks by dealing only in sterling," he says. "Our customers have been asking about our ability to trade in Euros, and at Midem many companies will be trying to find out more information about the single currency and what it means to them."

Exporters suffering from the strong pound in recent years will hope that the Euro will bring stability back to the currency markets. Most will have a reduced presence at Midem this year, but they still want to secure deals while in Cannes, and regard the ability to trade in Euros as a useful negotiating and sales tool.

Largo Exports spent a considerable sum on new software and staff training so it can provide European customers with Euro invoices and accept payment in the new currency. However, sales manager Paul Kennedy admits that prior to Midem few clients had asked for the service.

"No-one really knows what effect, if any, the Euro will have on day-to-day business. A lot of our trade is directly affected by currency fluctuations, but whatever happens we will be ready. British companies cannot afford to bury their heads in the sand over the Euro just because Britain has not joined," he says.

## manufacturing issues

Manufacturers appear split on whether the introduction of the European single currency will bring significant benefits.

This sector of the industry has long operated on a pan-European basis and the Euro could mean savings in the cost of plant and raw materials. Much of the machinery used by European manufacturers is German-made, for example, and a more stable currency market could end the huge fluctuations in the strength of the Deutschmark which have affected the cost of machinery during the past decade.

Last year, the imminent introduction of the Euro prompted PolyGram Manufacturing & Distribution Centres to invest a huge sum in a new JBA software integration IT system that links order-taking to production. All internal transfers between the group's offices across Europe are now processed in Euros, although few of its third-party customers IT systems have so far switched to the new currency.

Meanwhile CD Plant UK has also opened a Euro bank account this month and its managing director, Trevor Southam, is expecting calls to trade in Euros from pan-European suppliers and companies whose payments are based in one of the 11 countries in Euroland.

"UK companies must not make the mistake of assuming that clients will be happy to continue trading in sterling," he says. "There may be directives that force companies to follow. The harsh realities of the effect the Euro could have on business might come as a shock to many people at Midem which is one of the few opportunities for British business

people to meet their European colleagues and discuss their long-term plans."

Southam admits that it has been expensive to adapt the company's computer systems and that it is still concerned about how well sterling will perform alongside the Euro.

"But the investment would have had to be made at some time or another because we feel it is inevitable that Britain will eventually enter the single currency," he says.

Although BMG-owned Sonopress has its main plant in Germany, it also runs satellite businesses in Britain, France, Italy and Ireland which account for around a third of the group's sales. It welcomes the stability that a single currency could bring to the European currency markets and already has systems in place to invoice and pay in either the Euro or its customer's local currency.

"But the investment would have had to be made at some time or another because we feel it is inevitable that Britain will eventually enter the single currency," he says.

Discontinues CEO David Mackie, on the other hand, is not in favour of the single currency and declares that if the company was a standalone British business, rather than a pan-European operation with a plant in France, it would not have invested in a new computer system to handle transactions in Euros.

"Our biggest customers and our raw material suppliers have said they want to be paid in Euros. I see few advantages, just extra costs, but we had to be ready," he says.

## creative licensing

Those British companies visiting Midem to license product to and from European labels predict there will be a gradual move away from local currencies towards trading in Euros. Most have already developed a network of licensors across Europe with whom they are in regular contact. But Midem is the time and place when these business relationships are consolidated, and it is clear that some clients will want to use the Euro when calculating and finalising deals negotiated in Cannes this year.

Simon Flamank, group finance director for the Telstar Group, has spent the past few months hosting seminars with the bank to see if Telstar's charges will be reduced if it trades consistently in a single currency.

"When we agree licensing deals we prefer to use only two currencies, sterling and the dollar, but we may be asked to pay advances in Euros, so we need a Euro bank account," he says.

K-Tel has also opened a bank account to process any transactions in the new currency. According to managing director Patrick Broderick, the company had previously operated six local currency accounts, although for the past 12 months most of its deals were negotiated in



Deutschmarks because of the strength of the pound.

"When licensing we have preferred to work in local currencies so the Euro will simplify matters, as it will when we are selling finished product," he says. "The introduction of the Euro will reduce our overall costs, and the ideal long-term scenario for us would be to deal internationally in just two currencies - the Euro and the dollar."

Broderick believes that the UK government must not delay entry into the single currency for too long.

"There may be short-term difficulties with EMU but it is a shame Britain is not involved from the start because we could find ourselves playing catch-up," he says.

MCI is another leading UK company which wrote to all of its European customers to assess how much demand there would be for Euro trading. Sales export head Steve Fruin reports some regular customers do want to be paid in Euros, and he agrees that the introduction of a single currency will boost sales to Europe of its finished product after months of tough market conditions brought by the strength of sterling.

"Yet on the licensing side we will continue to work off British dealer prices and use sterling," he says. "We have to make sure that if we adopt Euros for our customers we do not lose out against the pound when we are paid."



Nelson: staying with local currency

continue to deal in local currencies until it overtake an overriding demand for Euro transactions. Meanwhile, if it is paid in Euros in Germany, for instance, it will simply convert the payment into Deutschmarks.

"If we had to deal in two currencies in a territory, such as the Deutschmark and the Euro in Germany, we would incur huge costs," says EMI Europe's chief financial officer, Michael Neilson. "We may involve in Deutschmarks but translate the final total into Euros. If we had to convert every figure we would be looking at a lot of extra accounting expenses."

At the end of 1997, the PRS/MCPS conglomerate carried out an assessment of the impact of the Euro on its members and appointed an EMU project manager. But John Rathbone, the allied societies' director of trading and information services, believes the effect on the collection societies will be minimal until Britain adopts the single currency.

"At present we are simply treating the Euro as another foreign currency and if our sister societies in the Euro zone want to



Mills: focusing on impact on UK Indies trade in Euros we will simply convert," he says.

For the smaller labels, the impact of the Euro may not be felt immediately because most will continue to trade in sterling. Nevertheless, the newly-established Association of Independent Music (AIM) is offering companies advice on what to do in the event that a European customer suddenly announces that it wants all future transactions billed in Euros.

**'The single currency is a serious trading issue for the Indies and we are in favour of the concept because it will eventually make doing business in Europe easier'** -

Martin Mills

chairman of Baggars Banquet and one of the main supporters of AIM, is worried that British labels could find themselves at a disadvantage in a year's time if the Euro is a success.

"This might prompt many labels to start trading in Euros before Britain decides to join EMU," he says. "The single currency is a serious trading issue for the Indies and we are in favour of the concept because it will eventually make doing business in Europe easier."

Even British companies whose activities are focused entirely on the domestic market

## THE DEMON FAMILY ALBUM

**D**emon is actively seeking masters and catalogue from existing established acts, for all territories world-wide



Elvis Costello  
Nick Lowe  
Al Green  
Marc Bolan & T Rex  
Crazy Cajun  
Hi Records  
Brunswick Records  
Orbison Records



To see the full picture, contact Pete Macklin at Demon  
6 The Green  
Richmond  
Surrey  
TW9 1PL

Tel: +44 (0)181 948 0011  
Fax: +44 (0)181 948 1698

or see him in person at MIDEM, stand no 09.08

Tel: 0033 4929 98091

Demon is represented in the USA by John Lomax III  
Fax: 001 615 356 4666

THE BIGGEST AND BEST DEMON CATALOGUE TO DATE IS OUT NOW





Palais De Festivals: hosting Midem exhibition

will be affected by the Euro. For example, lower interest rates in the Euro zone will exert inevitable pressure on the Bank of England to cut rates which should in turn make it easier for small and medium-sized music businesses to borrow money. In December, bank base rates in the Euro-zone countries were cut to 3% (3.5% in Italy) and there immediately followed a half-point reduction in Britain to 6.5%. If this trend continues it could encourage some companies to trade with Europe for the first time – which in turn might prompt an increase in British visitors to Midem next year.

Although the New Labour government has adopted its predecessor's "wait and see" policy over EMU, it is important that any

long-term contracts negotiated between British companies can be easily converted into Euros. This will eliminate any extra costs of drawing up new contracts if Britain does decide to adopt the Euro.

Businesses ordering new computer systems should also bear in mind the prospect of Britain entering EMU at some time in the next three years. Experts claim the music industry may be one of the first sectors to switch completely to Euro-friendly systems. Not only are most companies already dealing with European clients, but they will be more aware of the Euro culture than businesses in some other areas of the country because they are largely focused in London.

It could take months or even years before

## accounting for change

The Music Publishers Association (MPA) worked hard at the end of last year to prepare its members for the introduction of the Euro. It obtained literature from the government and distributed details of accounting software packages to publishers who, the MPA says, generally have a positive attitude towards the single currency.

"If copyrights were earning royalties in European territories, the strength of the local currency meant the level of income received would fluctuate," says MPA spokesman Alex Webb. "Publishers that were losing in one country were often gaining in another. The Euro should bring stability in that respect."

EMI Music Publishing has new computer systems to cope with Euro accounts, as does Warner/Chappell, which expects working with the single currency to be a process of trial and error in the early months. Other publishers intend simply to treat the Euro as another foreign currency and not make any changes until there is a positive demand from their customers. "At the moment we will continue to be paid in the local currency and convert to sterling," says Peermusic managing director Nigel Ederton. "However, receiving future accountings in Euros will remove the volatility which has seen the value of the franc and mark reduced by 15%-20% against the pound and so adversely affected our

the Euro is judged a success or not. Yet whatever the political views of the directors and decision-makers in British music



writers' overseas incomes."

At Windswept Pacific, head of business affairs Paul Flynn believes there are still risks attached to a single currency and urges UK publishers who are continuing to trade in sterling to ensure they are not at a disadvantage when payments are due.

"The ideal situation would be to open a Euro bank account and not convert to pounds until the exchange rate with sterling is favourable," he says. However, publishers are invariably bound by contract to account to writers in March and September. "So when that time comes many will be faced with the dilemma of either leaving the money in the account until the exchange rates improve, or potentially taking a loss if that money is needed immediately," he adds.

Reports that the Euro will expose retail pricing differentials across Europe and force the price of CDs down in the short term is a source of genuine concern to EMI Music Publishing's executive vp of continental Europe Terry Foster-Keane since that would inevitably reduce the percentage royalties that publishers receive.

"The money we would save from not having to exchange so many currencies might not be enough to cover any shortfall if retail prices dipped too far," he says. "So sales volumes would have to increase considerably to offset any loss of income."

companies the single currency cannot be ignored. Trading with Europe will never be the same again.

### CD SYSTEMS • THE VIDEO DUPLICATING COMPANY

WEMBLEY

Your One-Stop Shop for:

- GLASS MASTERING
- PRE-MASTERING
- CD REPLICATION
- HIGH SPEED VHS DUPLICATION
- ARTWORK
- PRINTING
- PACKAGING
- DIRECT MAIL
- IMPRESSIVE TURNAROUND
- FULFILMENT
- DISTRIBUTION

VDC HOUSE • SOUTH WAY • WEMBLEY

MIDDLESEX • HA9 0HB

TEL: 44+(0)181-903 3345

FAX: 44+(0)181-900 1427

Email: tiana@cd-systems.co.uk

CONTACT: TIANA EVERETT



# They'll have the whole Industry talkin'...

Keynote Speakers  
& Celebrity  
Interviews



## Jeff Foxworthy

One of the biggest draws in Standup Comedy Jeff makes his Canadian Industry debut at CMW'99  
Thursday, March 4



## David Pullman

Keynote Address  
The Wizard of Wall Street and his famous, "Bowie Bands" brings his unique financial vision to CMW'99  
Thursday, March 4



## Robert Sillerman

Keynote Address  
North America's biggest player in the Live Concert and Theatre business brings his insight to CMW'99  
Thursday, March 4



## Bruce Allen

Celebrity Interview  
He's the manager of one of the most successful singer-songwriters in Rock n Roll...  
Friday, March 5



## Ted Nugent

Celebrity Interview  
He's got a Rock n' Roll legacy that stretches back 30 Years, the original Conzo Rocker gets caught in the cross hairs at CMW'99  
Saturday, March 6



## David Crosby

Celebrity Interview  
Fabled Pop music veteran, David Crosby's career is filled with enough stories to dwarf the CN Tower...  
Sunday, March 7

# CMW<sup>INTERNATIONAL</sup> 99

## CANADIAN MUSIC WEEK

March 3-7, 1999 Toronto Canada

### CONFERENCE

- 4 Day Forum
- Seminars
- Debates
- Keynote Speakers

### FESTIVAL

- Over 350 Bands
- 35 Clubs
- 5 Day Music Marathon

### EXHIBITION

- Over 150 Exhibitors
- New Technology
- New Services

### AWARDS

- Radio Music Awards
- Canadian Music Industry
- Rising Star Awards
- Session & Tour Guide

For More Information:

Phone: (416) 695-9236 • Fax: (416) 695-9239 • E-Mail: [cmw@ican.net](mailto:cmw@ican.net)

VISIT US AT OUR WEB SITE

[www.cmw.net](http://www.cmw.net)



JACK DANIEL'S  
CANADIAN MUSIC  
festival

# HHO 30 YEARS

*Music To The World*



Crown  
Collection

# 30

SATRIL

# YEARS

And Still Going Strong!

*Spotlight On*



Catawba  
RECORD  
CORPORATION

Congratulations  
Henry Hadaway Organisation  
on your 30 years in the  
music business!

Lee Mack

Cosmetics  
P.O. Box 117 . 5364 Chesler Highway  
McConnells, South Caroline 29726

# Henry Hadaway

**A**fter 30 successful years in the business, heading one of the UK's most resilient music companies, entrepreneur Henry Hadaway can justifiably look back on his long career with pride and satisfaction.

Yet it is typical of the man that he refuses to rest on his laurels. Instead, he is constantly looking for new challenges and business opportunities with the same enthusiasm, tenacity and hard work which has made the Henry Hadaway Organisation a force to be reckoned both at home and abroad.

Even as the new millennium approaches, Henry Hadaway is full of plans for the future and expects that his company will begin the 21st century reaping the benefits of a raft of new deals and initiatives.

"I have recently signed an agreement with Peter Gessler of P&G Media Services in Germany by which HHO/Javelin will represent his African dance music catalogue for the UK and Ireland, Scandinavia and Europe," he says. "In addition, we have secured a foothold in the Latin American music market via a new deal with Iris Musique of France. HHO will be co-producing Latin music with Joel Liebowitz, and we are also looking to acquire good repertoire from the New World."

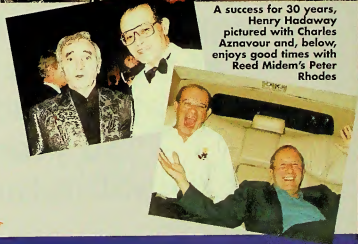
It is this open-mindedness about musical styles, and an ability to look beyond the near horizon, that has been the hallmark of Henry Hadaway's success.

Other plans for 1999 and beyond include the creation of new copyrights which will become catalogue items of the future.

"There are too many fine and popular singers around, like Andy Williams, who are not recording any more because the major record companies are not interested," Hadaway declares. "But you only have to look at Tony Bennett to see how a veteran singer can reinvent his career. It is my intention to sign up artists of this quality and calibre for recording and television. I know that, given the right marketing and promotion, they can recapture many of their old fans and make new ones, too."

This year will also go down as a milestone in HHO's development, since it will see the opening of the company's first CD and CD-Rom manufacturing plant. In partnership with industrialists and businessmen in Jordan, a factory has been established in Amman and the first discs should come off the line in the spring. Although this may appear to be a radical move for a company which has built its reputation on acquiring and exploiting catalogue, it doesn't necessarily break new ground. After all, Hadaway can justifiably claim to have been one of the first UK music operators to recognise the overwhelming significance of overseas markets. More than 20 years ago he started striking lucrative deals for his Satriil label with labels in what have since become all the important Pacific Rim territories.

"Ever since I started in this industry back in 1969, I had always held firm views that the world is really a global village," he says. "HHO was one of the first British



A success for 30 years, Henry Hadaway pictured with Charles Aznavour and, below, enjoys good times with Reed Midem's Peter Rhoads

## 30 years in business



A special advertising feature

independent companies to adopt such an international approach to business and that has helped HHO survive when there have been economic downturns in the UK."

Early commercial successes allowed HHO to sign a multitude of overseas licensing deals, particularly in the Far East and Europe. The fact that many of these business links have remained strong right through to the present day is something of which he is particularly proud.

"Within three years of Satriil being launched, we had our own label identity in 25 countries," Hadaway recalls. "Now, of course, it isn't uncommon for independents to insist upon retaining their identities on international releases. But, back in the Seventies, it was unheard of. In that respect, I believe Satriil was innovative," he adds.

Hadaway is also at pains to point out that other independent UK labels which were Satriil's immediate contemporaries in those early days, such as Island, Chrysalis and Virgin have subsequently been swallowed up by the majors. However, unlike Blackwell, Wright and Ellis, and Branson, Henry Hadaway has never opted to sell the company that he has spent three decades building.

"I have had a number of great offers over the years, but have always decided not to sell," he says. "It is now acceptable for Japanese companies to



Hadaway with Chris De Burgh at a concert for 1991's Bush/Gorbachev summit

buy into UK companies. But 20 years ago, when Satriil was having hit after hit in Japan and the Far East, such a move would have been considered very unpatriotic. Even now I wouldn't consider selling HHO to anyone. I love this business and music remains my first love."

Hadaway remains proud of his enduring independent status. "I've been in the music business long enough to remember when deals were agreed on a handshake and it was all down to trust. That is one of the reasons why I have remained independent, I can still agree a deal on the shake of a hand. Independents will often go where majors fear to tread and they understand the need to break the stagnant complacency that can set in among the majors."

Warming to his theme, Hadaway adds: "It is essential that the music industry dedicates more time and money to developing new talent rather than just investing millions in a few megastars to make them even bigger."

He also firmly believes that, were it not for independents, many of the great artists of the past and present would never have seen the light of day.

"We should do all we can to encourage



**Happy 30th Anniversary,  
congratulations from all your friends  
at SAAR Records and TELMA  
as always proud to be part of your  
30 years success.  
Congratulations to you Henry.**



Walter Gürtler  
Boris Vom Scheidt

SAAR Records s.r.l.  
V.le di Porta Vercellina, 14  
20123 MILANO  
Phone +39(02)485910  
Fax +39(02)4813058



Michele Giudici  
Simonetta Deallis  
TELMA Premium CD s.r.l.  
V.le di Porta Vercellina, 10  
20123 MILANO  
Phone +39(02)48013033  
Fax +39(02)48013043

independents and newcomers into our business," Hadaway argues. "New talent is the lifeblood of our industry and essential to its survival. It is very unfair to the many talented struggling artists, musicians and writers – not to mention the independent operators who have always done their best to nurture new talent – when the big companies skim off the cream and add insult to injury by claiming the credit for breaking bands which independents sometimes spent years developing."

Hadaway says that he would like to see the industry's resources spread more evenly, with the creative talent at the bottom receiving a little more and those at the top a little less.

"Even in marketing, the indies very often show the way," he continues. "Not all that long ago, the majors ignored their catalogues and were happy to let specialist companies do the work for them. Now, after seeing how successful companies such as HHO and Javelin can be, they have stepped in and tried to make life difficult by offering prohibitive terms for third-party licensing."

Unlike the majority of reissue and low-price specialist companies, HHO is the proud owner of one of the most extensive audio music catalogues in the world, with a catalogue which includes many thousands of recorded titles.

"HHO is still the front runner in the licensing rights world and we intend to retain that position," Hadaway declares. "We are always buying copyrights and continuing to look for new ways of increasing the catalogue size."

One of the secrets of Hadaway's success is the fact that he has never allowed HHO to over-expand. "I have always captained a very tight ship, and over the years I have been fortunate to have some very skilled, and loyal, people working for me," he says. "As a result, we know the limit of our capabilities and recognise how important it is not to go beyond them. That is why HHO has flourished over the past three decades. I have also made a point of surrounding myself with a team of people who have individual areas of talent and expertise, have always been willing to cross over and muck in with the rest. That's what I call real team spirit."

Hadaway attributes HHO's longevity to a mixture of hard work and honesty. "I've spent 30 years building up a business that has been a success, although we have had setbacks like everyone else. On the whole though, HHO has established a very solid reputation and I hope the situation will continue for many more years yet. I also hope that I have managed to put back into the business some of what I have taken out over the years."



Hadaway with singers Sinitta (above) and Telly Savalas (above left)

30 years in  
business

All

THE

Best Henry !

Congratulations &  
good luck for the  
future.

From your friends at  
Total Home  
Entertainment

THE No. 1  
Independent  
Distributor

THE at Midem '99  
Contact: Jed Taylor or  
Melvyn Phillips  
0467 664198  
0370 324152



A special advertising feature

# 30 years of success

Nineteen-ninety-nine will mark Henry Hadaway's 30th year in the music business. During the past three decades, he has proved himself to be one of the industry's genuine entrepreneurs, a survivor who has retained the capacity to re-invent either himself or his company, The Henry Hadaway Organisation (HHO).

The origins of HHO can be traced back to a chance meeting between Hadaway and a young aspiring musician in a Bayswater café back in the summer of 1969.

Henry, who had studied to be a structural civil engineer but was working in the insurance industry at the time, was keen to move into a new, more invigorating area of business. He decided to take the plunge and manage such acts as Pavement (better known as Mr Big).

That same year, Hadaway established the Satril Management Agency and Big Ear Promotions, in order to present both cabaret and rock events in the London area. Among his earliest triumphs were the now-legendary Sunday Rock At The Lyceum gigs, held at the famous Strand venue in London's West End.

Among the bands booked on to those bills were Wishbone Ash, The Strawbs, Renaissance, Armada (whose members later joined or formed hit acts such as Curved Air and Stretch), and Burnt Oak (some of whom went on to join Mr Big).

Hadaway also promoted tours by leading Tamla Motown stars such as the Four Tops, Edwin Starr and Marvin Johnson, in addition to booking then up-and-coming acts such as David Bowie and Iggy Pop, via Big Ear Promotions. He also put on shows at the famous Marquee Club in London's Wardour Street.

But it was during Hadaway's first visit to Midem in 1973 that he was bitten by the record label bug and decided to launch one of his own. While the Satril

agency was looking after a variety of name acts, Henry became more involved in the recording side of the business, and so forming Satril Records seemed like the obvious thing to do.

In 1974, Hadaway signed a three-year licensing deal with (the now defunct) Pye Records, and singles and albums bearing the Satril label were soon on release in 25 territories, becoming one of the first UK independents to attain a truly international profile. This was an important period for HHO. Unlike many of his contemporaries, who were more concerned about finding their next British hit, Hadaway kept a close eye on international markets.

Indeed, he was thinking in terms of the Pacific Rim region before the term was even coined and Satril became the first UK independent to have its own label identity and office in Japan when Satril Japan was launched in 1976, with co-operation from Nippon TV and Nippon Columbia.

Satril's early hit singles included The Sandpipers' Hang On Sloopy, which charted for eight weeks in 1976, Incognito (Happy Days), Godeigo (The Water Margin Theme), and Ariana (Stardust). With this track record Satril moved from Pye to WEA in 1977 and, at the same time, the Satril Publishing catalogue was signed to an administration deal with Carlin Music.

International acclaim continued with the release of Turned On Christmas by The Henry Hadaway Orchestra And Chorus on RCA in the US where it was a big dance hit. In Japan,

another milestone was reached when, in 1979, Satril became the first independent label to have three best-selling singles in one quarter-year period by acts such as Godiego and Terry Webster.

That same year also saw Hadaway opening his own 24-track recording studio in Finchley Road, north London, which proved immediately popular with a



Some of the HHO staff: (l-r) John Morton, Munaver Khan, Ian Holloway, Roger Gagan, Sarah Black, Anna Demetriou and Susan Hicks

## the history



# Best Wishes from the local team at NatWest.

Congratulations on 30 years in Business  
from Colin Haywood and his team  
at the Barnet Business Centre

 **NatWest**  
More than just a bank

National Westminster Bank Plc.

## Congratulations HHO for 30 years in the business



From your friends at  
KRB Music Companies



# 30 glorious years

**CONGRATULATIONS HENRY**

*From All Your Friends At*

**MARATHON MUSIC  
INTERNATIONAL**

**REX**  
*motorcycles ltd*  
**JUDD**

415 Burnt Oak  
Broadway  
Edgeware  
Middlesex  
HA8 5AH  
Tel: 0181 952 6911  
Tel: 0181 952 4490  
Fax: 0181 951 0844



Congratulations  
Henry  
Keep on Rocking, Keep  
on Biking.  
From Steve-Ron  
Bikers to the stars!!

**k · p · s**

KEYSE POULTER STERN  
CHARTERED ACCOUNTANTS

*Accountancy and financial  
experts to the music industry offer their  
heartiest congratulations to Henry Hadaway on  
his 30 year anniversary in the music business*

Searl House, 92 Chiswick High Road, London W4 1SH  
Tel: 0181 994 7802 Fax: 0181 742 1313



A special advertising feature

range of stars including Marvin Gaye, Tom Robinson, Heatwave, Gloria Gaynor and producer Biddu. Consequently, by the early Eighties, HHO had grown into a fully-developed record, studio and publishing operation with HHO-originated records featuring regularly in the charts, both in the UK and internationally.

But Hadaway didn't stop there. He formed the Crash label (specialising in heavy metal and rock music) and recruited his own five-strong sales team. In 1986, he formed the Commando strike force which was soon working on releases by major labels such as Phonogram and Virgin Records.

In 1987, he recognised the huge opportunities that CD offered the reissue market and, before the major labels woke up to it, established himself as a key player on the international licensing stage by pioneering low-price releases.

Since the mid-Eighties, The Henry Hadaway Organisation has been licensing rights from its catalogue to many of the new companies which sprang up to satisfy a growing demand for low-price product but owned few copyrights themselves and so were keen to license repertoire from one of the largest catalogues in independent ownership.



Hadaway: pioneer of UK independents in the international scene

Among the leading European companies availing themselves of Hadaway's hoard of hits were Music Collection International, Disky and Elap in Denmark. Other companies based in the Far East, South America, the United States and Australia soon joined the queue forming at HHO's door.

Although HHO's own low-price releases are concentrated under the Javelin umbrella, they consist of a wide variety of product and price ranges. The Spotlight label, distributed by HHO's Javelin Promotions, has been a runaway success story. The vast Spotlight catalogue covers the whole spectrum of popular music, from Caruso and Callas to Little Richard, Sarah Vaughan, Louis Armstrong, Neil Sedaka, Hall & Oates, Patsy Cline, Judy Garland and Frankie Laine, and has sold several million units worldwide. Among the other labels which have been developed to cater for specific musical genres are Pure Sounds Of Cuba, Prairie Country (for American country music), Musique D'Or, a budget range of classical music, and Emperor, a deluxe mid-price classical label. These are distributed worldwide through HHO's own operations and subsidiaries in Europe and the US, as well as through the Direct Response mail-order operation.

In 1989 Hadaway also bought the audio and video rights



TIME MUSIC  
INTERNATIONAL  
LIMITED

Units 9 & 10, Sutherland  
Court, Tolpits Lane,  
Watford, Herts WD1 8SP

Tel: 01923 712235

Fax: 01923 778253

e:mail

timemusic@time.fttech.co.uk

Meet us at Midem Stand 09.32

Congratulations  
Henry  
From all your  
friends at Time  
Music

**To everybody at HHO  
Congratulations from**



**Here's to the next  
30 years**



Best Direct (International) Limited,  
167 Imperial Drive, Harrow, Middlesex HA2 7JP  
Tel: 44(181) 868 4355 Fax: 44(181) 868 5024  
e-mail: [smorales@williamlevene.com](mailto:smorales@williamlevene.com)



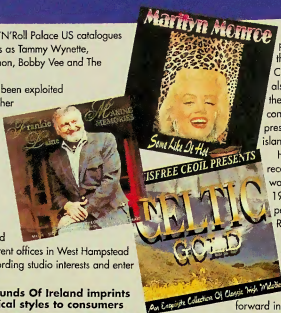
A special advertising feature

for the Church Street Station and Rock 'N' Roll Palace US catalogues which include such international names as Tammy Wynette, George Jones, Charlie Rich, Del Shannon, Bobby Vee and The Platters.

These and other catalogues have all been exploited internationally through a variety of further licensing deals with companies in virtually every other country in the world. Hadaway also launched the Gemini Vision video label in 1990, which rapidly secured its own niche in the music, special interest and documentary areas. Certain titles were also exploited for television broadcast.

During the past 10 years, HHO has consolidated its success in the video and audio markets, while a move to the current offices in West Hampstead saw Hadaway divest himself of his recording studio interests and enter

**HHO's Satril, Javelin and Sounds Of Ireland imprints offer a wide range of musical styles to consumers**



new areas of business. One of these was magazine publishing. Once more a pioneer, Hadaway launched *Replay*, the first consumer mainstream music magazine to have a free CD with every issue, as well as *Jazz On CD* and *Exposed*. He also made a return to concert promotion when, at the request of the Maltese Prime Minister Dom Mintoff, he staged a special pop concert starring Chris de Burgh and Leo Sayer for the presidential Bush/Gorbachev summit held on the Mediterranean island in 1991.

Hadaway has also received many awards as public recognition of his success and durability. One of the most valued was bestowed upon him at Mideam on its 30th anniversary in 1996, where he was one of only 41 out of 12,000 market participants to be honoured by the Mayor of Cannes and the Reed Mideam Organisation.

For the past 30 years Henry Hadaway has gone where others feared to tread, and his business instincts have rarely let him down. He himself admits: "HHO has had its setbacks just like any other company, but it has established a very solid reputation for itself and has every reason to move forward into the new millennium with great confidence."

# Hiltongrove would like to congratulate Henry Hadaway on HHO's 30th Anniversary.

## HILTINGROVE

where sound advice counts

The Hiltongrove Business Centre,  
Hatherley Mews, London E17 4QP  
Tel: +44 (0) 181 521 2424  
Fax: +44 (0) 181 521 4343

- CD Mastering
- Sound Restoration
- CD ROM Authoring
- Digital Video
- Internet Management

# midem

23 JANUARY 1999

## chemicals come home to homelands

The Chemical Brothers (pictured) will headline Homelands, the first major outdoor dance event of 1999. Taking place at The Bowl on the Mattered Estate near

Winchester in Hampshire on May 29, the event is a joint venture between the Mean Fiddler and Darren Hughes' Home organisation, which were

the main forces behind last year's Creamfields event at the same site.

The full line-up was announced last week, with nine themed areas including

a Mixmag arena, an Essential Mix arena and an End arena presenting live acts.

As well as leaving a longer build-up time to market the event, Darren Hughes says there has been a decision to get quality in terms of acts and DJs rather than volume. "We've been lucky this year with the availability of the acts," he says.

Joining the Chemical Brothers in the main Home arena will be Asian Dub Foundation and Monkey Mafia playing live, with DJ support from Fatboy Slim and Paul Oakenfold DJing. Faithless and Red Snapper will be the main live attraction in Mixmag's tent where they will be given DJ support by Carl Cox, Deep Dish and Andrew Weatherall. Other DJs conformed include Laurant Garner, Mir C, Andy Smith, Fabio & Grooverider.



Seb Fontaine, Brandon Block, Alex P, Jeremy Healy, Sonique and John Kelly. More acts and DJs will be confirmed nearer the date.

Creamfields was promoted last year by the Mean Fiddler

and Cream (of which Darren Hughes was then a director) and was one of the few successful large-scale dance festivals of 1998. So far there is little sign of whether there will be any competing events.

## record numbers head for midem

Increase in numbers is due to the success of the Techno Club initiative which makes it cheaper for small dance companies to attend the annual trade fair and provides a special dance-orientated Electric Village at the event.

Stefan Jais, Midem's UK dance sales executive says, "We've doubled the number of labels coming from last year. It was a hard year for a lot of labels last year but Midem is something people try to be there for. There's also a lot of new labels coming for the first time."

Distribution is seen as a key issue for independent dance labels at this year's event following the of several distributors last year. Kickin' Music MD Peter Harris says, "Last year saw a lot of people go bust because of bad distribution. If people don't get their acts together we'll all be blown out of the water." Having done a deal with Universal/PolyGram for Benelux, Harris is hoping to consolidate the rest of his international network.

Dorado Records will have its act Moke playing at the Martinez as one of the Best Of British acts. Dorado MD Ollie Buckwell says, "Distribution will actually be less important for us this year because we've just done a deal with Warner for the bulk of Europe, but we'll be looking to find a deal for Moke in Germany."

A record number of UK dance companies were set to attend Midem, which starts at the end of this week in Cannes. The

## inside:

[2] SEVEN DAYS IN DANCE: DJ SWING reveals what caught his attention this week


[3] RADIO: the Top 40 Dance Airplay countdown; PETE TONG's playlist

[4-7] HOT VINYL: all the tunes of the week, the latest reviews and DJ Tips



buzz  
chart  
number  
ones

URBAN:	'EX-FACTOR' Laury N Hill (Ruffhouse/Columbia)	p5
POP:	'YOU GOT ME BURNING UP' Cevin Fisher (Wardrobe)	p6
CLUB:	'YOU GOT ME BURNING UP' Cevin Fisher (Wardrobe)	p7
COOL CUTS:	'FREAK IT' Studio 54 (Azuli)	p8





# THE END

DOUBLE CD PACK CD: TWELVE CLUB NIGHTS  
CD2 END SOUNDSYSTEM MIX PLUS EXCLUSIVE POSTCARD PACK  
**RELEASED 18TH JANUARY**

"Celebrating three years of caring  
it at London's premier  
club... ESSENTIAL" **V-O**

"...the next millennium's clubbing  
experience." **MUZIK**  
(Compilation of the Month)

"Great album... you won't be  
bored with six months down the  
line." **MINISTRY**

manager.

where he was  
more than 300  
for planning

and, after Roger  
business affairs  
legal matters.  
ago, when he  
says Gagon.  
h I didn't  
fail to be  
impressed  
id, and more  
often asked



his  
funny is a  
entrepreneur  
ustry. It really

# [7 DAYS IN DANCE]

160

## tong tops muzik dance power list

Pete Tong has been named as the most powerful person in the UK dance scene by *Muzik* magazine in the first of what is planned to be an annual top 50 in the magazine out this week. Tong heads a varied list which ranges from 73-year-old drug guru Alexander Shulgina and Sean 'Puffy' Combs to Richard Bridge, dance production manager at the Virgin Megastore.

The list was chosen by the *Muzik* staff, with each entrant also having an estimate of their yearly income, and which possible, overall wealth. *Muzik* editor Ben Turner says, "The chart isn't done on money. It's about who wields the most power - whether that's being a voice for a generation or being able to get records on the Radio One playlist."

Tong was voted most powerful because of the roles he fulfils both as a radio presenter at Radio One and as A&R director at Ffr. His annual earnings are estimated at £450,000, with an overall wealth of £2m.

Tong says, "It's quite embarrassing being number one, especially with Puffy at number two. I've been dodging his calls all week. Let's hope Arsenal do as well in the league." The dance industry's reputation as a male bastion is underlined by the inclusion of only two women in the 50 while only four of those in the chart are over 30 years old. Turner says, "The age thing is very worrying. One of dance music's problems is that the new generation of executives aren't coming through and the people in power are increasingly out of touch with the younger generation."

The top 10 of the *Muzik* top 50 is as follows: (1) Pete Tong, (2) Sean 'Puffy' Combs, (3) James Palumbo, (4) Alexander Shulgina, (5) Trevor Nelson, (6) David Levy, (7) Judge Jules, (8) Simon Dunmore, (9) James Barton, (10) Judy Weinstein.

## dj swing



"Monday: Had meeting with **DAPD** about **NOREAGA** doing a show at the end of March. Completed the mallot for the **EVERLAST** 12-inch sampler to specialist club/dance DJs. That evening had meeting at the **BLUE ELEPHANT** in Fulham with **SARAN FEENEY** from **PUMA SPORTS** to discuss my sponsorship details. Tuesday: Met with **PAUL** and **GLYN** from **MEDIA VILLAGE** to go through the **STREET TEAM** campaign for the 'Tommy Boy Greatest Beats' and **Everlast** projects. Spoke to **LESLEY** and **CHRIS** from **DHNI MANAGEMENT** about my birthday jam at **ROTATION** at the Subterania. That evening met with **STEVE KOO** at **SHOFFLES JOE'S BRASSERIE** about the forthcoming **CLUB SPECTACULAR** event at **IMPERIAL GARDENS**, Wednesday: Took my two sons **KASHEN** (6) and **SEBASTIAN** (2) to school - got nuff jokes on route. Popped into **DHS** in Clapham Junction to pick up latest ragga tunes. Had a Street Team meeting with **VENDOR** in Clapham Junction to pick up latest ragga tunes. That evening had a meeting with **KOSHER** and **JUNIOR** from the **MILITIA URBAN SQUADDOES**. That evening had a meeting with **DAVE MORRISON** to discuss new Sunday **R&B** night in conjunction with **TOMMY BOY**. Then went on to 'FRESH 'N FUNKY' at the **HANOVER GRAND**, Thursday: Took the boys to school. At office, sent test pressings of **DEFARI** album to key DJs. Quickly jetted down to the Jazz Café to catch **THE PHARCYDE**, Friday: Picked up tunes from **PO BOX**. Went through UK and European DJ dates with **SERENA** at **PROFILE ARTIST MANAGEMENT**. Spoke to **STEVE CLARKE** and **TWICE EZ NICE** to discuss playlist and Tommy Boy giveaways on **FUTURE FLAVORS** show on **CHOICE FM**. Had meeting with **DJ FRX** and **DJ VEIN** from **CROATCH**. That evening **DJed** at **ROTATION** at Subterania and got well washed up. Saturday: Did show on **Choice FM**, Sunday evening: **DJed** at **TWICE AS NICE** at the **COLOSSEUM**."

for the Church Strc which include such George Jones, Chic Platters.

These and other internationally thro licensing deals will virtually every othe world. Hadaway a Gemini Vision vide which rapidly sec the music, special documentary areas also exploited for it.

During the past 1 consolidated its su audio markets, whi saw Hadaway dive

HHO's Satril offer a wic

Hilt

## SHOPFLOOR replay, bristol

Park Street, Bristol BS1 5PE, tel: 01179 841134

Replay underwent a major move in November, combining its two previous shops specialising in dance and rock/indie/second hand respectively on Haymarket Walk into one large premises in Park Street. "We've got loads more room now, and we're right near the University so we're able to attract Bristol's student population, which tends to be quite wealthy," says co-manager Duncan Porfer.

Bristol appears to be going through a strong soul, R&B and hip hop phase at the moment, according to Replay, while drum & bass remains a good seller in the region. Doing particularly well for the store is the **RAM TRILLOGY 3** on Ram Records. **DJ SAKIN AND FRIENDS'** 'Protect Your Fling' on additive. **SIGNHURTS'** 'What You Got 4 Me' on Tidy Trax. **DILLINJA'S** 'Test Fire' on Test and **CEVIN FISHER'S** 'You Got Me Burning Up' on Wonderboy.

Replay now has a total of four record decks and one CD listening post, plus a couple of distributor listening areas.



will be a single - provisionally titled 'Desert Inn' - which will be released on the group's new 'Yoshitosh' label. The duo will also launch themselves as a live act in 1999. Nasserri says, "We're free now to discuss our future with third party and we're very positive."

Deep Dish have parted ways with their record label Deconstruction. Last year, the duo released the acclaimed album 'Junk Science' as well as remixing for acts including Michael Jackson and the Rolling Stones.

The split with Deconstruction came after the **BMG** label failed to exercise its option in November. Negotiations took place in December and a six-month extension was requested by Deconstruction but was refused by the band. Deep Dish manager Kurosh Nasserri says, "It's a bitter-sweet moment. We have a sense of gratitude and respect towards Deconstruction for what they've helped us achieve. However, we feel Deconstruction as a label has changed from when we originally signed to the present time."

As well as becoming a wholly-owned **BMG** label, last year saw the departure from Deconstruction of A&R manager James Barton who originally signed the group.

Deep Dish are currently working on material for a new album which they will finish recording this year. Their next release

## [LABEL]



## HEAT RECORDINGS

Unit 2A, Queens Studios, 121 Salisbury Road, London NW6 6RG, tel: 0171-372 4474, fax: 0171-372 4484

## HISTORY:

Heat Recordings began life in the summer of 1996, formed by previous

London/Hfr A&R person Alex Payne. "There were a lot of heads to climb over to get to the top at the time," he recalls. "If you want to do something in this industry you have to really get out there and do it yourself."

Hea's first release - Natural Born Grooves' 'Grovebird' - immediately hit the mark. Following Hea's own release the label signed it on to **Positiva** and it entered the national **Top 40** at 21. The following year saw Discolovers' 'Playtime Pizzas' picked up by London, but now Payne feels he would need a very good reason to sign a track to a major. "We're lucky enough to have become relatively successful at what we do, and we now

have more awareness in store," he says. The biggest hit on Hea's To date has been **Motier's Pride's** 'Floribundia' which charted at 40 last year.

Payne has no hard-and-fast rules about the type of music he will sign, the only emphasis being on quality. "I don't care if it's trance, house or garage. If a record is good and people will buy it, great," he says.

Payne believes that dance music is strictly singles-led. "But if you can build an act around that further down the line, then great," he says. To this end he formed **Critical Mass** a year ago as a long-term development label. The imprint's first album, Urban DK's 'Have A Go Hero', is due in May.

## SPECIALIST AREAS:

House and garage  
KEY ARTISTS:  
Mother's Pride, Bump & Flex, N&G  
LAST THREE RELEAS:  
'Floribundia' Mother's Pride; 'Right Before My Eyes' N&G; 'Forever Together' Raven Maize  
COMING UP:  
'Learning To Fly' Mother's Pride; 'Relax' Robbie Rivera; 'Together' Bump & Flex  
R&B THREE RELEAS:  
'A very high-quality label whose releases cover a wide variety of styles that are always big sellers with us. 1999 should prove a good year with more Top 40 singles' - Les Calvert, 3 Beat, Liverpool

HILT  
where so

The Hilt

Hatherley Mews, London E17 4QP

Tel: +44 (0) 181 521 2424

Fax: +44 (0) 181 521 4343

Digital Video  
Internet Management

## [BEATS &amp; PIECES]

The early bird gets the worm, and first off the block with a version of Prince's 1999's is **ROGER SANCHEZ** going under the name **FOUR UNUSUAL SUSPECTS** on the new US label **Pride**. The track received its debut on Pete Tong's show and is already getting UK label interest. Who's gonna be next on the '1999' bandwagon?...**ORBITAL** will be launching their forthcoming album 'Middle Of Nowhere' with a party

at Mass in Brixton, London, on March 8. The show will be broadcast on Steve Lamacq's Radio One show and support will be from John Peel and DJ Prime Cuts from the Scratch Perverts. This will be followed by a UK tour. **ISABELLE TRACLET**, former Deconstruction head of press, has set up as an independent PR under the name **Vibrant**. She will be handling the R&S roster among other things and can be contacted on tel: 0181-997 3818, fax: 0181-997 7093, e-mail: isabelle@vibrantmail.com.... Notorious Birmingham club **SUNDAYS@RIAL** is moving from Sundays to Saturdays from March 20.

The venue will be Pulse, home of its Bank Holiday all-dayers. The promoters will also be starting a new Sunday club at The Nightingale...**SASHA** and **JOHN DIGWEAVE** will get behind the decks together for the first time in a year to tour in support of their forthcoming **NORTHERN EXPOSURE** album 'Expeditions' on **inNOcible**. The dates are as follows: **Heaven**, London (February 11), **Rumba Club**, Perth (12), **Archos**, Glasgow (13), **Colours**, Edinburgh (14), **Escape**, Swansea (17), **Golden**, Stoke (19), **Empire**, Middleborough (19), **The Manor**, Bournemouth (20) and **The Pod**, Dublin (21).

## on the airwaves

(by caroline moss)



The first major programming changes of 1998 have kicked in big time, resulting in the most exciting new Dance Airplay 40 for months. We have the highest ever new entry, **ARMAND VAN HELDEN's** 'You Don't Know Me', in at four. It's joined by another six new entries, also a recent record. In at 12 is another big track, **SOULSEARCHER's** 'Can't Get Enough' on a Simon Dunmore's new Defected label. Also new is **TYANNARA ALI's** 'Boy You Knock Me Out' at 25, **BUSTA RHYMES's** 'Gimme Some More' at 27, **DJ SAKIN & FRIENDS's** 'Protect Your Mind' at 34, **M PEOPLE's** 'Dreaming' at 35 and **WHITNEY HOUSTON's** 'It's Not Alright But It's OK' at 38. The Van Helden record has caused a stir since it was serviced in extremely limited quantities by frak back in October. First airplay was on Pete Tong's Essential Selection in early October. It was also serviced to Danny Rampling and Judge Jules, but Kiss managed to get the third play on

air via an acetate obtained by the Sharp Boys. 'I really got it in the ear with this track from the moment I sent it out,' says Joe Faine at frak. 'It was really hard because I had a strictly limited amount of vinyl to send out so I had to spread it out, and everyone wanted a copy.'

The track has been well supported by the Galaxy network as well as Kiss and Vibe FM, and has also made the Radio One A list, so it should chart well when it is released on January 25.

Other good news this week is that the Top 10 has had a much-needed shake-up. **FATBOY SLIM** is this week's highest climber, with 'Praise You' jumping 13 places to six. The first Kiss playlist since the changes reveals that the station has retained its commitment to dance music. Even though its priority tracks are perhaps a little more obvious than previously, including Whitney Houston and Another Level, it's good to see that a fair few cutting-edge dance tunes remain standard fare.

## danceairplayforty

NEW LPs THIS WEEK

NEW	LP	TRACK	ARTIST	LABEL
1	13	MIAMI WII! Smith	Columbia	
2	6	BAD GIRLS Juliet Roberts	Delirious	
3	7	5 I WANT YOUR LOVE Roger Sanchez presents Twilight	Parlophone	
4	4	YOU DON'T KNOW ME Armand Van Helden	Defected	
5	10	YOU SHOULD BE... Blackster	Sound Of Ministry	
6	13	PHASE YOU Fatboy Slim	Skint	
7	21	HARD KNOCK LIFE Jay-Z	Northwestside	
8	10	TAKE ME THERE Blackstreet & Mya	Interscope	
9	15	GOOD LIFE (BUENA VIDA) Inner City	PIAS	
10	16	I WANT YOU FOR MYSELF Another Level	Northwestside	
11	16	CASSIUS 99 Cassius	Virgin	
12	22	CAN'T GET ENOUGH Soulsearcher	Defected	
13	11	UP AND DOWN Vibe FM	Positiva/EMI	
14	28	MUSIC SOUNDS BETTER WITH YOU Starfunk	Virgin	
15	23	BELIEVE Cher	WEA	
16	24	WESTSIDE TO	Epico/Clockwork Entertainment	
17	13	DOO WOP (THAT THING) Lauryn Hill	Ruffhouse/Columbia	
18	15	IF YOU COULD READ MY MIND Stars On 54	Tommy Boy	
19	17	GHETTO SUPASTAR Pras Feat ODB & Mya	Interscope	
20	21	DREAMING Ruff Drezzer vs Arofa	Inferno	
21	24	MORE THAN THIS Emille	Manhattan/Mercury	
22	18	BLUE ANGELS Pras	Ruffhouse/Columbia	
23	20	THE GREAT ONE YOU'LL NEVER KNOW Lunatik	Wilder	
24	14	OUTSIDE George Michael	Epico	
25	25	BOY YOU KNOCK ME OUT Tyanna Ali	MJJ/Epico	
26	28	BOY FUNKY Green Dogs	Twisted	
27	22	GIMME SOME MORE Busta Rhymes	Konika	
28	30	(YOU GOT ME) BURNING UP Cevin Fisher	Wondeby	
29	32	LOOKING FOR LOVE Kareem Ramirez	Manhattan/Mercury	
30	2	GIVEN UP Mirror Ball	Multiply	
31	22	HAVE YOU EVER? Brandy	Atlantic/East West	
32	31	MESSING Everything But The Girl	Blanco Y Negro/Eternal	
33	20	DREAMS The Corrs	143/Lava/Atlantic	
34	23	PROTECT YOUR MIND DJ Sakin & Friends	Addictive	
35	22	DREAMING M People	M People/SBMG	
36	23	NEVER EVER All Saints	London	
37	12	WOULD YOU...? Touch & Go	Orla2	
38	22	IT'S NOT RIGHT BUT IT'S OKAY Whitney Houston	Arista	
39	35	HORNY Mousse T vs Hot 'n' Juicy	AMP/PARAM	
40	25	40 IT'S LIKE THAT Run DMX vs Jason Nevins	Smile	

Statistics recorded between 03.00 on 07.01.98 and 24.00 on 13.01.98. Kiss 100, Station 102, Galaxy 105, Galaxy 101, Choice London & Birmingham, Virgin FM, Music Central UK, 55 St John St, London EC3M 4AN, tel: 071-336 6866.

## pete tong playlist



**UKLM MIX** Charlotte (Nervous) • **'CRAZY (TRANSLUCID MIX) Lucid (Delirious)** • **'YOU CAN FLY (JAZZIE VOCAL MIX) The Other Two (frak)** • **'THE MOOD CLUB' Frisktion (Konika)** • **'HOME ALONE' P Kelly (white label)** • **'GOOD SHOT' Honda Burn (Spot On)** • **'SCURRIE/LA' Unknown (white label)** • **'THE WORLD '99' Pulp (Vicious Noise)** • **'OUT OF THE BLUE (HUGOY REMIX) System F (Nuance)** • **'RENDEZ-VOU' Basement Jaxx (Jaxx)** • **'HOUSE BUILDER' Moon Project (Epimorphic)** • **'HANGOVER' Unknown (white label)** • **'MAKE U MINE' Holloway & Co (Pisco Biscuits)** • **'C'MON & DANCE' EMM (Sub-Linez)** • **'PROTECT YOUR MIND (BANGS MIX) DJ Sakin & Friends (Addictive)** • **'CRICLES' Mustafa feat. Natalia (Yellowpage)** • **'EXPENSIVE SHIT (NEW MASH EDIT) Nu Yoricon Soul (MASH)** • **'REWINN' Cylob feat. MC Theodor (Rephlex)** • **'BIG PIPE STYLE' Orbital (frak)** • **'KING OF SNAKE' Underworld (Jurion)** • **'KING TITO'S GLOVES' Decady Awinger (frak)** • **'ELECTRONIC BATTLE WEAPON' Unknown (Freestyle Dust)** • **'CRASH' Prophechands (Heat Of Sound)** • **'FLOWERS' Armand Van Helden (white label)** • **'BREAK IT' Studio 45 (Azulu)** • **'FOR WHAT YOU DREAM OF (SICKBOY REMIX) Bedrock (white label)** • **'THE NEW MILENNIUM' Topaz (Real Grooves)** • **'THROW' Papanepi (white label)** • **'RELAX' Robbie Rivera (white label)** • **'TEELING FOR YOU' Cassius (Virgin)** • **'SANTOS & SABINO' Unknown (VC Recordings)** • **'LIZARD' Mauro Piccato (Fisht Ball)**

AS FEATURED ON RADIO ONE'S ESSENTIAL SELECTION WITH PETE TONG ON FRIDAY 15 JANUARY (6PM-9PM)

out 25/01/98  
CD / MC / 7

PIAS  
distributed by vivaldi

no 1 Cool Cats  
no 1 Buzz Chart  
no 2 RM Chart  
Fashioning trends by  
Wag-Out, H&M,  
Tennu, Orca,  
and New York

inner city  
good life (buena vida)

his  
Henry is a  
Entrepreneur  
Industry. It really

## hot vinyl

on the decks: andy beavers,  
chris linan, james hyman,  
danny mcmillan

## TUNE OF THE WEEK



## SOULSEARCHER 'CAN'T GET ENOUGH' (DEFECTED) (HOUSE)

First up on Simon Dunmore's new label is a garage track currently building a very high profile, bolstered by heavy radio support. 'Can't Get Enough' is an excellent mellow house groove smoothed along by a crackling female vocal-led song and warming Hammond-style organ backing. Robbie Rivera and Jazz & Groove provide a plethora of mixes as an alternative to the instantly infectious Voo Club mix, which is by far the best in this superb package. ●●●●● CF

## THE GRIFTERS 'FLASH' (DUTY FREE) (HOUSE)

Tall Paul and Brandon Block combine under the name of The Grifters on Duty Free's first release of the year. The original and radio versions use the same ideas, forging a large downbeat hi-hat base and mixing in a pronounced bassline and old school samples at the break. Up-and-coming remixers Soundscapers provide a Retro mix which is a little more restrained, with a stroking percussion and a beefier bassline. ●●●●● CF

## 187 LOCKDOWN 'ALL 'N' ALL' (EAST WEST) (HOUSE)

Both Backer 7 & 187 Lockdown create faithful productions for this brave cover of the 1986 Joyce Sims classic, and judging by the latter's previous chart performance, they could well better the original's number 16 chart placing. Look out too for the noteworthy bonus track 'Southside' with its female/male call/response, "Where ya from?" The 'Southside' sample. ●●●●● JH

## DEE PATTEN 'WHO'S THE BADMAN' (HIGHER GROUND) (HOUSE)

Originally released on Letfield's Hard Hands label, this breakbeat-riding, bassline-

rocking, reggae-sampling tune still sounds as fresh as it did when it first shook up the house scene seven years ago. The remixes are headed by the Dub Pistols who go for a heavy skanking treatment, while 187 Lockdown use their usual unsabote but effective tricks, sliding four-to-the-floor beats and plunging into the basslines beneath the time-stretched vocals. On a separate promo, the Solid Ground remix descends from a sparse reggae-tinged intro into a menacingly dark production while Hardkiss provide a deeply trippy twist. ●●●●● AB

## MOTHER'S PRIDE 'LEARNING TO FLY' (HEAT) (HOUSE)

Another competent club chart contender from Heat which is promoted here in a four mixes. The original mix is a steady hard house pounder punctuated by a single female singing the title vocal line. Big C's mix nudges towards a harsher electro feel, while Moonman Euros up the pace a notch and features more synth chords, and finally Mistral's dub rounds things off in an atmospheric underground style. ●●●●● CF

## HOUSE TUNE OF THE WEEK

## DJ ERIC 'WE ARE LOVE' (DISTINCTIVE) (HOUSE)

Clearly noticeable via its looping Hall & Oates 'I Can't Go For That' sample in the original mix comes this track that also hooks with an Alexander Hope 'I love my brother, you love your sister, we love each other, we are love,' vocal. The Gridlock mix is boosted by a piano riff from the Morales mix of Mariah Carey's 'Dream Lover', Funk Force deliver two mixes and does Robbie Rivera with his Filtered Monster Anthem being just that. ●●●●● JH

## TURBO FUNK 'STRONG' (PHUZZ) (HOUSE)

This early venture from the Lisa Marie Experience has found its way on to the Phuzz label and has attracted much attention over the past few weeks. The original mix is characteristic of LME's filtered disco sound, but perhaps a little too underground for commercial appeal. Dillon & Dickers create what is probably one of their best remixes, turning in a cracking moody building intro which features slowly advancing backing strings, beat leads and that all-important bass funk that they seem to have perfected. ●●●●● CF

## ROGER SANCHEZ PRESENTS TWILIGHT 'I WANT YOUR LOVE' (PERPETUAL) (HOUSE)

The once unimpeachable Roger Sanchez has hit a creative low point on this unimaginative and unnecessary cover of the Chic classic. However, his predictably slick marriage of house beats with that familiar tune and catchy vocal has gained plenty of club and radio exposure. The remixes from Stonebridge, the Rhythm Masters and Soul Grabber touchen things up far the dancefloor, but do not do the song any favours, while Ian Popley injects some quality with his excellent funky techno instrumental. ●●●●● AB

## HOLLIS P MONROE 'I'M LONELY' (XL) (HOUSE)

After originally surfacing on Renaissance/Infinity over two-and-a-half years ago, this heartfelt track was picked up by Stockman and now finally gets licensed to XL in the UK. Via an incredibly emotional Terence Trent D'Arby sample in similar

## alternative cuts

- 1 ARMAND VAN HELDEN FEAT. ROLAND CLARKE 'FLOWERS' (FFRR)  
Unusually soulful - Armand goes Ten City
- 2 THE ROOTS FEAT. ERYKAH BADU 'YOU GOT ME' (MCA)  
Excellent collaboration - check the drum & bass ending
- 3 PESHAY 'VEGAS' (V RECORDINGS)  
Peshay gets dank but retains the funk
- 4 LEILA FEAT. LUCA 'WON'T YOU BE MY BABY BABY' (REMIX) (REPLEX)  
Twisted and funky with killer vocals
- 5 MADONNA 'NOTHING REALLY MATTERS (KRUDER & DORFMEISTER MIX)' (MAVERICK)  
Eleven-and-a-half-minute epic cutting full of breaks and soul

Compiled by **ross allen**

and played on his CDL show Monday/Wednesday 8pm-10pm



187 LOCKDOWN

for the Church Str  
which include sub  
George Jones, Ch  
Platters.

These and other  
internationally thr  
licensing deals wh  
virtually every oth  
world. Hadaway c  
Gemini Vision vid  
which rapidly sec  
the music, special i  
documentary area  
also exploited for t

During the past  
consolidated its su  
audio markets, wh  
saw Hadaway dive

HHO's Satril  
offer a wit

Hilt

HILT

where su

The Hilt  
Hatherley Maws, London E17 4QP  
Tel: +44 (0) 181 521 2424  
Fax: +44 (0) 181 521 4343

Internet Management





PEPLAB

fashion to Shut Up & Dance's 'Derek Went Mad', this will instantly grab you as the "I'm lonely, and I need to be with someone tonight" hook rasts over a robo-bleeping deep house groove. DJ Decent's mix is an acid-gurgling breakbeat affair, while the Roadblock mix plays safe with its recent 'U Don't Know Me? Plastic Dreams' sound and building stats. ●●●●● JH

**ARTHUR BAKER 'BREAKER'S REVENGE' (FRESKANOVA) (BEATS)**  
Having become a staple diet at the Freestylers' live gigs, this now makes the logical progression to vinyl. The band's remix with battle-intrio and "breakdancin's where it's at" uses 'Apache' to maximum effect; Cut La Roc, noteworthy for being the first Skint act to unite with fellow 'indie-beat' label Freskanova, peppers James Brown's 'Living in America' throughout; and Plump DJs add their touch too. ●●●●● JH

#### BREAKBEAT TUNE OF THE WEEK

**ANJALI 'AQUILA' (WIIJJA) (BREAKS)**  
Wiija dons its leftfield cap with pride for this funky cut'n'paste winner. Anjali come up with a good vibe with plenty of balls for full-throttle dancefloor damage. Whispy vocals, electroid beats and dub elements rub shoulders gracefully in the mix. This should appeal to all serious beat heads out there. Top stuff. ●●●●● DM

**ELECTROTHEQUE 'EVERYONE'S A WINNER' (FRESH) (HOUSE)**  
Previously known as Fathead's 'Electrochocolate' on sister label Freskanova, this has now been given the seal of approval from Errol Brown for its sample from the bassline of Hot Chocolate's 1978 hit 'Every 1's A Winner'. Furiously filtered and vehemently vocoded, this instantly rocks and though Spacedust's mix is predictable, the Electrochocolate mix is the winner. ●●●●● JH

**THE OTHER TWO 'YOU CAN FLY' (LONDON) (HOUSE)**  
New Order's Other Two combine for another project resulting in this first single. Heavyweight remixes come from Cevin Fisher, who obliges with a vocal and dub on the first 12-inch. The vocals are minimal and credible, and the whole composition is typical of Fisher's sophisticated house sound. Two Quake mixes feature on the second 12-inch playing a harder role in this package. The dub is definitely on it at the moment, racing a warbling acid loop against a brutal house beat and picking the moments for the synth inputs. ●●●●● CF



THE OTHER TWO

## urban cuts

- 2PAC 'CHANGES' (WHITE LABEL)**  
Yet another hit from the rap factory
- THE ROOTS FEAT. ERYKKA BADU 'YOU GOT ME' (MCA)**  
A respected band with low mainstream profile – maybe Erykka will help
- R KELLY 'WHEN A WOMAN'S FED UP' (JIVE)**  
Part III of the Sparkie, Kelly Price, ongoing ghetto soap opera
- DAVY DEX 'EVERYBODY MOVE YOUR BODY' (AVB)**  
AVB Records with another floor-filling breaks and beats thing
- LAURYN HILL 'EX-FACTOR' (RUFFHOUSE/COLUMBIA)**  
Ten Grammy nominations says it all

Compiled by **trevor nelson**

and played on his Radio One show, Saturdays 3pm-5pm

#### PEPLAB 'RIDE THE PONY' (DISTINCTIVE) (HOUSE)

This Dutch foursome force funky basslines, rocky guitar riffs and poppy vocals through the filter in an attempt to recreate that Fatboy Slim sound. They don't quite pull it off, but Norman Cook himself steps in to save the day with a couple of remixes. His club mix chops up the vocals, spikes up the guitar, adds loads more bounce and basically shows how it should be done, even though it's not one of his finest moments. His dub mix has the flangers and filters in full effect, while Chicago's Mr Pink rounds off the package with a heavy rocking treatment. ●●●● AB

**VARIOUS 'BEATS BY DOPE DEMAND 5 LP SAMPLER' (KICKIN) (BREAKS)**  
Kush and the Mild Mannered Janitors deliver an exclusive cut each for this new edition to the 'Beats By Dope' series. Kush hits the electro vibe just right with plenty of Detroit references in the pads and bass pulses. On the flip the Mild Mannered boys deliver a crossed no big beat number that could prove quite interesting on an array of dancefloors across the country. ●●●● DM

#### COLOURFUL KARMA FEAT. TERRA DEVA 'FOR THE MUSIC' (HOUSE)

Charles Webster of Presence fame links up with the Furry Phreaks' vocalist and a new label for this sultry deep house excursion. The breathily delivered song cleverly combines newly-written verses with the "If it wasn't for the music" hook from 'Last Night A DJ Saved My Life'. The flip's more floor-friendly remix by Stephen Mandrax focuses on the Indeep line, beeps up the beats and adds some neat keys from Mousse T. ●●●● AB

#### BEST OF THE ALBUMS

#### AMETHYST 'GOLDEN FISH FEVER' (JACKPOT) (HOUSE)

Amethyst are the flagship artists of the soon-to-be-defunct Jackpot Records and thus provide the label's swansong album. Ten highly polished tracks are showcased, fitting comfortably between trance, breakfast and house. Hovington's distinct voice and lyrics give added depth to the utempo breaks of 'More' and 'Electric Jesus', which sounds like a new skool Depeche Mode. Instrumental tracks such as the funk-ridden 'Blue Funk' and the disco-tinged 'Fume' show the dancefloor sensibility of this promising band. ●●●● CF

#### VARIOUS 'A JEDI'S KNIGHT OUT' (MIXMAG LIVE) (ALTERNATIVE)

The force is certainly prevalent on this Tom Middleton (Global Communication) mix CD that boasts seven tracks exclusive to the album as well as hot ones from Ian Pooley, Amba, Max 404 & Wamdue Kids. Vinyl junkies will savour an additional three exclusives which don't crop up on the CD format. ●●●● JH

#### VARIOUS 'TECHNO NATIONS VOLUME 8' (KICKIN') (TECHNO)

Like film sequels, the popularity of compilation series can easily wane after say, the third instalment – but not so in this case. Carefully compiled by Brenda Russell, 'Techno Nations 8' includes firm favourites from the likes of The Advent, Landlord, Percy X and Dave Angel, the latter along with The Illustrious Boy Wonder & Space DJz all providing exclusive tracks to the album. ●●●● JH

#### VARIOUS 'BACK TO MINE' (DMC) (AMBIENT)

Nick Warren from Way Out West kicks off a new compilation series – and how. The mixed CD/unmixed vinyl sports Mixmaster Morris's rare spine-tingling mix of Colcut's 'Autumn Leaves'. Jam & Spoon's dub of Mobley's 'Go' plus a melange of Craig Armstrong, Sub Sub, Gilde & Skanna and in terms of 'chill' is well below zero. ●●●● JH

k manager.

where he was  
ore than 300  
for planning

ind, after Roger  
usiness affairs  
gal matters.  
ago, when he  
ays Gagan.  
h I didn't  
fail to be  
impressed  
d, and more  
often asked



his  
fenny is a  
entrepreneur  
ustry. It really

# the BANCHAR

TW	UK	WKS	Title	Artist	Label
1	1	3	EX-FACTOR/LUST ONES	Lauryn Hill	Ruffhouse/Columbia
2	2	2	HOLD IT DOWN/UNCUT, PURE	Big Daddy Kane	Black Jam
3	6	2	SILLY HO	TLC	Lifecase
4	10	2	I'LL BE DAT	Redman	Def Jam
5	3	7	MY LOVE IS YOUR LOVE (LP)	Whitney Houston	Arista
6	7	2	RUSH	Whitney Houston	Jive
7	11	3	IT'S A PARTY	Boosie Wizer	Epic
8	4	3	I WANT YOU FOR MYSELF/IGHL, WHAT YOU WANNA DO	Another Level feat. Ghostface Killah/Sheela Amo	Northwestside
9	5	7	WESTSIDE	10	Clockwork Entertainment/Epic
10	9	5	NOBODY ELSE	Tyrese	RCA
11	8	2	ENJOY YOURSELF/FUP TOP NEW YORK	A+	Kedar Entertainment
12	22	2	WHAT'S SO DIFFERENT	Ginuwine	550 Music
13	10	8	GIMME SOME MORE/TEAR THE ROOF	Ruthi Rhythms	Elektra
14	15	6	GET ON THE BUS	Bushy Rhymes	East West
15	25	16	LOVE LIKE THIS	Devo's Child	Bad Boy
16	17	2	BETCHA CAN'T WAIT	Faith Evans	Telstar
17	12	2	GROWING UP MEMORIES/DON'T TEST	E-11	Black Jam
18	14	4	THE LOVERS EP	Blk Trng	Boiler House
19	19	2	UNBRATE LOVE	Desert Eagle/Ones	Sledge
20	29	10	IT'S ALL YOURS	Noreesa Mayne	East West
21	26	12	HARD KNOCK LIFE	MC Lyte feat. Gina Thompson	Northwestside
22	13	4	IMPROVISE	Jay-Z	Fan
23	20	6	I CAN'T SEE	Jermaine S	Gold Mind/East West
24	32	3	IF YOU NEED A MAN	Nicole Teal, Cam'ron	Rotating
25	27	4	SEX MONEY & DRUGS	Bon Garçon	Immortal
26	31	10	SPELLBOUND	Big Punisher feat. Nas	Grand Central
27	14	7	MY LITTLE SECRET	Rae & Chancel	Columbia
28	37	6	MISSING YOU	Xscape	Telstar
29	35	3	BOY YOU KNOWCK ME OUT	Motels II Real	MJ/Epic
30	23	2	THE PROFESSIONAL (LP)	Tobayn Ali	Def Jam
31	30	3	MIAMI	DJ Cue	Columbia
32	33	6	SWEETHEART	Will Smith	So So Def/Columbia
33	30	7	DO YOU FEEL ME	JD Teal, Mariah Carey	MJ/Epic
34	21	7	GHEETO DOWBOY	Men Of Vision	Relativity
35	18	7	HOLD ME	Mr Thugs	Motown
36	27	7	PASSION	Bruce McKnight	VC Recordings
37	38	2	MORE THAN YOU KNOW	Elate	Tommy Boy
38	18	7	HOT SPOT	Prince Paul & De La Soul	Def Jam
39	25	6	A LITTLE COMMUNICATION	Foxy Brown	Hut
40	16	7	LOVE ME	McIntrem	Arista
				112 feat. Mase	

for the Church Stn which include such George Jones, Ch Platters.

These and other internationally thriving licensing deals with virtually every other world. Hadaway c Gemini Vision vid which rapidly sec, the music, special documentary area also explored for i

During the past consolidated its su audio markets, wh saw Hadaway div

[commentary] by Tony Iarsides

I obviously spoke too soon last week, and after that thrilling instalment we hit a bit of a new year lull...LAURYN HILL stays put at number one. I got a sneaky preview last week of a remix of "Ex-Factor" by Mushroom from Massive Attack which was a nice stripped-down piano-led hip hop affair...On the subject of hip hop, it's good to see a straight-ahead rap track like "Redman's 'I'll Be Dat'" becoming this week's highest climber, jumping 12 places to number four. It's also got one of the best videos around, with Redman tracking the micky-out of various R&B-style videos...

Our only new entry in the Top 10 is "BAGGY WALKER" from number seven...GIRLWINE climbs 10 places to number 12, but the bad news is that the release of both his new single and album in the UK have been put back to March. However, Ginuwine will be visiting here shortly...Two favourites of our chart take the opportunity to go back up...FAITH EVANS climbs 10 places to number 15 with "Love Like This", which has been on the chart for an amazing 16 weeks, while "MC Lyte", a relative newcomer at 10 weeks, jumps nine places to 20...THE EYEZ are still playing a one-off gig at London's Shepherd's Bush Empire on February 15. This will follow the group's acclaimed debut showcases at the Jazz Café last year...Manuella, rapper - will be making his UK debut at FUNK at London's Sound Republic on January 29.



HHO's Satri offer a wi

# the TOP CHART (handbag)

TW	UK	WKS	Title	Artist	Label
1	1	1	YOU GOT ME BURNIN' UP	Kevin Fisher feat. Loleatta Holloway	Wonderbag
2	16	2	CRAZY	Lucid	Delirious/fir
3	9	2	TRANSONIC	Wired	Future Grove
4	5	2	EVERYONE'S A WINNER	Electrobeque	Fresh
5	8	2	MADNESS THING	Lekani	ZTT
6	6	3	BODY	Julij Green Dogs	Twisted UK
7	3	4	KNOCK ON WOOD	Mary Griffin	Curt/The Hit Label
8	20	2	WHEN YOU'RE DONE/BREAKFAST AT TIFFANY'S	Jackie V	Euphonic
9	11	3	THIS PARTY SUCKS!	Fused	Downby/Columbia
10	10	2	STRONG ENOUGH	Cher	WEA
11	13	2	DON'T STOP THE TRAIN '99	Phyllis Nelson	Almighty
12	14	2	ONLY YOU	Casino	Fowl
13	12	3	THREE DRIVES	Grease 2000	Hooj Chems
14	17	2	HAZEL	Loop Da Loop	Manifesto
15	7	2	GIVEN UP	Minor Ball	Multiply
16	29	2	WHAT U DO	Colours feat. Stephen Emmanuel & Eka	Ice Cream/Infinito
17	28	2	JUMP	Bus Stop	All Around The World
18	3	2	I WANT YOU FOR MYSELF	Another Level feat. Ghostface Killah	Northwestside
19	4	2	FROM THIS MOMENT ON	Shania Twain	Mercury
20	19	2	I WANNA BE FREE	Minky	Virgin
21	12	2	EURO XPRESS SAMPLER	Various	Klone
22	20	2	TEQUILA	Termination	Total Vegas
23	18	2	1999	Paradez feat. Devorah	Klone
24	24	2	THANK U	Level II	Eurozone
25	20	9	YOU SHOULD BE...	Blockster	Sound Of Ministry
26	26	2	WALK LIKE A JAMAICAN	Marga	Skinny Man
27	27	2	ALL AROUND THE WORLD	Lisa	Klone
28	22	3	LET THE MUSIC PLAY	Real Six feat. Real	white label
29	22	6	AND YOU DON'T STOP	Sneekie & Taylry	Coalition
30	19	2	1999	Normaz	Freakstreet/Caral
31	20	2	2 FUTURE 4 U (EP)	Prince	Warner Bros
32	23	2	RAISE YOUR HANDS	Armand Van Helten	fir
33	8	2	YAKALELO	Big Room Girl feat. Darryl Panfy	Junior Boy's Own/VC Recordings
34	35	2	FLASH	The Grifters	Ume Music/Epic
35	25	2	THE POWER	No Solution feat. Cynda	Duty Free
36	32	2	FRASE YOUSHO? MUFFROCKAFELLER SKANK	Felony Slim	Pepper
37	30	2	BIG GIRLS LIKE	Jay Roberts	Skin
38	34	5	GOOD LIFE (BUENA VIDA)	Iner City	Delicious
39	26	2	SOMEBODY SCREAM	Horny United	PAS
40	25	6	MORE THAN THIS	Emmie	Logic

[commentary] by alan jones

It's rare for the Pop Top and upfront charts to have the same number one at the same time, and it's unique for me, to have the same two - but that's what happens this week with KEVIN FISHER's Loleatta Holloway-sampling "You Got Me Burnin' Up" enjoying a healthy lead over LUGID's "Crazy" in both charts. On the strength of the wide acceptance given to both discs at underground and mainstream venues, it seems likely that they will both enjoy a fair degree of success at retail when commercially released next month...Last week, half of the Top 40 was made up of new entries but as those records jostle for position in the top tier this week, it is significantly harder for subsequent promos to make an impact. Consequently, the highest of this week's eight new entries - BUS STOP's cover of the Van Halen hit 'Jump' - makes a fairly subdued debut at number 17. With a pop-and-rap style which ages All Around The World liberates N-Trance...Bus Stop are very popular on the commercial club scene, and reached number two on the Pop Top chart with "King Fu Fighting" and number 13 with "You Ain't Seen Nothing Yet"...CHER is strong enough to hold the number 10 position with "Strong Enough", and is actually unlikely to go higher. She has 34% more DJ support than last week, and is held back only by the aforementioned rush of records which debuted last week. With its current points tally, "Strong Enough" would have been ranked sixth a week ago.



The Hit  
Hatherley Mews, London E17 4QP  
Tel: +44 (0) 181 521 2424  
Fax: +44 (0) 181 521 4343

Digital Video  
Internet Management

# the CLUB CHART

(compiled by alan jones from a sample of more than 800 DJ returns - see 0171-928 2881)

(upfront house)

[commentary]  
by alan jones



It can't quite match his huge victory of a week ago, but 'You Got Me' Burning Up' by

**CEVIN FISHER FEAT. LOLETTA HOLLOWAY** retains its chart title by a comfortable margin, securing 17% more support than its nearest rival. 'Burning Up' is still number one in considerably more DJ chart returns than any other record, and is runaway leader in almost all of the country - though the record which moves up to number two - **LUCID'S** 'Crazy' - is within 3% of it in the London area. The Lucid record debuted at number five last week on the strength of the band's own mixes and made its advance largely on exposure gained by those. With another 12-inch featuring harder mixes by Haini & Kane now also with DJs, it may just have enough strength to reach pole position next week...

As well as topping the chart this week, **Cevin Fisher** is featured in a spoken-word capacity on the new **SATOSHIE TOMIE** single 'Darkness', which debuts at number 57, though it had barely been serviced by the time this week's chart was put together. Expect it to climb steeply next week. Completing a good week for Fisher, his mixes of **THE OTHER TWO** single 'You Can Fly' help lift the New Order spin-off (Stephen Morris and Gillian Gilbert) to number five. A fine house anthem, it also features the vocals of Melanie Williams, who was the singer on Sub Sub's club chart topper of yesterday, 'Ain't No Use'.

One of last year's biggest hits, **STARBUSS**' 'Music Sounds Better With You', returns to the chart at number 52 as more DJs invest in the French import, which features a double-pack of mixes. The bootleg mix of 'Music Sounds Better With You'/'Teardrops' simultaneously dips out of the chart - but there's even more boedley action with Starbuss now being mixed with the Daryl Hall & John Oates hit 'I Can't Go For That (No Can Do)' - though this is apparently rather scarce at the moment. Last week's big intake of new entries seemed to suggest that the mid-winter chart torpor was over - but this week it's distinctly sluggish again, and the highest new entry is ranked only number 15. That's 'Love My Sister, Love My Brother', a stomping house track by **THE FAMILY**, released on Wolverhampton's Cleveland City label - which already has nearly 40 Top 10 club hits and seems odd on to register another next week.

W/L	NEW	LAST WEEK	TRACK	ARTIST	RECORDING
0	1	1	YOU GOT ME BURNING UP (QUEEN STREET ORCHESTRATION/CD-TOTAL MIXES)	Cevin Fisher feat. Loletta Holloway	Wanderboy
0	2	2	CRAZY (NAINI & KANE/LUCID MIXES)	Lucid	Delirious/fir
0	3	2	ONLY YOU (PAUL GÖTEL MIXES)	Casino	Pent
0	4	4	RAGE YOUR HANDS (RHYTHM MASTERS/FIRE ISLAND/FUTURESHOCK MIXES)	Big Room Girl feat. Darryl Pardy	Junior Boy's Own/VC Recordings
0	5	2	YOU CAN FLY (CEVIN FISHER/GARAGE MIXES)	The Other Two	London
6	5	4	FREAK IT (ORIGINAL DISCO ELEMENTS/FETE HELLER/BLACK SCIENCE ORCHESTRA MIXES)	Studio 45	Azuli
0	7	3	HAZEL (LOOP DA LOOP/POOHAN S MIXES)	Loop Da Loop	Manifesto
0	8	2	FLASH (GRIFTERS/SOUNDS/CAPERS MIXES)	The Grifters	Dry Feet
0	9	3	THREE DRIVES (MIDWYORK/LOST TRIBE/20 ROTTERDAM MIXES)	Greece 2000	Haji Chops
0	10	32	WE ARE LOVE (FUNK FORCE/ROBBIE RIVERA MIXES)	DJ Eric presents	Distinctive
0	11	4	WHEN I GROW UP (DANNY TENAGLIA MIXES)	Garbage	Mushroom
0	12	7	CAN'T GET ENOUGH	Soul Searchers	Soularic
0	13	3	TRANSFORM (DJ ENRIKO/ORIGINAL MIXES)	Wild	Future Groove
0	14	5	GOOD LIFE (BUENA VIDA) (SUMMER HESTIA/RAP/OLONA MIXES)	Inner City	PIAS
0	15	NEW	LOVE MY BROTHER, LOVE MY SISTER (DOMINATRIX/ERIE MIXES)	The Family feat. Alexander Hope	Cleveland City
0	16	12	WHAT U DO (ORIGINAL/STEPHEN EMMA/NU/0 BELOW MIXES)/HOLD ON (SE2/0/2E MIXES)	Colours feat. Stephen Emmanuel & Eoka	Ice Cream/eleme
0	17	21	EVERYONE'S A WINNER (ELECTRO/THEQUE/SPACE/UST MIXES)	Electrotheque	FRESH
0	18	NEW	CUBIK (VICTOR CLADERONE MIX/BOMBADIN) (FIRE ISLAND MIX)	808 State	ZTT
0	19	NEW	DIRTY FACES (ORIGINAL/DIRTY/DIRTY FUNKY MIXES)	Liquid Club	VC
0	20	NEW	THE LIVING DREAM (SUNDANCE/SWIMMER/TRANSA/0/4 LA ROC MIXES)	Sundance	Neo
0	21	27	2 FUTURE 4 U (EP) Armand Van Helden	Armand Van Helden	fir
0	22	17	I WANT YOUR LOVE (ROGER SANCHEZ/RHYTHM MASTERS/STROBE/SOUL GRABBER/PROLEY MIXES)	Roger Sanchez presents Twisted	Peppali
0	23	16	BODY (LOUIS GAGHAGH/BEEDLE MIXES)	Funky Green Dogs	Twilight UK
0	24	15	STOMP (MIXES)	Trickster	Phaziz
0	25	15	LOVE STIMULATION (PAUL VAN DYK/BLANK & JONES/OLIVER LIEB MIXES)	Paul Van Dyk presents Humate	MFS/Deviat
0	26	23	SUPER HARMONY (MIXES)	Pills	French Mercury
0	27	13	I WANT YOU FOR MYSELF (FULL INTENTION/CUTNATER & JOE/GNORANTS MIXES)/GIRL WHAT YOU WANNA DO	Another Level	Northside
0	28	34	PROTECT YOUR MIND (LANGE/SUSPICIOUS MIXES)	DJ Saini & Friends	Addive
0	29	NEW	STRONG (ORIGINAL/DILLON & DICKENS MIXES)	Turbo Funk	Phaziz Recordings
0	30	29	DREAMING (JIMMY GOMEZ MIXES)	M People	M People
0	31	30	MAKE UP YOUR MIND (ORIGINAL/MALCOLM DUFFY/RHYTHM MASTERS MIXES)	Bass Jumpers	Peppali
0	32	NEW	GET UP ON - FEEL GOOD/GET ON UP - DANCE	Million Dollar Disco	VC
0	33	2	WHAT'S YOUR NAME	Ian Postley	Million Dollar Disco
0	34	43	TURN AROUND	Phatts & Small	VC
0	35	4	SEE LINE WOMAN (ORIGINAL/FULL INTENTION/PRESENCE/TODD EDWARDS MIXES)	Songstress	Locked On/XL Recordings
0	36	44	JUST CAN'T GET ENOUGH	Harry Choo Choo Romero	US Subliminal
0	37	4	BIG LOVE	Pete Heller	Junior Boy's Own
0	38	37	THE POWER (BANAJA BOYS MIX)	No Solution feat. Cynda	Junior Boy's Own
0	39	NEW	ALL AROUND THE WORLD	Liza	white label
0	40	NEW	JUST FOR THE SEX OF IT	Liza	MCA
0	41	26	NO GOOD (ORIGINAL/AUTHENTIC INDIVIDUALS/QUAKE MIXES)	Da Fool	fir
0	42	27	GIVEN UP (ORIGINAL/HUGSTAR/OLAV BASOSKI/FORTHRIGHT MIXES)	Mirror Ball	Multiply
0	43	36	THIS PARTY SUCKS! (ORIGINAL/FIRE ISLAND MIXES)	Fused	Downboy/Columbia
0	44	49	GOOD SHOT (SEE FONTAINE/VEPR MIXES)	Hans'n Bum	Spot On/fir
0	45	29	LET THE MUSIC PLAY	Best Beat feat. Road	Caillion
0	46	31	MADNESS THING (ALMIGHTY/PANUK MIXES)	Leland	ZTT
0	47	40	LEARNING TO FLY (BIG G/MC/MAN/MISTRAL MIXES)	Mother's Pride	Heat
0	48	42	AFTERSHOCK	Pink Bomb	Quad
0	49	NEW	KEEP ON (SPACE/UST/ORIGINAL MIXES)	Aquarius	Spirit Recordings
0	50	52	CASSIUS 99	Cassius	Virgin
0	51	22	MIRRORCHECK	Southwest 6	Reo
0	52	NEW	MUSIC SOUNDS BETTER WITH YOU (REMIXES)	Starbuss	French Roze
0	53	30	DAY MISSION (TIN TIN OUT MIXES)	The Effect	VC Recordings
0	54	NEW	KING OF SNAKE	Underworld	Junior Boy's Own
0	55	35	PRaise YOU SHO' NUFF! THE ROCKFELLER SKANK (MULDER MIX)	Falboy Slim	Saint
0	56	41	THE REAL THING (JOH MANCINI/FOUR MIXES)	Naturalie	Really Incredible
0	57	NEW	DARKNESS (MIXES)	Satoshie Tomie feat. Robert Owens/Cevin Fisher	XL Recordings
0	58	47	RECALL (RAY CEE/SINGHAM MIXES)	Kay Cue	Addive
0	59	41	ESCAPE (RAY CEE/SINGHAM MIXES)	Kay Cue	Sound Of Ministry
0	60	59	YOU SHOULD BE... (BLOCKSTER/LISA MARIE EXPERIENCE MIX)	Blockster	

manager.

where he was  
re than 300  
for planning

nd, after Roger  
siness affairs  
got matters.  
go, when he  
ys Gagan.  
h I didn't  
fail to be  
impressed  
d, and more  
ften asked



His  
henry is a  
entrepreneur  
ustry. It really

Make sure you're ready  
and able to do business in

# 1999

Order the new **Music Week Directory** NOW so  
you get yours hot off the press in January.

## music week directory

the essential guide to who's who in the music industry

CONTACT  
ANNA SPERNI  
0171 940 8505  
RICHARD COLES  
0171 940 8572  
SHANE DOHERTY  
0171 940 8505  
OR FAX ON  
0171 407 7067

23.01.99

# the COOL CUTS

[chart]



**COOL CUTS HOTLINE**  
THE FASTEST WAY TO HEAR THE BEST UPFRONT DANCE MUSIC

**0891 515 585**

Call cost 50p/min. Service is provided by Frontier Media. Faxline: 0171 371 5463. To use from outside the UK, set up a Global Account with Sullivan. Call +44 171 702 2700 and quote ref: REMC

for the Church St which include such George Jones, Cl Platters.

These and other internationally this licensing deals with virtually every world. Hadaway Gemini Vision vic which rapidly see the music, special documentary are also exploited for.

During the past consolidated its audio markets, we saw Hadaway di

HHO's Sat offer a w

Hi

HIL  
where s

The Hil  
Hatherley Mews, London E17 4QP  
Tel: +44 (0) 181 521 2424  
Fax: +44 (0) 181 521 4343

1	(2)	<b>FREAK IT Studio 45</b> ( <i>A grower on import and now with new mixes from Pato Heller and Black Science</i> )	<b>Azuli</b>	☎ Code -2377
2	(3)	<b>WHEN I GROW UP Garbage</b> ( <i>Not much left of Garbage on these Danny Tenaglia mixes</i> )	Mushroom	☎ Code -2394
3	(1)	<b>HAZEL Loop Da Loop</b> ( <i>Bouncy Setsasonic-sampling party groove</i> )	Manifesto	☎ Code -2375
4		<b>FLOWERS Armand Van Helden</b> ( <i>Filtered disco groove with Roland Clarke on vocals</i> )	white label	☎ Code -2487
5	<b>NEW</b>	<b>EXTENDED PLAY EP Propellerheads</b> ( <i>All new material on this four-track EP</i> )	Wall Of Sound	☎ Code -2408
6	(5)	<b>ELECTRONIC BATTLE WEAPON Unknown</b> ( <i>Anonymous house grooves from the Chemical Brothers' label</i> )	Freestyle Dust	☎ Code -2395
7	(12)	<b>YOU CAN FLY The Other Two</b> ( <i>With mixes from Cavin Fisher and Quake</i> )	London	☎ Code -2399
8	<b>NEW</b>	<b>KING TITO'S GLOVES Deadly Avenger</b> ( <i>Excellent four-tracker that sets the standards for '99</i> )	Illlicit	☎ Code -2409
9	(4)	<b>KING OF SNAKE Underworld</b> ( <i>With mixes from Dave Clarke and Dave Angel</i> )	Junior	☎ Code -2376
10	(7)	<b>PLAYING WITH KNIVES Bizarre Inc</b> ( <i>Club classic gets an overhaul by Tall Paul and Dillon &amp; Dickens</i> )	Vinyl Solution	☎ Code -2396
11	<b>NEW</b>	<b>IT'S NOT RIGHT, BUT IT'S OK Whitney Houston</b> ( <i>With mixes from Club 69, Johnny Vicious and Thunderpuss 2000</i> )	Arista	☎ Code -2410
12	<b>NEW</b>	<b>DELTA SUN BOTTLENECK STOMP Mercury Rev</b> ( <i>Featuring a mix from the Chemical Brothers</i> )	V2	☎ Code -2411
13	<b>NEW</b>	<b>CRIMINALS/TAKE HEED Outcast</b> ( <i>Excellent breakbeat double-header</i> )	Kingsize	☎ Code -2412
14	<b>NEW</b>	<b>THE LIVING DREAM Sundance</b> ( <i>With mixes from Transa and Cut La Roc</i> )	React	☎ Code -2413
15	(10)	<b>SOMEBODY SCREAM Horny United</b> ( <i>Chesetastic house track with lashings of Boney M</i> )	Logic	☎ Code -2398
16	<b>NEW</b>	<b>G-FONK Skee Witt</b> ( <i>Lively big beat workout</i> )	FSUK	☎ Code -2414
17	<b>NEW</b>	<b>GOTTA HAVE HOPE Blackout</b> ( <i>With mixes from Judge Jules and Dillon &amp; Dickens</i> )	Multiply	☎ Code -2415
18	<b>NEW</b>	<b>TONITE Supercar</b> ( <i>Bouncy vocodered pop disco</i> )	Pepper	☎ Code -2416
19	<b>NEW</b>	<b>AFTERSHOCK Pink Bomb</b> ( <i>Melodic progressive trance track</i> )	Quad	☎ Code -2417
20		<b>EXPAND THE ROOM The Light</b> ( <i>Hybrid breakbeat house with mix from Rennie Pilgrem</i> )	Hool! Choons	☎ Code -2418

A tribute to the most essential club tunes as featured on "the essential selection", with sets long, broadcast every Friday between 8pm and 8pm. Compiled by DJ feedback and size collected from leading DJs and the following dance club legends: Frankie Knuckles (Chicago), Armand Van Helden (New York), DJ Sneak (Amsterdam), DJ Tiesto (Amsterdam), DJ Paul Oakenfold (London), DJ Shadow (London), DJ Mezmerize (London), DJ Setpoint (London), DJ Tiesto (Amsterdam), DJ Sneak (Amsterdam), DJ Paul Oakenfold (London), DJ Shadow (London), DJ Mezmerize (London), DJ Setpoint (London).



**rm namecheck...** Editor: **Alex Scott** • Contributing Editor: **Tony Furber** • Writer: **Caroline Moss** • Designer/Photo Editor: **Rona Robertson** • Sub-Editor: **Dugald Baird** • Editor in Chief: **Steve Rowland** • Sales Director: **Rudi Blackett** • Deputy Group Sales Manager: **Judith Rivers** • Admin: **Janis Fiddell** • Sally Thompson • Martin Croxall • James Lewis • Promotions Exec: **Louise Stevens** • Admin Assistant: **Kim Roach** • Ad Production Executive: **Denise Walsh** • Subscriptions: **0171 940 8500** • Subscriptions enquiries by email: **news@www.rm.com** • Tel: **0171 940 8500** • Fax: **0171 940 8501** • Email: **news@www.rm.com** • ISSN 1101 5106 • Website: **http://www.dnrm.com**

## THE COOL CUTS HOTLINE

The Cool Cuts Hotline is repeated every week at midnight on Sunday

# 0891 515 585

BROUGHT TO YOU BY RECORD MIRROR AND FRONTIER MEDIA, THE HOTLINE OFFERS YOU THE CHANCE TO HEAR ANY TRACK ON THE CHART. YOU CAN SELECT TRACKS IN ANY ORDER BY USING THE CODES ATTACHED TO THE CHART AND BY BACKWARD AND FORWARDS THROUGH THE TRACKS, SO YOU WON'T WASTE THE LISTENING TO MIXES YOU'VE ALREADY HEARD. IF YOU WANT TO BE AMONG THE FIRST TO HEAR THE HOTTEST TRACKS OF THE WEEK, CALL THE COOL CUTS HOTLINE NOW.

DETAILS ON HOW TO USE THE COOL CUTS HOTLINE CAN BE FOUND ABOVE THE COOL CUTS CHART.

- Digital Video
- Internet Management

# HHO

HENRY HADAWAY ORGANISATION PLC

A special advertising feature

## John Morton

HHO production manager John Morton liaises with all of HHO's suppliers, including CD-1 in Israel and Optical in Germany. Although he didn't join HHO until April 1997, his music industry career stretches back over very nearly 30 years.

Morton joined Pye Records (later PRT) in 1966, and worked in most departments from press and promotion to production. As deputy to the general manager of distribution, he spent the last seven years of PRT's existence ensuring that the company's computer systems all ran smoothly. This brought him into day-to-day contact with copyright and royalty accounting functions, as well as the general distribution and stock control concerns.

John subsequently joined Pulse 8 Records, the pioneering independent dance label that achieved international chart success with such acts as Rozalla and Urban Cookie Collective.

Morton joined HHO after six years with Pulse 8, bringing with him his vast experience. He ensures that all the heavy production requirements of HHO's flagship label Javelin are met at competitive prices, and so regularly negotiates with print, cassette and CD suppliers, as well as liaising with the distributors such as Total Home Entertainment in the UK and others in Europe and the Far East.

Morton is also responsible for the computer resources covering stock control, for both the UK and the overseas markets, and also royalty and general accounting functions.

HHO offers a custom pressing service to other companies and Morton is responsible for structuring the prices for third-party customers. He is always on the end of the phone for any labels wishing to take advantage of HHO's range of competitive design and manufacturing packages.

As the Henry Hadaway Organisation continues to grow and expand, Morton will be harnessing the new media technology available to take the business requirements of HHO into the new millennium.

"Working with Henry Hadaway is demanding but I have found him to be a very generous individual and I have enjoyed working for the company during the past 18 months," says Morton.



## Roger Gagan

At one time, Roger Gagan was Henry Hadaway's bank manager. Now he is in charge of HHO's business affairs.

Gagan joined HHO in November 1997 from NatWest, where he was an area manager with 30 North London branches and more than 300 employees under his jurisdiction. He was also responsible for planning and strategy, and ensuring that targets were set and met.

Henry and Roger remained close friends over the years and, after Roger took early retirement, Henry offered him the role of HHO business affairs manager, with responsibilities for contracts, royalties and legal matters.

"I first met Henry just before Midem about seven years ago, when he came into the local NatWest branch at Golders Green," says Gagan. "He sat and talked for about half an hour and, even though I didn't know much about the music business at that time, I couldn't fail to be won over by his enthusiasm and personality. I was further impressed when he actually achieved everything that he said he would, and more besides. We kept in touch after that first meeting, and he often asked when I was going to come and work for him. I never saw myself as part of the music industry but, eventually, the opportunity presented itself."

Gagan's role at HHO embraces all financial aspects of the company's business, as well as responsibilities for future planning and strategy.

"It is a challenging and rewarding job," he says. "Henry's negotiating skills are absolutely superb, and his enthusiasm for business is totally infectious. What's more, Henry is a music man through and through. He is not just a successful entrepreneur but someone who genuinely loves music and the music industry. It really is his life."



# key staff



A special advertising feature

## Ian Holloway

**H**HO business development manager Ian Holloway began his working life in production engineering with General Motors. He moved to the ATV Corporation in 1975 and over the past 24 years has developed a long career in the music business.

Between 1975 and 1987, Holloway was responsible for the implementation of quality control procedures, the creation and management of the production planning department, and computerisation of the distribution and warehouse systems at Pye Records (PRT).

As head of distribution services, he was also in charge of all manufacturing and distribution facilities. By the time he left PRT in 1987, he had risen to the position of general manager responsible for all operations, as well as licensing activities.

For the next five years Holloway ran his own company which offered pressing and distribution services to a range of small independent labels through EMI. In 1992 he joined HHO as business affairs manager, overseeing the company's many licensing agreements.

At that time, HHO was also actively involved in publishing music

magazines incorporating cover-mounted CDs, and Holloway's experience and expertise proved particularly valuable in this area. He also worked on the coordination of a sell-through video label, as well as Gemini Vision's manufacturing and releases.

Now, as business development manager at HHO, Holloway's brief is to work on special projects. The latest is the opening of a CD and CD-Rom manufacturing plant in the Middle East.

"Henry has teamed up with a number of local industrialists in Jordan and my role will be to run the commercial side of the operation," Holloway explains. "I will be ensuring that production planning and coordination with customers runs smoothly, meeting the stringent demands of the music industry."

Holloway will be spending a lot of time in the Middle East once the plant opens in 1999. "Our aim is to exploit the expanding local market as well as providing a service to European customers. The copyright laws in the Middle East have been considerably tightened, in order to drive out cassette piracy, and we are expecting that there will be considerable growth in the CD market as a result," he continues.

"The new plant will cater for that local demand and, in addition, we will be employing two or three sales people for the European market who will work from the HHO offices in London."

Since joining HHO, Holloway's role has progressed into business development and he now concentrates on new business activities.

"Working in a smaller, dynamic operation gives rise to its own challenges which, with Hadaway's style of management, are always exciting but fun," Holloway adds. "I like the fact there is an informal atmosphere and no one stands on ceremony, but the work always gets done and there are very successful results."



# CONGRATULATIONS

# HENRY

# Hey!

presto★

## SOLD IN 40 COUNTRIES AROUND THE WORLD

U.K

Tel: (44) 161 834 8485

Fax: (44) 161 832 8057

e-mail: sales@kbi-e.co.uk

Hong Kong

Tel: (852) 2750 7963

Fax: (852) 2707 9026

e-mail: karrex@netvigator.com

## K.B. GROUP

# key staff

# CONGRATULATIONS

TO HENRY AND THE HENRY HADAWAY  
ORGANISATION ON YOUR 30 YEARS OF  
SUCCESS.

From THE INTERNATIONAL INVESTMENT  
ARABIAN GROUP  
in association with  
MULTI MEDIA TECHNOLOGY ORIENTAL GROUP

WE ARE PROUD TO WORK WITH YOU IN THE FUTURE  
IN THE LAUNCH OF OUR NEW OPTICAL DISC  
MANUFACTURING FACILITY.

“MULTI MEDIA TECHNOLOGY ORIENTAL GROUP’  
(MMT)

Meeting the needs of the music and multi media industries.

REPRESENTED AT MIDEM BY HHO ON STAND  
NO.11.19

INTERNATIONAL INVESTMENT ARABIAN GROUP  
COMPANY.

P.O. BOX: 925866, Code 11110, Amman, Jordan.

Tel: 962 65 60555 Fax: 962 65 677771

E-mail address : gai@nol.com.jo



A special advertising feature



## Sarah Black

Recently-appointed Javelin sales manager Sarah Black is responsible for the coordination of all international sales, as well as general administration.

Sarah also has considerable input with new Javelin releases, and frequently utilises her extensive knowledge of popular music catalogues in compiling CD collections.

"Our intention is to re-establish Javelin as a major player in the budget and super-budget marketplace," she says. "We have put together a five-point plan to achieve this. The first step has been to redesign the existing Javelin catalogue, as well as planning 40 new CD releases to strengthen the catalogue generally. Packaging of low-price product is extremely important and we will be unveiling a new look for the new millennium."

Black points out that Javelin has access to a large amount of repertoire that has yet to be fully exploited. "In particular, we have very strong Irish and country music catalogues, and we shall certainly be releasing many more titles from these genres," she says. "There are currently around 300 CD titles in the entire Javelin range which includes the Spotlight series, Musique D'Or and Emperor (low-price

*OUR VERY BEST WISHES TO*

*HENRY HADAWAY*

*© The Henry Hadaway Organisation on their 30th Anniversary.  
May our association last for another 30 years – and more.*

*Congratulations from all of your friends at:*

CDI (COMPACT DISC INTERNATIONAL) LTD  
GAN GALRAM INDUSTRIAL ZONE  
KARMIEL, ISRAEL.  
TEL (972-4) 9983121  
FAX (972-4) 9983124

L&M OPTICAL DISC LLC  
303 LOUISIANA AVENUE  
BROOKLYN, NEW YORK  
TEL (001-718) 649 3500  
FAX (001-718) 649 9300



classical product), Satril, Pure Sounds (South American and Cuban music), Prairie Country (country) and the Crown Collection."

She adds that Javelin has been particularly successful in the overseas market. "We have had some tremendous export sales, but it is now a priority to re-establish Javelin's market share in the UK. There will be a closely coordinated campaign between Javelin and our co-distributor, Total Home Entertainment."

Javelin's philosophy has always been to ensure that the product looks and sounds as good as if it were retailing at full price.

"By offering great value for money we will build up long-term consumer loyalty. At HHO and Javelin we are always looking for new concepts and for ways of making our product stand head and shoulders above the competition," she says. "I believe that we are achieving that aim and that Javelin will enter the new millennium as one of the UK's leading low-price music companies."

Sarah, who has been with HHO for four years, previously had a successful career as a television actress, as well as being a presenter for Sky Television.



Javelin's range of titles offers great value in country, classical and timeless music

Javelin  
key staff

# Congratulations Henry on your 30 years.

A Lord by title,  
but a Prince of a man.



From your friends at Front Row Entertainment, Inc.

"Congratulations  
on a virtuoso  
performance.

Best wishes  
from  
Edmonds Bowen  
& Company,  
Solicitors"

## Munaver Khan

Although his first responsibility lies with the HHO studio, where he first worked as a tape operator and then engineer, Munaver Khan is now very much part of the Javelin team and often plays a crucial role in the production of many of the label's CD releases.

Khan joined HHO two years ago and in his spare time he can be seen DJing in London clubs such as The Complex in Islington, and Smithfields in Farringdon.



He has been able to make great use of his wide knowledge of popular music by compiling various CD releases for Javelin, the most recent of which are Classic Soul and Classic Jazz. Khan also puts together special samplers which are subsequently sent out to other companies who want to license product from HHO and Javelin.

## Anna Demetriou

Anna Demetriou joined the Henry Hadaway Organisation in 1994, and is now the company's licensing manager. She deals with HHO's international customers around the world, and also works closely with the MCPS in the UK.



In addition, she acts as personal assistant to Henry Hadaway, running his day-to-day diary as well as organising letters and administration. This is a role that she says she particularly enjoys.

"Henry is a great character and the whole company has a great atmosphere. Everybody gets on with everybody, and nobody is too big to help someone else out with their job," she adds.

Demetriou came straight to HHO on graduating from the University of North London with a Higher National Diploma in business and finance. Her first job was as a receptionist at Satril House and she gradually worked her way up the ladder before becoming Henry's personal assistant and HHO licensing manager 18 months ago.

## Sue Pilina

Accounts manager Sue Pilina has worked for the Henry Hadaway Organisation for the past five years. She is in constant contact with all HHO's customers and suppliers, and so ensures a smooth flow of information, which in turn guarantees that accounts are always kept up to date.

Apart from checking bank balances, and making sure that all payments are made and received on time, Pilina also looks after the sales and purchase ledger and has responsibilities for all of Hadaway's corporate subsidiary companies. She is also involved with sorting CD stock at HHO headquarters.



Pilina, who works closely with business affairs manager Roger Gagan, came to HHO from the fashion industry, where she spent seven years as a wholesale buyer in London's East End.

A regular visitor to Midem on behalf of HHO, Pilina says, "I enjoy working at HHO. No two days are ever the same and there are always new challenges to keep everybody on their toes. Henry is a very experienced music business entrepreneur. Not only does he bring out the best in everybody, but he inspires great loyalty among his staff, too."

CONGRATULATIONS  
AND BEST WISHES  
TO HENRY AND ALL  
AT HHO

## Laurence Myers

1 York Street  
London W1H 1PZ  
Tel: 0171-224 4780  
fax: 0171-224 4790  
email: LaurMyers@aol.com

key staff

**Only The Strong Survive !**

**HHO**

The Henry Hadaway Organisation Plc

**30 Years**

**CONGRATULATIONS**

**We are proud to be part of  
your continuing success**



# ROBA

MUSICVERLAGE

We are happy to be a  
member of your family!

From Rolf and all at Roba  
With Compliments

Roba Music Publishing

- The major publishing alternative-

Feldbrunnenstrasse 50

D-20148 Hamburg

Telefon +49 (0) 40/414108-0

Telefax +49 (0) 40/414108-77

# HHO

HENRY HADAWAY ORGANISATION PLC

A special advertising feature

## Warren Richards

Warren Richards joined HHO full time as art and graphic design director a year ago, after freelancing for the company for almost a decade.

Richards, who previously ran his own graphic design company, is responsible for the sleeves of all of Javelin's various CD and cassette ranges. He also designed the Javelin catalogue and has responsibilities for picture research.

"Henry has always enjoyed having his own input with the graphic side of the company", says Richards. "He has a keen eye for design and likes to make his own suggestions."



## Susan Hicks

Receptionist Susan Hicks is usually the first person anybody visiting or phoning Satril House will encounter. Her friendly but professional manner represents a perfect shop window for HHO's welcoming style.

Susan has worked with the company for 18 months but learned her professional skills in the hotel industry.



## Nicholas Green

HHO company accountant Nicholas Green is the 'new kid on the block' at HHO, but brings with him a wealth of accountancy experience. He also acts as company secretary for HHO.

After graduating from Bristol University, where he studied economics, Green learned his trade working as a manager for four years with Cooper & Lybrand in the City of London. The company, one of the largest financial business advisers in the UK, recently merged with Price Waterhouse.

Green looks after all of HHO's financial administration and, as company secretary, keeps an eye on the financial affairs of every one of Henry Hadaway's wide range of companies.

Away from Satril House, Green is involved with London Network Radio and presents a regular programme on environmental issues affecting the London area, which is broadcast to several north London hospitals including the Royal Free in Hampstead.



# MUSIC Avenue

**HAPPY BIRTHDAY HENRY**  
I'm looking forward to  
working with you for  
the next 30 years!

Affie Falckenbach

**MUSIC AVENUE**

BRUSSELS PARIS MONTREAL LONDON

MUSIC AVENUE (Europe) spr/txvax: 17 rue Backers - 1040 Brussels - Belgium  
Tel: +32 2 648 58 30 - Fax: +32 2 648 51 97 - E-mail: music.avenue@planetinternet.be

# SelleS Ent.

Thomasz Bielski

With HHO we know we're in pole position

Congratulations to *Henry Hadaway* on  
30 years of success . . .

From SelleS Ent

Thomasz Bielski & Marek Krasowski

music week

Editor: Alex Scott, Group Special Projects Editor: Chris de Whalley, Writer: Chris White, Group production editor: Doreen Holland, Designer: Fiona Robertson, Sub-editor: Michael Byrne, Sales director: Ruall Blackett, Deputy group sales manager: Judith Bover, Sales executive: Sally Thompson... For Miller Freeman Entertainment Ltd, Ad producers: Denise Walsh, Editor-in-chief: Steve Radmond, Publishing director: Andrew Brain, Managing director: Douglas Stewart.

© Miller Freeman plc, 1998. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means electronic or mechanical, including photocopying, recording or any information storage or retrieval system without the express prior written consent of the publisher. The contents of Music Week are subject to reproduction in information storage and retrieval systems. Registered at the Post Office as a newspaper. Member of Periodical Publishers' Association. Originated and printed by Stephens & George Magazines, Goot Mill Road, Dowlish, Mertonby Tydfel, Mid Glamorgan CF48 3TD

**THANK YOU FOR LEADING US TO SUCCESS**

**HHO**

**Henry Hadaway Organisation Ltd**

**CONGRATULATIONS FOR YOUR 30<sup>TH</sup> ANNIVERSARY IN THE  
MUSIC BUSINESS, FROM YOUR MAIN SPANISH PARTNER**



***STAR RECORDS***

**OVER 3.000.000 RECORDS SOLD THIS YEAR  
THE BEST CATALOGUES FOR THE MOST EXPECTED COMPILATIONS**

C/ DOCTOR CASTELO Nº 10 - 6º C - 28009 MADRID - SPAIN  
PHONE: 00-34-91-574.41.88 FAX: 00-34-91-574.45.21

# BOOKING OFF

An at-a-glance guide to the UK companies exhibiting at this year's Midem. Compiled by Phil Ross.

## the british at midem stand 1999



Since it adopted its new logo and small, numbered 49.65, this year it will play host to more than 80 delegates from the companies below.

### ABEY ROAD INTERACTIVE

Address: 3 Abbey Road, London NW8 9AY, tel: 0171-636 7070, fax: 0171-266 7250, e-mail: info@abbyroad.com

Type of business: Multimedia developer  
Stand number: 13.09  
Key delegates: Sam Harvey, Creative Director;  
Chris Schoenleber, Account & Project Manager;  
Louise Aarons, Product Manager; Viki Nakoon,  
Digital Video Editor

### AIC MUSIC PRODUCTIONS INTERNATIONAL LTD

Address: PO Box 111, East Gifford, West  
Sussex RH15 4FZ, tel: 01342 328 567, fax:  
01342 315 958, e-mail: info@aicmusic.co.uk

Type of business: World music label and  
distributor  
Stand number: G3.07  
Key delegates: John Gouray, Managing Director;  
Andrea Grant-Webb, International Sales Manager;  
Gra Gouray, Production Coordinator

### ART & SOUL

Address: Burlington House, 64 Chiswick High  
Street, London W4 15Y, tel: 0181-742 3366, fax:  
0181-742 3331

Type of business: Record company, advertising  
and soundtracks, distribution, publishing

Stand number: H4.14  
Key delegates: Hawk Wolinski, Director; Rod  
Gammons, Director; John Cooke, Manager; Helen  
Gammons, Head of A&P

### BIG MUSIC

Address: Woodlands, 80 Wood Lane, W12 1UJ  
OTI, tel: 0181-743 8000, fax: 0181-749 9259

Type of business: Producer, television, video,  
music

Stand number: L5.10  
Key delegates: Hazel Wright, Executive Manager  
TV & Music; Auri MacRoery, Head of Millennium  
Levies; Graham Semuels, General Manager,  
Global Marketing; BBC Music; Bob Lockyer,  
Executive Production, Dance

### BEEHIVE INTERNATIONAL LTD

Address: 1 Warple Meads, off Warple Way, London  
N3 9RF, tel: 0181-742 2540, fax: 0181-749  
4289 or 0181-749 8455, e-mail:  
sales@beehiveint.co.uk

Type of business: International distribution

Stand number: L1.10  
Key delegates: Oliver Comberti, Managing  
Director; Steve Sparks, General Manager; Roger  
Mey, Sales Director; Alan Nazareth, Sales  
Manager, Far East

### BIG MUSIC PUBLISHING INTERNATIONAL LTD

Address: Bedford House, Fulham High Street,  
London SW6 3JW, tel: 0171-384 7600, fax: 0171-  
384 8162

Type of business: Music publishing

Stand number: G3.32  
Key delegates: Andrew Jenkins, Vice President of  
International

### BRITISH MUSIC RIGHTS LTD

Address: British Music House, 20 Berners Street,  
London W1P 3EJ, tel: 0171-305 4446, fax:  
0171-305 4449, e-mail: britishmusic@bnrr.org

Stand number: 17.12  
Key delegates: Alison Hunter, Chairman; Erma  
Culley, Assistant to Director General; Nanette  
Rigg, Director General

### CARTON HOME ENTERTAINMENT

Address: The Waterfront, Elstree Road, Elstree,  
Hertfordshire WD6 3BS, tel: 0181-207 6207, fax:  
0181-207 5789, e-mail: sales@cartonent.co.uk

Type of business: Music and video producers,  
distributors and rights owners

Stand number: 26.07  
Key delegates: Gerry Donohoe, Managing  
Director; Michael Dijkstra, Export Sales Manager;  
Pat Wallon, Receptionist; Norman Joplin, Audio  
& A&P Manager

### CASTLE COMMUNICATIONS PTE

Address: 429 Binwell Business Park, Leathbridge  
Road, Chesham, Surrey KT9 2NY, tel: 0181-  
974 1021, fax: 0181-974 2874, e-mail:  
info@castlemusic.com

Type of business: Distribution, record company  
Stand number: 25.04  
Key delegates: Joe Cokeli, Managing Director; Ed  
Lodge, European Sales & Marketing Director;  
Lorraine Jones, Head of Licensing

### CHARLY RECORDS (UK) LTD

Address: 1 Penarth Road, London SE15 1NT, tel:  
0171-732 5642, fax: 0171-277 6250

Type of business: Record company

Stand number: 05.23  
Key delegates: Sue Mackay, General Manager

### ACE RECORDS

Indian Ocean Multi Media  
Jammiri Music Group  
Kicker! Records  
King Starkey Records  
KRL  
Linn Records  
New Millennium Comms  
New Note Productions  
Pendulum Vax  
Piccolo Records Ltd  
Plastic Surgery

Type of business: Betweens label  
Stand number: 20.02  
Key delegates: Samaraha Richards, Managing  
Director; Mathias Robin, Marketing Manager;  
Simon Peng Washford, International Sales &  
Marketing; Steve Platt, International Licensing

### CLASSIC & FUTURE PUBLISHING

Address: Beaufort Court, 30 Mornmouth Street,  
Bath BA1 2BW, tel: 01225 44 22 44, fax: 01225  
44 60 19, e-mail: rail@vanguardnet.co.uk

Type of business: Magazine publishing

Stand number: 14.15  
Key delegates: Neil Evans, Features Editor,  
Jeremy Pound, Features Editor; Nina Heaton,  
Advertisement Manager; Helen Shortridge, Sales  
Executive

### CONTENTPOINT SYSTEMS LTD

Address: 144 Camden High Street, London, tel:  
0171-543 7950, fax: 0171-543 7600, e-mail:  
contentpoint@compuserve.com

Type of business: Annis software supplier

Stand number: 07.29  
Key delegates: Annis Beignu, Vice President; Bob  
Katsovsky, CEO; Paul Dawsey, Department Manager

### CRONSON PRODUCTIONS LTD

Address: Marjol House, 6 The Green, Richmond,  
Surrey TW9 1PL, tel: 0181-948 0011, fax: 0181-  
948 1098

Type of business: Record company specialising in  
mid/low-price multi-artist compilations

Stand number: 03.08  
Key delegates: Tony Whalley, Head of Commercial  
Development; Pete MacInn, Head of Sales &  
Marketing (Demon); Eleanor Champ, Sales Manager;  
Niki MacIachlenn, Business Affairs Manager

### CYCO MUSIC

Address: 1c Spanish Road, London N19 4EL, tel:  
0171-686 7070, fax: 0171-686 7071, e-mail:  
cyclo@ron.co.uk

Type of business: Label, producer, publishing

Stand number: H4.11  
Key delegates: Neil Macey, A&R Consultant;  
Michael Marchal, Director; Emmanuel Perrot,  
Promotion; Richard Vestrum, Publishing

### DISCONTINUED MANUFACTURES LTD

Address: Southwater Business Park, Worthing  
Address: Southwater, West Sussex RH13 7YU, tel:  
01403 732 302, fax: 01403 733 906, e-mail:  
smf@discont.co.uk

Type of business: CD and DVD mastering and  
pressing plant

Stand number: 05.23  
Key delegates: Sue Mackay, General Manager

### HTD RECORDS

PPL  
President Records  
Quixotic Records  
Revolver Music  
Rideout Records  
Sunn Recordings  
Stanley House Group  
Steve Marloff Licensing  
Taster Records Ltd  
World Music Network

Clare Atkinson, Sales Admin Manager; Martin  
Biggill, Audio Sales Manager; European Sales;  
Roger Twynham, Multimedia Sales Manager

### DRESSED TO KILL

Address: First Floor, 21 Maddox Street, London  
W1R 9LE, tel: 0171-408 2121, fax: 0171-629  
9825, e-mail: otk@kill.com

Type of business: Record label specialising in low-  
budget compilations and box sets etc.

Stand number: 03.28  
Key delegates: George Kinnon-Howe, Managing  
Director; Claire Dundra, Sales Manager; Maria  
Andrea, Company RA

### EARLE RECORDS

Address: Eagle House, 22 Armory Way, London  
SW18 1LZ, tel: 0181-870 5670, fax: 0181-875  
0050, e-mail: midem@eagle-rock.com

Type of business: Record company

Stand number: 04.32  
Key delegates: John Knowles, Managing Director;  
Lindsay Brown, Deputy MD/International Director;  
Joe Murns, Marketing Manager; Natasha Riley, PA  
to MD & Deputy MD

### ENG PRODUCTIONS & DISTRIBUTION LTD

Address: 96 Chase Road, London N14 4LD, tel:  
0181-882 9615, fax: 0181-882 2760, e-mail:  
geny@engprodgroup.com

Type of business: Agent, distribution, licensing,  
record company

Stand number: 03.28  
Key delegates: Gerry Holdens, Chairman; George  
Kwabiashie, A&R, Marketing Director; Naomi  
Karantini, Product Manager; Anita Piattak, Product  
Manager

### GALLANT

Address: Unit 6, Junction 19 Business Park,  
Green Lane, Hayward, Rochdale OL10 1MB, tel:  
01706 622 202, fax: 01706 627 379, e-mail:  
patrick@hell.com

Type of business: Music production company  
specialising in nature, world and new age music

Stand number: AD.23  
Key delegates: Colin Samuels, Managing Director;  
Sir Anthony, Export Marketing Manager; Peter  
Sandrau, Product Development Manager

### GRAPHOPHONE PUBLICATIONS LTD

Address: 135 Greenford Road, Suburb Hill,  
Harrow, Middlesex HA1 3TD, tel: 0181-422 4552,  
fax: 0181-989 8403, e-mail:  
editor@graphophone.co.uk

Type of business: Magazine publishing

Stand number: 12.02  
Key delegates: James Jolly, Editor; Paul



Geoghegan, Advertisement Manager; Emma Roach, Production Editor, International Opera Collector & International; Henri Smith, Deputy Editor

**GREENSLAVES RECORDS & PUBLISHING**

Address: Unit 14, Metro Industry Centre, St John's Road, Isleworth, Middlesex TW7 6AJ; tel: 0181-758 0164, fax: 0181-758 0911, e-mail: greenslaves@easy.net.co.uk

Type of business: Record and publishing company  
Stand number: 04.35  
Key delegates: Chris Sedgwick, Managing Director; Ian Taylor, Business Development Manager; Johanna Kall, A&R and Sales Coordinator

**GENE HO PUBLISHING**

Address: 54 Crawley Road, London NW2 2AD; tel: 0181-664 8790, fax: 0181-664 1755, e-mail: mich@krazykat.demon.co.uk  
Type of business: Licensing, publishing, classical  
Stand number: 40.25  
Key delegates: Michelle Mullen, Director; Nathan Roden, Public Relations

**HENRY HADAWAY ORGANISATION/JAVELIN DISTRIBUTION**

Address: Satri House, 3 Blackburn Road, London NW5 1RZ; tel: 0171-328 8283, fax: 0171-329 9037

e-mail: hh@iial.pipex.com  
Type of business: Independent licensing company and budget CD distribution  
Stand number: 11.23 & 11.19  
Key delegates: Henry Hadaway, Chairman; Ian Holloway, Business Development Manager; Sue Pilina, Accounts Administration; Sarah Black, Marketing

**IPE ARTISTS/RED AUDIENCE**

Address: Media House, 3 Burlington Lane, London W8 2TH; tel: 0181-253 5873, fax: 0181-253 5801, e-mail: swift@imgworld.com or advies@imgworld.com  
Type of business: Classical producer  
Stand number: 15.17

Key delegates: Stephen Wright, Managing Director; Alison Davies, Projects Assistant; Hélène Le Coeur, Production Manager; Ideal Audience

**INDEPENDENT MUSIC GROUP LTD**

Address: 54 Larkhall Road, London E4 6PD; tel: 0181-523 9000, fax: 0181-523 8858

Type of business: Publishing, advertising and movie soundtracks  
Stand number: 25.07  
Key delegates: Ellis Rich, Chairman; Catherine Besden, PA to Chairman; Tim Holler, Consultant

**INDIGO ENTERTAINMENT**

Address: 25-26 Ivor Place, London NW1 6HR; tel: 0171-616 8100, fax: 0171-616 8105  
Type of business: Compact disc manufacturer, importer, exporter; label, multimedia  
Stand number: 23.12

Key delegates: Marcello Tammaro, Managing Director; Anthony Oliva, Sales Director; Julie Brown, Account Manager; Caroline Higgins, Account Manager

**I-TEL ENTERTAINMENT (UK) LTD**

Address: M&S House, 12 Farway Drive, Greenford, M5 6UB URB; tel: 0181-566 6769,

**Palais De Festivals: entering the throng**

fax: 0181-575 2264, e-mail: kf@tel-uk.com  
Type of business: Record company  
Stand number: 20.01

Key delegates: Patrick Broderick, Managing Director; Janie Webber, Label Manager; Anna Sabakan, Business Affairs Manager; Yasmin Harding, Hosting

**LASSO EXHIBITS**

Address: Unit 2, Champions Park Industrial Estate, 376, 388 High Road, London NW10 2DY; tel: 0181-459 8800, fax: 0181-451 5555, e-mail: 100434.357@compuserve.com  
Type of business: Music exporter  
Stand number: 09.24

Key delegates: Nick Lassman, Director; Peter Lassman, Managing Director; Paul Burrows, Sales Manager

**LEUO, THE SMALL BUSINESS ALLIANCE FOR N IRELAND**

Address: Upper Galway, Belfast BT8 6TB; tel: 01232 492 031, fax: 01232 691 432, e-mail: leu@red.i.gov.uk

Type of business: Showcase stand entitled 'In Tune with Northern Ireland'  
Stand number: 11.20

Key delegates: Deirdre Lacey; Zita Murnaghan

**LIGHTNING EXHIBITS LTD**

Address: Units 3-4, Northgate Business Centre, Crown Road, Enfield, Middlesex EN1 1TG; tel: 011-905 5151, fax: 0181-905 5252, e-mail: lighting@lightningshow.co.uk  
Type of business: Audio and video export company  
Stand number: 11.18

Key delegates: Graham Lambdon, Managing Director; Manfred Schmitz, Head Of Sales; Paul Zimmerman, Sales Manager; Adrian Matthews, Purchasing Director

**HANCHESTER MUSIC CITY****STAND/FACTORY RECORDS LTD**

Address: 3-4 Little Peter Street, Manchester M15 4PS; tel: 0261-834 4440, fax: 0261-834 4700, e-mail: ahw@factory.com or jerry@postern@factoryrecords.com  
Type of business: Record company  
Stand number: 15.30

Key delegates: Anthony H Wilson, CEO; Jeremy Fawcett, General Manager; Warren Bramley, Assistant Label Manager

**HARROLD MUSIC**

Address: 66A Wigmore Street, London W1H 9QL; tel: 0171-486 0144, fax: 0171-486 0140, e-mail: cm@hmusic.com

Type of business: Advertisement and movie soundtracks, publishing, licensing  
Stand number: 19.06  
Key delegates: Paul Savary, Managing Director; Mike Collier, International & Publishing; Steve Green, Licensing; Antoine Ranzani, International

**HBL/MUSIC WEEK/FORD**

Address: Fourth Floor, 8 Montague Close, London SE1 8JH; tel: 0171-940 8500, fax: 0171-407 7034  
Type of business: Magazine publishing  
Stand number: 26.10

Key delegates: Steve Redmond, Editor-In-Chief; Jay Scott, Editor; Music Week and MBI; Martin Talbot, Editor; Fono; Rod Blackett, Sales Director; Judith Rivers, Deputy Group Sales Manager; Matthew Tyrrell, International Sales Manager

**HOPS/FRS**

Address: Copyright House, 29-33 Berners Street, London W1P 4AA; tel: 0171-580 5544, fax: 0171-306 4340

Type of business: Royalty collection agencies  
Stand number: 17.08  
Key delegates: John Hutchinson; Andrew Potters; Jonathan Simon; Terri Anderson

**MUSIC COLLECTION INTERNATIONAL/MUSIC PUBLISHING LTD**

Address: 76 Dean Street, London W1P 5HA; tel: 0171-398 9500, fax: 0171-398 8901

Type of business: Publishing  
Stand number: 07.13, 07.15  
Key delegates: Peter Slack, Managing Director; Steve Flinn, Head of International Sales; Jonathan Hancock, International Sales Executive; Danny Keene, Marketing Director; Steve Buryan, Product Manager; Bob Fisher; MD Westside; Robin Swain; Paul Hatcher, Head of Licensing; Carolyn Swain, Export Administrator

**THE MUSIC FACTORY ENTERTAINMENT GROUP LTD**

Address: Hawthorne House, Fitzwilliam Street, Parkgate, Rotherham S62 6EP; tel: 04709 711092, fax: 04709 923141, e-mail: music@mfeg.demon.co.uk

Type of business: Licensing, producer, publishing, record company  
Stand number: 09.36  
Key delegates: Peter Parkin, Managing Director; John Pophis, Chairman & C.E.O.; Susan Pickles, Director; Jacqueline Esteron, Marketing Manager

**MUSIC PUBLISHERS ASSOCIATION**

Address: 3rd Floor, Strangely, 18/20 York Buildings, London WC2N 6JN; tel: 0171-439 7779, fax: 0171-839 7776, e-mail: mpaa@musicpublishers.co.uk

Type of business: Trade organisation/music publishing  
Stand number: 17.02  
Key delegates: Sarah Faulder, Chief Executive; Alex Webb, Publicity & Events Manager; Catherine Lunn, Office Administrator

**NETWORK LICENSE GROUP**

Address: Network House, 29-39 Stirling Road, London W3 2DU; tel: 0181-993 5956, fax: 0181-992 0340, e-mail: terr@rab.co.uk

Type of business: Compact disc manufacturer, distribution, importer, exporter, label  
Stand number: 07.19  
Key delegates: Terry Winsor, Managing Director

**NEW MUST CORPORATION LTD VIA DISTANCE RECORDS**

Address: Unit 1, Torridge Works, London NW5 2RT; tel: 0171-462 1482, fax: 0171-482 2848, e-mail: dist@distancehit.co.uk

Type of business: Distribution, label, publishing  
Stand number: 14.23  
Key delegates: Jean Strickles, Joe Stanley, Anie Daw, International Manager; Joie Pransky, A&R Manager

**NEW WORLD MUSIC LTD**

Address: The Barn, Becks Green, St Andrews, Suffolk NR34 5NB; tel: 01986 781882, fax: 01986 781645, e-mail: newworld@iclid.pipex.com

Type of business: Publishing, record company

Stand number: 12.04  
Key delegates: Neil Worgan, Chairman; Jeff Stewart, Managing Director; Chris Pywell, Sales Executive; Adrian Sampson, Sales Manager

**NEWSWORLD 2000 LTD**

Address: Puckshott Farm, Off Wycombe Road, Haslemere, Surrey GU27 1AA; tel: 01428 654464, fax: 01428 643789, e-mail: mcg@newsnet.co.uk

Type of business: Distribution, importer, exporter, label, licensing  
Stand number: 05.15  
Key delegates: Colin Asby, Managing Director; Peter Harris, Sales Director; Marcus Shelton, Creative Director; Raffaella Fowler, Secretary

**NEWVISION SOUND LTD**

Address: Regent House, 3 Print House, London NW10 0AQ; tel: 0171-267 6889, fax: 0171-267 6746

Type of business: Publishing, record company  
Stand number: 07.31  
Key delegates: Colin Newman, Chairman; Frank Lea, Director; Peter Switzer, Blues Label Manager; Del Taylor, General Manager

**NYC ARTS**

Address: The Forum, 74-80 Camden Street, London NW1 0EG; tel: 0171-388 3833, fax: 0171-383 5332, e-mail: mia@fox-newyork.com

Type of business: Distribution, producer  
Stand number: 15.11  
Key delegates: John Kelleher, Managing Director; Elizabeth Pota, Sales Manager; Tom Brooks, Sales Executive; Simon Broughton, Producer

**OLIVER BOOKS LTD**

Address: 16/18 Wimbledon Stadium Business Centre, Riverside Road, London SW18 0AT; tel: 0181-879 3949, fax: 0181-879 0792, e-mail: sales@oliverbooks.com

Type of business: Importer, exporter, publishing, wholesaler  
Stand number: 03.26  
Key delegates: Peter Fenton, Managing Director; Keith Gaetano DeSiano, Int. Sales Executive; Denise Howe, Sales Manager

**ONE STEP MUSIC LTD**

Address: Independent House, 54 Larkhall Road, London E4 6DP; tel: 0181-523 9000, fax: 0181-523 8898

Type of business: Advertisement and movie soundtracks, compact disc manufacturer, importer, exporter, label  
Stand number: 25.05  
Key delegates: Andy Bailey, Director; Sam Johnson, A&R; Jacqui Brown, International; Dennis Rayment, PA to Chairman

**PALAN MUSIC PUBLISHING**

Address: Greenlane Place, 115, 123 Bayham Street, London NW1 0AG; tel: 0171-446 7444, fax: 0171-446 7447, e-mail: tim@palan.com

Type of business: Music publishing  
Stand number: 07.23  
Key delegates: Mark Levinson, Chief Executive; Tim Budden, Senior Vice President Client Liaison; Scot Ferard, International; Chris Gray, Senior Vice President of Operations; Sam Bruce, Creative & Licensing Manager

**PARK RECORDS**

Address: PO Box 651, Oxford OX2 9BB; tel: 01865 241717, fax: 01865 204556, e-mail: parkrec@bocw.net

Type of business: Advertisement and movie soundtracks, producer, publishing, record company  
Stand number: 11.14  
Key delegates: John Dagnell, Managing Director; Kevin O'Sullivan, Artist Coordinator; Tony Poole, Publishing Manager; Philip Udell, Marketing Manager

**PERARUS RECORDS**

Address: Unit 5, Brock Trading Estate, Doodrook Lane, Adeshoft, Hampshire GU12 4XB; tel: 01252 350173, fax: 01252 350171, e-mail: dist@peragle-rock.com or dennis@peragle-rock.com

Type of business: Distribution, record company  
Stand number: 04.28  
Key delegates: Dennis Lloyd, Managing Director; Jeremy Bowles, Export Sales Manager; Rob Falon, UK Sales Manager

**PINNACLE/ONBA/WINDSOR INTERNATIONAL**

Address: Eclitron House, Overy Avenue, St Mary Cray, Orpington, Kent BR5 3R1; tel: 01689 830 969, fax: 01689 890 388, e-mail: jim@pines@windor.co.uk

Type of business: Export, record company  
Stand number: 07.37  
Key delegates: Frank Pinnacle, Steve Mason, Chairman; Tom Powell, Managing Director; Susan Rish, Head of Label Manager; For Zomba: Steven Howard, Managing Director; Zomba Music Publishing; Steve MacEachron, A&R Director; For Windang: Steve Bradley, Managing Director; Jay James, Sales Manager; Nick Brown, Marketing Manager

**PLAIDWY RECORDS LTD**

Address: Unit 6M, Cooper House, 2 Michael Road, London SW6 2AQ; tel: 0171-731 0008, e-mail: mia@plaidwy.com



**PINNACLE IMPORTS**  
**THE UK'S NO. 1 MUSIC IMPORTER**  
**Call us FIRST**

Tel: +44 (0)1322 619234

Fax: +44 (0)1322 619257

e-mail: team@pinnacle-imports.co.uk

Stand No. 07.37



**plains@plains.com**  
**Type of business:** Record and publishing company  
**specialising in:** trance music  
**CD number:** 0318  
**Key delegates:** Simon Berry, Managing Director;  
 Alan, Label Manager; Frank Gee, Label Manager

**PRIVATE RECORDINGS**  
**Address:** 340 Athlon Road, Alporton, Middlesex HA0 1BK, tel: 0181 601 2211, fax: 0181 997 2292  
**Type of business:** Label, licensing  
**Stand number:** 07.34  
**Key delegates:** Ian Phillips, Personal Services; Keydelight, A&R Department; John Warwick, Director; Label Manager; Jo Feakes, International Manager

**PURA LESURE CORPORATION PLC**  
**Address:** Unit 1, Baird Road, Enfield Middlesex EN1 1SL, tel: 0181 804 8100, fax: 0181 805 8001, e-mail: gresland@purasales.com  
**Type of business:** Importer, exporter, label, multimedia  
**Stand number:** 09.02  
**Key delegates:** Susanna Jones, Special Projects Buyer; Simon Checketts, Music Director; John Gahan, Buyer; Glenn Greflund, Product Manager

**REACT RECORDS**  
**Address:** Windyhill Farm, Barrochan Road, Houston, Renfrewshire PA5 7AK, tel: 01505 615726, fax: 01505 615604  
**Type of business:** Record company  
**Stand number:** 21.01  
**Key delegates:** Chris Gorman, Managing Director

**RA ASSOCIATES**  
**Address:** 46 Great Marlborough Street, London W1P 1DB, tel: 0171 439 2637, fax: 0171 439 2316, e-mail: rma@raassociates.co.uk  
**Type of business:** Distribution, producer, television, video music, classical  
**Stand number:** 15.02  
**Key delegates:** Renier Moritz, Managing Director; Thomas Gonschior, Sales Executive; Barbara Belin-Witkowski, Head of TV Sales and Co-Productions; Anne McGrath, Sales Executive

**THE SALES OFFICE**  
**Address:** 2nd Floor, 8 Temple Square, Aylesbury, Bucks HP20 2QH, tel: 01296 334454, fax: 01296 334464, e-mail: nigel@thesalesoffice.demon.co.uk  
**Type of business:** Distribution, importer, exporter, label, video sales  
**Stand number:** 07.35

**Carole Delegates:** Nigel French; Dick Speller; Keynote Frequencies  
**SH GLOBAL LTD**  
**Address:** Oak Lodge, Leighams Road, Bicknacre, Chelmsford, Essex CM3 4HF, tel: 02245 328683/329418, fax: 021425 329113, e-mail: shglobal@shl.com  
**Type of business:** Importer, exporter, television, video music, record company  
**Stand number:** 04.19  
**Key delegates:** Ricky Harley, Producer; Anthony Klein, Sales Manager; Derek Martin, Creative & Design; Bruno Zolter, Sales Europe

**SCOTSDISC.O.S. PRODUCTIONS LTD**  
**Address:** Newtown Street, Kilsyth G65 0JX, tel: 01236 821 081, fax: 01236 826 900, e-mail: nscott@scottdisc.co.uk  
**Type of business:** Video, music and multimedia production company  
**Stand number:** 13.15  
**Key delegates:** Douglas Stevenson, Managing Director; Bill Gordan; Director; Yvonne McKay, Director Assistant & Export Sales Manager

**SCOTTISH TRADE INTERNATIONAL**  
**Address:** 120 Bothwell Street, Glasgow G2 7JP, tel: 0141 229 2847, fax: 0141 228 2850, e-mail: tom.lamb@scotintl.co.uk  
**Type of business:** Official organisations, professional federations  
**Stand number:** 21.01  
**Key delegates:** Chris Hansen; Sue Hunter, Senior Development Executive; Tom Lamb, Manager Europe; Jenny Crowe

**SEE FOR HILLS RECORDS**  
**Address:** Unit 10, Littleton House, Littleton Road, Ashford, Middlesex TW15 1UU, tel: 01784 247 176, fax: 01784 241 168, e-mail: see@see4hills.com  
**Type of business:** Recording, publishing, distribution, mail order company  
**Stand number:** 13.17  
**Key delegates:** Colin Miles, Director; Mark Rye, Director; Steve Waters, Sales & Marketing

**SH W LTD**  
**Address:** Unit 64, Hallmark Trading Estate, Fourth Way, Wembley HA9 0LB, tel: 0181 902 7666, fax: 0181 902 7888, e-mail: info@shw.co.uk  
**Type of business:** Compact disc manufacturer  
**Stand number:** 09.29  
**Key delegates:** Farhat Nissa, Managing Director; Shaikat Husain; Yvonne Bahn; Arju Dutta, Production Manager

**SIVA SCENAR RECORDS GROUP**  
**Address:** 3 Prowse Place, London NW1 9PH, tel: 0171 428 5500, fax: 0171 482 2385, e-mail: info@sivarecords.co.uk  
**Type of business:** Record label  
**Stand number:** H4.34  
**Key delegates:** Reynold De Silva, Managing Director; James Fitzpatrick, General Manager; Marion Galden; Sales; David Stoner, Label Manager

**SNAPPER MUSIC PLC**  
**Address:** 3 The Gables Centre, 189 Munster Road, London SW6 6AW, tel: 0171 610 0330, fax: 0171 386 7006, e-mail: sales@snappermusic.co.uk  
**Type of business:** Record company  
**Stand number:** 05.36  
**Key delegates:** Jon Beecher, Managing Director; Dougie Dudgeon, A&R Director; Tony Harris, International Sales Director

**SONGLINK INTERNATIONAL**  
**Address:** 23 Bellize Crescent, London NW3 5QY, tel: 0171 794 25 40, fax: 0171 794 73 93, e-mail: gavin@songlink.demon.co.uk  
**Type of business:** Magazine publishing  
**Stand number:** 07.32  
**Key delegates:** David Stark, Editor/Publisher; Angelo Valentino, Photographer; Mark Winters, Correspondent

**SORT DANCEPOL**  
**Address:** 10 Great Marlborough Street, London W1P 2LP, tel: 0171 911 8160, fax: 0171 911 8391, e-mail: clare.rividge@sonymusic.com  
**Type of business:** Record company  
**Stand number:** 13.16  
**Key delegates:** Guy Brulov, Vice President, DancePool; Lynn Conigave, Vice President, Dance Division; Claire Ewage, Marketing Co-ordinator, DancePool; Manou Labinin, A&R and Marketing Director, DancePool

**SRO LTD**  
**Address:** 70 Lawrence Road, London W15 4EG, tel: 0181 802 3000, fax: 0181 802 2222, e-mail: info@southern.com  
**Type of business:** Record distributor and label  
**Stand number:** 06.34  
**Key delegates:** John Knight, Managing Director; Pete Keeley, Exports Manager; Dennis Somersgill, Label Manager

**TIME MUSIC INTERNATIONAL LTD**  
**Address:** Units 9,10, Sutherland Court, Tolpits Lane, Watford, Herts WD1 8SP, tel: 01923 712235, fax: 01923 718253, e-mail

timeusic@time.trech.co.uk  
**Type of business:** Importer, exporter, record company

**Stand number:** 09.32  
**Key delegates:** Alan Green, Director; Mark Wilkins, Business Affairs; Tracy Doyle, Marketing Director; Beverly Lowry, Sales and Marketing Co-ordinator

**TOWER RECORDS**  
**Address:** 62-64 Kensington High Street, London W8 4PE, tel: 0171 938 8625, fax: 0171 937 5024, e-mail: andy@tower.co.uk  
**Type of business:** Record retailer  
**Stand number:** 09.35  
**Key delegates:** Andy Lewis, Senior Vice President, Director Euro. Operations; Mal Magee, Product Director; UK: Eoin McLaughlin, Online Services Manager; Kenny McKay, Sales Manager (Exports UK)

**WALKER FREIGHT SERVICES LTD**  
**Address:** Unit 8/9, Blackhorse Crescent, Colnbrook, SL3 0QR, tel: 01753 683283, fax: 01753 681917, e-mail: isa\_hughes@walker-freight.com  
**Type of business:** Shipping agent  
**Stand number:** 09.31  
**Key delegates:** Robert MacPherson, International Sales Director; Lisa Hughes, Audio/Visual Development Manager; Jan Ten Cate, General Manager Holland; Brigitte Rau Hoelger, European Sales Manager

**WORD ENTERTAINMENT LTD**  
**Address:** 9 Holdon Avenue, Bloetwyk, Milton Keynes MK1 1QR, tel: 01908 648440, fax: 01908 648592, e-mail: wortonline.co.uk  
**Type of business:** Distribution, label, producer, publishing  
**Stand number:** 05.25  
**Key delegates:** Jonathan Brown, Music Director; Bill Williams, Sales Director; Graham Williams, Managing Director

**WORLDWINDTREC.COM**  
**Address:** 6 Oak House, Eton Hill, Willey, Godalming, Surrey GU8 5AP, tel: 0700 784975, fax: 0171 610 1030, e-mail: jtdukas@onlineconcerts.com  
**Type of business:** Distribution, multimedia, record company  
**Stand number:** 03.34  
**Key delegates:** Khalesh Abdulla, Repertoire; John Dukas, Director of New Media; Alison Warfield, Label Manager; Emma Riehl, International Liaison Officer

# Optical disc

MANAGEMENT LTD

*Focused on Quality.  
 Competitive on price.  
 And always on time.*

**Our modern plant can meet all your CD replication needs.**

**Are you paying too much for your CD replication?**  
 To find out how much you could save and still receive the level of service you expect call us on

**0118 9813347**

to find out what we can do for you.

# KeyProduction

Manufacturing for the Music Industry

- High level of customer service
- Experienced production controllers
- Fast and accurate quoting service
- Established for over 8 years



LONDON (T) 0171 485 7499  
 (F) 0171 284 1151  
 BRISTOL (T) 0117 900 9042  
 (F) 0117 900 9043

## Manufacturing

CD Casette Vinyl



The high profile of some of the music releases that we manufacture means you can be sure security is a top priority at First Sound & Vision. We also realise that when you have a hot number on your hands, you'll need it in the shops, and on the shelves in record time - we always endeavour to be as fast as possible.

We aim to achieve the best possible service for all of our customers, our primary target is to manufacture to the highest quality within an agreed time scale.



**FSV**

First Sound & Vision Group Ltd

4-10 North Road, London, W7 9NR

Tel: +44 (0)171 866 3500 Fax: +44 (0)171 866 3503 www.fsv.co.uk

# PARTY planning

Midem provides extensive opportunities to meet customers - and a range of firms can help create a memorable promotional event, writes Steve Hemsley

Without doubt Midem presents plenty of opportunities to meet and greet customers from around the world and consequently many companies use the trip to Cannes to mix business with pleasure by hosting some form of corporate hospitality. This can range from an intimate dinner for a handful of clients at a top restaurant, to a cocktail evening on one of the many luxury boats in the marina or a full-blown party for more than 200 guests at a nightclub which has been rebranded in the host company's image.

Of course, the cost of putting a face to a name or renewing acquaintances from previous years in this way can be considerable. But companies realise that a joke shared across a restaurant table off the Croisette could be enough to secure lucrative business for years to come.

Creative travel agency Premierpace is one of a handful of companies which specialises in helping arrange Midem events. According to managing director Tim Cocking it can organise anything from a lunch on the beach (not always recommended in January) to a



Cannes: hospitality opportunities

party on the terrace of one of the many private villas within walking distance of the Palais. Clients can take their guests away from Cannes to a nearby castle, island or vineyard, while this year, Cocking says, one unnamed firm plans to take over a restaurant for a night and fly in a British TV celebrity chef to do the cooking. To ensure none of the invited guests is tempted to miss the dinner by remaining in the Martine bar all evening, Premierpace has arranged chauffeur-driven transport to ferry them from their hotels.

The cost of such a dinner is likely to be approximately £55 a head, plus the added expense of hiring a famous chef or having a themed night.

The boats moored in the Cannes Port have always been popular with companies wanting to splash out a little at Midem. Companies considering hiring a boat for the first time can expect to pay around £2,500 a day for a three-behrt and can book through a travel agency or direct with the boat's owners. This may sound expensive, but



Cocking: specialising in Midem events

## sweden: chilling out

Export Music Sweden (ExMS) will be hosting this year's opening night party, and managing director Stuart Ward says it is a worthwhile - if expensive - investment.

The association represents all aspects of the music industry in Sweden and the decision was taken at a board meeting last year to use Midem to promote the region's artists through a series of "Cool Sweden" showcases. Ward expects around 4,500 delegates to attend the opening night party at the Palm Beach Hotel along with 200 VIPs, including representatives from the Swedish government. Full details of which artists will perform were not known as *Music Week* went to press, but they are believed to include million-selling star Meja.

"We thought hosting the opening night party would be the best way to shout



Meja: showcasing at "Cool Sweden" event

about Swedish music with some new artists about to break and following the success last year of Robyn, The Cardigans and Ace of Base. We will also have a get-together the night before for all the Swedish companies and their guests," says Ward.

"It is expensive for one organisation to host an event the size of the opening night party and we have no commercial sponsor. The party is being paid for by our members who range from musicians to record companies and rights organisations," he adds.

ExMS has managed to attract some extra funding, however: the National Council for Cultural Affairs has donated £15,000 and other Swedish government grants total around £38,000.

# floating companies

Since the late Eighties, accountants Deloitte & Touche have been using the Catalina boat to entertain customers at Midem. For the past few years it has shared these facilities - and the cost - with private bank Coutts. Joint invitation-only cocktail evenings are held on the Sunday, Monday and Tuesday night for clients of both companies as many of Deloitte & Touche's customers also bank with Coutts. There are separate meeting rooms, but this year the boat will be used for themed lunches with guests invited each day to discuss a burning issue currently affecting the international music industry.



Charles Bradbrook

"It is hard to say how new business we do at Midem, but it is not unusual to discover that a new client has

delegates will usually stay on the boat throughout Midem, saving on hotel bills, while it can be a cost-effective corporate alternative to booking a plane in the Palais. Devin Berg, an executive at Midem's appointed UK travel agent Doveatil, says, "Boats are great for entertaining if the weather is good. If it is not, they can get a bit cramped."

MCI is one company which has regularly reserved yacht space - usually the Pearl - and booked a live-in chef to serve both staff and guests. The company would usually send out invitations to licensors at the beginning of December.

"This year we have decided to refocus our Midem presence by taking a stand in the hall," says MCI sales expert Steve

**"It is essential you not only target closely but add some pizzazz to create a not-to-be-missed event" - Tim Cocking**

Frin. "But there is little doubt that it is more cost-effective to entertain up to 12

people every night on the boat than it is to take customers out to Cannes. "Dowatil's Devin Berg says it is one of the popular alternatives for a party to hire one of the private apartments situated in the Palais area. They can accommodate delegates and be used to entertain guests every night or lunchtime. The costs of renting an apartment for the duration of Midem is a flat fee of around FF40,000 (£4,314), plus any catering expenses such as providing cocktails. Large events can also be organised away from Cannes including at the fortress on the Isle St Marguerite off Cannes which, tourist legend has it, once held the famous Man In The Iron Mask. Today it can hold up to 250 partygoers, and free-lance acrobats or magicians are regularly hired to provide entertainment. A night at the fort would be unforgettable but, as the only access is by boat, it will set a company back around £150 a head.

Premierpage's Tim Cocking says it is important to stand out from the crowd at Midem. "While the five-star hotels in Cannes have excellent facilities, companies should consider more unusual sites to hold dinners,

# a top performance

Many delegates will attend Midem's Person of the Year presentation which this year will be made to BMI's President and CEO Frances Preston. She will be the seventh person and the first woman to receive the award when she collects her accolade at the ceremony in the Carlton Hotel at 8pm on Tuesday January 26.



Frances Preston

Preston joined BMI in 1958 after working in the music broadcasting industries in Nashville, Tennessee. She opened BMI's southern regional office and signed artists such as BB King, Chuck

at some time visited our boat at Midem. The boat has phone and fax facilities and is a useful place for our clients to visit while they are in Cannes. They do not really want to be talking to their accountant while they are trying to do business in the Palais," says Deloitte & Touche tax partner Charles Bradbrook. Richard Skinner is one of two Coutts

client managers who will live on the boat during this year's Midem. "We see entertaining at Midem as a great way for us to support the independent music sector because a lot of our clients will be in Cannes," he says. "We put banners around the boat and see a lot of people through our corporate membership of a number of trade organisations, including the IMF."

receptions and private parties. To get the key people to sit across the table from you and listen to what you have to say, it is essential you do not target closely but add some pizzazz to create a not-to-be-missed event," he says.

Although travel agencies can advise on venues and party ideas, it is up to the record company, publisher or exporter's own staff to ensure that invitations are creative enough to attract attention and guarantee that the event finds space in a Midem visitor's busy diary. A host company must also ensure their party does not clash with someone else's. If it does, they may find that the international buyer they wanted to spend an entire evening with must leave after an hour or so to find a different function. It is therefore essential to get confirmation from the buyer's office that they will attend

and, again, organising transport will ensure your event is treated as a priority.

Choosing a lunchtime rather than an evening can also boost numbers as delegates are often keen for any excuse to spend an hour or two away from their busy stands in the Palais. On a more business footing, all the showcases at Midem - Martinez hosted this year by Export Music Sweden and the British Music Night on the Monday, are organised through the Reed Midem organisation and must be arranged in advance via its Special Events Department in Paris.

For smaller companies which sometimes do not even register to attend Midem, the corporate entertainment roadshow is usually centred around the main hotel bars, such as in the Martinez or the Carlton, where every evening can be a valuable source of contacts and possible deals. Those visiting Cannes on a very strict budget for a couple of days will simply network in the bars into the early hours. If they get invited to a party while they are there, all the better.

Berry, Elvis Presley and Dolly Parton to BMI's roster. One of her other main achievements was to ensure older compositions were protected when the Copyrights Amendments Act of 1992 was passed. Xavier Roy, chief exec of BMI Organisation, will host the presentation. "Frances has not only achieved excellence and success in the field of performing rights - she has also been a trusted and steadfast champion of thousands of songwriters and music publishers," he says.

Where do you buy your music?



# International Music International Fulfillment

**USA**  
MSI Music  
16295 NW 13th Avenue  
Suite B  
Miami FL 33169  
voice: 305 680 1401  
fax: 305 630 2889  
www.mimusic.com  
riejays@msimusic.com



**EUROPE**  
Tradepark III  
Keizerberg 93  
1101 GE Amsterdam  
Netherlands  
voice: 31 20 609 6557  
fax: 31 20 609 7448  
www.depot31.com  
rolf@depot31.com

## business

**POP**

**THE FAIR FOR POP MUSIC AND ENTERTAINMENT**

august 19-22, 1999

congress center east

cologne fair

++ Popkomm '99: Trade fair, congress, KMH Daily Festival ++ 800 exhibitors from 24 countries ++ 16,000 trade visitors from 54 countries ++ 3,700 international companies ++ 400 countries ++ 400 German.Guests acts ++ over 100 club concerts ++ 2.5 million spectators ++ more than 80 hours of TV reporting ++ total press report circulation: more than 280 million ++

**Extend your horizon!**

Popkomm, the world's biggest meeting place for the music industry, presents the comprehensive centre for the most important representatives of pop, music and entertainment. At the congress, high level reports take the floor to discuss and analyse pop. The conditions will meet your needs for the new millennium and being different. The Popkomm Festival Area only provides the best of the music of tomorrow. Here you come face to face with the new stars.

**You will be amazed.**

Popkomm. Get yourself convinced!

Official partner of Popkomm 99

**DEUTSCHE BA**

**musik komm.** GmbH • Kaiser-Wilhelm-Ring 30 • D-51072 Köln • phone ++49 221-91655-0 • fax ++49 221-91655-10 • e-mail: popkomm@musik.com • Internet: <http://www.popkomm.de>

Meet us at Midem (stand 05.37)

Early bird application before Aug 9, 1999 on the special rate of 100,- D.M. (incl. VAT) Application deadline: Aug 7, 1999

# PolyGram

POLYGRAM MANUFACTURING  
& DISTRIBUTION CENTRES LTD



PolyGram manufacturing can turn your CD-ROM creativity into CD-ROM reality.

As one of the World's leading CD manufacturers, no one is better qualified or equipped to handle all your CD requirements.

**COMPETENTLY. COMPREHENSIVELY. COMPETITIVELY.**

The PolyGram professional team can provide all the latest disc formats: **CD ROM & DVD**.

With in-house pre-mastering, mastering, reprographics, upto six-colour printing on disc and packaging.

For CD runs from 100 to virtual infinity call now for our full info-file.

Merrick Iszatt  
PMDC Ltd

347-353 Chiswick High Road  
London W4 4HS

Telephone: 0181 742 5500

Facsimile: 0181 742 5501

e-mail: [iszatt@uk.polygram.com](mailto:iszatt@uk.polygram.com)

Visit our web site on:  
[www.pmdc-polygram.com](http://www.pmdc-polygram.com)



FM 23567

Working as One to be Number One

14 **20** GOOD RHYMES Do Click10 **21** UP TO THE WILDSTYLE Pom Kings Vs DJ Supreme

All Around The World

12 **22** MIAMI Will Smith

Columbia

18 **23** UP AND DOWN Vengaboys

Positiva

19 **24** ALWAYS HAVE, ALWAYS WILL Ace Of Base

London

17 **25** I LOVE THE WAY YOU LOVE ME Boyz2one

Polydor

15 **26** TO YOU I BELONG B\*Witched

Glow Worm/Epic

17 **27** TOM'S PARTY T-Spoon

Control/Edel

22 **28** NO REGRETS Robbie Williams

Chrysalis

17 **29** THE WIND P.J. Harvey

Island

16 **30** ESPECIALLY FOR YOU Denise And Johnny

RCA

26 **31** GIRLS NIGHT OUT Alba

Wildstar

23 **32** WHEN YOU BELIEVE Mariah Carey & Whitney Houston

Columbia

20 **33** 1999 Prince

Warner Brothers

24 **34** TAKE ME THERE Blackstreet & Mya feat. Missy & Binky Blink

Interscope

34 **35** WISH I WERE YOU Alisha's Attic

Mercury

27 **36** RIGHT HERE RIGHT NOW Fierce

Wildstar

25 **37** HARD KNOCK LIFE (GHETTO ANTHEM) Jay Z Northwestside

Columbia

32 **38** I WANT YOU '98 Savage Garden

Columbia

17 **39** POWERTRIP Monster Magnet

A&amp;M/Polydor

33 **40** I'M YOUR ANGEL Ceina Dion & R. Kelly

Epic

# compilations

- 1 THE BEST CLUB ANTHEMS 99** 10 **11** MASSIVE DANCE 99  
Virgin/EMI Warner/BolyGlobal
- 2 NOW THAT'S WHAT I CALL MUSIC! 41** 11 **12** THE ALL TIME GREATEST LOVE SONGS - III  
Columbia The All Time Greatest Love Songs - Essential '98
- 3 HITS 99** 14 **13** PETE TONG-PAUL JAMENKORD - ESSENTIAL '98  
Warner/epi/Columbia TV/Sony TV fir
- 4 CHEF AID - THE SOUTH PARK ALBUM** 17 **14** ESSENTIAL SELECTION '98 - THE JAMENKORD  
Columbia fir
- 5 STREET VIBES 2** 15 **15** HEARTBEAT - THE 60'S GOLD COLLECTION  
Warner/epi/Columbia TV/Sony TV RCA/Global TV
- 6 THE BOX R&B HITS ALBUM** 12 **16** THE GREATEST HITS OF 1998  
Island TV Boston TV
- 7 THE ANNUAL - JUDGE, JULES & BOY GEORGE** 20 **17** THE ALL TIME GREATEST MOVIE SONGS  
Ministry Of Sound Sony TV/PolyGram TV
- 8 MUSIC OF THE NIGHT** 16 **18** FUNKY DIVAS 2  
PolyGram TV Global Intervention
- 9 THE VERY BEST OF THE LOVE ALBUM** 13 **19** KISS ANTHEMS 98  
Virgin/EMI PolyGram TV
- 10 WOMAN** 17 **20** JACKIE BROWN (OST)  
PolyGram TV/Sony TV WEA

WE'RE A BIG HIT WITH  
MUSIC LOVERS

**dotmusic**  
the insider's guide to music

At dotmusic.com, it's all about the big hits and the best new music. Every week we feature 100 of the hottest new releases from 15 different genres. And you can track back to the week we first introduced a new album or artist. At dotmusic.com, you'll find the music you love, and the people behind the music you love. So if you want to be a part of the music world, visit us today. Go to [www.dotmusic.com](http://www.dotmusic.com) for more details.

[www.dotmusic.com](http://www.dotmusic.com)

13 **20** B\*WITCHED B\*Witched18 **21** SUPPOSED FORMER INFATUATION JINXIE Alexis Morisette

Columbia

51 **22** AMERICANA The Offspring

Vireo

17 **23** HITS Phil Collins

Mercury

21 **24** THE COLLECTION Lloyd Cole

MCA

28 **25** THE MISEDUCATION OF LAURRYN HILL Lauryn Hill

Columbia

32 **26** VERSION 2.0 Garbage

Mushroom

25 **27** THE BEST OF... THE STAR AND WISEMAN Ladygymth Black Mantazo

PolyGram

19 **28** FIVE Five

Warner Brothers

23 **29** UP REM

PolyGram

24 **30** MODERN CLASSICS - THE GREATEST HITS Paul Weller

PolyGram

29 **31** INTERNATIONAL VELVET Catatonia

Blanco Y Negro

26 **32** THE MASTERPLAN Oasis

Creation

37 **33** MEZZANINE Massive Attack

Virgin

17 **34** BY YOUR SIDE The Black Crowes

Columbia

33 **35** SONGS FROM ALLY McBEAL Yvonda Shepard

Epic

31 **36** GREATEST MOMENTS Culture Club

Virgin

30 **37** LET'S TALK ABOUT LOVE Ceina Dion

Epic

48 **38** WONDER NO.8 Honeyz

1st Avenue/Mercury

41 **39** MOON SAFARI Air

Virgin

52 **40** ON A DAY LIKE TODAY Boyan Adams

A&amp;M/Mercury



© CMJ. Produced in co-operation with the BPI and BIRD, based on a sample more than 4,000 record outlets

# CHART COMMENTARY

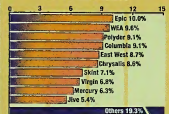
by ALAN JONES



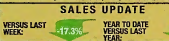
Last week it was Robbie Williams who had two albums in the Top 10 – but this week that honour belongs to the Corrs. It's not exactly unusual for Talk On Corners to be there – it has spent more than half of its 65 week chart career in the Top 10 – but for their earlier album *Forgiven, Not Forgotten* it's the first time in the Top 10 despite spending 119 weeks in the Top 200. For more details of why it has suddenly taken off, check out the mid-price chart analysis on page 17.

A further 18% slump in album sales last week brought them crashing down to 1.75m, less than a quarter of the level they reached in the week prior to Christmas. Only a handful of albums actually increased their sales last week with Fat Boy Slim's *You've Come A Long Way, Baby* (up 42%), *The Corrs' Forgiven, Not Forgotten* (127%), *The Offspring's Americana* (52%) and *Another Level's* self-titled debut (29%) making substantial headway. Like the others,

## MARKET REPORT TOP 10 COMPANIES



Figures show the 10 companies by % of total sales, and corporate group shares by % of total sales of the Top 75 artist albums



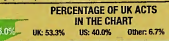
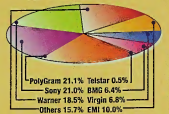
Another Level's album attains its highest position yet, a 34-18 bounce being the result of their fourth straight Top 10 hit with

## ALBUM FACTFILE

When Norman Cook released his Fatboy Slim album *You've Come A Long Way, Baby* last October with a picture of a rather corpulent youngster wearing a T-shirt bearing the legend "I'm #1 so why try harder", it seemed like a cocky comment, and one which backfired slightly when the album subsequently debuted not at one but at two, being kept off the summit by former Housemartins colleagues Paul Heaton

and Dave Hemingway's *The Beautiful South*. But fuelled by the success of the third single *Praise You, You've Come A Long Way, Baby* has done just that in the last few weeks, however, moving 30-16-6, arriving at the chart summit on its 13th week in the shops. It eclipses Robbie Williams' *I've Been Expecting You*, which sold 7,000 copies fewer last week. *You've Come A Long Way, Baby* has sold more than 310,000 copies so far.

## TOP CORPORATE GROUPS



their new single *I Want You For Myself*. The album's previous highest position came last November, with its number 22 debut.

While dealers look to the 25th January release of the debut album from Cassius and the latest from 911 to pick up the pace a bit, the highest newcomer to this week's chart is Loyd Cole, whose *The Collection* debuts at number 24. Unless it improves it will have peaked at a lower position than six of his regular albums. The biggest was 1985's *Easy Pieces*, which peaked at number five. Meanwhile, American rockers the Black Crowes continue their fall from grace, managing only a number 34 debut for their latest album, *By Your Side*.

After slumping as low as number 71 and looking out for the count, Whitney Houston's latest album *My Love Is Your Love* continues its modest recovery, climbing this week 62-57. Its improvement has been triggered by increasing airplay for Houston's next single *I'm Not Right But It's OK*, though a return of 85,000 copies in nine weeks, and a peak chart position of 27 are both meagre by Houston's standards.

## COMPILATIONS

After seven weeks atop the compilation chart, *Now That's What I Call Music! 41* slips to number two, surrendering pole position to *The Best Club Anthems 99...Ever!*. The only *Now* albums to spend longer at number one are *Now 29* (nine weeks) and *Now 39* (eight weeks), though *Now 34* and *Now 35* also topped the chart for seven weeks. *Now 41* sold only 15,000 copies last week, to bring its overall tally to 1,054,000, while the number one debut of *The Best Club Anthems 99...Ever!*

It's the only new album in the Top 20, with another new EMI/Virgin title – *Maximum Hardcore* – making a less pulsating debut at number 26 with less than a tenth of the sales.

In a chart with little other significant action, the soundtrack to the new Jane

Horrocks movie *Little Voice* debuts at number 44, it includes a vocal from Horrocks herself, as well as a selection of classic female vocalists like Piaf, Bessie and Ross. It's the third highest ranking soundtrack on the album chart, trailing only *Lock, Stock & Two Smoking Barrels* at number 38, and the Jackie Brown soundtrack, which resumed its compilation chart career by returning to the Top 100 at number 37 last week, and now climbs to number 20, as a result of being reduced to mid-price. The album, which features Seventies disco classics, has spent nine months in the chart, selling 70,000 copies. Harder to explain – despite widespread price discounting – is the return of *The Best Christmas Album In The World...Ever!* which re-enters the chart at number 41 this week.

## MARKET REPORT



## THE YEAR SO FAR... TOP 20 ALBUMS

1 I'VE BEEN EXPECTING YOU	ROBBIE WILLIAMS	CHRYSLIS
2 YOU'VE COME A LONG WAY, BABY	FATBOY SLIM	SKINET
3 LADIES & GENTLEMEN - THE BEST OF	GEORGE MICHAEL	EPIC
4 TALK ON CORNERS	CORRS	ATLANTIC
5 WHERE WE BELONG	BOYZONE	POLYDOR
6 STEP ONE	STEPS	EMULAYNE
7 RAY OF LIGHT	MADONNA	WEA
8 THE BEST OF 1980-1990	UZ	ISLAND
9 THE BEST OF	M PEOPLE	M PEOPLE
10 LIFE THRU A LENS	ROBBIE WILLIAMS	CHRYSLIS
11 FORGIVEN, NOT FORGOTTEN	CORRS	ATLANTIC
12 ONE NIGHT ONLY	BRE DESS	POLYDOR
13 BIG WIGGLE STYLE	WILL SMITH	MAKERCK
14 THIS IS MY TRUTH TELL ME YOURS	MANIC STREET PREACHERS	EPIC
15 NO.1'S	MARIANNE CAREY	COLUMBIA
16 SAVAGE GARDEN	SAVAGE GARDEN	COLUMBIA
17 8 WITCHED	B*WITCHED	GLOW WORM/EPIC
18 QUENCH	BEAUTIFUL SOUTH	GO! DISC/MERCURY
19 BELIEVE	CHRIS	WEA
20 SUSPENDED FORMER INFATUATION JUNKIE	ALANIS MORISSETTE	MAVEN/CK

## THE YEAR SO FAR... TOP 20 COMPILATIONS

1 NOW THAT'S WHAT I CALL MUSIC! 41	VARIOUS ARTISTS	EMI/VIRGIN/POLYGRAM
2 HITS 99	VARIOUS ARTISTS	WARNER/GLOBAL/SONY/TV
3 CHEF AID - THE SOUTH PARK ALBUM	VARIOUS ARTISTS	COLUMBIA
4 THE BEST CLUB ANTHEMS 99...EVER!	VARIOUS ARTISTS	VIRGEMAN
5 THE ANNUAL IV - JUDE JAGGS & BOY GEORGE	VARIOUS ARTISTS	MINISTRY OF SOUND
6 STREET VIBES 2	VARIOUS ARTISTS	WARNER/GLOBAL/SONY/TV
7 THE BIG PAB HITS ALBUM	VARIOUS ARTISTS	TELESTAR TV
8 MUSIC OF THE RIGHT	VARIOUS ARTISTS	POLYGRAM TV
9 THE VERY BEST OF THE LOVE ALBUM	VARIOUS ARTISTS	POLYGRAM TV
10 WOMAN	VARIOUS ARTISTS	VIRGIN/EMI
11 MASSIVE DANCE 99	VARIOUS ARTISTS	SONY TV/POLYGRAM TV
12 THE ALL TIME GREATEST LOVE SONGS - III	VARIOUS ARTISTS	WARNER/POLYGRAM TV
13 ESSENTIAL SELECTION '98 - TONK/ANGELFOLD	VARIOUS ARTISTS	COLUMBIA
14 THE GREATEST HITS OF 1998	VARIOUS ARTISTS	FFRR
15 HEARTBEAT - THE 60'S GOLD COLLECTION	VARIOUS ARTISTS	TELESTAR TV
16 ESSENTIAL SELECTION '98 - TONK/ANGELFOLD	VARIOUS ARTISTS	RCAGLOBAL TV
17 KISS ANTHEMS 86	VARIOUS ARTISTS	FFRR
18 FUNNY DIVAS 2	VARIOUS ARTISTS	POLYGRAM TV
19 THE ALL TIME GREATEST MOVIE SONGS	VARIOUS ARTISTS	GLOBAL TELEVISION
20 HITS 1998	VARIOUS ARTISTS	SONY TV/POLYGRAM TV
		WARNER/GLOBAL/SONY/TV

23 JANUARY 1999

	NEW	Label/CD (Distributor) Cass/Vinyl		Artist (Producers)		
1	<b>NEW</b>	YOUVE COME A LONG WAY BABY * Sire BRASSIS HQ (MFR) BRASSIS 11MC/BRASSIS 11LP	26	VERSION 2.0 * Garbage (Garbage)	52	167 GRACELAND * Paul Simon (Simon)
2	12	12	27	17 THE BEST OF - THE STAN AND WISeman * 2 PolyGram TV Sony 92522 P Lefebvre & Black Marlowe (The Stan & WISeman)	53	18 11 THE VERY BEST OF * Virgin/Sony TV CD/V 2889 CD 2889-1 (W)
3	5	5	28	10 FIVE * Various (Various)	54	59 DESERTER'S SONGS Mercury (Phil Spector/MCA)
4	10	10	29	12 UP * REM (MCA/Carey/REM)	55	47 THE GLOBE SESSIONS * A&M/PolyGram 540742 (V) 540584-4
5	3	3	30	10 WALKER CLASSICS - THE GREATEST HITS * Island (F) Paul Walker (Jack/Walker)	56	10 VOICE OF AN ANGEL * Sony Classical SC 67857 (SM) 521609-7
6	4	4	31	10 INTERNATIONAL VELVET * 2 Bony 2 Negr 886204 (W) 384203003/38420341	57	6 MY LOVE IS YOUR LOVE * Arista 0782219072 (BMG) Whyte/Rose/Link/Balafox/Forn/Link/Stokell/Link
7	6	6	32	11 THE MASTERPLAN * Creation CRECC 241 (M/V/V) Oasis (Mani/Gallagher)	58	10 NEVER SAY-A-NEVER * Atlantic 756378320 (SM) 756378329/75637821
8	7	7	33	4 MEZZANINE * Circus/Virgin WBRCX 4 (E) Massive Attack (Massive Attack/Dunlop) WBRCM 419EP 4	59	13 SULTANS OF SWING - THE VERY BEST OF * Virgin 55836 (F) Dire Straits (Straits/Henwood)
9	8	8	34	<b>NEW</b> BY YOUR SIDE The Back Street Boys (The Back Street Boys)	60	RE TRACY CHAPMAN * Elektra K 95072 (V) 95072-1
10	9	9	35	13 SONGS FROM 'ALLY McBEAL' * Epic 4911242 (SM) Yonda Shepard (Shepard)	61	47 66 ALL SAINTS * London 8500172 (F) 8500172-1
11	11	11	36	10 GREATEST MOMENTS * Virgin 024X 3863 (TV) 2885-1 (W) Cuba Data/James/Hall/Jones/Sheep/Strauss/Coffey/Rings	62	RE THE BEST OF BOB STEWART * Warner Bros K 83042 (F) Red Stewart (Stewart)
12	12	12	37	10 LET'S TALK ABOUT LOVE * 6 EMI 4911243 (SM) Colton/Dave/Martinez/Snow/Mattias/El/Thomas/Jarvis	63	10 URBAN HYMNS * Hu/Harmon CDHUT 45 (E) The Verve (Verve/The Verve/Potter)
13	13	13	38	11 WONDER NO. 9 * First Avenue/Warner 55841 (F) 55841-4 (W) Joyce (Loving/Garrett)	64	10 R * Jive 051762515/7343515/3031 (F) Jive/Kelly (Jive/Corn/Cambal/Parsons/Pala/Ronney/Wicetec/Jive)
14	14	14	39	21 MOON SAFARI * Virgin CDV 2848 (E) Air (Dunckel/Adair) TV CD 2848/V 2848	65	27 EXTINCTION LEVEL EVENTUAL WORLD FRONT Bertie/Brown/Smith/D/S/Scott/Champion/Reilly/McCarthy
15	15	15	40	12 ON A DAY LIKE TODAY * A&M/Mercury 541012 (F) Bryan Adams (Adams/TheoreticalFlyrock)	66	RE GENERATION TERRORISTS Mercury 4710608 (SM) Mince/Saint/Prachers (I)
16	16	16	41	10 GREATEST * Duran Duran (Various) EMI 498232 (E) 498234-1	67	21 HELLO NASTY * Grand Royal/Panophone 457323 (E) Beatrice/Boys (Beatrice/Boys/Caldwell Jr)
17	17	17	42	43 THE BEST OF * James (Emi/Pagaio/Jones) Stockholm 55807 (F) 55807-1 (F) The Caribbeans (Lathamson)	68	18 LIVE GOES ON * MCA/Universal 756378320 (SM) Scott (Scott/Young)
18	18	18	43	4 BRING IT ON * Hu/Harmon CDHUT 49 (E) Lightfoot (Lightfoot) MTC 49/411 (E) 49/411	69	32 TITANIC (OST) * Sony Classical SK 62313 (SM) 62313-1
19	19	19	44	16 CD POSTCARDS FROM HEAVEN * 4 World Circuit/PolyGram (I) Lightfoot (Lightfoot) 4351/620395195-4	70	12 THE MOVIES * Michael Ball (Wright) PolyGram TV 5520421 (F) 5520421-1
20	20	20	45	6 JANE MCDONALD * Focus Music Int FMCD 1 (V) Jane McDonald (The Music Sculptors/Jane McDonald/Simon/FMVC/Live)	71	RE GREAT KNOTS Jive 0522662 (F) Jive/2Pac (Shestak/Knight)
21	21	21	46	17 100% COLOMBIAN * Chryslers 4914653 (E) Live/Lewis (Cristoforo/Live/Lewis) 491554/4915561	72	33 COME ON OVER * Shania Twain (Largel) Mercury 5580042 (E) 5580040-1
22	22	22	47	38 BIG CAMEL * Indochina Zen CD10X (F) Zen 017AC/Zein CD17LP	73	107 VERY BEST OF THE BEE GEES * PolyGram 847334 (F) Bee Gees (Gibby/DiG/Barry) 847334-1
23	23	23	48	38 WITHOUT YOU I'M NOTHING Flowers (Tabourez) RCA 74321573E (BMG) Floor/Berg/CFLO/DJR (E) FLOOR/BG/CFLO/DJR (E)	74	16 GREATEST HITS w/merap/Global TV/RADCO 110 (BMG) Aleda/Franklin (Waxer/Warner/Various) RADCO 110 (BMG)
24	<b>NEW</b>	THE COLLECTION Stanley/Ober/102/5361044 (F) Uppr/Cas (Hodgson/Sanger/Winstay/Stanley/Ober/Maher/Peter)	49	43 LEFT OF THE MIDDLE * 3 RCA 74321573E (BMG) Natalie Imbruglia (Toscani/Goldberger/Wigley/Bonifant) 74321573E-1	75	RE BLOOD SUGAR SEX MAGIK * Warner Bros VKK 4120X841 (W) Red Hot Chili Peppers (Red)
25	10	10	50	13 THE MONEY TO B * Blake (Manly/Pagel) Innomax CDSN 1 (E) SNNV CD		

\*1st week on sale with combined sales of cassette, cassette, CD, LP, MP3 and DVD. Sales include sales of cassette, CD, LP, MP3 and DVD. Sales include sales of cassette, CD, LP, MP3 and DVD. Sales include sales of cassette, CD, LP, MP3 and DVD.

© C.M. Produced with BMI and BMI's cooperation. Copyright for actual track list. Safety in a game of hearts with 4,500 sales units in the UK.

HNE Highest new entry HC Highest chart entry Sales Increase ▲ Sales increase 80% or more

TOP COMPILATIONS		ARTISTS A-Z		
	NEW	Label/CD (Distributor) Cass/Vinyl		
1	<b>NEW</b>	THE BEST CLUB ANTHEMS 99... EVER! Virgin/EMI VTDCC 291/VMD 291 (E)	10	13 WOMAN * PolyGram TV/Sony TV 9654392/9654394 (F)
2	1	1	11	7 MANDAY DANCE 99 * Warner/PolyGram/Global 505533/505534 (F)
3	2	2	12	11 THE ALL TIME GREATEST LOVE SONGS - III * Columbia SONYNY 75020/SONY TV 58612 (SM)
4	3	3	13	14 ESSENTIAL SELECTION '98 - TOWERS/PAINFOLD FBI 985634/985635 (F)
5	4	4	14	17 ESSENTIAL SELECTION '98 - TOWERS/PAINFOLD Various Artists FBI 985634/985635 (F)
6	5	5	15	10 HEARTBEAT - THE BIG GOLD COLLECTION RCA/Global TV/RADCO 3010AC/93 - (BMG)
7	6	6	16	12 THE GREATEST HITS OF 1998 Telstar TV TTVC0 3000/TVMTC 3000-1 (W)
8	7	7	17	7 THE ALL TIME GREATEST MOVIE SONGS * Sony TV/PolyGram TV MOCCDD 61/6000 (E) (SM)
9	8	8	18	6 FUNKY DIVAS 2 Global Television/RADCO 106/RADCO 106 (BMG)
			19	13 KISS ANTHEMS 98 * PolyGram TV 9329262/9329264 (F)
			20	RE JACKIE BROWN (OST) * Maverick/Band Apart 9302684/12/9302684/14 (W)

# THE OFFICIAL UK CHARTS SPECIALIST

23 JANUARY 1999

## MID-PRICE

This	Last	Title	Artist	Label (distributor)
1	NEW	SECOND COMING	Stone Roses	Geffen GFD 29063 (BMG)
2	NEW	TRACY CHAPMAN	Tracy Chapman	Elektra TR3144CD (W)
3	NEW	SCREAMADELICA	Primal Scream	Creation CRECD 019 (MNV/VP)
4	NEW	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen GFDL 10386 (BMG)
5	NEW	IT'S MY LIFE	Sant	Telstar MULTY CD1 (W)
6	18	THE HOLY BIBLE	Manic Street Preachers	Epic 47472Z (SM)
7	NEW	DOOKIE	Green Day	Columbia 4859532 (W)
8	NEW	GREATEST HITS	Bob Dylan	Columbia 4809072 (SM)
9	NEW	BROTHERS IN ARMS	Dire Straits	Vertigo 244992Z (P)
10	13	GREATEST HITS	Take That	RCA 7432135562Z (BMG)
11	19	BRIDGE OVER TROUBLED WATER	Simon And Garfunkel	Columbia 462486Z (SM)
12	NEW	RESERVOIR DOGS	Original Soundtrack	MCA MCD 10283 (BMG)
13	NEW	TRANSFORMER	Loa Read	RCA 7432168182Z (BMG)
14	4	ULTIMATE PARTY MEGAMIX	Various Artists	Columbia CDMCDS1 (EIK)
15	NEW	GOLD AGAINST THE SEAGUL	Manic Street Preachers	Amusic 59025602Z (BMG)
16	17	HMMM BAY...	Fat Harry With feat. LLJ	Columbia 46206Z (SM)
17	NEW	KIND OF BLUE	Miles Davis	Columbia 46206Z (SM)
18	NEW	DREAMLAND	Robert Miles	Deconstruction 742812842 (BMG)
19	NEW	ATTACK OF THE GREY LANTERN	Marsian	Parlophone CDPCS 7307 (E)
20	NEW	DOCK OF THE BAY...	Otis Redding	Atlantic 954821709Z (W)

## COUNTRY

This	Last	Title	Artist	Label (distributor)
1	2	COME ON OVER	Shania Twain	Mercury 314530002Z (P)
2	1	SITTING ON TOP OF THE WORLD	LeAnn Rimes	Curb/Hit Label/London 55602Z (P)
3	3	TRAMPOLINE	The Mavericks	MCA Nashville UMD 8956Z (BMG)
4	4	LOVE SONGS	Daniel O'Donnell	Ritz RZCD 175 (RMG/F)
5	6	SONGS OF INSPIRATION	Daniel O'Donnell	Ritz RZCD 709 (P)
6	5	WIDE OPEN SPACE	Dick Chick	Epic 48984Z (SM)
7	7	LOVE SONGS	Kenny Rogers	Virgin KENNYCD 1 (E)
8	8	MUSIC FOR ALL OCCASIONS	Mavericks	MCA MCD 11346 (BMG)
9	10	HUNGRY AGAIN	Dolly Parton	MCA Nashville UMD 8952Z (BMG)
10	13	BLUE	LeAnn Rimes	Curb/The Hit Label CURECD 029 (RMG)
11	14	FATH	Faith Hill	Warner Brothers 24579Z (Imper)
12	NEW	IF YOU SEE HIM	Rabe McCreary	MCA Nashville UMD 8956Z (BMG)
13	11	YOU LIGHT UP MY LIFE	Tisha Yearwood	Curb/The Hit Label CURECD 029 (RMG)
14	9	WHERE YOUR ROAD LEADS	Shania Twain	MCA Nashville UMD 8951Z (BMG)
15	15	THE WOMAN IN ME	Garth Brooks	Capitol 856199Z (E)
16	16	SEVENS	Lyle Lovett	MCA MCA2011631 (BMG)
17	12	STEP INSIDE THIS HOUSE	Emmylou Harris	Grapeland GRCD 211 (RMG/F)
18	19	SPYBOY	Mindy McCready	BMG BNA 743215232Z (BMG)
19	17	IF I DON'T STAY THE NIGHT	Daniel O'Donnell & Mary Duff	Ritz RZCD 707 (P)
20	NEW	TIMELESS		

## BUDGET

This	Last	Title	Artist	Label (distributor)
1	2	HEAVEN AND HELL	Matt Leaf/Bowie Teyer	Columbia 472066Z (SM)
2	NEW	PEEL SESSIONS	Acetech	Warp WAP 112CD (V)
3	3	THE BEST OF	Boney M	Camden 7421474883Z (BMG)
4	1	DEPARTURES	Various	Global Underground GUSAM1 (SRD)
5	4	PRETTY WOMAN - THE BEST OF	Vic Obispo	Columbia 46206Z (SM)
6	NEW	DREAMLAND	Robert Miles	Deconstruction 742812842 (BMG)
7	NEW	SONGS OF LOVE	Michael Ball	Collecting 462389Z (SM)
8	NEW	GREATEST HITS	Michael Ball	Spectrum 95171Z (P)
9	5	GREATEST HITS	Leonard Cohen	Columbia RCD2264Z (SM)
10	NEW	GREATEST HITS	Fleetwood Mac	Columbia 462764Z (SM)

## ROCK

This	Last	Title	Artist	Label (distributor)
1	1	AMERICANA	The Offspring	Columbia 61965Z (SM)
2	3	BLOOD SUGAR SEX MAGIK	Rage Against The Machine	Warner Bros 759226612Z (W)
3	2	NEVERMIND	Nirvana	Capitol DGC 242Z (BMG)
4	6	DOOKIE	Green Day	Reprise 853424762Z (W)
5	4	GARAGE INC.	Metallica	Verity 53651Z (P)
6	5	GARBAGE	Garbage	Mushroom G 21659 (MNV/VP)
7	NEW	NEVER MIND THE BOLLOCKS	Sex Pistols	Virgin SPUNK 1 (E)
8	8	ANTICHRIST SUPERSTAR	Marilyn Manson	Interscope IND 9009Z (BMG)
9	7	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen GFD 20148 (BMG)
10	NEW	GREATEST HITS I & II	Queen	EMI CDPCS 161 (E)

## XFM

This	Last	Title	Artist	Label (distributor)
1	1	PRaise YOU	Fabry Sim	SkinT (MNV/VP) SKINT4CD (MNV)
2	2	CHOCOLATE SALTY BALLS	Chief	Columbia 013 XPCD1086
3	8	BEAUTIFUL DAY	Three Colours Red	Creation CRECD019V CRESCD308
4	21	THE WIND	PJ Harvey	Island (P) CID730
5	3	WILD WOOD	Paul Weller	Island (P) CID734
6	NEW	WALK LIKE A PANTHER '98	All Seeing I feat. Tony Christie	Hi-Fi FCDP351
7	4	MY FAVOURITE GAME	The Cardigans	Stockholm/Polydor (P) 567398Z
8	15	FIRE ESCAPE	Faizal	Hollywood (P) 16239Z
9	NEW	TROPICALIA	Beck	Geffen (R) GST02236Z
10	6	THE BARTENDER AND THE THEIF	Stereographics	V2 (MNV/VP) VVR504663
11	NEW	WHEN I GROW UP	Garbage	Mushroom (MNV/VP) SKINT3CD
12	NEW	ALARM CALL	Bjork	One Little Indian (P) 23271P
13	5	LOTUS	REM	Warner Bros (W) WVR66CD
14	13	SWING CYMRALS	Propellerheads	Wail Of Sound (V) N/A
15	26	PRETTY FLY (FOR A WHITE GUY)	The Offspring	Columbia 513 N/A

This	Last	Title	Artist	Label (distributor)
16	NEW	HAIRSTYLE	Gold Blade	Ultimate (P) TOPPO16CD
17	NEW	SINGING IN MY SLEEP	Semisonic	MCA (P) MCD11733
18	22	358	Dakota	Ballin' (P) N/A
19	13	NEVER THERE	Cake	Capricorn (E) 53699Z
20	NEW	LOOKING FOR SPARKS	Seafirst	Mic Music (MNV) N/A
21	7	DELTA SUN BOTTLENECK STOMP	Mercury Rev	V2 (MNV/VP) VVR5065413
22	NEW	KOREAN BODEGA	Fun Lovin' Criminals	Chrysalis (V) N/A
23	NEW	YOU GET WHAT YOU GIVE	The New Radicals	MCA (R) MCA56Z78
24	21	ONE WEEK	Bare Naked Ladies	Reprise (W) 2171J
25	NEW	SLOW GRAFFITI	Belle & Sebastian	Jepster (P) N/A
26	15	WHIPPIN' PICCADILLY	Gomez	Hit (E) HITCD305
27	NEW	BATTLELAGE	La Fidality (MNV/VP)	SKINT (MNV/VP) SKINT313CD
28	NEW	MALIBU	Hole	Geffen (R) GED25164
29	NEW	EVERY YOU EVERY ME	Peaches	Hit (E) CDLP08DR
30	NEW	AEROPLANE SONG	Straw	WEA (W) N/A

## INDEPENDENT SINGLES

This	Last	Title	Artist	Label (distributor)
1	1	PRaise YOU	Fabry Sim	SkinT SKINT 4CD (MNV/VP)
2	2	HEARTBEAT/TRAGEDY	Steps	Etna/Evil 051914Z (P)
3	NEW	BEAUTIFUL DAY	3 Colours Red	Creation CRESCD308X (MNV/VP)
4	3	UP TO THE WILDESTYLE	Pom Kings Vs D.J. Supreme	DAFUS CDGLB6 170 (P)
5	NEW	BAD GIRLS LIKE	Juliet Roberts	Artview EDCU011 (P)
6	NEW	TOM'S PARTY...	T-Spoon	Central/Edel 00K5385CON (P)
7	6	WOULD YOU?...?	Touch & Go	V2 VVR 500383 (MNV/VP)
8	8	FOR AN ANGEL	Paul Van Dyk	Deviant DVT 24CD5 (V)
9	4	IF YOU BUY THIS RECORD...	The Tanqueray feat. Maya	Pepper 63733Z (P)
10	9	IT FEELS SO GOOD	Sonique	Sennius SEBR 00401 (V)
11	11	THE BARTENDER AND THE THEIF	Stereographics	V2 VVR 504663 (MNV/VP)
12	14	CAFE DEL MAR '98	Energy 52	Hot Chocies H0101 98CD (V)
13	NEW	BE BRAVE	Mudel 500	RES RS 98133CD (MNV/VP)
14	12	IF YOU COULD READ MY MIND	Stars On 54	Tommy Boy TBCD 7897 (P)
15	NEW	HOUSE MUSIC (ON MY BRAIN)	Mark NRG	Tigol Trax TTRAX 043 (ADD)
16	13	SENSUALITY	LoveStation	Fresh FR58D 71 (MNV/VP)
17	19	THE ROCKAFELLER SKANK	Fabry Sim	SkinT SKINT 35CD (MNV/VP)
18	15	GANGSTER TRIPPIN	Fabry Sim	SkinT SKINT 29CD (MNV/VP)
19	NEW	WHO AM I	Beanie Man	Greenleaves GRLED 588 (SRD)
20	17	SEX ON THE BEACH	T-Spoon	Central/Edel 00A235CON (P)

## INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (distributor)
1	1	YOU'VE COME A LONG WAY, BABY	Fabry Sim	SkinT SKINT 11CD (MNV/VP)
2	2	STEP ONE	Steps	Etna/Evil 051912Z (P)
3	3	VERSION 2.0	Garbage	Mushroom MUSIC 28CD (MNV/VP)
4	5	BIG CALM	Morcheba	Indochina ZEN 07 CD (P)
5	4	THE MASTERPLAN	Oasis	Creation CRECD 291 (MNV/VP)
6	6	DESERTER'S SONGS	Mercury Rev	V2 VVR 1037829Z (MNV/VP)
7	8	GREATEST HITS	2Pac	Jive (E) 025266Z (P)
8	7	R	R Kelly	Jive (E) 015152Z (P)
9	9	WORD GETS AROUND	Don Dokic	V2 VVR 100418 (MNV/VP)
10	10	ONE WAY OF LIFE - THE BEST OF	Lovelites	China/Evil 025152Z (P)
11	18	THE BOY WITH THE ARAB STRAP	Belle & Sebastian	Jepster JPRCD 003 (MNV/VP)
12	19	FNK DE SEICLES	The Divine Comedy	Setanta SCD107 057 (V)
13	20	SOMEBODY	Eva Cassidy	Bliss Street G 2100495 (HOT)
14	NEW	UP UP UP UP UP UP	Alt D'Elanco	Cooking Vinyl COOKCD 173 (V)
15	NEW	DEBIT	Bjork	One Little Indian TLP 310DX (P)
16	14	JURASSIC 5	Jurassic 5	PAN PAN 015CD (V)
17	NEW	WHO CAN YOU TRUST?	Morcheba	Indochina ZEN 09CD (P)
18	11	JANE McDONALD	Jane McDonald	Focus Music Int FMCD 1 (SRD)
19	NEW	POST/TELEGRAM	Depatche Mode	One Little Indian TLP 501CD (P)
20	16	THE SINGLES 86-98	Depatche Mode	Mute CDMUTEL 5 (V)



## MID-PRICE REPORT

by ALAN JONES



A number four hit on the regular album chart when first released in 1994, at which time it was slammed by critics, even being described as "John Squire's nightmarish Led Zeppelin fantasy", the Stone Roses' Second Coming album has been largely in the shade of their earlier self-titled album, which was the critics' choice of best album of 1989. Stone Roses included the classic Fool's Gold, which has performed exceptionally well in the proliferation of 'best ever' polls

While growth of the budget sector has slowed to almost nothing, the mid price sector is getting increasingly competitive, with more bargains than ever before to be had. Albums are being reduced to mid-price – either permanently or for a limited period – much more quickly than used to be the case, and the spring sales have started, with most major record companies offering dealers generous discounts on vast ranges of mid-price repertoire. The current campaigns generally call for discounts of 15%, though one major is offering 22% off its mid-price range for a limited period between now and a hundred

units are ordered, effectively – though not for chart purposes – pushing their titles into the budget sector, and allowing dealers sufficient margin to include them in significant price promotions of their own.

Alongside the many albums being reduced to mid-price permanently are many whose prices are being reduced for a limited period only, among them The Corsairs' debut album *Forgiven, Not Forgotten*. The album has moved 83-22-9 on the regular album chart in the last fortnight, as record stores introduce a heavy discount on it ahead of Warner Music's temporary reduction in its price. The album, which includes the original

version of the group's next single *Runaway* and not the original version of *So Young*, as accidentally stated in last week's album chart analysis, has sold more than 280,000 copies to date, and can be expected to move at an unprecedented rate in the next few weeks, before returning to its usual (full) price in March.

With mid-price chart peripherals like *Tracy Chapman* selling much the same quantities week in and week out, it's unusual to see violent downwards movement on the mid-price chart – but *Himmam Baby* (The Seduction Session) by *Fat Harry White* and the *Love Limited Orchestra* is a major

exception slumping 1-16 this week. The rather deep-throated and hilarious alter ego of Mark Radcliffe, *Fat Harry's* album is not a catalogue item, but a newish collection of sketches which were released at mid-price, and which have now run their course.

Finally, the continuing success of Robbie Williams has had a rejuvenating effect on *Take That's Greatest Hits* recently. While Robbie has had both of his solo albums in the top 10 at the same time, many more fans have also been checking out *Take That* catalogue, with the group's Greatest Hits album the biggest beneficiary. The album climbs another 10 this week.

## MID-PRICE FACILE

## R&amp;B SINGLES

This	Last	Artist	Label/Cat. No. (Distributor)
1	1	I WANT YOU FOR MYSELF	Another Level/Ghostface Killah Northside/4247642632 (BMG)
2	NEW	GET ON THE BUS	Destiny's Child featuring Tamela East West E 578602 (BMG)
3	1	END OF THE LINE	Honeyz 1st Avenue/Music/HN202 (IF)
4	2	MIAMI	Will Smith Columbia 69667/2 (SON)
5	3	TAKE ME THERE	Blackstreet & Maya feat. Maya & Binky Blinn Atlantic 742146333 (BMG)
6	4	HARD KNOCK LIFE (GHETTO ANTHEM)	Jay-Z Northside/4247642632 (BMG)
7	5	WAVE OF NEWBIES	Brandi Atlantic AT 05040 (D)
8	6	HAVE YOU EVER	Dr. Hill Island Black Music 1525 725 (IF)
9	8	HOW DEEP IS YOUR LOVE	Laurice McNeal Walstar C20V11 (W)
10	7	THE GREATEST LOVE...	ML Cyle feat. Gja Thompson East West E 57897 (W)
11	9	IT'S ALL YOURS	Brandi & Monica Atlantic AT 02087 (W)
12	10	THE BOY IS MINE	Jamel Jackson Virgin V21 1720 (IF)
13	11	EVERY TIME	Another Level Northside/4247642632 (BMG)
14	10	GUESS I WAS A POOL	Pras Michael feat. COB & MVA Interscope IND 95939 (BMG)
15	14	GHETTO SUPASTAR...	Ruffhouse 6669215 (SON)
16	15	BLUE ANGELS	Pras 1st Avenue/Wild Card/Polydor 567281 (IF)
17	16	LITTLE BIT OF LOVIN'	Kelle Le Roc Epic 6965465 (SON)
18	22	DAYDREAMIN'	Tanyata A&I Telstar CDS25AS 3017 (W)
19	17	COME WITH ME	R Kelly feat. Keith Murray Epic 6922930 (IF)
20	18	HOME ALONE	Gees Street/2 EMI 500323 (UMWI)
21	19	BECAUSE I GOT LIKE THAT	Jungle Brothers Atlantic AT 04020 (D)
22	20	TOP OF THE WORLD	Aandly feat. Envy Rowdy/Arista 7421619342 (BMG)
23	18	THE FIRST NIGHT	Monica East West E 334802 (W)
24	16	SWING MY WAY	Y'P & Yasi Music East West E 334802 (W)
25	21	I WANT YOU BACK	Melanie B & Missy Elliott Virgin V21 1716 (IF)
26	23	SEXY UNDERBELLY	Lynden David Hill Coltramp CDD0015 (S&D)

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

## DANCE SINGLES

This	Last	Artist	Label/Cat. No. (Distributor)
1	NEW	CASSIUS 1999	Virgin DNST 177 (E)
2	4	GOOD RHYMES	Dr Click Ittr FX 353 (F)
3	3	YOU SHOULD BE...	Sound Of Ministry MOS 128 (BMV/SN)
4	1	PRASE YOU	Julian Smith Siret SKIN 4213M (WV)
5	NEW	MORE THAN THIS	Fatboy Slim Manx MDS 232 (IF)
6	NEW	DISCO BABES FROM OUTER SPACE	Fabrizio Fatti Delirious DELUX 11 (PI)
8	5	NO GOOD	Babe Infection Positiva 12TV 103 (E)
9	NEW	GET ON THE BUS	Destiny's Child feat. Timbaland East West E 3787 (W)
10	NEW	PROTECT YOUR MIND	DJ Sakan & Friends Addive 12AD 032 (V)
11	NEW	STRAIGHT FROM THE HEART	Doodly Lock Of Heaven 12V 104 (W)
12	NEW	IN THE AISLES EP	Ministry Of Sound SLSUK2 (E)
13	NEW	BE BERVE	RAS R38R15X (M/W/P)
14	NEW	WHAT YA GOT 4 ME	Trippy Traz 11D7 181 (BMG)
15	NEW	PROTECT YOUR MIND	DJ Sakan & Friends Addive 12AD 032 (V)
16	NEW	HAPPY DAY	SJC feat. Wayne Allen Connected CD 201 (F)
17	NEW	1998	Blissy Finlay Positiva 12TV 98 (E)
18	NEW	GENCERE	AMP PM 5291 (F)
19	NEW	7th SON	Big Noisy Casa Nostra CASA103 (AD)
20	NEW	SENSE OF DANGER	Pras feat. Shara Nelson Pagan PAGAN 024 (W)

© CN

## DANCE ALBUMS

This	Last	Artist	Label/Cat. No. (Distributor)
1	1	YOU'VE COME A LONG WAY, BABY	Fatboy Slim Skint BRASSIC 11LP/BRASSIC 11MG (UMW)
2	NEW	FUTURE 4 U EP	Armand Van Helden Addi AN9999 (Imp/pt)
3	NEW	EXTINCTION: LIVE/ENTRANTAL WORLD FROM	Bludge Rhythms Elektra 7593921/17593923 (A/W)
4	NEW	CHAPTER THREE EP	Krazy Katz Warp VAP 112 (V)
5	NEW	MY LOVE IS YOUR LOVE	Ram Ramirez Ram RAMM 24 (SRD)
6	NEW	THE MISSEDUCATION OF LAURYN HILL	Whitney Houston Arista -07822190374 (BMG)
8	NEW	ANOTHER LEVEL	Laurny Hill Columbia 4994341/4994344 (S&M)
9	NEW	FLESH OF MY FLESH: BLOOD OF MY BLOOD	Another Level Northside/4247642632 (BMG)
10	NEW	R&S	DANCE Def Jam 5356461 (F)
11	NEW	R&S	Maiah Carey Columbia 482044/482044 (S&D)

© CN

## MUSIC VIDEO

This	Last	Artist Title	Label/Cat. No.
1	1	STEPS: THE VIDEO	Zoo 107-9175
2	2	ORIGINAL CAST RECORDING: Cats	PolyGram Video VCA 8980
3	3	GEORGE MICHAEL: Ladies & Gentlemen - Best Of	SWN Epic 702652
4	4	RONAN HARRISON: Michael Flatley's Feet Of Flames	VNL 609533
5	5	VARIOUS ARTISTS: Live At The Apollo	Video Collection VCA 116
6	6	BOYZONE: Live - Where We Belong	VNL 629683
7	7	VARIOUS ARTISTS: Andrew Lloyd Webber: Celebration	PolyGram Video VCA 7380
8	8	CLIFF RICHARD & CAST: Heartbeat	VNL 41383
9	9	MICHAEL FLATLEY: Live At The Apollo	Video Collection VCA 115
10	10	DANIEL DONNELL: Live At The Apollo	VNL 41383
11	11	ROBBIE WILLIAMS: Live In Your Living Room	Chrysalis 421463
12	12	DANIEL DONNELL: The Gospel Show - Live From The Point	BMG Video VCA 1026
13	13	PIRE Five Inside	Virgin 103374
14	14	PIRE Five Inside	Virgin 103374
15	15	DANIEL DONNELL: MARY DUFF: Five A Little Love	RIC 1027
16	16	RADIOHEAD: Meeting People Is Easy	Liberty 492143
17	17	LIVE CAST RECORDING: Les Miserables In Concert	Video Collection VCA 328
18	18	THE CORNERS: Live At The Royal Albert Hall	Warner Music Video 756-290013
19	19	FRANK SINATRA: My Way	Video Collection VCA 107
20	20	BILL WHELLER: Riverdance - New Show	PolyGram Video VCA 3703
21	21	METALLICA: Live In Memphis	Video Collection VCA 365
22	22	CELINE DION: Live In Concert 1997	SWN Epic 203462
23	23	FOSTER & ALLEN: Greatest Hits - Some That Wig Be	Telstar Video VCA 2104
24	24	SPICE GIRLS: Live Power - Live In London	Virgin 103343
25	25	SPICE GIRLS: Live Power - Live In London	Virgin 103343
26	26	BE: Geez - Live - One Night Only	Game Entertainment GEE216
27	27	ALL SAINTS: All Saints	PolyGram Video VCA 3703
28	28	DURAN DURAN: Greatest Live - The Videos	BMG 491-0163
29	29	STEREO PHONICS: Live At Cardiff	VNL 102307

© CN

## VIDEO

This	Last	Artist Title	Label/Cat. No.
1	NEW	SOUTH PARACENTMAN	Warner Video Inc. 79862 (IF)
2	2	THE JACKAL	CD Video VCA 8698
4	4	ATLANTIC	Fox Video 1020C
5	5	JUMANJI	Columbia Tristar 040320
6	6	MATILDA	Columbia Tristar 040320
7	7	ANITA TURNER - THE NEW UPL	Touchstone 051030
8	8	STARSHIP TROOPERS	PolyGram Video 021020
9	9	LORRAINE KELLY	Touchstone 051030
10	10	GEORGE OF THE JUNGLE	Buena Vista 061030
11	11	STEPS: The Video	Julia 917915
12	12	PIRE ANNY HOME	Columbia Tristar 040320
13	13	SPICE GIRLS - THE MOVIE	PolyGram Video 021020
14	14	BEVERLY HILL COP	Video Collection VCA 3703
15	15	THE LITTLE MERMAID	Walt Disney 061030

© CN

ALBUMS	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
ALBUMS	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200

ALBUMS	201	202	203	204	205	206	207	208	209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226	227	228	229	230	231	232	233	234	235	236	237	238	239	240	241	242	243	244	245	246	247	248	249	250	251	252	253	254	255	256	257	258	259	260	261	262	263	264	265	266	267	268	269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286	287	288	289	290	291	292	293	294	295	296	297	298	299	300
--------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

**SINGLES**

SINGLES	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
---------	---	---	---	---	---	---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	-----

**RELEASES FOR 25 JAN-31 JAN, 1999: 167 ● YEAR TO DATE: 456**

SINGLES	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167
---------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

**Distributors**

DISTRIBUTORS	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
--------------	---	---	---	---	---	---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	-----

DISTRIBUTORS	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200
--------------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----



## CLASSIFIED

Rates: **Appointments: £30.00** per single column centimetre (minimum 4cm x 2 col)  
**Business to Business: £18.00** per single column centimetre  
**Situations Wanted: £12.00** per single column centimetre  
**Box Numbers: £12.00** extra  
 Published weekly each Monday, dated following Saturday  
 Copy date: Advertisements may be placed until Thursday 10 a.m. for publication Monday (space permitting).  
 All rates subject to standard VAT



**WE ACCEPT MOST MAJOR CREDIT CARDS**

**Cancellation Deadline:**  
 Wednesday 10 a.m. before publication Monday.  
 To place an advertisement please contact  
**Charlie Boardley & Scott Green, Music Week - Classified Dept.**  
 Miller Freeman plc, Fourth Floor, 8 Montague Close,  
 London SE1 9UR  
 Tel: 0171-921 5937  
 Fax: 0171-921 5984  
 All Box Number Replies To Address Above

## APPOINTMENTS

# head of music



**We're looking for the UK's best music programmer to fill this pivotal role.**

You'll need a real flair for music scheduling and be able to take day-to-day responsibility for all aspects of Virgin's music policy.

In addition to considerable experience in a medium or major market, the successful applicant will be able to demonstrate a natural affinity for the spirit, attitude and ethos of Virgin Radio.

If you have great ears, a passion for the music we play, experience of Selector and a solid understanding of research in a competitive market then we'd like to hear from you.

Please apply in writing by January 29th to:

**Bobby Hain, Programme Director**  
**Virgin Radio, No.1 Golden Square, London, W1R 4DJ**  
 Virgin Radio is an equal opportunities employer.

## Recording Services Showcase

- Are you a studio of manufacturer/designer of studios or studio equipment?
- Have you had a studio refurbished or launched a new product/service recently?
- Interested in promoting the products/services you offer to the Music Industry at an affordable price?
- Using colour photos and your own editorial, the Recording Services Showcase can promote your company to over 12,500 key players!

For more information on how to reach the people that matter call  
**Scott or Charlie on Tel: 0171 940 8593**



## COPYRIGHT MANAGER

Required for long established independent publishing company.

Position includes liaising with our overseas companies, contract administration and copyright administration (Counterpoint).

Please send your C.V. including current salary to:

**Claire Pieroni, Head of Personnel**  
**Bucks Music Ltd, Onward House**  
**11 Uxbridge Street, London W8 7TQ**

## Do you live and breathe music, and want to share your passion?

We are a major independent record label with a varied roster of new and established chart acts ... We are looking for a national radio promotions person, reporting directly to our Head of Promotions. You will deal with Radio 1, Capital, Xfm, Kiss, GUR, Virgin and the other major London stations, so previous experience is preferred.

All applications will be treated in the strictest confidence to

**P.O. Box No: 154,**  
**Miller Freeman Entertainment Group,**  
**Miller Freeman Plc**  
**8 Montague Close, 4th Floor,**  
**London Bridge, London SE1 9UR**

## ADVERTISING SALES EXECUTIVE

Busy central London publishing house requires experienced advertising executive to sell across a series of titles covering the video and home entertainment industry.

Must be self-starter, creative, able to work under pressure and show initiative. Good communication skills and sense of humour essential. An interest in films and the changing face of home viewing would be an advantage.

Suit ambitious executive looking for challenging next move on the career ladder. Competitive salary and commission for the right candidate.

Apply by CV and covering letter to:  
 Angela Thomas, Video Business Publications Ltd.,  
 Strandgate, 18/20 York Buildings, London WC2N 6JL.

No Agencies please.

Independent retail video label

requires an

## OPERATIONS EXECUTIVE

Duties include stock control, programme editing, BBFC liaison, order processing and technical management.

Salary dependent on experience.

Please send CV with details of current salary to:

**Contender Ltd, 81 Piccadilly,**  
**London W1V 9HB**

Independent music publisher based in West London with varied, active, and growing catalogue seeks person to be responsible for licensing and marketing in film and television and also to contribute to A & R and business affairs.

Our catalogue ranges from the avant-garde through mainstream pop to contemporary dance styles we also represent a number of composers of film music.

If you have good negotiating skills, and eclectic musical understanding, and sufficient background knowledge to operate in these areas, please send us CV with a covering letter stating your current salary to:

Box Number 153

Music Week - Classified Dept.

Miller Freeman plc, Fourth Floor, 8 Montague Close, London SE1 9UR

## ADMINISTRATION ASSISTANT

Required

This position is primarily an administrative role, with some copyright duties and PA responsibilities.

Although a junior position, it is a demanding job with scope for development. The candidate must be focused, accurate and able to work with attention to detail. Must be computer literate, and ability to use the Counterpoint system would be an advantage.

Please write or fax to:

**Betul Al-Bassam**  
**V2 Music Publishing Ltd**  
**99c Talbot Road**  
**London**  
**W11 2AT**

Fax: 0171 471 3610



If you are looking to move or recruit:

**career moves**

We recruit executive and personal assistants, secretaries, receptionists, royalties and copyright administrators to a large proportion of the major.

Call: Lorraine Windel 0171 292 2900 or fax: 0171 434 0297 (Rec Cons.)

## APPOINTMENTS

### Music Training/Career Development

Take a positive step for the New Year... Call Global on 0171 583 0236

#### Intensive Music Industry Overview 8 Week Part Time Evening Course

Recent Course Structure: International, Publishing Management, Rip-off Culture, Marketing & PR, Recording Agreements, A&R, Manufacturing & Distribution, Multi-Media.

#### The Music A&R Programme

Select Scouting, Recent Course A&R Structure, Licensing, Artist Development, Publishing A&R, Working With Studios, Revisers & Producers, Case Studies/Practical Session.

For An Information Pack Call Global on 0171 583 0236



## Creative packaging Solutions

CD, DVD and Mini Disc Packaging Solutions  
CD Fetish Case, CD Tins  
Coloured CD Jewel Cases (Optional Screen Printing)  
Slim Doubles, Multi Packs plus many more  
> Bespoke Design Service

Tel: 01635 299777 Fax: 01635 299888  
e-mail: total\_spectrum@msn.com

Winter Music and South by Southwest  
with the official agents



Thinking about some sunshine after Miami?  
MIAMI from 279 plus 44 tax, AUSTIN 325 plus 44 tax  
For flights and accommodation call 0171 627 2200  
Or email guy@musictravel.co.uk

## LEMON

### CD duplication

getting it right first time  
telephone 01278 43 42 41

1000 CDs £650  
includes booklet • inlay cards • jewel case

Save Jubly, have Cubby, with Dudley!  
'U2 can have your CD's pressed by Lemon'

Label Management services

ASSASSINATION MUSIC PRODUCTIONS

### GET YOUR PROMOTIONS ON TARGET

Full Media Promotions

Contact Rupert Wilbers on 01753 993665  
www.assassination.co.uk

### CASH PAID

We Buy Your Old CD's & Tapes  
CD Single, 12" Edition & Promo  
Acoustic CD, R.P.O.S. Vinyls  
Merchandise, Tapes, Demo Tapes  
Complete Collections & Deletions  
Your Vinyls & Cassettes  
Wides, 30 Seconds etc. Deleted

Contact Simon or Martin on  
Tel: 01782 812299  
Fax: 01474 814414  
e-mail: simon1@bt.com

### CARRIER BAGS BY AIRBORNE



OVER 300 JUXEBOXES IN STOCK

0181 288 1700

LEICESTER  
TEL: 0116 253 6136  
FAX: 0116 251 4485

## BUSINESS TO BUSINESS

### Specialist

in Replacement Cases & Packaging Items

- CD album cases available in clear or coloured
- CD single cases - all types of double CD cases
- Trays available in standard coloured and clear
- Cassette cases single & double
- Video cases all colours & sizes
- Card masterbags CD, Video, Cassette - 7" 10" 12"
- Paper 7" 12" & 12" POLYUNED
- Polythene sleeves & Resealable sleeves
- Mailing envelopes, Video 7" & 12" CD various types available. Also all sizes of jiffy bags
- Window displays
- CD/Record cleaning cloths
- PVC sleeves for 7" 10" 12" and CD
- DVD cases

Sounds (Wholesale) Limited

Best prices given, Next day delivery (in most cases)  
Phone for samples and full stock list  
Phone: 01283 566823 Fax: 01283 568631  
Unit 2, Park Street, Burton On Trent, Staffs, DE14 3SE

### FOR SALE

#### 'LIFT' CD DISPLAY RACKS

30 'Display One' units  
6 'Display Two' units  
plus quantity of dividers, adaptors etc.  
also, two anodised aluminium profile  
De Lux chart racks and  
one 'Lift' listening post.

Tel: 01483 457833

### THE DAVIS GROUP

Specialist in the supply of:  
• CD Sleeves  
• CD Trays  
• CD Cases  
• All types of CD jewel boxes  
• All types of CD jewel cases

Call ROBBIE on:  
0181 951 4264

### REWARD CASH AVAILABLE

for the purchase of Barco/na, video personal organisers & video cassettes  
Up to £1000

If Records/Compact Discs/Videos Cassettes  
Books of all musical possessions  
If any must experience ensure a complete  
and correct service for the sale and music  
business cards only. Distress to a  
problem. Give us a call.

CHEAPO CHEAPO RECORDS LTD  
53 Rupert Street, London W1  
Tel: 0171-437 8272  
noon-10.00pm

### THE MUSIC STOREFITTING SPECIALISTS

MUSIC VIDEO & GAMES  
NEW MINIDISC & DVD OPTIONS  
WALL & ISLAND SOLUTIONS FOR  
CHARTWELL & SHOWERS  
COUNTERS & STORAGE

EXTENSIVE RANGE OR  
CUSTOM BUILT  
FREE STORE PLANNING  
IN HOUSE DESIGN &  
MANUFACTURE & INSTALLATION



FAST • RELIABLE • COST EFFECTIVE  
POSTERS • POSTCARDS • STICKERS  
DATABASE CARDS • FLYERS ETC.

for prices or further information  
contact GEAN BAIRD  
on 0802 534822  
t. 0181 805 9565 e. 0181 905 2044

### INTERNATIONAL DISPLAYS

TEL: 01480 41204  
FAX: 01480 414205  
email: sales@id-international.co.uk

### JUKE BOX SERVICES



OVER 300 JUXEBOXES IN STOCK

0181 288 1700

15 LEON ROAD, TWICKENHAM  
MIDDLESEX TW1 1JL

### THE RECORDING WORKSHOP

Comprehensive range of exclusive 2 month  
part-time courses on vinyl recording and  
productive techniques in small groups.  
Hands-on experience from the start.  
By beginners welcome.

All projects covered from MCD,  
CLUBDISC, SAMPLING to EQ, EFFECTS USE,  
MULTI TRACKING, REHEARSAL,  
ESTABLISHED SINCE 1983. For Prospective:  
0800 980 74 58  
e-mail: records@trw.co.uk

### in store security cases

- maximum security for audio visual display
- compatible with all EAS alarm systems
- accommodates all important packaging formats
- enhances the look and feel of the product
- easy to use and fully guaranteed



Contact Mike or Steve  
Pro.Loc Europe  
Royal Albert House  
Sheet Street, Windsor  
Berkshire SL4 1BE  
Tel: 01753 705030  
Fax: 01753 831541



### POSTING RECORDS, CD's, CASSETTES, DAT?

Then use our PROTECTIVE ENVELOPES

For ALL your packaging needs - call us NOW!!

Contact Kristina on: 0181-341 7070

Wilsons of London - Sheepshead House, 4 Wighams High Street, London SE16 5LS  
Telex: 547342 Fax: 0181-341 1176

### Stanley House

A programming room has become available at Stanley House. Our facilities include:  
SSL J Series with Radar, tie linked to all programming rooms. Private restaurant and Bar.  
Car Park, Roof Garden.

Recent clients in the main studio include:  
George Michael, Gary Barlow, Bjork, Sweet Sarinity, Another Level, Conner Reeves, E17, Luce Drayton, Linda Hicks and Giamma Kluk.

For details call Verity Boys on 0181-735-0280.

### VIDEO DUPLICATION & DUBBING

- Professional VHS duplication
- HiFi stereo PAL & NTSC - Memorisation anti-copy prices.
- Video on CD • CD Duplication • From 1 copy to 100,000 plus
- Broadcast dubbing • Multiple Beta SP duals • Standards conversion
- Labelling, printing, packaging • UK & overseas distribution

Please contact us for our booklet, upon a further info notes.

Tel: 0181-504 6271  
Tel: 0181-984 0172

TC VIDEO  
Twentyfour Centre Video  
Wembley Commercial Centre,  
East Lane, Wembley HA9 7UJ

### AUTUMN OFFERS

200 CD jewel case £22  
500 cassette case £38  
400 CD jewel clear £32

Certificate included England & Wales.

### TRACKBACK

For all types of CD & tape cases,  
record sleeves, master bags, 8 Stock.

Contact ROY on  
Tel: 01179 477272  
Fax: 01179 616124  
1 Grange Avenue, Bristol BS15 3JQ  
South, Essex or elsewhere

### BLACKWING THE RECORDING STUDIO

Customers include:  
Flavis, The Marci Cut, Pina, Jodie Jones, Tomi Gump, Underground, Starbuck, Sean O'Meara & The High Lones, Electric, Twenty Four Club, Change Bites, Skunk, Ian Bellamy, Werris, Alex, Swift, Linxum, Japier, Sumpson, Clive of the Poo-cats, Michelson, Phoenix, Earl Bruden, Nigel Nunn, Guitars, Overdrive, Turner, Vex

July 28 - 31st 2000

0171-261 0118  
www.blackwing.co.uk

# RETAIL FOCUS: HONEST JON'S

by Karen Faux

Honest Jon's has occupied its Portobello Road site in London's buzzing Ladbroke Grove for the past 20 years and remains an important part of call not only for locals but also for overseas tourists and music fans from all over the UK. Alan Scholefield and his partner Mark Anley bought the store from founder John Clare in 1992 and have worked hard to maintain its reputation as one of the capital's finest indie record shops.

"Because of our expertise in running the store prior to buying it, we were able to provide a sense of continuity when we took over," says Scholefield. "Since the Eighties Mark has built its range of black and dance music and in 1995 we went a step further by acquiring the next door premises, which now houses jazz."

In addition to jazz, Honest Jon's range of music spans reggae, soul, hip hop, Latin, R&B, house and country. The store reflects the eclecticism of the stock with a huge, colourful mural depicting a range of black artists and their labels along with vintage gigs and exploitation film posters. "People enjoy rooting around in the racks and immersing themselves



Honest Jon's: two sections allow a diversity of stock in the diversity of stock," says Scholefield. "For example, it is not unusual to find a prewar GDC slotting next to a Polish jazz record."

Seventies black music continues to be big, and one of the store's current best sellers is the recently released Africafunk on Harmless.

On the New York hip hop front, Rawkus's Mos Def is a strong seller and there are lots of takers for the hard-edged techno style of Berlin label Basic Channel. "Gil Scott Heron, Marvin

Gayle, Lauryn Hill and everything on the Blood

And Fire reggae re-issue label are among our steadiest sellers," says Scholefield. "Mo Wax is also close to our heart," says founder James Lavelle used to work here."

Every couple of months Scholefield and Anley spice up their range by going on buying trips to the US. "We visit places like New York, Detroit, Chicago and Boston to source new releases and pick up Seventies and Eighties

vinyl," says Scholefield. Vinyl remains an important part of Honest Jon's offer and it generally carries between 2,000-4,000 vinyl releases in both parts of the shop.

Scholefield says that he doesn't do much to promote Honest Jon's although it often crops up in the press when there is any sort of profile of the area.

"We've always covered in Japanese magazines and we are always surprised to find how many people know about the shop," he says.

A particularly good time for Honest Jon's is when the annual Notting Hill Carnival rolls out in the area.

"Because we are right in the middle of it, we generally batter down the hatches while it is going on," says Scholefield. "However, immediately before and after there is an influx of people who head for our doors and we always do extremely good business."

## IN-STORE THIS WEEK

**Archie Bona** Dance radio single - TQ; Windows - sale with CDs at £5.99 or five for £20; In-store and press ads - Terrorvision, Gerald Finzi, Jacqueline Du Pre, Brunswick Box set, Keb Mo, Mariah Carey, Robbie Williams, Graze Cajun catalogue

**ASDA** Album - Will Smith; In-store - TQ, The Offspring, Humate, Busta Rhymes, Gay Dad, Terrorvision, Duran Duran, Engelbert Humperdinck, Clubbers' Guide To '99, Good Will Hunting

**Boots** Album - Robbie Williams; Video - Fighting Fat And Fighting Fit; In-store - sale with two CDs or three cassettes for £10, video sale with 50% off selected catalogue, fitness video promotion

**FARRINGDON'S** Windows - Evelyn Glennie, Roberto Carlos, Andrea Bocelli, Georgiul, Andreas Scholl; In-store - Vanessa Mae, Charlotte Church, sale

**HMV** Single - Gay Dad; Windows - Music Of The Millennium, Good Will Hunting, The Offspring; In-store - Sebadoh, TQ, The Offspring, Graze

2000, Terrorvision, Busta Rhymes; Press ads - Paul Van Dyk, 187 Lockdown, TQ, Dru Hill, Garbage

**MENZIES**

Single - Gay Dad; Windows and In-store - Best of '98 promotion featuring selected albums at £9.99, Robbie Williams

**pinacol NETWORK** Selects listening posts - Morcheeba, The Egg, 2Pac, Tribe Called Quest, Rialto, Entombed, Pinnacle compilation, Skinny Puppy; In-store at Mojo recommended retailers - Signifying!, Funk Junk, Snowboy & The Latin Section, Leon Thomas

**"NOW"**

Singles - TQ, Duran Duran, The Offspring, The Divine Comedy; Albums - Mark Owen, Relax; Ultimate '80s Mix 2; Video - Good Will Hunting, The Flirtive

**our price**

Singles - TQ, The Offspring, Gay Dad, Busta Rhymes, Duran Duran; Windows - Best of '98 promotion, Fatboy Slim, Massive Attack, Steps; In-store - Robbie Williams, Steps, Alanis Morissette; Press ads - Clubbers' Guide To '99, Relax; Ultimate '80s Mix 2, The Offspring, Busta Rhymes, 911

**TOWER RECORDS**

Singles - The Offspring, TQ, Busta Rhymes, Duran Duran, Paul Van Dyk; Windows - four CDs for £19.99, TQ, £19.99 in-store - sale with cross-merchandise multi-buy; Little Voice, The Offspring, Duran Duran; Press ads - Jewel, Little Voice, The Offspring

**MEGASTORES**

Singles - Busta Rhymes, Duran Duran, Gay Dad, Humate, The Offspring, Sebadoh, Terrorvision, TQ; Windows - sale with CDs at £7.99; In-store - sale, Vital CDs at £9.99, Trevor Nelson's R&B selection, three Naxos CDs for £12; TV ads - Busta Rhymes, Gay Dad, The Offspring, TQ (The Box); Press ads - Studio 54, Mercury Rev, The Divine Comedy

**WHS**

Single - Gay Dad; Windows and In-store - Best of '98 promotion featuring selected albums at £9.99; Listening posts - The Cardigans, Essential Strauss

**WOOLWORTHS**

Singles - Gay Dad, The Offspring; Album - Fatboy Slim; In-store - George Michael, Clubbers' Guide To '99, Best of '98 promotion with 100 CDs from £9.99



**MANDY CLARKE, manager, MVC, Cardiff**

Since opening four years ago, this store now has the biggest turnover in the chain. It's slightly off-pitch as far as the town centre is concerned, but it's next to a department store and a Toys R Us, so there is good customer flow. It recently had a refit to bring it up to date with the rest of the chain, but because it is so well patronised the shopfloor gets a serious battering. It is good to see DVD performing well. We started supporting the format last summer and we are finding that, with the incentive of our cardholder scheme, customers who are interested will buy every title. We also sell DVD hardware and we are seeing take-up from a lot of LaserDisc buyers. We've got about two metres of shelf space devoted to DVD and Con Air is our current best seller. Since Christmas there have been hardly any new releases, but we're still doing well with Charlotte Church, who was our artist of the month in December. The fact that she



**SEAN CONNORS, Vital rep for the North West**

is from Cardiff has helped to make her a huge seller here. We are currently focusing on an Artists Of The Millennium campaign, which will be ongoing throughout this year. Every month we are featuring a different act to give back catalogue a boost. This month Queen is featured and we are selling back catalogue CDs for £10.99 and their Greatest Hits boxed sets for £15.99. Looking ahead, we are anticipating big business with Blondie's forthcoming album in February, and Beth Orton and Van Morrison will also be big performers in March. Our cardholder scheme is still going strong and we had 8,000 people sign up for it in December alone. Wales is proving a strong area for MVC. We opened our fourth store in South Wales just before Christmas and, with 20 more openings planned for this year, there could be more coming to this region very soon."



**SEAN CONNORS, Vital rep for the North West**

We're pretty fired up at the moment as we've just found out that Vital is handling all of the XL catalogue this year. The label goes down very well in my area, which includes a mix of multiples along with strong Indies such as Liverpool's Probe, Preston's Act Records and Manchester's Piccadilly Records. We are also excited about the prospect of selling in the forthcoming Beta Band album which is destined to be big. Business is pretty upbeat right now and everyone is very pleased with the results of our Christmas campaign. There was a very healthy take-up of our free compilation CD, Lounge Music 3, which was available through picking up a leaflet displayed in the Chain With No Name stores. This kind of exercise always proves useful for building profile and developing databases. This week I am working on the Inner City single Buena Vista which should be a Top 10



**SEAN CONNORS, Vital rep for the North West**

contender. 4AD act Gus Gus always get good press and I'm anticipating a strong reaction to their new single, which is out at the end of February. Another one that I'm talking to is disco funk band Les Rhythmes Digitales, who will have an album out in the not too distant future. Manchester's Badly Drawn Boy is also steadily gaining a following. So far he has released three EPs and now a fourth is scheduled for February 4. A lot of my accounts are hating him as the next big thing. I've been working for Vital for more than four years now and every year the business has grown. Last year we surprised a lot of people with Jane McDonald and this year we'll be working a new Tom Jones album. Most people have worked here for a couple of years or more and, as everyone is really enthusiastic about the music, we're all pulling in the same direction."

No, folks, despite what it might look like, Peter, Paul and Mary haven't been drafted it at the last moment to receive a BRITS outstanding contribution award. Instead,



It's that all-powerful trio of (left to right) Brits TV guru MALCOLM GERRIE, executive producer LISA ANDERSON and committee chairman and head of pointing PAUL CONROY (1) who were more than ready to get their hands on the merchandise in question at last Monday's (January 11) Brits nominations bash at London's Cafe de Paris. So you didn't like the Academy's choices? Well, whatever you do not blame the MESSENGER (2) for the non-appearance of Boyzone, the Spice Girls & Co in the list. In fact, MELINDA (right) was on hand to congratulate BILLIE on her nominations in the best British newcomer and best British female solo artist categories.

Remember where you heard it: Word has it that John Kennedy is near to filling the vacant managing directorship at PolyGram Ireland after entering into discussions with an exiled Dubliner. The candidate is superbly qualified because he has already run one Mercury outpost and is intimate with the Irish rockocracy because he is already very much a part of the U2 family...Talking of U2, they have begun work on a new album (not another best of) in a studio with Brian Eno and are rumoured to intend working with Howie B again...Radiohead start work with producer Nigel Godrich on their third album in a Paris studio in two weeks...Competition is hotting up for the East West Mdsip. Names in the ring include Mark Foster, Ian Grenfell, Mark Crossingham and late entrant Peter Price...Mariella Frostrup clearly isn't one to miss a trick. Drafted in by new Brits

sponsors MasterCard as their "personality", she revealed at last Monday's Brits nominations do at London's Cafe de Paris she is already looking to make the most of her new-found position. "As a goodwill gesture, might they forget about my December credit card bill?" she pondered...The Brits, meanwhile, really is travelling far afield these days. As Paul Conroy revealed at the launch, TV rights have now been sold to Swaziland...On the subjects of travelling and the Brits, that nightmare journey home from Docklands is about to be made a hell of a lot easier. Those generous people at Sound Republic have agreed to organise a fleet of mini buses to take people back to central London from midnight onwards after the February 16 event. To book your place ring Lara Kroll at Sound Republic on 0171-287

1010...He and his band may have been overlooked at the Brits, but Boyzone's Shane Lynch can boast of one new win under his belt. The heart-throb beat former British Rally champion Alister McRae and Le Mans winner Allan McNish in his car race debut at Caterham...Could Iron Maiden be looking to follow David Bowie in the bond stakes? ...Dooley would like to be a fly on the wall when

Sony chief Paul Burger entertains Columbia boss Ged Doherty in his office today (Monday)...Dooley was happy to help out PC Ploidy this week in the hunt for Ronnie Laine's former record company. The police were investigating the alibi of a suspect they were holding in custody for a murder committed in 1974. Apparently, the suspect's alibi rested largely on whether Laine and his band were playing on the night of the crime ...Dooley reckons the new Blur country gospel single Tender sounds more like John Lennon's Give Peace A Chance than some of the Rolling Stones comparisons flying around...Anyway, forget all that - Dooley can reveal they've gone all Sex Pistols-cheeky with one album track entitled B.L.U.R.E.M.I. EMI president Tony Wadsworth assures Dooley it is a tribute to their relationship; Damon Albarn points out the correct pronunciation of the track is "Blur-R-EMI"...What a week it's been for Robbie Williams. Six nominations at the Brits, getting a public apology from *The Mirror's* Matthew Wright (when's it the Spice Girls' turn Wright?) and then wowing them in LA, where he performed a couple of showcases last week for staff and the media... Congratulations to Ricochet management's Stephen King and Amanda Searle on the birth of a baby boy, Maxwell King.....



EMI Music Publishing big man PETER REICHARTD became the proud father of London Records band GAY DAD on New Year's Eve and everyone now thinks they are cruising to success. A&R manager to the guitar stars, MIKE SMITH, was the

man to sign the releases debut commercial release, *The Earth With Love*, in released today (Monday) and hit Radio One's A on Friday. Pictured over a glass of the fizzy stuff at London's Oxo Tower are (l-r): JAMES PAUL LENNON, A&R director SALLY PERRYMAN, the band's JAMES RISEBORO and NIGEL HOYLE, a pensive-looking SMITH, REICHARTD, manager KIM EMBER, and (kneeling) the band's BAZ and CLIFF JONES.

ADVERTISEMENT

Billie Myers  
growing pains

Nominated for  
Best British Female  
Solo Artist

For direct time, dial 0173-940 plus the extension you require. Editor: Aja Scott (0511), News editor: Tracy Sells (0577), A&R editor: Stephen Jones (0853), Reporter: Paul Viskanta (0575), Contributing editors: Paul Gorman and Tony Penkels (0534), Chart consultant: Alan Jones (0559), Group...  
 Musicweek Entertainment Ltd. 4th production, Empire Music (0530), Editor-in-Chief: Steve Redmond (0538), Publishing director: Andrew Britton (0534), Managing director: Douglas Shuard (0555), © Miller Freeman plc. 1999. All rights reserved. No part of this publication may be reproduced...  
 SUBSCRIPTION HOTLINE: 0183-309 3689 NEWSTRADE HOTLINE: 0171-638 4666

MW  
musicweek

Incorporating Record Mirror  
Miller Freeman Entertainment Group,  
a division of Miller Freeman UK Ltd.  
Fourth Floor, 8 Montague Close, London SE1 8UR.  
Tel: 0171-940 8500. Fax: 0171-407 7094

Miller Freeman  
A Division of Miller Freeman UK Ltd.

ISSN 0265-1548

BUSINESS PRESS  
Group weekly circulation: 1.1 July 1997 to 12.0003



# MV music week awards 99

THURSDAY MARCH 4 1999 - GROSVENOR HOUSE HOTEL

Final deadline for entries:

Best Marketing Campaign (Music Release): January 21, 1999

Best Marketing Campaign (General): January 21, 1999

Seats are selling fast so please contact Anne Jones on 0171 840 8570 to make your reservations.

For sponsorship information, call the Music Week Sales Dept on 0171 840 8500.



Sponsors of  
Top Single



Sponsors of  
Top Album



Sponsors of  
Best Musician Female



Sponsors of  
Best Musician Male



Sponsors of  
Best National  
Promotions Team



Sponsors of  
Top Independent Label



Sponsors of  
Best Marketing Campaign  
(Music Release)



Sponsors of  
International  
Breakthrough Award



Sponsors of  
Top Act in  
Alabama Country



Past sponsors of  
Music Week Awards 1999