



**NEWS:** Sony is working to ensure that the new **JAMIROQUAI** album will be the UK's top seller in the world this year  
International 6



**A&R:** Arista lines up top producers and writers as M People's **HEATHER SMALL** plans her solo album debut  
Talent 7



**ANALYSIS:** Rajar shake-up reveals hidden army of **RADIO LISTENERS** as latest figures are published  
Q1 1999 Rajars 22

**IMPORT/EXPORT REPORT**  
**10 JUNE 1999 £3.50**

**FOR EVERYONE IN THE BUSINESS OF MUSIC**

# musicweek

## Deacon picks up CBE in Birthday Honours

by Paul Williams  
BPI director general John Deacon has achieved the ultimate accolade for his services to the music industry by receiving a CBE in the Queen's Birthday Honours list.

Deacon, 61, who has led the trade body since 1979 and is widely recognised as having played a leading role in improving industry relations with the Government, was given the award in the list published on Saturday.

He becomes the most senior industry executive to be honoured since Rupert Perry received a CBE three years ago.

Deacon says he is honoured by the award, particularly having worked in the record industry for more than 38 years. "It means an enormous amount because the music industry has been almost my entire working life," he says.

Starting in the music industry in 1960 with Philips Records,



Deacon: 38 years in the industry

Deacon moved to A&M nine years later as general manager when the company opened its UK office. However, it is his work at the BPI for which he is most recognised.

Universal Music chairman/ceo John Kennedy believes one of Deacon's most important roles has been as a bridge between politicians and the music industry. "More recently politicians have been content to pay attention to

us, but in the early days I suspect we were more of an annoyance than an important UK asset. John has played the key role in changing their perception," he says.

Sony Music chairman/ceo Paul Burger says Deacon's vision and tireless work on behalf of the UK music industry have systematically helped to increase its profile. "It is largely thanks to his endeavours that we now enjoy an open and constructive dialogue with the Government," he says.

BMG chairman Richard Griffiths adds, "John's not only a consummate professional, he's a complete gentleman. I can't think of anyone in the industry who deserves it more."

Also awarded in the Birthday Honours were composer John Barry and lyricist Don Black, who were awarded OBEs, and Moby founder and chief executive Kamaya King, who received an MBE.



Arista UK managing director Ged Doherty has made his first key appointment since being appointed by BMG UK chairman Richard Griffiths six weeks ago, naming Christian Tattersfeld as A&R director. Tattersfeld, who has enjoyed success with Another Level, Jay-Z, and "N-Sync since joining BMG from London to launch the Northwestside imprint in 1998, will oversee A&R for Arista and Northwestside and will also be involved in the Bollerhouse label. Deconstruction will continue to report to Doherty directly. Tattersfeld says, "During the next 12 months, we've got to sign four serious contenders. And we've got our eyes on things already." Pictured (l to r): Arista; Griffiths, Tattersfeld and Doherty.

## AT&T comes to the rescue in Eros debate

Uncertainly over the future of the Electronic Record Ordering System (Eros) eased last week when AT&T outlined details of a replacement service and gave a commitment to extend the current system beyond next month.

The telecom group, whose contract to run the current non-compliant Eros system expires on July 31, is developing a new PC-based service connected to a web-based catalogue in time for a launch on October 1.

Eight major distributors have already signed letters of intent to join the new AT&T system and co-operate to enable the present Eros service to continue until all retailers have migrated to AT&T's new service. This is expected to be achieved by October 29.

AT&T's music industry account manager Mike Sykes says the proposed new service will utilise a central database on a secure AT&T Web EDI service and will include a local copy of distributors' catalogues on the PC.

## HMV unveils £20m plan for millennium expansion

HMV is planning to mark the new millennium with its biggest UK expansion programme to date, investing more than £20m in a plan that involves opening up to 16 new stores.

The plans, which will see the chain add up to 8,000 sq m of extra trading space, were unveiled by HMV Europe managing director Brian McLaughlin at the chain's annual conference held in Brighton last week. Around 200 staff attended the two-day event, which climaxed in a dinner attended by invited industry guests alongside HMV Media Group chairman Tim Waterstone and CEO Alan Giles.

The expansion will include new stores in Gloucester (set to open in June), Blackburn (June), Lincoln (July), Glasgow Braehead (September) and Reading (September), as well as the relocation of its Bond Street store in London.

To support the expansion programme, HMV plans what it



McLaughlin: 'long, hard slog'

claims will be the largest marketing spend in its history to highlight its sales activities and the launch of new formats. McLaughlin also confirmed HMV's commitment to the internet, noting that a full catalogue of 350,000 titles will be available online from its website by the end of the year.

Summarising the past year, McLaughlin admitted that it had not all been easy. "It was a long, hard slog but given the difficult economic and competitive pressure we faced, I genuinely believe our business in Europe performed exceptionally well," he said.

## Aim & BPI set to agree subs deal

The Association of Independent Music (Aim) has taken another step towards establishing its credentials as the indie champion with the agreement last week of an outline deal to reclaim part of its members' BPI subscriptions.

At Wednesday's meeting the two trade bodies agreed a formula for diverting to the indie group part of BPI subscriptions paid by Aim-affiliated labels.

A joint statement issued by Aim

and the BPI said: "Representatives of both the BPI and Aim met to discuss the wider relationship between the two organisations. A wide range of organisational matters were discussed and it was agreed that the conclusion of those talks should be put to the respective boards of the two organisations for further consideration."

As a result of this decision the BPI's AGM has been postponed from July until September.

**PULLMAN**  
THE PULLMAN GROUP  
PAPA'S GOT A BRAND NEW BOND

Compliments JAMES BRINK, the Outlander of Soul on the Recently Completed JAMES BROWN BONDS

James Brown has written 758 compositions including some of the most memorable songs of the past four decades: "Ain't Got a Good Thing", "I Got You (I Feel Good)", "Jesus to a Different Day", "Get Up (That Thing)", "Sex Machine", "I Got You (I Feel Good)", "Cold Sweat", "Part 2", "I Got the Feeling", "Say Loud—In Black & Proud (Part One)", "The Black Power Line", "Part Two", "I Got the Good Old Part (Part One)", "I Can't Stand No More (When You Touch Me)", "King of the 'Licking Stick—Licking Stick", "The Rocker", "Honey"

I GOT YOU (I FEEL GOOD) — JAMES BROWN

Creator of all PULLMAN BONDS including the Bowtie Bonds™, Motown Bonds, James Brown Bonds, Rolling Stones Holland, Ashford & Simpson Bonds, Music Royalty Bonds, Pink, Brown, Frank, Aretha, Jimi, Jack and Ray in One Incredible Future Music and Entertainment Royalties

Breaking the \$10,000,000 Barrier = 100% Market Share  
1370 Avenue of the Americas New York, NY 10019  
Tel: (212) 750-0210 • Fax: (212) 750-0444 • e-mail: info@pullmanco.com

Securizing the Future™ www.pullmanco.com



## The Campaign

- **Massive Club Support**
  - Power DJ Promotion
  - Poparazzi pop promotion
  - Top 5 in DJ, Record Mirror and Update charts
- **UK PA Tour**
  - Northern Leisure Tour
  - Concorde International Artists (Bristol)
- **National (Fleming Connolly) & Regional (Intermedia) radio**
  - Radio 1
  - Capital FM
  - Kiss FM
  - Atlantic 252
- **National PR Campaign**
  - VF1
- **Music Press**
  - M8 DJ
  - Wax Dream
  - Update NOW
  - Hot Press Le Tourne Disque
  - Express Gay Scotland
- **National Flyer Campaign**
  - Flying Squad
- **National TV Campaign (Fleming Connolly)**
  - Videotech
  - FY1
- **Roadshow Appearances**
  - Radio 1
  - Capital FM

# 'ONLY YOU'

Cat: POW006

The huge club anthem finally released through Pinnacle –  
Tel. 01689 873144



Pow! Records, Unit 11 Impress House, Mansell Road, London W3 7QH  
Tel: 0181 932 3044 Fax: 0181 932 3032



# Sony licensing deal brings digital kiosks to High Street

by Sam Howard-Spink  
UK consumers could be able to download and buy thousands of albums from kiosks in High Street stores as early as next year, following a ground-breaking deal between Sony Music and US technology company Digital On-Demand.

Last week Sony became the first major to license catalogue titles for download across a secure network – not the Internet – as record shops. Digital On-Demand's technology means that customers will be able to walk into existing retail outlets and order out-of-stock CDs, which will be downloaded alongside artwork and liner notes and burnt on to a CD, DVD or any other digital format in a matter of minutes.

Sony's announcement was followed a day later by the news that EMI is to start exploiting its catalogue online following a licensing deal with custom compilation service Musicmaker.com.

Under the deal EMI, which has taken a 50% stake in the company, will make up to half a million tracks from its back catalogue available for burning on to a CD ordered over the Internet.

The deal is Musicmaker.com's first with a major record company, although it is reported to be in talks with three others. The custom CD site has an existing catalogue of more than 150,000 songs through deals with 100-plus labels. "It's a piece of our overall internet strategy which goes towards increasing the incremental income to EMI and

is very important to us, and we intend to be offering albums for download in UK stores by next year," says company president Scott Smith.

Smith says that pricing and back catalogue availability will be negotiated separately in each territory.

Whi Smith is currently running trials to turn games software on to CD-Roms at its stores in Bluewater and Brent Cross. Andrea Willis, merchandise manager for music/multi-media at the retailer, declines to reveal the games' suppliers, adding that the company is not currently examining burning music on to CDs. "The focus is purely around games software because the company we are working with is concentrating on that technology," she says.

Samit offering EMI tracks online our artists," says Jay Samit, EMI's senior VP for new media.

Digital On-Demand subsidiary RedDotNet has already entered into talks with US-based retailers including Virgin Megastores to install its technology in outlets in New York and Los Angeles by Christmas 1999. Now it plans to extend the network worldwide. "The UK market

## newsfile

**ELDERTON MOVES UP AT PEERMUSIC**  
Peermusic UK managing director Nigel Elderton has been made European vice president of creative affairs at the independent publishing company.

**DATE SET FOR SILVER CLEF AWARDS**  
The Silver Clef Awards, which last year raised more than £300,000 for the Nordoff-Robbins Music Therapy charity, take place on June 25. The 24th Silver Clef awards lunch will be held at the Inter-Continental Hotel in London.

**HOWARD JOINS MUSIC CONTROL**  
Former Island Records head of press Amy Howard has been appointed to the new role of marketing and communications director at Music Control.

**SLICE PR HELOCATES**  
Expanding independent PR and promotions company Slice PR has moved to new premises. From today the new address is The Clockhouse, 220 Latimer Road London W10 6QY, tel: 0181-964 0064, fax: 0181-964 0101.

**GLASTONBURY BEATS THE WEATHER**  
The Glastonbury Festival says new drainage installed at a cost of more than £100,000 proved effective during the recent thunderstorms. A spokesman for next week's event said that two-and-a-half inches of rain cleared within 20 minutes following the laying of six miles of piping.

**BPI DOWNPLAYS ANDERSON SHEAR**  
The BPI and Sony are playing down media reports claiming culture minister Janet Anderson exploited her position by receiving tickets from Sony and the BPI to an exclusive nightclub in London for her daughter's 18th birthday. Sony's communications vice president Gary Farrow says Anderson simply telephoned BPI director general John Deacon asking for recommendations for a nightclub to celebrate her daughter's birthday. Entry was then arranged to the club.



Spice Girl Emma Bunton last week recorded vocal for a track by label-mates Tin Tin Out at Sarm West Studios. The track, Baby Spice's first solo effort, is strongly rumored as a potential single, although Virgin declines to comment. At this stage it is not clear whether it will be a track for the act's forthcoming album or form the start of Bunton's solo recording career. Meanwhile next month Bunton is due to link with Ronan Keating at a concert in aid of a breast cancer research charity. The song the pair will perform at the July 24 Wicked Women concert in London's Hyde Park remains under wraps. Also appearing on the bill are Martine McCutcheon, Republica, Jane McDonald, Beverley Knight, Honeye, Dina Carroll, Gabrielle, Enrol Brown, Mark Morrison and Crown Decees.

## Rajar overhaul gives radio extra listeners

Music radio stations have uncovered thousands of new listeners in the first audience figures to be unveiled by Rajar since it changed the way it researches its statistics.

Radio One, Radio Two and Classic FM are the main winners nationally under the new system introduced for the first quarter, while 104.9 Xfm, Kiss 100, Jazz FM, Heart 106.2 and GLR are among the London stations which have done well.

Rajar has retained the diary system but is targeting only one person per home in an attempt to achieve more accurate listening figures for young people. Radio One reached 1.6 million adults a week in the first quarter of the year while Xfm's audience is now estimated at 354,000.

Radio One controller Andy Parfitt says, "These figures are a more accurate reflection of radio listening in the UK. It would appear they are identifying people who were not necessarily recorded by the old system, who might only listen for short periods to specific shows."

● Full Rajar analysis, p22

## Mercury Prize entries showcase new talent

New talent has a huge presence in this year's Technics Mercury Music Prize with about 40% accounting for around 40% of all entries.

The newcomers face competition from a number of contest regulars, among them Nube's Suede, who won the competition in 1993 with their self-titled debut album. This time they are in the fray with Head Music, which is joined by entries from several previously-shortlisted acts, including Heavenly's Beth Orton with Central Reservation, Virgin's Chemical Brothers with Surrender and JBO/2's Underworld with Beauzouq Rise.

Also competing this year are both Norma Waterson's The Very Thought Of You and Signs Of Life by Martin Carthy, whose daughter Eliza Carthy was shortlisted last year for Red Rice. Waterson herself



Faithless: Mercury entry for Cheeky just missed winning in 1995 with her self-titled album.

Overall entries are around 10% up on last year with pop and rock albums making up just more than half of those competing. The growth of dance music during the contest's life is again confirmed with the genre contributing 21% of the entries, among them Cheeky Records act Faithless's Sunday Spinn. When the competition started in 1992 only around 5% of the entries were dance albums.

Jazz and folk each have 10% of the entries with classical albums contributing 8%. The shortest of 12 albums will be unveiled on July 27.

## Boyzone and S Club 7 aim for Polydor double

Polydor was challenging yesterday (Sunday) to score its first simultaneous number one singles and albums since the appointment of Lucian Grainge as managing director two years ago.

Boyzone's By Request album was outselling each of its closest rivals Ger Halliwell, Abba and Shania Twain by a margin of more than four to one by the end of business last Thursday (June 10), while S Club 7's debut release Bring It All Back was ahead of Madonna's Beautiful Stranger in a closely-fought battle for the top singles spot.

Contrary to a statement in last week's Music Week, Shad\_Seven have not disbanded and are currently demoving new material at their own new studio in York. Their next single High Hopes will be released on August 9.

## hybrid finished symphony

the debut single - 28.06.99



finished symphony - a future anthem  
hybrid rip it up  
best new band on the block  
out of the clubs and into the nation's living room



TAKEN FROM THE FORTHCOMING ALBUM BY WIDE AREA



## DEACON'S DESERVED HONOUR

Anyone who attended the National Heritage Select Committee's CD pricing hearings in the House of Commons six years ago will remember the corridor outside the committee room where Gerald Kaufman conducted his kangaroo court. Prior to each session those due to give evidence huddled nervously with their advisors. It was an uncomfortable place.

Today, the corridors of the House of Commons are altogether far more hospitable, and much of that is down to one man - John Deacon. Those who have walked around the building with him recently say it is quite astonishing how almost everyone he passes wishes to say hello. Meanwhile, the UK industry's relations with government are the envy of record business executives all over the rest of Europe.

This is not entirely due to Deacon - many others from different parts of the industry have put in long hours attending committee meetings, receptions and endless briefings - but he more than anyone has laboured tirelessly behind the scenes.

His contribution to the UK music industry has been incalculable. It could not be more fitting that in his 20th year at the BPI he receives the honour of being awarded a CBE. It is also telling that it comes less than a week after the *Mail On Sunday* printed a story suggesting that the BPI was guilty of attempting to buy the favour of Culture Minister Janet Anderson by procuring free entry to a club for her daughter's 18th birthday. A genuine scandal would surely have rebounded on the latest Honours List but, not surprisingly, this non-story had been forgotten the day after it appeared. Sometimes, Birthday Honours are awarded to those who are right at the end of their career. John Deacon may be nearing retirement, but, typically, he is more active than ever. He is the last person who would seek public recognition or the limelight. On this occasion he fully deserves it. **Ajax Scott**



## Bala's departure severs final Preston links at BMG

BMG is severing one of the last senior executive links with the John Preston era with the departure of chief operating officer Ramon Bala.

Bala's exit from the group he has served for more than a decade is part of the quiet revolution being orchestrated by BMG UK and Ireland chairman Richard Griffiths. It comes just two months after the departure of UK music division president Jeremy Marsh and follows his recruitment of Harry Magee and Gail Doherty to head RCA and Arista respectively.

Griffiths will take over Bala's responsibilities with the exception of distribution, which will be



Bala leaving "on good terms"

handed by Stephen Navin, Griffiths' one-time Virgin colleague who he recruited as VP of operations for the central Europe region.

Griffiths pays tribute to Bala's contribution at BMG, where he

worked his way up from financial director in 1988 before Preston appointed him COO in 1998. In a statement he says, "Bala has played an integral role in the formation and development of our businesses here in the UK and Ireland."

Bala says he is leaving "on good terms" for new challenges within the business. Bala's achievements during his time at BMG include overseeing the successful Global TV venture and launching the Camden catalogue label. He also set up BMG Ireland, which has enjoyed huge recent singles chart success with TLC and Westlife.

## UK CD piracy lobes as IFPI reveals 20% global rise

by Hamish Champ

The number of pirated CDs sold in the UK last year is estimated to have doubled to 720,000 units, according to figures released by the BPI last week.

Based on seizures made by the trade organisation, the overall level of piracy in the UK is estimated to have remained constant last year, accounting for around 1% of legitimate sales, with the increase in counterfeit CDs offsetting a decline in cassettes.

The figures were revealed as the IFPI announced that global CD piracy increased by nearly 20% last year to 400m units worth \$4.5bn. Announcing the figures, IFPI chairman Jay Berman called for stronger legislation to defeat what he described as a "huge, organised, illegal international business". Particularly problematic territories include Russia, Brazil, Italy, Malaysia and Poland.

The UK music industry drew praise from the IFPI's head of enforcement, Iain Grant. A combination of strong UK copyright legislation, an effective industry body - the BPI - and a blend of good policing, customs and trading standards act as a meaningful deterrent, says



Grant: leaving IFPI role

Grant. "These factors tend to keep piracy down wherever they are in place," he adds.

While some European markets are making high-profile efforts to tackle a new threat to sales - CD-Rs - the problem so far appears to remain fairly limited in the UK. "We've been living with MiniDiscs for some time. What is worrying is the growth of advertising for copying machines," says BPI chairman Bob Dickins. In France, industry body Snp reports that in 1998 approximately 10m units - nearly 10% of legitimate CD sales - were bought, most to copy music illegally.

The launch of the piracy figures came two days after the announce-

## TOP 10 PIRACY OFFENDERS

	Piracy ('000 units)	Piracy level (% units sold)
Russia	310	70%
China	240	62%
Brazil	240	45%
Italy	110	25%
Mexico*	80	45%
Hong Kong	60	70%
Malaysia	40	70%
Poland	40	60%
Israel	30	60%
Greece**	20	25%

\* Includes CD-R. Source: IFPI

ment that IFPI director Genevieve Grant is leaving the organisation after 16 years to pursue other business interests. Joining as a legal assistant in 1983, he rose to assume his current role seven years ago. His decision to leave comes six months after Jay Berman arrived to assume the newly created post of chairman.

Grant says he expects to return to his legal roots. "There's so much going on with e-commerce and all the issues it throws up," he says. "I've had a fantastic experience at IFPI and I still hope to remain connected to it." He adds that he is especially proud of the progress the organisation has made fighting global piracy.

## WEBBO

## SCHEDULING FOR THE MILLENNIUM

The strangest thing about the millennium is that none of us have lived through one before, let alone experienced the end of a century. It's an obvious statement I know, but how can anyone know what to expect?

Sure the bug is unpredictable, but any responsible company should have had this sorted already and I can't believe any retailer is going to turn customers away because they can't swipe their purchase through a till or record the sale with Millennium tags.

So how are customers going to react?

Well, first principles state that punters buy music because they like it and are exposed to it. If there are TV shows about musical history, sales will result for those acts featured. Ditto radio and press, though to a lesser extent. And the Albums Of The Millennium (or whatever grandiose titles all these lists about to be produced are given) should be pretty obvious to all and sundry now - skewed of course by phobias votes.

The crucial thing is on how prime-time TV any of these shows will get. On past experience they will be tucked away late in the schedules while still having a reasonable effect. Personally I believe punters will react normally. It's really what the media decides to expose them to that is relevant.

There will always be new music being released - it may be slightly harder to get it exposed during December but then it always is. Some will move The New Radicals and Shawn Mullins seamlessly from their A-lists to Golden Oldies without dropping the rotation. Others will grasp the chance to fill the airwaves with classics and become gold stations full time, but that is already what many programmers want (it's so easy). Now they have the perfect excuse.

But maybe there is good news. It was called by the *News Of The World* some months ago to ask what I thought of the idea that major artists would be releasing new records in the last week of the year so they could be the first number one of the next millennium. If it's true, at least all those retailers bemoaning lack of new product in January will finally be happy.

Jon Webster's column is a personal view

## BPI considers revamp of classical charts

The BPI Classical Committee is considering changes to the classical charts which could result in a separate rundown for compilations, writes Andrew Stewart.

The issue is due to be discussed at a committee meeting on June 29. It is understood that the current separation of the classical chart into specialist and crossover categories is thought by many within the industry to be confusing.

"There have been various criticisms that the classical charts lack clarity, so the idea is to mirror more closely the pop charts," says a BPI spokesman. The existing crossover chart contains compilations alongside more specialist material.

"There is a general feeling that it's time to look at the whole presentation of the classical charts," says Richard Dimmock, director of BMG Conifer a member of the BPI Classical Committee. ● New classical section starts p24

## Radio groups join Scottish bid

Capital and Emap look set to make their first full entries into the Scottish radio market after figuring in the only application for the Glasgow digital licence.

Capital's alternative music station Xfm and Emap's dance brand Kiss are among seven services which make up the bid by British Radio Holdings subsidiary Score Digital for the licence.

Existing Scottish Radio Holdings analogue services Clyde 1 and Clyde 2 are also part of the application, alongside a new country brand Cutting Country, Asian service Sunrise and Paisley-based contemporary music service Qfm. The Radio Authority is expected to make a decision about the licence on September 2. Another licence for Wolverhampton, Shrewsbury and Telford - was advertised last week.

Score Digital managing director Grae Allan said the bids aim to strike a balance between services already available on analogue in the region and new services to the area, including those provided by Capital



Allan: aiming at balanced bid and Emap. "There are music services which are clearly not available in Central Scotland and Capital and Emap are keen to get involved in digital radio. They're bringing in a dance music service and a modern rock service which are available in other markets but not here," he says.

● Daily Mail and General Holdings, whose radio subsidiary DMG Radio's interests include the Essex Radio Group, last Thursday announced its broadcasting turnover rose 14.8% to £46.5m for the half-year to April 4 1999. Operating profit increased by 64.9% during the same period to £12.7m.



**Crazy Dance**, the under-18s promotions company affiliated to Concorde International Artists, has distributed 1.4m flyers promoting the forthcoming A1 single *Be The First To Believe* (released next Monday) around the UK. It is believed to be the biggest ever exercise of its kind undertaken for a debut pop band. The flyers also plug A1's website ([www.a1-online.com](http://www.a1-online.com)). Each member of the band (pictured) has been given a laptop computer to be able to access the site while on the road and communicate with fans.

## Virgin Radio sets date for live event

Virgin Radio is planning to stage its biggest live music event to date in London later this year.

Around 1,000 Virgin listeners will be invited to the free concert, which will take place on Saturday October 23 and be recorded for future broadcast across the station's FM and national AM frequencies.

Virgin has yet to confirm a line-up but says it will feature around six "premier-league" bands who reflect its rock-oriented playlist. The station has secured Carlsberg as the event's sponsor.

Nik Goodman, the station's head of music programming, says he hopes the concert will become an annual fixture. "This is a really big initiative. We're throwing all our weight behind it," he says.

**WEB PREVIEW FOR CHEMICALS**  
In a unique marketing move, the Chemical Brothers are offering fans a chance to hear their new album a full week before it is released by Virgin following a chain of links between websites. The first track from *Surrender* is on Virgin's [the-raft.com](http://the-raft.com) site and by following a link to other websites around the world, including Spin.com and nme.com, listeners can hear the rest of the album. The web link-up starts today (Monday) with the album available in the shops from June 21.

**YOUNG LAUNCHES DYI SERVICE**  
Former Coucou Vinyl marketing and promotion director Steve Young has set up a new independent label management company providing artists, publishers and labels with the expertise and mechanics to release records themselves. In addition to a distribution link through Vival, Brighton-based Weatherhole Limited will offer full sales and marketing advice for all releases.

**SCOTTISH MEDIA BUYS PEARL & DEAN**  
Broadcast and publishing group Scottish Media has bought a 98.6% share in cinema advertising company Pearl & Dean for £22.2m. Pearl & Dean posted operating profits of £1.5m last year on turnover of £1.4m.

**CONNOR MOVES TO UNIVERSAL**  
Jessica Connor, previously Virgin Records' international marketing manager, is joining Universal Music International as marketing manager for the Universal-Motown records group with additional responsibilities for DreamWorks.

**GONS FOR ABBEY ROAD INTERACTIVE**  
Digital video and multimedia company Abbey Road is being bought by new Best Corporate Title DVD at the 1999 Promotion Europe Craft Awards.

**SHELTON JOINS LAFACE**  
Matt Shelton, formerly accounts manager at LD Publicity, has been appointed director of publicity at LaFace Records in Atlanta. Among the artists Shelton, who officially takes up his new role today (Monday), will be working with are TLC and Toni Braxton.

**GERI GOES GOLD**  
Geri Halliwell's album *Schizophonic* was certified gold last week as was her first single *Look At Me*. There were also gold awards for the Notting Hill OST, Dean Martin's *The Very Best Of* and *The Vengaboys' The Party Album*.

**HOW TV SHOWS' RATINGS COMPARE**

Programme	audience (000,000)	% change on 1998
Top of the Pops*	2,887	+31.6%
TFI Friday*	2,857	+38.1%
CD:UK*	2,201	n/a
Planet Pop	826	n/a
Pop Zone	817	n/a
The 100 (Tues)	750	-2.9%
Pepsi Craft Show*	486	-38.9%
Jo Whiteley*	464	-43.1%
Later/Jools Holland*	423	n/a
Videotext	423	+11.6%

\* corrected weekly figures  
Source: Mediacom TMI/Barb w/c May 24

**dotmusic**  
the insider's guide to music  
[www.dotmusic.com](http://www.dotmusic.com)

# Thomas promoted as Mercury completes management team

by Tracey Snell

Mercury Records has put the final touches to its new senior management structure by promoting Matt Thomas to head of marketing.

Thomas, who was previously marketing manager, says his elevation will enable him to take a bigger overview of the department. The move follows the appointment last month of Anita Mackie from RCA as director of sales and the promotion of Stan Thomas from senior international marketing manager to director of international marketing.

Meanwhile, Fran Cotton joins Mercury from Warner on July 1 as director of legal and business affairs.

Since joining the label in 1991 on work experience, Thomas has worked with acts including Elton John, Texas, Bryan Adams and Metallica. He has immediately set about restructuring his own team.



Mercury's new team: (back row) international marketing director Stan Thomas, director of promotions Bruno Morelli; (front row) general manager Jonathan Green, head of marketing Matt Thomas, managing director Howard Green, director of press Anita Mackie.

Nadine Porter has been promoted from artist development to junior product manager; Jane Franklin, previously at Island Records, has been appointed marketing co-ordinator; and Sarah Partridge has been elevated from PA to junior marketing co-ordinator.

Thomas, who also devised the Texas campaign which ran recently

in Odbins off licences, is lining up a number of significant initiatives for later this year. They include promotion to support the release of the new James album, *Millionaires*, which is due in September.

"It's such a wonderful title to play around with and they've delivered their career best so far. I've got lots of ideas up my sleeve," says Thomas, who reports to general manager Jonathan Green.

Other campaigns include Dina Carroll's new album and ongoing promotion of the new Texas and Shania Twain releases. "They've both got really long legs - right up to Christmas," says Thomas.

Other campaigns include the Texas album, *The Hush*, includes a poster, press and retail campaign launching this month, and a terrestrial and satellite TV advertising campaign planned for August and September.

## MTV cashes in on BSkyB digital decoder giveaway

MTV is increasing the early push for its new digital services to make the most of BSkyB's decision to give away set-top decoders.

The company had originally planned to build up momentum slowly for the six new digital channels which will launch on July 1, but the estimated 500,000 new subscribers brought on board by the give-away has prompted MTV to bring its promotional plans forward.

As part of that push it will be broadcasting the output of two of the new channels, R&B/dance station MTV Base and classic hits station VH1 Classic, on its analogue services MTV and VH1 in two four-hour slots from 10pm on July 3. "We want to publicise the launch of the new channels but also want to give viewers the opportunity to sample what the other channels have to offer," says MTV marketing and communications vice president David Pullan.



Nelson: wider exposure for MTV Base presenter Trevor Nelson introducing music video director Hype Williams about his first feature film *Belly*, which opens in the UK on July 2. VH1 Classic's programming during the same four hours will be fronted by a celebrity yet to be confirmed.

Pullan adds that TV commercials advertising the new channels will be screened later this month on selected Sky analogue channels.

## Media Village applies its street team nous to non-music brands

Music PR and promotions specialist Media Village has made its first move into other youth-related markets after being hired by a games manufacturer and major drinks group.

The Soho-based company, which has helped promote artists such as Jamiroquai, Gang Starr and Todd Terry after developing the UK's first street teams in the mid-Nineties, will now use its 17 regional "ground level" teams to promote a new PlayStation game for Activision over the next five months.

The mass-market game features rap group Wu-Tang Clan and is expected to be launched in time for Christmas. Media Village managing director Shabs would not reveal the name of the title but says that his teams will be combining their usual marketing tools of stickering, posters and word-of-mouth with competitors in "street venues".

Meanwhile, Guinness is planning to use Media Village's expertise to target young black males with its *Foreign Extra* stout, while the promotions company is also linking with Empac to take Kiss FM's smooth grooves dance strand onto the road and use it as a platform for record companies to break new acts.

Media Village's move follows the path established by leading US operators such as the Steve Rifkin Company, which works for brands such as Tommy Hilfiker as well as promoting music.

"The music industry's way of marketing is always new and innovative," says Shabs. "Other youth-related brands and products now see they can benefit from street teams because young people don't like things thrown at them, but want to pick things up in their own way."



## chartfile

● Boyzone are more than living up to the title of their 1995 hit *So Good* with a strong start in mainland Europe for their best of album, *By Request*. Debuting at number one in Norway, the release has also entered the chart at four in Germany (a territory in which the Polydor act had never previously reached the Top 10), while it entered at five in Switzerland, seven in Sweden, eight in Belgium, nine in the Netherlands, 12 in Austria and 13 in Denmark. Ahead of the US release of the album in August, Boyzone last week also had a presence in the Top 60 of the albums chart courtesy of the *Notting Hill* OST.

● Life is sweet in Europe for The Chemical Brothers, whose single *Hey Boy Hey Girl* is the second highest new entry in Italy (14) and Finland at eight (both times second to Jamiroquai). It also enters at eight in Spain, nine in Norway and 18 in Sweden. Meanwhile, another UK act, Mike & The Mechanics, have reached the German Top 10 and Swiss Top 20 with their self-titled new album.

● Life is sweet, too, for Shanks & Bigfoot whose *Sweet Like Chocolate* is the highest arrival at 16 in *fonos*'s countdown of the 20 biggest UK-sourced hits on European radio (see below). The only other arrivals to the chart are Stereophonics who enter at 20 with *Pick A Part That's New*. The top four stay the same.

● The arrival of Shanks & Bigfoot and Stereophonics ensures the indie sector combined gains the biggest corporate share on the *fono* chart. Both Sony (including Nucleo) and Universal have four tracks apiece, (EMI, Virgin and Warner two, and BMG one.

● Phats & Small's *Turn Around* is confirming its status as one of the biggest dance hits in Europe and beyond with a massive 36-place leap to 29 in Germany, while in France it moves up from 16 to 15 and climbs 11 places to 11 in Belgium and enters the Canadian Top 20 at 12. In the Netherlands it is now the highest-placed UK hit following a 22-place climb to 17.

● Westlife are continuing to rise in the Swedish chart with debut single *Swear It Again* progressing nine places to 12. However, it is overshadowed by this year's Swedish winner, *Take Me To Your Heaven* by Charlotte, which jumps 25 places to number five.

● Cher's single *Strong Enough* has not managed to be strong enough in the US, where last week it began moving down the Hot 100 after peaking at 57. However, across the border in Canada it last week entered the Top 20 at 16. The parent album *Believe* fell a place there to 12.

● Illness forced Billie to come home early from a promotional trip to Australia, where last week she the Innocent/Virgin artist was copying two of the Top 10. Her single *Money To The Bone* held at eight, while the *Thank Abba* for The Music salute featuring Billie moved up a place to nine.

## Jamiroquai look to top 7m sales with new Sony album

by Paul Williams

Jamiroquai's *Synkronized* has thrown down the gauntlet of becoming the biggest album around the world released by a UK act since the world generating half a million pre-sales in the US alone.

With the album being issued internationally this week, including in the US tomorrow (Tuesday), Sony is confident of beating the 7m sales of its predecessor *Travelling Without Moving*. Released in 1996, this established the group as a genuine worldwide act.

"The last album was a significant record and I guess that was the best set-up imaginable for this campaign," says Epic/Sony/S2 international marketing director Jon Fowler. Ahead of its international release the signs are already looking good for *Synkronized*. Though the first

single *Canned Heat* missed out on reaching number one in the UK, overseas it is on course to become the group's biggest hit so far, having held on at two in the sales chart in Spain, moved up from nine to three in Italy, entered at three in Finland, made the Norwegian and Swiss Top 20 and climbed to 30 France. Last week it became the group's biggest hit in Germany after charting at 28. The same track has also made a big impact on the airwaves in Europe, climbing to the top three on the *fono* Hit 100 chart.

However, much of the focus will be on the US where the last album — a Grammy winner — reached 24 and platinum status after spending more than a year on the Billboard 200. Following their current UK tour, the band will play 15 US dates in July before kicking off an American



**Jamiroquai: US push**  
endence Day, with more concerts lined up for North America in September. They will also be appearing on the Tonight Show with Jay Leno on July 8 and David Letterman on July 23 to be followed in September by an appearance at the MTV Video Awards, where two years ago they won four prizes for Virtual Insanity.

The launch of the album comes as Jamiroquai's US label Work, a

subsidiary of Epic, is on a high. Last week it scored its first Hot 100 number one with the Jennifer Lopez track *If You Had My Love*.

Meanwhile, the importance of Japan to Jamiroquai was emphasized last week with the screening on public broadcaster NHK of a concert specially staged at the Royal Observatory in Greenwich, London earlier this year for use in the territory. Jamiroquai, whose last album sold 1.6m units there, are planning to visit Japan in November following tours of South America in August and Europe in October.

Since the initial US pre-sale is matched by 500,000 shipments in Japan, Sony has cause to optimise for the album. "We will exceed sales of the last album significantly and make Jamiroquai the biggest stars on the label," says Fowler.

The UK is set for its first glimpse tonight (Monday) of an artist who is fast emerging as one of the biggest new crossover classical acts in the world. EMI France signing Emma Shapplin has a date sold more than 1.3m units of her debut album *Carmine Meo*, going triple platinum in Israel, platinum in Argentina, Belgium, Canada, the Netherlands and New Zealand, while picking up gold awards in France, Greece, Portugal and Spain. The 25-year-old French soprano, who sings in old Italian, will be performing at a showcase at the Hempel hotel in London this evening, ahead of what is expected to be a late summer/early autumn EMI-Chrysalis release for her album in the UK. Isabel Sclater, product manager at EMI International, points to Shapplin's uniqueness to explain her success so far. "The music and her range are so refreshing, it's so different," she says.

## UK TOP 20 AIRPLAY HITS IN EUROPE

UK	UK Title	Artist	UK company
1	Canned Heat	Jamiroquai	Sony S2
2	On Your Lifetime	Texas	Mercury
3	Look At Me	Ger Halliwell	EMI
4	Cloud 9	Bryan Adams	AAM/Mercury
5	Turn Around	Phats & Small	Mulpoly
6	5	George Michael & Mary J Blige	Epic
7	Strong Enough	Cher	WEA
8	Red Alert	B Basement Jaxx	XI Recordings
9	You Needed Me	Boyzone	Polydor
10	Blame It On The Weatherman	Robbie Williams	Chrysalis
11	Now That You've Gone	Mike & The Mechanics	Virgin
12	You Don't Know Me	Armand Van Helden	frf
13	She's In Fashion	Suede	Nucleo
14	Swear It Again	Westlife	RCA
15	Blame It On The Weatherman	B*Witched	Glow Worm/Epic
16	Shanks & Bigfoot	Sweet Like Chocolate	Chocolate Boy/Paper
17	Can't Get Enough	Soulsearcher	Defected
18	Hey Boy, Hey Girl	The Chemical Brothers	Virgin
19	Believe	Cher	WEA
20	Pick A Part That's New	Stereophonics	V2

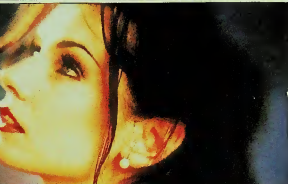
Chart shows the 20 most played UK-sourced tracks in Europe's top 100 radio stations

© Music Control. In subscription form, call 01753 6940 855

## TOP UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Title/Artist	Label	chart position	UK
AUSTRALIA	single Look At Me Ger Halliwell	EMI	4	4
	album You've Come A Long Way Baby Shant	EMI	5	4
CANADA	single Look At Me Ger Halliwell	EMI	3	4
	album Believe Cher	WEA	12	11
FRANCE	single Strong Enough Cher	WEA	13	7
	album The Hunch Bunch	Mercury	3	3
GERMANY	single Look At Me Ger Halliwell	EMI	22	37
	album Mike & The Mechanics	Virgin	9	9
ITALY	single Canned Heat Jamiroquai	Sony S2	3	3
	album Post-ogostino... Suede	EMI	10	9
NETHERLANDS	single Turn Around Phats & Small	Mulpoly	17	39
	album You've Come A Long Way Baby Shant	Polydor	9	9
SPAIN	single Canned Heat Jamiroquai	Sony S2	2	2
	album Gutters Mike Oldfield	WEA	5	3
US	single Believe Cher	WEA	23	15
	album Believe Cher	WEA	17	12

© Source: ASCAP, SoundScan, Nielsen SoundScan. For more info, call 01753 6940 855



## AMERICAN CHARTWATCH

by ALAN JONES

Backstreet Boys' album *Millennium* retains pole position on the US album chart, after selling another 437,000 copies last week to surge past the 2m sales mark quicker than any previous album. After 21 days in the shops, *Millennium* has sold 2.19m copies, beating the old record set by *Garth Brooks'* *Double Live*, which was just a few hundred short of the 2m mark after three weeks.

Backstreet Boys' phenomenal sales are overshadowing another exceptionally hot album, the self-titled *Ricky Martin* set, which stands at nearly 1.9m sales after four weeks in the shops. Martin's *Luvin' La Vida* Luca retains second place on the singles chart behind Jennifer Lopez's debut hit *If You Had My Love*, though the latter's need to counter pop airplay (it is number 38 on the radio list) with high sales in order to maintain its Hot 100 supremacy has led to Lopez's single being given away to retailers in huge quantities, resulting in retail prices as low as 45¢ (31p).

The two highest-ranking album debuts are both by hip-hop acts. New York rapper *Jay-Z* — heard on *Jay-Z's* *Can I Get A...* — tracks earlier this year — sold more than 184,000 copies to take third spot, while the all-quirking Miller brothers, *Perth* and *Corey* — better known as *Master P* — Silk The Shocker and *Da Murder* — shifted 139,000 copies of their fourth collaboration *Da Crime Family* under the name *Trii*. But the sum is not equal to the parts — each of the fraternal trio reached the top two with his last solo album.

Among the Brits, *Robbie Williams'* *Millennium* single improves 19-72, though his *Millennium* album has landed sales of 75,644. *Fabryzz Slim* remains the UK's leading artist on both charts, though his single *Praise You* edges down 41-42 and his album *You've Come A Long Way*, *Baby* declines 51-62. UK-signed *B\*Witched* have the Hot 100's highest debut with their second single *Ricochaster* at number 67, though their eponymous album slides 32-35. The *Lo Fidelity* All Stars experience a decline for the first time in their seven-week chart career, falling 115-24, while the angelic *Charlotte Church* (pictured) rallies 102-71 after some more TV dates.

The Notting Hill soundtrack — comprising primarily of Brit acts such as the *Lighthouse Family*, *Another Level* and *Eivis Costello* — enjoys a second week of spectacular growth, jumping 58-22, while the *Spy Who Shagged Me* soundtrack, with British interest in the form of the *Who*, *Melanie G* and *Eivis Costello* (this time with *Burt Bacharach*) debuts at number 14.





EFTG: greater vocal experimentation

## EFTG builds on dance work for ninth album

Everything But The Girl last week delivered Virgin their ninth studio album, *Temperamental*, due for release in September.

The follow-up to 1996's worldwide multi-platinum *Walking Wounded*, it builds on the dance and breakbeat rhythms that brought the duo mainstream acclaim. Aided by Virgin America co-president Ashley Newton, it also features greater experimentation with Tracey Thorn's vocals.

Thorn says, "We made use of spoken word, falsetto, vocal filters and tiny fragments of my voice as percussion. After I had sung the lead vocals, Ben (Watt, the producer and other half of the duo) would often travel through my ad libs and old takes and sample additional notes and sounds."

The album was recorded over two years at Little Joey's, the duo's home studio in London, and mixed at Air Studios by Ben and Andy Brafford. Among their collaborators is Metalheadz' J Majik, who provides beats and a bassline for a track entitled *Blame*. The album also features a new edit of 1998's *The Future Of The Future*, with music and programming by US house producers Deep Dish.

## "IN THEIR OWN WORDS..."



**ACT:** The Beta Band  
**ALBUM:** *The Beta Band*  
**Label:** Regal Recordings  
**PUBLISHER:** EMI Music Publishing & others  
**PRODUCER:** The Beta Band  
**STUDIOS:** Sawmills, Rockfield and Jacobs  
**RELEASED:** June 21

Since its low-key October 1998 release *The Beta Band's* 4 EP collection has steadily clocked up around 34,000 sales through word of mouth. Their debut *Regal Recordings* album is one of the best to arrive at MW so far this year. Mike Pattenden spoke to the quartet's sampler and DJ, John Maclean.

"The whole album took about six weeks to record. Because of the time limit, we didn't really have the opportunity to rip tracks apart as we'd like to have done.

"We like to improvise quite a bit in the stu-

# Solo project lined up for M People's Small

by Stephen Jones

M People frontwoman Heather Small is planning her debut solo album with top-flight producers and songwriters as the band take a temporary break.

The album is being A&Red by BMG A&R consultant Mark Fox - the man who signed and developed RCA's Natalie Imbruglia - and will appear on the Arista label. Arista worldwide president Clive Davis is among executives scouting the globe for songs for the artist.

Recently underdramatic scrutiny have been delivered by Steve Booker (Imbruglia, Boyzone), Steve Lipson's former programmer Pete Veltese, Simon Clitje (George Michael, Eric Clapton), Martin Brammer and Ben Benson (Lighthouse Family), BMG writer Dominic Miller and Rod Temperton (Michael Jackson).

The impetus for the project is understood to have come from Small herself. A source close to the singer says: "She's a workhorse. Tell some bands they've got a year off and they'll go 'fantastic!' She's from a generation that thinks, 'what do I do with a year off?'"

"The other members of the band can write or produce other people, but she's a performer and a singer, what else is she going to do? And there's some personal stuff she wants to say that she couldn't before because it was a band."

M People founder Mike Pickering, who is supposed to be concentrating on the M People label this year, declines to comment other than



Small: top-flight names are coming in

to confirm that M People are not splitting up. Fox says, "We're just getting Heather with new writers and putting the sound together. I want to try and get a record made this year, but I don't want to rush it. She can write so well and has got such a distinctive voice. This isn't going to be about ballads and drum loops, more about big choruses in a Top Tamariscin."

M People won the 1993 Mercury Music Prize for their second album *Elegant Slumming*, and, after 11 Top 10 UK singles and 8m album sales worldwide, their best debuted at number two last November, subsequently selling 1.8m copies in the UK.

Small's only solo recording to date was on the *Perfect Day* BBC charity video - and a duet on the forthcoming Tom Jones album - although her performance at last month's Linda McCartney tribute concert gave a clue as to her solo intentions.

"The finished album sounds pretty diverse because we have so many ideas. If we share anything it's eclecticism but we all converge on certain things. Steve Mason, our guitarist, is the man with the reggae influences, I'm more from a hip-hop background."

"The Hard One was the track we had problems with because of the sample from *Total Eclipse Of The Heart*. That's resolved now, although it did delay the album by a week. One of Jim Steinman's managers took a unilateral decision and refused to let us use it but then the other heard it, liked it and took the song to Steinman. He liked it too, and agreed to give clearance to use it. By then we'd tried to re-record it which was a real pain because the song was written around the sample."

"We had to change the packaging too which was a pain because the artwork and the packaging are important to us and we'd spent a long time on it. You'll get the full effect on vinyl because it's a gatefold sleeve."

"The live side of things is also an important part of the puzzle. People will see the progress we've made at the June dates. In many ways we've moved beyond the album. There's going to be a lot more technology in the future, we're bored with guitars already."

## newsfile

NEW ORDER ON HOLD AFTER MANAGER'S DEATH

New Order are understood to have postponed reconvening in their home studio in Macclesfield, following the death of former manager Rob Gretton, at least until bassist Peter Hook has completed the next *Motors* album, which was expected to deliver last week. Other members Bernard Sumner, Gillian Gilbert and Stephen Morris had begun work on their first new material since 1993's *Republic* just three days before Gretton died last month.

BRA GO INTO THE STUDIO WITH KERMIT

Former Black Grape co-vocalist Kermit is set to record with Bentley Rhythm Ace in a studio in coming weeks. The cut group, who are set to release a new single this August and currently feature in TV adverts for Lynx and V2 vodka, are also tipped to work with Sire's Pure's Kevin Andrews.

MCCUTCHEON'S PERFECT FOLLOW-UP

Marline McCutcheon's follow-up to her UK number one *Perfect Moment* will be *I've Got You - a track co-written with Tony Moran* and set for release on August 23. McCutcheon, who is two tracks away from finishing her debut album in New York, is understood to have pushed for the release to begin proving her worth as a songwriter.

XENOMANIA TO PEN TUNES FOR TOP NAMES

Ivor Novello winners Xenomania - Brian Higgins, Matt Gray, Stuart McLennan and Tim Powell - are following up their courtwinning success with Cher's *Rosellie Believe* by writing for Tina Turner, Rod Stewart and Whitney Houston. The team's first outing was Danni Minogue's *All I Wanna Do* which reached number four in September 1997.

PERFECTO'S SPECTRUM CHANGES TITLE

Perfecto has changed the name of its new imprint from *Spectrum* to *48K Records* due to another label of the same name surfacing. Its first release will be Tanky Boss by Bongie Maes (aka producer Simon Plaskitt) on August 2.

MUSIC WEEK PLALIST

**Caprice - Oh Yeah!** (Virgin) Believe us... (single, July 16)  
**Shelby Lynne - I Am Shelby Lynne** (Mercury US) Sheryl Crow meets Phil Spector (album, tbc); **Madness - Lovestruck** (Virgin) Classic Madness (single, July 26); **Jamella - I Do** (Rhythm Series) Quality street soul (single, tbc); **Pocket Size - Walking** (EMI-Chrysalis) Intelligent pop (single, July 12); **Apollio 440 - Stop The Rock** (Epic) Status Quo meets the Prodigy (single, August 10); **Lights - The Sky Is Falling** (Backyard) Track two on engrossing EP (EP, tbc); **Yomanda - Synths & Strings** (Manifesto) Hugh handbag-meets-disco tune (single, tbc); **Murz - sampler** (Epic) Shaping up to be one of the year's finest debuts (sampler, tbc).

## Stars add flavour to Blige release

Ruling R&B queen Lauryn Hill has produced and sung backing vocals on All That I Can Say, the first single to be taken from Mary J Blige's forthcoming album, *Mary*.

The collaboration, which will be released on August 2, is one of a number of big-name tie-ups included on the album - the follow-up to 1997's platinum *Share My World* - which will appear two weeks later.

In addition to As, the vocalist's UK top five hit with George Michael, they include a duet with Aretha Franklin produced by Babyface, a duet with former Jodeci vocalist K-Ci Hailey and a track co-written with Elton John on which the piano king

will appear close to Blige, who recorded most of the material at Electric Lady Studios in New York, says that while she is doing as much co-writing and co-producing as before, she is pleased to be "finally credited" for her talents.



Blige: star collaborations

She recently told US hip hop magazine *The Source*, "It's cool working out of here, because it's not like there's celebrities hanging out in every room and the fact that Jim Hendrix worked here is enough to inspire me."

# Henry's House

**PR agency for pop groups**

**5 CLUB 7 • 21st CENTURY GIRLS • NEXT OF KIN • EURYTHMICS**

**TELEPHONE 0181 984 0300**



# Had enough? There are Alternatives...



**Farside**  
The Monroe Doctrine  
Revelation



**Testament**  
The Gathering  
usg



**Electric Frankenstein**  
How To Make A Monster  
Victory



**Milencolin**  
Melancholy Collection  
Burning Heart



**Sponge**  
Pedigree Chump  
Moonska



**Various**  
Short Music For Short People  
Fat Wreck



**Leatherface/  
HotWaterMusic**  
BYO



**Sebadoh**  
Freed Weed  
Homestead



**Daeonia**  
Alice  
Candlelight



**Earthtone 9**  
Off Filter Enhancement  
Copro



**Tim Buckley**  
Dream Letter  
Manifesto



**Schindler**  
Time  
Eastworld



**The Flaming Stars**  
Pathway  
Vinyl Japan



**Tom Waits**  
Early Years Vol.2  
Manifesto



**Carfags**  
Guns  
Alphabet

ABELINE - ALPHABET - ALTERNATIVE TENTACLES - ASIAN MAN - AXE KILLER - BITZCORE - BLACKEND - BURNING HEART - BYO - CANDLELIGHT - CAPTAIN VI - COPRO - CRISIS - DARRENN - DIGITAL DIMENSION - DEEP ELM - DETOUR - DOWNWARDS - DRABNER - EARTHBOUND - EQUAL VISION - FAT WRECK - GO CART - GROVER - HARRY MAY - HOLY - HOMESTEAD - HONEST DONS - HOUSEHOLD NAME - HYPERION - I GEMANY - INDECISION - INVISIBLE - JADETREE - JAMDOWN - LIBERATION - LOST & FOUND - MANIFESTO - MASSACRE - MISANTHROPY - MOONFUG - MOUNSERA - NAPALM - NIGHTBREED - NOCTURNAL ART - ORG RECORDS - OSMOSE - PAVEMENT - PORN PIE - POWERAGE - RESURRECTION - REVELATION - RHYTHM VIOLETA - SPINEFARM - SET - STEE ONE - TRANG - TOOTH & NAIL - TRIPLE XXX - USG - VAGRANT - VICTORY - VINYL JAPAN - WAGRAM - WRECKAGE - YOUR CHOICE



Plastic Head Music Distribution Ltd. Unit 15, Bushell Business Estate, Hithercroft, Wallingford, OXON, OX10 9DD.  
Phone: +44(0)1491/825029 Fax: +44(0)1491/826320 E-Mail: Plastichead@compuserve.com  
Visit our NEW website: www.plastichead.com



# THEM OFFERS ACCESS TO THE GLOBAL MARKET

Whether they are targeting huge territories or niche markets, UK companies are working hard to establish their profiles abroad, writes Steve Hemsley

US retailers should not be surprised if the sun shining over next week's Mideam Americas conference in Miami appears cool in comparison to the welcome they will receive from the global export community.

The value of the worldwide music market rose by 3% to just under \$38.7bn (£24.9bn) in 1998, and much of this increase came from the United States. The territory experienced its strongest year since 1994, according to IPI figures, with the total value of the market rising by 11% to \$13.2bn (£8.5bn) and unit sales swelling by 7% to 1.1bn.

At a time when overall export business remains tough, UK exporters will use these figures not only to justify the expense of attending Mideam but to help them focus their efforts while they are there. Lasgo sales manager, Paul Burrows, for example, plans to search out smaller regional US wholesalers and retailers — in particular those 'Mom & Pop' independents who have a small chain of stores and usually buy in bulk.

Retailers from South America will also be in evidence, although the history of payment problems from operators in the region makes it out as a candidate for extreme caution (see box, p10). Sales across Latin America last year fell by 9% in value to \$2.36bn (£1.5bn), while volumes dipped 5% from 245m to 233m. This was mainly due to a 14% collapse in the value of the Brazilian market to \$1.05bn (£691m). The good news is that unit business in Argentina and Mexico



Mideam Americas in Miami: focus for British exporters

was up by 12% and 2% respectively and CD sales in Latin America were up by 3% overall from 191.6m to 197m.

While deals are often signed on the spot at Mideam in Cannes, at the Miami event the retailers' priority is frequently just to make initial contact with UK companies.

'Retailers rarely do business immediately and prefer to go away and think about a deal,' says Burrows. 'At the same time, talk is cheap and this event generates a lot of hard work because you can never be sure how much business will come out of it in the long run.'

For exporters, the healthy US market is all

the more welcome given the downturn in sales to many European territories, such as Germany, Belgium and Holland. Where the strength of the pound against these local currencies continues to cause problems, the US dollar has remained stable. As Mideam America's approaches, the only cloud on an otherwise sunny North American horizon is the event's relatively low US profile.

Lighting Export sales director Manfred Schmitz will be one of only two staff attending the conference for the company, whereas it would send 10 people to host a stand in Cannes. 'Everything is scaled down and the stand will be a third of the size of

our Cannes presence,' he says. 'Mideam is not yet considered a key show by US retailers and fewer South American representatives seem to be attending.'

However, Schmitz adds that Lightning saw its sales to the region rise by 10% in value terms last year. 'The CD singles business is strong with sales of UK dance and pop doing well,' he says. 'In the US, labels usually issue only one CD version of a single, while in the UK there tends to be two, and fans are keen to get hold of the other versions.'

But while some exporters may have reservations about Mideam America's ability to attract the full spectrum of North and South American retail, it still undeniably acts as an important gateway to the two continents, as well as an invaluable rendezvous point for existing contacts.

Caroline International general manager Nik Podgorski confirms that Europe is a flat market and says Mideam America brings all the company's North American customers together under one roof. He is keen to bolster the profitable overstocks business which Caroline markets, with sister company Sound & Media. Caroline buys product from labels and wholesalers within the European Union and immediately promotes them overseas, usually after pre-selling lists to potential customers.

Bechie will send three staff to Mideam America, including sales director Roger Kent, who regards the company's attendance as essential if it is to pick up business from

## The UK's leading music export companies

### BEEHIVE INTERNATIONAL

Address: 1 Maple Woods, London W3 0RF. Tel: +44 181 742 9540; fax: +44 181 INTERNATIONAL 749 1608;

e-mail: sales@beehiveint.co.uk

Contact: Roger Kent, sales director.

Specialist genres: all.

Beehive is an independent international distributor specialising in exclusive label representation. Among the labels it handles are MCI, Eureka, One Planet, Karma, Retro Gold, Tumi and Summit Deluxe.

### CAROLINE INTERNATIONAL

Address: 56 Standard Road, London NW10 6ES. Tel: +44 181 961 2919; fax: +44 181 961 1873;

e-mail: sales@caroline-international.td.uk

Contact: Nik Podgorski, general manager.

Specialist genres: rock, dance, indie.

Established more than 25 years ago, Caroline International is one of the UK's longest-serving export companies. It is probably best known for the huge range of vinyl and CD product it supplies.

### LASGO EXPORTS

Address: Unit 2, Chapman's Park, Industrial Estate, 378-388 High Road, London NW10 2DY. Tel: +44 181 459 8800; fax: +44 181 451 5555;

e-mail: 100434.3573@compuserve.com

Contact: Paul Burrows, sales manager.

Specialist genres: all.

Lasgo Exports was founded in 1978 and has twice won a Queen's Award For Export, in 1983 and 1984. The company

has broadened its product range during the past couple of years to combat what it says have been the most difficult trading conditions it has faced in its history.

### LIGHTNING EXPORT

Address: Units 3-4, Northgate Business Centre, Crown Road, Enfield EN1 1TG. Tel: +44 181 805 5151; fax: +44 181 805 5252;

e-mail: lightning@lightningexport.co.uk

Contact: Manfred Schmitz, sales director.

Specialist genres: rock, dance, indie.

Established in 1975, Lightning won a Queen's Award For Export in 1995. It became a member of the Teistar Group in 1990 and is now Europe's largest exporter of music product.

### ONE NATION EXPORTS

Address: Unit 611, Belgravia Workshops, 159-163 NATION, 2 Mallborough High Road, London N19 4NP. Tel: +44 171 263 3100; fax: +44 171 263 3002;

e-mail: onenation@onenation.demon.co.uk

Contact: Barry Milligan, director.

Specialist genres: hip hop, R&B, techno.

Formed by Barry Milligan in 1994, One Nation has grown to become one of the UK's leading exporters of dance music, and has increased the number of territories it serves. Like most exporters, it suffered a downturn in trade in 1997 but bounced back with its best year yet in 1998.

### THE POINT GROUP/HALLMARK

Address: The Waterfront, Elstree Road, Elstree, Hertfordshire WD6 3BS. Tel: +44 181 207 6207;

fax: +44 181 207 3706;

e-mail: to be set up, from July 1998

Contact: Anthony Oliver, head of export sales.

Specialist genres: all.

German company The Point Group acquired Hallmark, Carlton Sounds and Gordon Premier in January. This was Point's first venture into the UK market and it has already added to the Hallmark portfolio with the launch of dance label Master Dance Toncs.

### PRIME DISTRIBUTION

Address: 340 Athlon Road, Alpertown, Middlesex HA0 1BX. Tel: +44 181 601 2200; fax: +44 181 907 2292;

e-mail: music@primedistribution.co.uk

Contact: Clare Ireland, special projects manager.

Specialist genres: dance.

Prime has built up a reputation in the past few years for supplying to a global audience music that looks forward into the next millennium. Its roster of labels includes Code Red, Loop Records, Drumcode, Subhead, Blank Ltd, Rabbit City Records and Tempate.

### THE INTERNATIONAL

Address: Unit 1, Rosevale Business Park, Newcastle Under Lyme, Staffordshire ST5 7QT. Tel: +44 1782 568 464; fax: +44 1782 568 552;

e-mail: news@the.co.uk

Contact: Dave Murray, marketing manager.

Specialist genres: all.

The has expanded during the past three years and now operates in 55 countries generating annual sales of more than

£15m. It has access to more than 200,000 product lines including music, video and books, and works closely with freight forwarders in the UK to ensure worldwide distribution within 24 to 72 hours.

### 3MV EXPORTS

Address: City Network House, 81-83 Weston Street, London SE1 3RS. Tel: +44 171 378 8956; fax: +44 171 378 8955;

e-mail: 3mvs@theknowledge.com

Contact: Roger Quill, label and acquisition manager.

Specialist genres: dance and alternative rock.

3mv offers a comprehensive sales, marketing and export service for a host of labels including Ministry Of Sound, V2, Creation, Nude and Mushroom. It works closely with other exporters who arrange fast physical export.

### WINDSONG INTERNATIONAL

Address: Electron House, Gray Avenue, St Mary Cray, Orpington, Kent BR5 3RL. Tel: +44 1689 836 969; fax: +44 1689 890 392;

e-mail: sales@windsong.co.uk

Contact: David Page, managing director.

Specialist genres: all.

Windsong has 22 years' experience as one of the UK's leading export companies and is an integral part of the Pinnaque Group. The company supplies domestically unrelease music to the US, Europe and the Far East. In the past few years it has benefited from investment following Zomba's decision to acquire a stake in the group. Windsong has previously won a Queen's Award For Export.

## THE International

We offer

**worldwide distribution**

**of an unrivalled range**

**of over 150,000 product lines**

**across CDs, DVDs, Videos,**

**MiniDiscs, Games and books.**

**Exclusive offers, dedicated promotions**

**and fast, cost effective delivery -**

**all from one source.**

Contact Melvyn Phillips or Liz Hepworth on:

Tel: +44 (0) 1782 568464 Fax: +44 (0) 1782 568552 email: export@the.co.uk  
THE International, Rosevale Business Park, Newcastle-under-Lyme, ST5 7QT, UK

South America, Beehive sells directly to the large retailers in the region and it is concentrating much of its effort in 1999 on increasing sales to Brazil and Argentina, where interest is growing, for heavy rock as well as mainstream UK music. "We made a list of contacts at last year's show and hope to cement those this time. Latin America is an emerging market and an area you must keep working at," says Kent.

3mv Exports' business grew by 10% in the financial year to March, and the company is actively seeking to grow it further via sales in South America, although labels and acquisitions manager Roger Quail is under no illusions.

"The problem is we are not a budget company and some South American retailers do not like to play a realistic rate for titles," he says. "They have difficulty understanding why they cannot buy Ministry Of Sound albums for \$1.50."

Latin America aside, another territory arousing interest is Japan, which is virtually unique among Asian countries for having produced growing sales in recent months. According to the IPI, the local currency value of shipments in Japan rose by 4% to the equivalent of \$6.5bn (£4.2bn) last year, even though unit sales fell 2% to 446m. Excluding Japan, the Asian region overall collapsed by 30% in value terms last year to \$1.47bn (£934m) and 10m in units to 754m. In fact, only India showed any volume growth, rising by 2% to 420m units.

Most UK labels and distributors with an export arm use established importers such as Beehive, Lightning, Caroline or Lango to get their product into new territories. 3mv Exports, for example, works closely with Lightning Export in the Far East because Lightning has contracts with many key

accounts, including HMV in Japan and other multiple retailers across the region. Former BMG commercial director Harry Maloney is behind Apex, a sales, marketing and distribution business set up in June 1998 to offer export assistance to independent labels. Apex has access to the major databases and is able to provide sales precedents for labels planning releases in any given territory. This information indicates where international demand for their product is likely to be strongest.

**'In the US, labels usually issue only one CD version of a single, while in the UK there tends to be two, and fans are keen to get hold of the other versions'**

**- Maudred Schmitz, Lightning**

"Independent labels have a limited marketing budget on any release," says Maloney. "This type of assistance means they maximise the chances of healthy overseas sales."

The company links up with UK exporters to get the product into relevant markets, although Maloney has his own contacts in Australia, the US and Germany, where he worked during his time with BMG. Apex has also negotiated a licensing deal to distribute Crimson repertoire under its own brand, Catalogue Records. Some 30 budget albums have so far been released and are being exported through Beehive.

Export has been a rollercoaster ride in recent years for many UK independent distributors. At Vital, for example, overseas sales currently account for around 10% of its business, compared to a previous high-water mark of 25%. According to Vital director Peter Thompson, the level fluctuates as the labels it represents become more successful and start to negotiate their own overseas licensing deals. In the spring, Vital secured an important deal of its own with German dance label Studio K7, whose well-connected US arm could open up the market for many

## New business can produce bad debts

Companies hoping to attract new business from South America must be careful before they sign any deals. The region, along with Eastern Europe and South East Asia, is an emerging market and while the rewards can be great, so too are the risks. Exporters frequently have difficulty extracting payment and may be left with damaging bad debts.

Export credit insurance is a useful investment at an event like Midem Americas because it protects a company's assets against political and commercial non-payment risk in unstable countries. It can be obtained to cover all of an exporter's overseas business or bought to protect sales to one customer in a specific territory. Exporters have, however, found it difficult to get cover for companies from some high-risk countries.

Beehive sales director Roger Kent says Mexico is one problem area. "There are times when it is impossible to get credit insurance, so you have to look at other ways to do business, such as asking for payment in advance," he says. "Sales at Midem Americas are no good if they become bad debts."

In Mexico, all public company financial statements are available through the Comision Nacional De Valores, but privately-owned businesses such as small independent retailers do not have to reveal their finances. Exporters trying to discover whether a potential trading partner is being sued for non-payment face a difficult task; Mexican company registrations are sorted numerically and enquirers must have a company's designated number before they can locate

it in the files. Payments to government clerks are often the only way to speed up the passage of information. Trade payment histories are also virtually non-existent because there is no commercial repository, which means exporters must rely on references supplied by the company. Most UK businesses setting up new accounts will ask for letters of credit, and credit insurance is usually a must.

Payment terms of up to 120 days are not unusual, and product can take days to be cleared by customs. Attempting to collect money from companies operating in Russia can be even

harder as the country has 11 time zones and many languages. Public records are kept at a State Register and Statistics Committee office and almost all companies are theoretically required to submit their accounts. However, because enforcement is lax, compliance is low.

Like Mexico, Russia has no credit reference agencies, so exporters must once again rely on references supplied by their potential trading partner. Recommended practice when dealing with Russian companies is to request cash in advance or a letter of credit (usually 90-180 days). Debt collection in Russia remains difficult because there is poor legal enforcement.

Exporters worried about trading in high-risk countries or with companies with an unknown payment track record can subscribe to an internet-based service operated by US-based worldwide credit reporting agency Owens On-Line. Its website (pictured) is located at [www.owens.com](http://www.owens.com) and holds details of more than 5m businesses.



A Virgin COMPANY

**CAROLINE INTERNATIONAL**

56 Standard Road, London NW10 6ES

Phone: +44-181-961-2919

Fax: +44-181-961-1873 (General)

Fax: +44-181-961-3254 (Dance)

e-mail: [sales@caroline-international.ltd.uk](mailto:sales@caroline-international.ltd.uk)

W H O L E S A L E

I M P O R T & E X P O R T O F

C D • V I N Y L • O V E R S T O C K S • M E R C H A N D I S E

Visit Us At Midem Americas : Stand C7



## Parallel imports lead to increase in piracy

of Vital's UK dance label clients. "We are testing the water and are supplying them with product from the Nuphonic, Paper and Grand Central dance labels," says Thompson. "We have struggled in the past to find suitable partners in the US and this deal gives us excellent access to the large chains."

For importers, the current exchange rate environment has made buying in foreign product extremely cost-effective. Silver Sounds, for example, has focused on import rather than export during the past couple of years and today 85% of its business involves buying in titles unavailable in the UK.

The company supplies music multiples and non-specialist department stores such as Harrods with product sourced largely from North America. Popular genres include world music, as well as film and Broadway musical soundtracks that will not reach the UK for several months. Silver Sounds also imports product from Japan, although this tends to be more expensive.

"UK fans want to buy the special editions which are only released in the Far East," says director Murray Allan. The company avoids parallel importing (see box, above right) and has eight staff studying release schedules and watching for developing trends around the world. Its biggest sellers in the UK in recent months have been Garth Brooks' Greatest Hits (Capitol) and the new Austin Powers OST (Hollywood), neither of which are yet released in the UK.

Whatever the global economic situation, importers and exporters must be aware of opportunities and be creative enough to exploit them. Events such as Midem Americas can provide vital clues to which musical trends will emerge internationally — and sometimes much closer to home, as 3mv Exports' Quail observes: "Sometimes you travel 3,000 miles to Miami only to find the most useful contact you make is with a UK company based around the corner."

The issue of parallel imports into the UK was highlighted again in April when the BPI contributed an 18-page paper to a Trade and Industry Select Committee's enquiry into trading, trademarks and competition in a number of industries, including the music business.

The report claims that independent labels would be hit particularly hard if parallel importing restrictions were lifted, and also argues that such a move could cause the level of pirate imports to increase.

"Allowing imports from outside Europe would have a particularly detrimental effect on the smaller labels, who are heavily dependent on A&R," says BPI director general John Deacon, who submitted the report alongside Beggars Banquet chairman Martin Mills and



BPI's Deacon: "particularly detrimental" Universal Music UK chairman and CEO John Kennedy. "If traffic rose dramatically it would also become more difficult to stop pirate recordings coming through." The UK's survey of parallel import

legislation will be fed into a European Union review on the subject which is currently taking place. EU Internal Market Ministers will discuss the issue at their next meeting on June 21. Those arguing for restrictions to remain say the existing regulations are sustaining local investment and employment.

The topic is affecting music markets across the world. In July 1998 Australia lifted its parallel import restrictions and the IFPI says that the decision has led to a 30% increase in label sales.

Speaking in the IFPI's latest newsletter, Denis Handlin, chairman and CEO of Sony Australia, says: "Retailers must ask themselves who will market the music? If stores continue to import CDs and undermine local record companies who will be able to afford to market to consumers?"

## Exporters identify back-catalogue demand

The very nature of exporting means the companies involved thrive on

discovering and nurturing pockets of demand for UK product around the world.

This means labels must provide exporters with information relating to deletions as soon as possible, even if any announcement may lead to a rush of orders and leave distributors temporarily out of stock.

Caroline International general manager Nik Podgorski says the majors usually allocate a proportion of CD single sales to exporters, although if a title is a slow seller in the UK larger volumes can be made available quite early.

Lightning Export's sales director Manfred Schmitz believes UK record companies delete CD singles too early. This means that if interest builds up overseas at a later date,



Lightning's Schmitz: singles deleted too early labels and home-based exporters can lose out on sales if copies are then unavailable. "If there is demand from a particular country and its retailers cannot buy from the UK exporters they will purchase from

exporters in different territories," he says.

The exporters say labels must also be flexible about re-pressing deleted releases should there be sudden international demand for a particular title caused, for example, by an artist's appearance on a local TV show.

One Nation Exports director Barry Milligan says that the major record companies have been keener in recent months to re-press a few thousand copies of a back catalogue release to boost sales in a local market.

"We tell the labels what is happening in a particular region or country," says Milligan. "The majors' local offices tend to be more interested in promoting brand new talent, so it is therefore often up to the exporters to exploit any new back-catalogue demand."

3mv

**Clubber's Guide to Ibiza**  
Mixed by Judge Jules  
Clubber's Guide to...  
Ibiza Summer 99  
(Ministry of Sound)

**Fuzz Townshend For In**  
(Fruition)

**Slam The Braks On**  
(Lacerba)

**On The Floor At The Boutique**  
Mixed By Lo Fidelity Allstars  
(Skot)

# 3mv exports

## -the best beats on south beach

For more information contact Roger Quail at the BPI stand

**3mv Exports, City Network House,  
81 Weston Street, London,  
SE1 3RS England**  
Tel: +44 (0)171 378 8866  
Fax: +44 (0)171 378 8021  
Email: 3mvmwetheknowledge.com  
Website: www.theknowledge.com





19 JUNE 1999

## CHART COMMENTARY

by ALAN JONES



Former Spice Girls manager Simon Fuller's 19 Management company might have been slightly disappointed by the low-key number 16 posting of the 21st Century Girls' self-filled debut last week but must be thrilled with the resounding number one debut landed by their other charges 8 Club 7 this week. After establishing a small lead over Madonna's Beautiful Stranger in early trading, 8 Club 7 exploded at the end of the week to beat Madonna very comfortably, selling more than 150,000 copies of their single Being It All Back, compared with Beautiful Stranger's tally of just under 136,000. 8 Club 7 have had very little airplay for their single but boast a fan club of more than 100,000 members and a TV show (Miami 7) with a regular audience of 4.4m. Written by Stephen Foster in 1850 as the Campdown Races, The Cartoons' latest hit Doodah beats this week at number seven, giving the Danish group their second consecutive Top 10 entry. Their debut hit

Madonna registers her 49th hit, and her 45th Top 10 single with Beautiful Stranger, which debuts at number two this week. The song, which Madonna wrote with William Orbit for the movie Austin Powers: The Spy Who Shagged Me, sold more than 135,000 copies last week, and is her eighth different number one hit. Only Cliff Richard (10) and Elvis Presley (nine) have had more. Madonna's previous number two hits are Crazy For

You, Holiday, Borderline, Live To Tell, Hunky Panky, Justify My Love and Ray Of Light. She has also had eight number ones, topping the chart most recently in March 1998 with Frozen. The popularity of Beautiful Stranger has so far failed to be of much assistance to the Spy Who Shagged Me soundtrack, which eases down from its debut position of 22 to 25 this week, but will undoubtedly revive once the movie opens.

## SINGLE FACTFILE

## MARKET REPORT

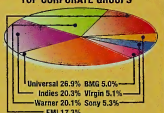


## SALES UPDATE



Witch Doctor reached number two in March, and has sold more than 471,000 copies to date. It dips 29-42 this week.

## TOP CORPORATE GROUPS



## PERCENTAGE OF UK ACTS IN THE CHART

UK: 58.7% US: 28.0% Other: 13.3%

Björk's 16th solo hit, All Is Full Of Love is her highest-charting single since Bachelorette in 1997. It debuts this week at

number 24 and earns the distinction of including the highest-priced singles format to date, namely the DVD version of the single which has a dealer price of £4.99 plus VAT, and which is selling for £7.00 to £8.99. All is Full Of Love has been widely reported as the first DVD single but one of the CDs of Carl Cox's recent hit Phuture 2000 also included a DVD-encoded track.

Shania Twain's That Don't Impress Me Much suffered a 22% decline in its week-on-week sales but still holds in number five, its full chart history to date being an impressive 3-3-4-4. The single has sold more than 390,000 copies in the past five weeks, more than twice as many as any previous Twain single.

ATB's SPM (I'll Come) is still a week away from its UK re-release but it is in the Top 75 twice over this week as an import, advancing 78-55 on the Club Tools label, and 97-63 on Danconet. A third import, on Free For All, also improves 131-105.

## INDEPENDENT SINGLES

This Last	Title	Artist	Label ( distributor )
1	SWEET LIKE CHOCOLATE	Shanks & Bigfoot	Chocolate Boy/Pepper 003052 (P)
2	DOON LA LA	Wiggwags	Wolf of Sound WLD 00X (V)
3	I WANT IT THAT WAY	Backstreet Boys	Jive 952208 (P)
4	ALL IS FULL OF LOVE	Björk	One Little Indian 241 77923 (P)
5	GET INVOLVED	Raphael Saadiq & Q-Tip	Hollywood 001018 HWB (P)
6	IT'S A GIRL THING	Jay Li Story	ITR 001 (V)
7	INSOMNIA	MyLife	Echo ECD37 (P)
8	BABY ONE MORE TIME	Britney Spears	Jive 952272 (P)
9	RED ALERT	Basement Jaxx	XL Recordings XLS 100C20 (V)
10	PICK A PAKE THAT'S NEW	Stereophonics	V2/VIR 50673 (3MV/PP)
11	IF YOU REALLY WANNA KNOW	Marc Dorsey	Jive 952232 (P)
12	FUTURE LOVE	Presence	Pagan PAPAN 00C05 (V)
13	YOU LOOK SO FINE	Garbage	Mushroom MUSH 90C25 (3MV/PP)
14	I BELIEVE	Lange feat. Sarah Davour	Positive 12 ADD39 (E)
15	EASTER ISLAND	Art Of Trance	Philips PLAT 50C3 (3MV)
16	JUMBO	Underworld	JAD 310 50075 (3MV/PP)
17	RIGHT HERE RIGHT NOW	Fabrizio Fano	SHIR SKINT 40C3 (3MV/PP)
18	LIFT IT HIGH (ALL ABOUT BELIEF)	1959 Man. U. Squad	Magic Collection MANUCO 4 (DISC)
19	BE YOURSELF	Calefo	Twisted UK TWOC 10649 (V)
20	NEWS FOR YOU	Shalom	Revue REVCSDS 004 (LS)

All charts © DM



This Last	Title/Artist	Label	This Last	Title/Artist	Label
21	PUMPIN' ON YOUR STEREO	Supergroup	21	YOU NEEDED ME	Parlophone
22	YOU NEEDED ME	Parlophone	22	PICK A PAKE THAT'S NEW	Stereophonics
23	PICK A PAKE THAT'S NEW	Stereophonics	23	ALL OR NOTHING	WEA
24	ALL OR NOTHING	WEA	24	ALMOST DOESN'T COUNT	Arts&Arts
25	ALMOST DOESN'T COUNT	Arts&Arts	25	LOOK AT ME	BMG
26	LOOK AT ME	BMG	26	BABY ONE MORE TIME	Virgin
27	BABY ONE MORE TIME	Virgin	27	MY LOVE IS YOUR LOVE	Winnery Music
28	MY LOVE IS YOUR LOVE	Winnery Music	28	WILD WILD WEST	Wink
29	WILD WILD WEST	Wink	29	STRONG	Chryslis
30	STRONG	Chryslis	30	I QUIT	Capitol
31	I QUIT	Capitol	31	SCAR TISSUE	Mercury
32	SCAR TISSUE	Mercury	32	RUNAWAY THE CROW	143/LaFace
33	RUNAWAY THE CROW	143/LaFace	33	SAK I AGAIN	Capitol
34	SAK I AGAIN	Capitol	34	LIVIN' LA VIDA LOCA	Real Gone Music
35	LIVIN' LA VIDA LOCA	Real Gone Music	35	SOMETIMES	Travis
36	SOMETIMES	Travis	36	DISCO DOWN	Real Gone Music
37	DISCO DOWN	Real Gone Music	37	SHES IN FASHION	Winnery Music
38	SHES IN FASHION	Winnery Music	38	RIGHT HERE, RIGHT NOW	Winnery Music
39	RIGHT HERE, RIGHT NOW	Winnery Music			

© Copyright 1999

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

# ! QUITE GREAT PR!

THE COMPLETE PRESS, TV AND RADIO SERVICE UNDER ONE ROOF  
WE OFFER A FULL PRESS AND PROMOTIONAL SERVICE TO FIT A BROAD RANGE OF MUSICAL STYLES AND BUDGETS

Call Pete Bassett, Paul Clarkson, Helen, Jo, Mary, Dave, Andy or Lee to see how we can be of assistance to you.

01223-880111.....01223-880111.....01223-880111.....01223-880111

Table of Top 75 UK Album Chart with columns: Rank, Artist (Producer), Title, Label/Cat, Distributor, and Date. Includes entries like 'BY REQUEST', 'GOLD - GREATEST HITS', 'COME ON OVER', 'CALIFORNICATION', 'THE HUSH', etc.

Table of Top 75 UK Album Chart (continued) with columns: Rank, Artist (Producer), Title, Label/Cat, Distributor, and Date. Includes entries like 'RAY OF LIGHT', 'VERSION 2', 'BLUE LINES', 'LAMES & GENTLEMEN - THE BEST OF...', 'LIFE THRU A LENS', etc.

Table of Top 75 UK Album Chart (continued) with columns: Rank, Artist (Producer), Title, Label/Cat, Distributor, and Date. Includes entries like 'RICKY MARTIN', 'GARBAGE', 'BY 7.30', 'STUNT', 'DEFINITELY MAYBE', 'JUMP BACK - THE BEST OF 71-93', etc.

TOP COMPILATIONS

Table of Top Compilations with columns: Rank, Artist (Producer), Title, Label/Cat, Distributor, and Date. Includes entries like 'SMASH HITS - SUMMER 99', 'DEEPER - EUPHORIA', 'NOW THAT'S WHAT I CALL MUSIC!', etc.



19 JUNE 1999

# CHART COMMENTARY

by ALAN JONES

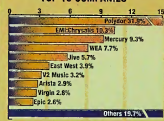


Boyzone continue at the top of the album chart with By Request enjoying another handsome victory over Abba's Gold - Greatest Hits. By Request sold 145,000 copies last week - far fewer than its magnificent 329,000 tally the previous week, but still enough to oust the Abba album by a margin of almost exactly four to one. In addition to all the achievements we credited to Boyzone next week, we should add that even though they didn't register their first album chart entry until the decade was more than half finished, the four number ones they have secured since equalled Tina Turner's record, which was previously held jointly by R.E.M., Simply Red and Blur.

Some pundits suggested that Boyzone might be dethroned this week by former Spice Girl Geri Halliwell's debut solo album Schizophonic. However, Halliwell was never in the running, and after a fairly spirited start in which she was a distant second to Boyzone, she faded further as the

## MARKET REPORT

### TOP 10 COMPANIES



Figures show top 10 companies by % of total sales, and cumulative group shares by % of total sales of the Top 15 retail albums

### SALES UPDATE



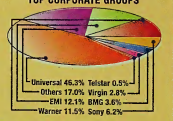
week progressed. She thus has to be content with a number four debut and sales of more than 31,000 - just enough to

Though failing to match the number two success of their last album, 1995's One Hot Minute, the Red Hot Chili Peppers' Californication makes a very respectable debut at number five, with sales of nearly 27,000 matching One Hot Minute's opening-week tally. Californication includes the single Scar Tissue, which entered the singles chart at number 15 last week, and marks the return of guitarist John Frusciante, who

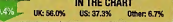
## ALBUM FACTFILE

left after 1993's Blood Sugar Sex Magik. Frusciante was replaced by Dave Navarro, who himself left the band last year. Californication can be expected to have a fairly lengthy UK chart career, with several tracks earmarked for future single releases - Around The World, Parallel Universe and the title track are all leading contenders - and the band heading high-profile festivals at Reading and Leeds at the end of August.

### TOP CORPORATE GROUPS



### PERCENTAGE OF UK ACTS IN THE CHART



deprive the Red Hot Chili Peppers' Californication of top debut honours. Another sales disappointment is Gay

Dad's debut album, Leisure Noise. Widely praised by critics and considered a certain Top 10 album, with Top 5 potential, it debuts at number 14 with only 11,000 takers. BBC2's extensive Jim Henson coverage the Saturday before last generated fresh sales for the latest Henson compilation, Experience Hendrix - an Best of, which jumps 185-39 as a result.

With Boyzone at one and Abba at two, Polydor acts occupied each of the top two slots on the albums chart last week, for the first time since the label was established here in the early Sixties, but that is no excuse for my accidental assassination of one of its other top bands, Short Seven. For the record, they are far from "defunct" as I suggested last week. Their Greatest Hits is actually intended to set up new material that they are currently demoting. The fact I'd seen them making a spirited appearance on Top Of The Pops a couple of days before makes my slip all the more inexcusable.

# COMPILATIONS

Thirty-seven tracks mixed by the ever-popular Judge Jules are the basic ingredients of *Clubbers Guide To Ibiza - Summer '99*, the latest Ministry Of Sound success story. The album sold upwards of 36,000 copies last week, to debut at the top of the compilation chart, pushing the same label's own *Trance Nation* into the runners-up position. The Ministry of Sound label thus has the top two albums on the compilation chart for the first time ever, and also has consecutive number ones for the first time. In fact, it is the first indie label to have consecutive number one compilations since Telstar in 1993. *Clubbers Guide To Ibiza - Summer '99* is a follow-up to *Clubbers Guide To Ibiza*, which came out a year ago. It sold more than 25,000 copies on its first week in the shops, and over 150,000 copies in total

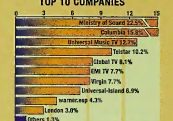
but never reached number one. There are no compilations among the five biggest-selling albums in the UK this week but the top five compilation fill positions six to 10 inclusive, giving compilations their biggest share of the Top 10 combined chart thus far in 1999. Aside from the *Clubbers Guide's* 34,000 sales, their tallies last week were 29,000 (*Trance Nation*), 23,000 (*Dawson's Creek*), 21,000 (*Cream Ibiza - Arrivals*) and 19,000 (*Notting Hill*). For the third week in a row, the biggest-selling budget albums are the multi-artists *Best Of The 70s*, *Best Of The 80s*, and *Best Of The 60s*, in that order. The three Crimson releases, available only from parent company Kingfisher's Woolworths and Asda outlets, are offered at £2.99 with the purchase of any other album, or at £5.99 on their own.

# INDEPENDENT ALBUMS

This Last	Title	Artist	Label (distributor)
1	1	PERFORMANCE AND COCKTAILS	Starephonic V2 VVR 100498 (MNV/P)
2	NEW	TERROR TWILIGHT	Pavement Domino WIGCO 66X (V)
3	2	MILLENNIUM	Backstreet Boys Jive 052222 (P)
4	3	YOU'VE COME A LONG WAY, BABY	Fatboy Slim Skint BRASSIC 11CD (MNV/P)
5	7	ONE MORE TIME	Brandy Sparks Jive 052172 (P)
6	5	REMEDY	Bisarmat Jazz XL Recordings XLCD 12R (V)
7	6	STEP ONE	Steps EMI/Interscope 181 (MNV/P)
8	11	VERSION 2.0	Garbage Mushroom MUSH 20C (MNV/P)
9	10	HEAD MUSIC	Suede Nude NUDE 14CD (MNV/P)
10	6	BIG CAMEL	Morcheeba Interscope ZEN 070CD (P)
11	8	GARBAGE	Garbage Mushroom D 2149S (MNV/P)
12	9	WORD GETS AROUND	Starephonic V2 VVR 100498 (MNV/P)
13	10	DEFINITELY MAYBE	Creation CRECO 105 (MNV/P)
14	12	BUREA VISTA SOCIAL CLUB	Bayan Ferrer World Circuit WCD 05S (P)
15	NEW	ACCEPT THE SIGNAL	Regular Fines JBO JBO 106750 (MNV/P)
16	18	(WHAT'S THE STORY) MORNING GLORY?	Oasis Creation CRECO 181 (MNV/P)
17	NEW	BACKSTREET'S BACK	Backstreet Boys Jive CHIP 186 (P)
18	14	THE FAT OF THE LAND	The Prodigy XL Recordings INT 44M52 (W)
19	15	THE BEACUOP FISH	Underwood JBO JBO 106542 (MNV/P)
20	NEW	THE SINGLES COLLECTION - WATERLOO SUNSET	The Krinks Essential! ESSCO 582 (P)

## MARKET REPORT

### TOP 10 COMPANIES

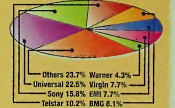


Figures show top 10 companies by % of total sales, and cumulative group shares by % of total sales of the Top 15 retail albums

### SALES UPDATE



### TOP CORPORATE GROUPS



### COMPLIATIONS' SHARE OF TOTAL SALES

Artist albums: 72.5%  
 Compilations: 27.5%

# THE YEAR SO FAR... TOP 20 ALBUMS

This Last	Title	Artist	Label	Total Sales
1	1	GOLD ON CORNERS	THE CORPUS	143,144,141,141
2	4	TALK - GREATEST HITS	ABBA	POLYDOR
3	3	YOU'VE COME A LONG WAY, BABY	FATBOY SLIM	SKINT
4	2	I'VE BEEN EXPECTING YOU	ROBBIE WILLIAMS	CHRYSALIS
5	13	BY REQUEST	BOYZONE	POLYDOR
6	8	PERFORMANCE AND COCKTAILS	STEREOPHONICS	EMI/V2
7	5	FORGIVEN, NOT FORGOTTEN	THE CORPUS	143,144,141,141
8	6	STEP ONE	STEPS	EBUJIVE
9	8	THE MISFEDUCATION OF LAURYN HILL	LAURYN HILL	COLUMBIA
10	9	LADIES & GENTLEMEN - THE BEST OF	GEORGE MICHAEL	EPIC
11	10	THIS IS MY TRUTH TELL ME YOURS	MANIC STREET PREACHERS	EMI
12	11	RAY OF LIGHT	MAADNA	MAVERICK
13	12	GRAN TURISMO	THE CARIGANS	STOOCH/M/POLYDOR
14	13	WHICH WE BELONG	BOYZONE	POLYDOR
15	14	LIFE THRU A LENS	ROBBIE WILLIAMS	CHRYSALIS
16	15	THE RUSH	TEXAS	MERCURY
17	15	13	BLUR	FOOD/PARLOPHONE
18	17	MY LOVE IS YOUR LOVE	WHITNEY HOUSTON	ARISTA
19	18	BABY ONE MORE TIME	BRITNEY SPEARS	EPIC
20	16	BEHAVE	CHER	WEA

19  
june  
1999

# Singles



## 1 BRING IT ALL BACK

- |                  |                    |         |               |                     |              |                            |              |                      |                  |                      |                  |                       |        |                  |          |                    |                 |      |           |          |               |                                  |         |
|------------------|--------------------|---------|---------------|---------------------|--------------|----------------------------|--------------|----------------------|------------------|----------------------|------------------|-----------------------|--------|------------------|----------|--------------------|-----------------|------|-----------|----------|---------------|----------------------------------|---------|
| 1                | 2                  | 3       | 4             | 5                   | 6            | 7                          | 8            | 9                    | 10               | 11                   | 12               | 13                    | 14     | 15               | 16       | 17                 | 18              | 19   |           |          |               |                                  |         |
| Boyz n the Banda | Beautiful Stranger | Madonna | Mavis Staples | Everybody's Free... | Baz Luhrmann | That Don't Impress Me Much | Shania Twain | Sweet Like Chocolate | Sheniks & Bright | Chocolate Boy/Pepper | Hey Boy Hey Girl | The Chemical Brothers | Virgin | Doodah! Cartoons | Flex/EMI | I Want It That Way | Backstreet Boys | Jive | 00H La La | Wiseguys | Wall Of Sound | Kiss Me Sixpence None The Richer | Elektra |



- |                |               |                      |                |      |     |           |                             |          |            |             |            |         |                      |        |           |            |                |               |    |    |            |                |     |
|----------------|---------------|----------------------|----------------|------|-----|-----------|-----------------------------|----------|------------|-------------|------------|---------|----------------------|--------|-----------|------------|----------------|---------------|----|----|------------|----------------|-----|
| 6              | 11            | 12                   | 13             | 14   | 15  | 16        | 17                          | 18       | 19         |             |            |         |                      |        |           |            |                |               |    |    |            |                |     |
| From The Heart | Another Level | Northwestside/Arista | All Or Nothing | Cher | WEA | Saltwater | Chicane feat. Marie Brennan | Of Damad | Xinagayaza | Canned Heat | Jamiroquai | Sony S2 | Almost Doesn't Count | Brandy | Allanitic | Look At Me | Geri Halliwell | LaFace/Arista | 11 | 17 | Look At Me | Geri Halliwell | EMI |

# THE OFFICIAL CHARTS

19  
june  
1999

100%  
music week

AS USED BY



# albums



## 1 BY REQUEST

- |                  |                      |      |              |              |     |        |          |                 |             |         |         |    |     |     |     |     |     |     |
|------------------|----------------------|------|--------------|--------------|-----|--------|----------|-----------------|-------------|---------|---------|----|-----|-----|-----|-----|-----|-----|
| 1                | 2                    | 3    | 4            | 5            | 6   | 7      | 8        | 9               | 10          | 11      | 12      | 13 | 14  | 15  | 16  | 17  | 18  | 19  |
| Boyz n the Banda | Gold - Greatest Hits | Abba | Come On Over | Shania Twain | EMI | Scizor | Halliwel | Whitney Houston | Warner Bros | Mercury | Mercury | V2 | EMI | EMI | EMI | EMI | EMI | EMI |



- |            |                 |      |                 |           |          |                     |               |               |         |        |                    |                |      |          |       |          |                              |            |       |                         |                 |           |            |          |         |
|------------|-----------------|------|-----------------|-----------|----------|---------------------|---------------|---------------|---------|--------|--------------------|----------------|------|----------|-------|----------|------------------------------|------------|-------|-------------------------|-----------------|-----------|------------|----------|---------|
| 6          | 11              | 12   | 13              | 14        | 15       | 16                  | 17            | 18            | 19      |        |                    |                |      |          |       |          |                              |            |       |                         |                 |           |            |          |         |
| Millennium | Backstreet Boys | Jive | Talk On Corners | The Corrs | Atlantic | The Man Who Travels | Independiente | Leisure Noise | Gay Dad | London | Baby One More Time | Britney Spears | Jive | Step One | Steps | Jive/Fbu | You've Come A Long Way, Baby | Faboy Slim | Skinn | I've Been Expecting You | Robbie Williams | Chrysalis | Terrebonne | Tenlight | Eventim |

# JASON NEVINS

VS.

# Cypress Hill

- INSANE IN THE BRAIN -

FOLLOWING HIS NUMBER ONE HIT WITH RAIN DMG  
COMES THE MASSIVE NEW SINGLE

14TH JUNE '99



www.cypresshill.com

14 19 YOU NEED TO KNOW  
EVERYTIME Tatyana Ali



13 21 SAY IT AGAIN Precious EMI

18 22 EVERY MORNING Sugar Ray Laval/Atlantic

19 23 TURN AROUND Phats & Small Multiply

20 24 ALL IS FULL OF LOVE Björk One Little Indian

21 25 YOU GET WHAT YOU GIVE New Radicals MCA

20 26 PUMPING ON YOUR STEREO Supergrass Parlophone

25 27 BABY ONE MORE TIME Britney Spears Jive

21 28 WOMANSLAND (DAVID'S SONG) DJ Sakin & Friends Postiva

17 29 I QUIT Hepburn Columbia

32 30 PICK A PART THAT'S NEW Stereophonics V2



16 31 21ST CENTURY GIRLS 21st Century Girls EMI

24 32 DISCO DOWN Shed Seven Polydor

33 33 MORE LOVE Next Of Kin Universal

35 34 THANK ABBA FOR THE MUSIC Various Artists Epic

33 35 RED ALERT Basement Jaxx XL Recordings

33 36 GET INVOLVED Raphael Saadiq & Q-Tip Hollywood

37 37 IT'S A GIRL THING My Life Story It

36 38 PERFECT MOMENT Marianne McCutcheon Innocent

31 39 SWEAR IT AGAIN Wasafiri RCA

27 40 LIZARD (GONNA GET YOU) Mauro Picotto V2 Recordings



# compilations

1 CLUBBERS GUIDE TO BICA - SUMMER '99 Ministry Of Sound  
6 11 DEEPER - EUPHORIA Telstar TV

2 TRANCE NATION 9 12 NOW THAT'S WHAT I CALL MUSIC! '02 EMI/Virgin/Universal

7 3 DAWSON'S CREEK (OST) 10 13 THE SOUND OF MAGIC Human TV

4 CREAM IBIZA - ARRIVALS 11 14 HUMAN TRAFFIC (OST) Virgin/EMI  
5 NOTTING HILL (OST) 13 15 TOP OF THE POPS '99 - VOLUME ONE BBC/Universal TV

6 STREET VIBES 3 16 SIXTIES SUMMER LOVE Universal TV

7 FAT DANCE HITS 17 17 MUSIC FOR LIFE Unknown  
8 NATIONAL ANTHEMS '99 14 18 KISS CLUBLIFE Universal TV

9 MUSIC TO WATCH GIRLS BY 15 19 NEW HITS '99 Warner/epi/Global TV/Sony TV

10 SMASH HITS - SUMMER '99 20 NICK WARREN - BUDAPEST Global Underground  
Virgin/EMI

16 20 THE MIS EDUCATION OF LAURYN HILL Lauryn Hill Columbia



19 21 FORGIVEN, NOT FORGOTTEN The Corrs Atlantic

18 22 EQUALLY CURSED AND BLESSED Catatonia Blanco Y Negro

24 23 THE PARTY ALBUM! Vengaboys Postiva  
20 24 FANMAIL TLC LaFace/Arista

14 25 MIKE & THE MECHANICS Mike & The Mechanics Virgin

30 26 RAY OF LIGHT Madonna Maverick/Warner Bros

38 27 VERSION 2.0 Garbage Mushroom

34 28 BLUE LINES Massive Attack Wild Bunch

21 29 LADIES & GENTLEMEN - THE BEST OF George Michael Epic

23 30 LIFE THRU A LENS Robbie Williams Chrysalis

22 31 REMEDY Basement Jaxx XL Recordings

31 32 HEAD MUSIC Suede Nude

33 33 THE VERY BEST OF Neil Sedaka Universal TV

28 34 GRAN TURISMO The Cardigans Stockholm/Polydor

27 35 ON A DAY LIKE TODAY Bryan Adams A&M/Mercury

44 36 BELIEVE Cher WEA

29 37 ALL THE HITS & ALL NEW LOVE SONGS Kenny Rogers EMI

26 38 TOONAGE Cartoons Flex/EMI

15 19

15 19 THE MIS EDUCATION OF LAURYN HILL Lauryn Hill Columbia



19 21 FORGIVEN, NOT FORGOTTEN The Corrs Atlantic

18 22 EQUALLY CURSED AND BLESSED Catatonia Blanco Y Negro

24 23 THE PARTY ALBUM! Vengaboys Postiva  
20 24 FANMAIL TLC LaFace/Arista

14 25 MIKE & THE MECHANICS Mike & The Mechanics Virgin

30 26 RAY OF LIGHT Madonna Maverick/Warner Bros

38 27 VERSION 2.0 Garbage Mushroom

34 28 BLUE LINES Massive Attack Wild Bunch

21 29 LADIES & GENTLEMEN - THE BEST OF George Michael Epic

23 30 LIFE THRU A LENS Robbie Williams Chrysalis

22 31 REMEDY Basement Jaxx XL Recordings

31 32 HEAD MUSIC Suede Nude

33 33 THE VERY BEST OF Neil Sedaka Universal TV

28 34 GRAN TURISMO The Cardigans Stockholm/Polydor

27 35 ON A DAY LIKE TODAY Bryan Adams A&M/Mercury

44 36 BELIEVE Cher WEA

29 37 ALL THE HITS & ALL NEW LOVE SONGS Kenny Rogers EMI

26 38 TOONAGE Cartoons Flex/EMI

© CMA. Produced in co-operation with the BPI and BARD, based on a sample of more than 4,000 record outlets

**art of noise**  
**metaforce**

Featuring your favourite tracks  
available on 20, 12" and rhythm masters  
taken from the forthcoming album  
the end of the world  
www.microrotations.com

art now! all noise! all art!





19 JUNE 1999

FEATURED ON POOL CUTS CHART

- 1 RENEE VOUS Basement Jazz
2 SYNTH & STRINGS Yamanda
3 GET GET DOWN Paul Johnson
4 NOT OVER YET Planet Perfecto feat. Grace
5 BETTER OFF ALONE Alicia Deary
6 WITHOUT LOVE Dina Carroll
7 READY FOR THE WEEKEND Highvision
8 EVERYDAY Apollo & Nelson
9 IZIZA IN MY SOUL Rhythm Masters
10 SEPTEMBER '99 Earth Wind & Fire
11 SHE'S A BITCH Missey Elliott
12 SWITCH Peshay
13 V.I.P. Jangle Brothers
14 LEAF NOT FLAME Jay
15 BODDYBOK Moby
16 DINNER WITH GERSHWIN Lenny & Johnson
17 HERE WE GO Freshies
18 ONE Maza
19 LIMITED 4 Circulation
20 COME AND GO WITH ME Lenny Fontana

CLUB CHART TOP 40

- 1 NO ONE CAN LOVE YOU MORE Juliet Roberts
2 GROOVE BLANK & JONES
3 OURYELLA Gouryella
4 ALL THE GOOD DA With feat. Jocelyn Brown
5 WITHOUT LOVE Dina Carroll
6 GROVELINE Blockster
7 WITHOUT LOVE Dina Carroll
8 CREAM HEATDEPER UNDERGROUND Jamiroquai
9 BETTER OFF ALONE DJ Jurgen presents Alicia Deary
10 NOT OVER YET Planet Perfecto feat. Grace
11 SEPTEMBER '99 Earth Wind & Fire
12 OUT THERE Friends Of Matthew
13 OUT TO DREAM Serious Danger
14 DINNER WITH GERSHWIN Lenny & Johnson
15 MADAGASCAR Art Of Trance
16 SANSARA Dave Holmes
17 ANGLE (DON'T CRY) Basic Connection feat. Joanne Houchin
18 CAPTURED DAN Lynsey Moore
19 GREATEST DAN Beverly Knight
20 IT'S OVER NOW Deborah Cox
21 NOTHING LEFT Orbital
22 I AM LEGACY (SHOW ME LOVE) The Space Brothers
23 COME (MATH) Wah
24 A PLACE IN MY HEART Kym Mazelle
25 MY FAITHLESS GAME The Carigans
26 10 DANCE TO IT Star Raidez
27 4 D MENSION Salt Tank
28 ICE 794 HI presents I.C.E.
29 203 SENSATION Shaboom
30 FINISHED SYNERGY Hybrid
31 28 2 FOREVER Tina Cousins
32 MAKES ME LOVE YOU Eclipse
33 FUTURE LOVE Presence
34 EVERYBODY KNOWS Akimbo feat. Marcina Armani
35 HEAVEN Agenda
36 AND IT HURTS Daylene
37 4 THE JOURNEY Domestika
38 VOID (I NEED YOU) Catapala
39 GRASS ANIT GREENER De-Ryus
40 SCHATTEN Plastic Angel

CHART COMMENTARY

BY ALAN JONES

Juliet Roberts has a record second to none when it comes to topping the Club Chart, and scorched to her seventh number one last November with her cover of Donna Summer's Hot Stuff. Her new single No One Can Love You More achieved the same level of DJ support last week but is to be content with the runner-up spot on the Club Chart, dartsing 9-2 behind Yamanda, whose Synth & Strings moves up 3-1 to return that other chart-topping regular Manifesto to the summit. Roberts could take over next week, but also faces a threat from another Manifesto artist - Dina Carroll, whose Without Love is this week's highest debut, at number six. Also looking to keep Juliet out of pole position are Earth Wind & Fire, whose September has been revamped by Piggy & Small and debuts at number 11, and Not Over Yet by Planet Perfecto featuring Grace, the 1995 chart-topper back with a vengeance with at number 10. The Grace single is on the new Warner Music dance label Code Blue, which also has the self-titled trance smash by Gouryella - the work of DJ Tiesto and the Dutch producer Ferry Corsten - moving up 5-4. This is something of a false improvement for the record, however, as it shows a 9% decline in DJ support. Still in statistical oddity land, Basic Connection's Angel Don't Cry experiences a strong (42%) upswing in support after nine mixes were serviced with a second 12-inch featuring New DJs by Glenk & Jones and Sash!, but is a non-mover at number 17 in a particularly strong area of the chart... On the Pop Chart, the Vengaboys' three-week reign with Boom Boom Boom Boom is ended by Br-1, Spears, whose second single Sometimes Jamos 5-1, establishing a big lead over A1's debut single Be The First To Believe... Meanwhile, the Urban Chart is as steady as a rock, with a completely frozen top five, including Lauryn Hill's Everything Is Everything at number one for the third straight week. Hill, Hi Street Soul and Raphael Saadiq are close at the top of the chart, but all must beware Whitney Houston, whose My Love Is Your Love has taken a major threat to them all. It debuts at nine this week, the highest of just three new entries to the Urban Chart, with many DJs already reporting it as their top tune.

POP TOP 20

- 1 EVERYTHING IS EVERYTHING Lauryn Hill
2 STRICTLY A VIBE Hill Street Soul
3 I GET INVOLVED Raphael Saadiq
4 IF YOU HAD MY LOVE Jennifer Lopez
5 DID YOU EVER THINK R Kelly
6 ALMOST DOESN'T COUNT Brandy
7 808 Blaque
8 SHE'S A BITCH Missey Elliott
9 MY LOVE IS YOUR LOVE Whitney Houston
10 GET READY Maza feat. Blackstreet
11 NO PIGEONS Sporny Three
12 IF EVER 3rd Street
13 NOBODY ELSE Tereza
14 WHAT YOU YOU COME HERE FOR? Trina & Tamara
15 IF YOU REALLY WANNA KNOW Marc Dorsey
16 FINER EP Nightmares On Wax
17 GRASS ANIT GREENER De-Ryus
18 DEAR MANKIND FOR LOVE... 2Pac
19 NEED YOU Miora
20 WHERE MY GIRLS AT 702

CLUB CHART BREAKERS

- 1 PISTOLETO Juno Reactor
2 LIFT ME UP Water Chamber
3 SHECAN L.S.G.
4 LIVIN' LA VIDA LOCA Ricky Martin
5 XPANDERBELLFUNK Sasha
6 LUVARDERLUC Southside Spinners
7 TIMEWARP Big Nuddy
8 TREAT HER LIKE A LADY Celine Dion
9 TEARIN' UP MY HEART N Sync
10 GET READY WYAN Van Zandt

Breakers are the 10 records outside the Top 40 which have registered the most improved DJ reactions. The Club Chart Top 40 (including mixes), Urban, Pop and all CD charts can be obtained from MIP's website at www.dutchmusic.com. To receive the Charts, Urban and Pop charts in full by fax call Kim Roach on 01773-946365.



time to get your cheque books out

ACTION

Sheridans 11th annual football tournament in aid of the Nordoff Robbins Music Therapy Charity to be held on 20th June 1999 at Finsbury Leisure centre, central street, London EC1

- 1 Manchester United tickets to any Manchester United home league game next season
2 Chelsea football shirt signed by the Chelsea team
3 Liverpool football shirts signed by the Liverpool football team
4 Football signed by the Tottenham team

Offers in the form of bids will be accepted in writing provided they are received by us on or before close of business on Friday 18 June 1999 or alternatively in person or by proxy at the Finsbury Leisure centre on the day of the tournament. All bids should be addressed to Sheridans Solicitors, 14 Red Lion Square, London WC2R 9LJ or by fax 0171 831 1576 and marked for the attention of Russell Roberts, or by email: russell@sherdans.co.uk clearly stating which prize you are bidding for.

The successful bids will be announced the following week. ALL PROCEEDS OF THE AUCTION WILL GO TO THE NORDOFF ROBBINS MUSIC THERAPY CHARITY

## AIRPLAY FACTSHEET

# CHART COMMENTARY

by ALAN JONES

**S**ixpence None The Richer's debut single Kiss Me remains its lead at the top of the airplay chart but the margin of victory over Jamiroquai's Canned Heat is slashed by three quarters, from 16m to 4m. Despite this, it's Kiss Me that is making the bigger gains in monitored plays, with 2,381 detections last week, an increase of 179. Canned Heat added an extra 104 plays. Kiss Me's falling audience is mainly a result of reduced support from the audience heavyweights Radio One and Two, whose combined support shrank from 49 plays a fortnight ago to 39 last week. Either record, or Sugar Ray's Every Morning, could be number one next week.

ATB's 9PM (Till I Come) is matching its substantial import sales success with rapidly growing airplay. It jumps 49-29 this week, with its audience almost doubling

● The Dixie Chicks' continued presence in the Top 50 with There's Your Trouble is due almost exclusively to Radio Two. The record, which slips 45-46, earned 20 of its 48 plays from the station, and a massive 98.5% of its audience.

● Maria topped the sales and airplay chart for Blondie, but the follow-up Nothing is Real But The Girl made only number

26 on the sales chart last week, and is still short of the airplay Top 50, moving 75-72 this week. ● Precious' Say It Ain't So follows a downturn in support, following its disappointing showing at Eurovision, slumping 27-64 this week – but winner Charlotte Nilsson's Take Me To Your Heaven is still short of the Top 100 even though it has been serviced.

from 12.7m to 23.3m. Radio One is solidly behind it, increasing plays last week from 19 to 32, while it is also getting saturation support from Kiss 100 and Atlantic 252, the latter station giving it 43 spins.

● Club 7's emphatic debut at the top of the singles chart with Bring It All Back owes very little to airplay, with the record climbing 65-40 to make its first appearance on the Top 50 airplay chart this week. TV has played a major role in support of the record, with the group's own Miami 7 programme and enormous support from The Box proving crucial. With Radio One passing, the radio station to contribute most to its audience was Capital FM, where 15 plays were heard by an audience of 2.72m, 17% of the record's total UK penetration.

Mixes by Mark Piccolotti and Metro have given it a decent club base, but Gary

Barlow's Stronger single is having enormous problems with airplay. Three weeks after it was serviced to radio, it has dropped completely out of the Top 100. In contrast, Barlow's former colleague Robbie Williams continues to be the radio programmers' darling, with Strong at number 23 on its 17th appearance in the chart, and Millennium slipping 47-50 after 34 weeks in the Top 50.

Widely regarded as one of their most radio-friendly tracks ever, Suede's latest single She's In Fashion is increasing airplay rapidly, and jumps 35-20 this week – just one notch behind the peak reached by their most recent single Electricity. She's In Fashion is getting excellent support from Radio One and Atlantic 252, both of which played it 22 times last week.

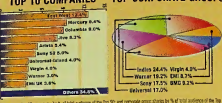
All Or Nothing is the third consecutive

major sales hit from Cher's Believe album. It debuts at number 12 this week, following the number one success of the title track, and the number five hit Strong Enough. But while those two records were championed by radio – Believe matching its number one sales peak and Strong Enough tracking jukebox number six – All Or Nothing has a very weak start, with only 23 spins from programmers. After weeks of struggling, it finally sneaks into the Top 50 this week, moving 54-48.

Madonna's Beautiful Stranger continues to expand at an impressive rate, adding a further 10m listeners last week to climb 8-5. Its audience of nearly 50m should grow again next week, as the record has debuted at number two on the sales chart. Its progress over the past three weeks marks it as a likely airplay chart-topper, though not for at least another fortnight.

## AT A GLANCE WEEKLY MARKET SHARES

### TOP 10 COMPANIES TOP CORPORATE GROUPS



## MTV

Rank	Title Artist	Label
1	BEAUTIFUL STRANGER Madonna	Maverick/Warner Bros
2	CANNED HEAT Jamiroquai	Sony S2
3	NO SCRUBS TLC	Lafayette/Arista
4	HEY BOY HEY GIRL The Chemical Brothers	Virgin
5	RED ALERT Basement Jaxx	XL Recordings
6	KISS ME Sixpence None The Richer	Squint Entertainment/Elektra
7	PICK A PART THAT'S NEW Stereophonics	V2
8	WILD WILD WEST Shania & Bipolar	Chocoline Soy/Popper
9	SWEET LIKE CHOCOLATE Shania & Bipolar	Chocoline Soy/Popper
10	TURN AROUND Phat & Small	Multiple

Next played dates on MTV UK/Media Research Ltd w/e 11/6/99 Source: MTV UK

## THE BOX

Rank	Title Artist	Label
1	BOOM BOOM BOOM Vengaboys	Positive/EMI
2	RING IT ALL BACK S Club 7	Polydor
3	SOME TIMES Britney Spears	Jive
4	BEAUTIFUL STRANGER Madonna	Maverick/Warner Bros
5	WILD WILD WEST Will Smith	Columbia
6	BE THE FIRST TO BELIEVE AT Byrnes Blood/Columbia	Columbia
7	BABY I'M WORRYING YOU Britney Spears	Jive
8	LOVE LIFE THE VIBICOLA Ricky Martin	Columbia
9	MY LOVE IS YOUR LOVE Whitney Houston	Arista
10	I WANT IT THAT WAY Backstreet Boys	Jive

Next played dates on The Box, w/e 6/6/99 Source: The Box

## BOX BREAKERS

Rank	Title Artist	Label
1	BREATHE AGAIN Adam Rickitt	Polydor
2	THE FATE OF THE FATES John Williams/LSD	Sony Classical
3	VIVA LA RADIO Lolo	Polydor
4	IF YOU HAD MY LOVE Jennifer Lopez	Columbia
5	TEARIN' UP MY HEART In Sync	Arista
6	THE ANIMAL SONG Savage Garden	Columbia
7	LOVE LIFE The Vibe	Columbia
8	PINK Aerosmith	Columbia
9	INSANE IN THE BRAIN Jason Nevins Va Cypress Hill	Columbia
10	IT MUST BE LOVE Mero	RCA

Highest climbing votes on the Box in advance of single release w/e 6/6/99 Source: The Box

## TOP OF THE POPS

Rank	Title Artist
1	Bring It All Back S Club 7; Beautiful Stranger Madonna; That Don't Impress Me Much Shania Twain; Doo Dah The Cartoons; Oh La La The Wasps; All Or Nothing Cher
2	Saltwater Chickens; Everytime Tatyana Ali

Draft lineup 18/6/99

---

## CD:UK

Performances: My Own Worst Enemy; Liz: Everytime Tatyana Ali; More Love Not Of Kin; She's In Fashion Suede; It's A Girl Thing My Life; Sugar Ray; Up My Heart 'N Sync; Bring It All Back S Club 7; Doo Dah The Cartoons; All Or Nothing Cher

Draft lineup date 12/6/99

## RADIO ONE PLAYLISTS

**A-LIST** From The Heart Another Level; 9PM (Till I Come); ATB; Coffee & TV Girl; Almost Doesn't Count Brian; Without Love Don Carroll; Hey Boy Hey Girl The Chemical Brothers; Everything Is Everything Lauryn Hill; My Love Is Your Love Whitney Houston; Canned Heat Jamiroquai; If You Had My Love Jennifer Lopez; Beautiful Stranger Madonna; Tamara Mami Street Preachers; Sweet Like Chocolate Shania & Bipolar; Kiss Me Sixpence None The Richer; Wild Wild West Will Smith; Sometimes Biney Spears; She's In Fashion Suede; Every Morning Sugar Ray; Pumping On Your Stereo Supergass; Oh La La The Wasps

**B-LIST** 808 Blazin' Afro; 'Hanging Around The Angels'; Carraigins; 'Londinium Carraigins'; All Or Nothing Cher; Saltwater Chickens; Animal Instinct The Cranberries; 'Bills Bills Bills' Destiny's Child; Soul Surfing Fatboy Slim; Race For The Prize Fleming Lux; Word Up Melanie G; Bring It All Back S Club 7; Gypsy Girl Gypsy Girl; Greatest Day Gypsy Knight; My Own Worst Enemy Liz

**C-LIST** 'Fall From Grace' Sheryl Norberg; Single White Female Gaby Wright; Reggae Party Third World; 'Sings' 'Dawson's Creek' (album) Veronic; Emotional Bands The Runaway Machine; All Or Nothing Cher; 'Mika & The Mechanicals' (album) Mika & The Mechanicals; Down So Long Lyle; Nothing Is Real But The Girl Blondie; 'La Vie La Vida Loco' Ricky Martin; And It's My Time L'Orchestra; My Love Is Your Love Whitney Houston; Without Love Linn; 'Mixed Emotions' (album) Beverley Cleary; 'Baby Don't You Break My Heart' Snow Vonda Shepard

RI plays for week beginning 14/6/99 © Sources: BBC1

## MTV UK PLAYLISTS

**A-LIST** Canned Heat Jamiroquai; Pick A Part That's New Stereophonics; Kiss Me Sixpence None The Richer; Beautiful Stranger Madonna; Wild Wild West Will Smith; My Love Is Your Love Whitney Houston; Sometimes Biney Spears; Everytime's Free (To Wear Suncress) (feat. Lahrman)

**B-LIST** Every Morning Sugar Ray; Pumping On Your Stereo Supergass; Down So Long Liz; Sweet Like Chocolate Shania & Bipolar; No Get What You Give New Radios; I Want It That Way Backstreet Boys; From The Heart Another Level; Turn Around Phat & Small; She's In Fashion Suede; Oh La La The Wasps; If You Had My Love Jennifer Lopez; No Scrubs TLC; Red Alert Basement Jaxx; Hey Boy Hey Girl The Chemical Brothers; Word Up Mif G; The Animal Song Savage Garden

**C-LIST** Tamara Mami Street Preachers; The Soundtrack Of The Summer Star; She's A Bitch Missy Elliott; Sister Dove Dru; My Own Worst Enemy Liz; 9PM (Till I Come) ATB; Do Something May Gray; Fat Chip Gang Star; Ends Evens; Ace Teez Rude Oh! Chili Peppers; Nothing Confession Chrisno; Race For The Prize The Flaming Lips; Bring It All Back S Club 7; Gypsy Girl Gypsy Girl; And It's My Time L'Orchestra; Sometimes Liz Rythmes; Digging Coffee & TV Girl

RI plays for week beginning 14/6/99 © Sources: additional

## THE PEPSI CHART

Performances: Everytime Tatyana Ali; Doo Dah The Cartoons; Bring It All Back S Club 7

Video: My Love Is Your Love Whitney Houston; Wild Wild West Will Smith

Interviews: Whitney Houston

Draft lineup 17/6/99

## RADIO TWO PLAYLISTS

**A-LIST** Take Me To Your Heaven Charlotte Nilsson; The Table The Beautiful South; Queen Of Angels Mark Navea; Canned Heat Jamiroquai; That Don't Impress Me Much Shania Twain; Every Morning Sugar Ray; Doo Dah The Cartoons; Crazy Little Thing Called Love Dwight Yoakam; 'Anyone Ready: There's Your Love Dixie Chicks

**B-LIST** 'She Dies Cousteau'; 'Stronger' Gary Barlow; Sometimes Biney Spears; Flying Blind Ido Oh Marigold; Everytime's Free (To Wear Suncress) (feat. Lahrman); Kiss Me Sixpence None The Richer; From The Heart Another Level; 'Cryin' Game Sara Evans; Comedy Shack

RI plays for week beginning 14/6/99 © Sources: additional

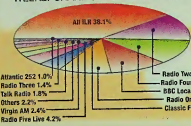
## MUSIC WEEK 19 JUNE 1999





## Q1 1999: THE NATIONAL PICTURE

## WEEKLY SHARE OF TOTAL LISTENING



## WEEKLY AUDIENCE REACH



## THE KEY CHANGES TO THE RAJAR SYSTEM OF AUDIENCE DATA COLLECTION

The new Rajar methodology was tested in a pilot study of 3,000 radio listeners in the second quarter of 1997.

In the first change to audience data collection since Rajar was formed in 1992, the radio industry decided to keep a paper-based diary system rather than switch to a more expensive electronic method.

Paul Brown, chairman of the Commercial Radio Companies Association, says a revamp was necessary to take into account the increase in national and local stations following the 1990 Broadcasting Act and the impending launch of digital radio.

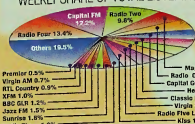
The main changes under the new system are:

- Only one person, carefully selected by a market research company, in each household is now chosen to complete the diary. Under the old technique, an entire family was asked to take part.
- The diary has been simplified to include only those stations a person is likely to listen to rather than every broadcaster in a region. Before, a Rajar respondent in London, for example, would have had 27 stations in their diary.
- There will be on-going readings for every station's audience. National and large local stations will be surveyed for the previous quarter, medium-size local stations for the last six months and small broadcasters for the last year.

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

## Q1 1999: THE LONDON PICTURE

## WEEKLY SHARE OF TOTAL LISTENING



## WEEKLY AUDIENCE REACH



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

# Rajar system shake-up reveals hidden army of "radio listeners"

Resisting the temptation to compare new Rajar figures is like touching wet paint. You know you shouldn't do it but the urge is overwhelming.

Those behind the £500,000 investment in the new system used to calculate radio audience figures say it is misleading to judge the data for the first quarter of 1999 against any previous surveys. Yet the findings reveal that for all radio, and for music radio and BBC stations in particular, the new polling system has discovered many extra listeners.

Some 42.6m adults tuned in to a radio station each week in the period from January 4 to March 28, which is 2.3m more than were thought to be listening to the medium at the end of last year. In fact, radio is now reaching 89% of the population, whereas the old Rajar method estimated this at 85%.

The first results under the new system cover only national and large regional stations as well as the competitive London market. Peter Jenkins, executive director of Rajar, says it is now easier to read trend data while the survey is more likely to pick up lighter listeners, such as those who may only tune into a station to hear a particular programme. The relaunch means that although Radio One, Radio Two and Virgin AM all increased their listener numbers, their share of overall listening — based on the percentage of total listening time accounted for by a station in the UK in an average week — was down. Radio One enjoyed a 10.6% share under the old system but now has 9.8%, while Radio Two has a share of 12.8% rather than 13.1% and Virgin 2.4% and not 2.6%.

Radio Two controller Jim Molli says it is too early to judge the new system but he supports any attempt by Rajar to make the collection of data more accurate at a time when the network is strengthening its links with the music industry. The music business knows what to expect from the Radio Two playlist nowadays but we will continue to surprise them who play. At the moment, much of the music being released suits the Radio Two audience," he says.



**Parfitt: "R1 reaching more young people"**

The BBC has a greater share of listening — 50.3% — than commercial radio's 47.5% total, whereas previously the independent sector was ahead. BBC head of radio marketing Vanessa Griffiths says, "If we believe the new methodology to be more accurate, it means that radio listening in this country is more healthy than we thought."

However, the Radio Advertising Bureau (RAB), which promotes commercial stations as an advertising medium, is not too upbeat about the change in the way audiences are calculated as has knocked commercial radio off the top spot. Justin Sampson, director of operations, says the RAB agrees with the new system and radio advertisers will welcome any moves to make published audience information more reliable. "We accept the new methodology so we have to accept the results. Commercial radio is reaching 80% of 15-44 year olds in this country every week and this is good news for advertisers on the medium," he says.

The new way of tracking the listening habits of what Rajar calls Generation X — those teenagers who under the old method would have relied on their parents to fill in the households Rajar diary — has certainly benefited music stations. Radio One is touching the 11m mark and among the shows performing well are Pete Tong, with more than 1m listeners a week, the Top 40,



**Moir: supports more accurate data**

breaking 3.0m, and the Zoe Ball Breakfast Show with 6.7m. This compares with 2.8m listeners for Chris Evans on Virgin. However, the breakfast show ruler remains Chris Tarrant on Capital FM, who reaches more than 2.0m Londoners and has a 20% local market share. This puts him ahead of Chris Evans, who is heard by 952,000 listeners in London, and Zoe Ball (760,000).

Radio One controller Andy Parfitt says the figures confirm that the station is succeeding in attracting young people, noting that the network's reach rises to 13.1m if the under-15s are included. "Rajar is now a more accurate reflection of radio listening in the UK. It shows what we always suspected: that R1 is reaching more young people than the old figures were telling us," he says.

The more accurate survey of youth listening has also helped Xfm, which had complained that the previous method was not picking up all its listeners. In quarter four, Rajar estimated that Xfm was reaching 244,000 and this rose to 354,000 during quarter one. Xfm marketing manager Charlotte Soussan says there have been a number of programme changes in recent months, including a new breakfast show and the introduction of specialist shows. She adds that the station, which is currently in the middle of a hefty marketing campaign, is developing a close relationship with the

music industry. "Breaking new music is at the core of the station's ethos and our focused music policy appeals to a discerning ABC1 audience with definite music tastes," she says.

Atlantic 252 has been on a downward spiral for many quarters and the latest figures confirm the trend, giving it a reach of almost 2.3m. Former head of music at MTV, David Dunne, joined at the end of October and these are the first results to measure the success of the programme changes he has introduced including a new specialist weekday evening show, the live dance review DJ Live and weekend dance slot pm. Dunne says the station has turned the corner. "There was an 18% improvement in our 15-24 target age group in the first quarter and this is a reflection of our significant repositioning drive," he says.

The changes in audience research also helped Virgin, which had a weekly reach of 4.6m including its London FM service, the like of which it never managed to achieve under the old system. Meanwhile, Classic FM also has reason to smile with a reach of 6.0m listeners, which is 900,000 more than it recorded previously. Its BBC rival Radio Three did not do so well, and was the only BBC network not to benefit under the new system with a new reach of 2.3m.

In London there have been some notable developments, no more so than Radio Four's success in overtaking Capital FM in terms of share of total audience, although Capital has 536,000 more listeners. Kiss 100 also benefited under the new system, now reaching more than 1.0m listeners.

Another important difference seen in the first quarter is the number of hours the UK population is listening for. Total hours were 956m, which is 128m more than the old method calculated in quarter four of 1998. All in all, stations across the board appear to have benefited from the changes. But the real winners and losers will only become more clear in August when the second quarter's figures are revealed.

Steve Hemsley



# SINGLE of the week

**LOLLY: Viva La Radio (Polydor 5639492).** Despite Lolly's declaration in the song title, it is television rather than radio that has been driving this debut single ahead of release. The Boy's biggest breaking video a couple of weeks ago, the track appeals perfectly to the station's younger (under eights) audience; slightly more sophisticated than Aqua and Caribees but less so than B\*Witched, it is an unshamed out-and-out pop smash with no pretensions and — at just over two-and-a-half minutes — no room for hanging about. Reminiscent of a certain cala advert's theme tune, it will be loved and loathed in equal measure.



# ALBUM of the week

**MISSY ELLIOTT: Da Real World (Elektra 755982492).** Missy Elliott returns two years after her Grammy-nominated, US platinum-selling debut



and here will find it tough living up to the form of its predecessor.

**2PAC: Dear Mama (Jive 0523342).** The late Tupac Shakur's back catalogue is further mined with this track from 1995. Following up the number three hit Changes, it finds the rapper at his most laidback and sensitive, and should do well again.

**FINISHED SYMPHONY (Distinctive DISNCD2).** The Swanses trio unleash the first single from their debut album *Wide Angle* (released August 3).

**GOMEZ: Bring It On (Hit CD112).** Confusion? This is not the title track of Gomez's 1998 Technics Mercury Music Prize-winning album but the first single from their second album. Gomez's music has traditionally been adventurous, and this is no exception. But it doesn't blow the listener away as expected.

**CUBE: Natural Millionaire (Polydor 5611132).** Chris Langdon leads his band of teenage upstarts with their targets set on US success. This is a polished, catchy romp with a refreshingly angst-free attitude.

**BEST KEPT SECRET: Greatest Day (Parlophone Rhythm Series CDHYTHMS 22).** EMJ's patience with the acclaimed Prodigal Sister album finally started to pay off in April with a remixed version of Made It Back reaching the Top 20 and the album returning to the Top 75. This follow-up combines a replayed Fat Larry loop with Knight's soaring vocals. Live dates will support this Radio One B-listed single.

Crow), it is as gutsy and emotional an album as this singer/guitarist has made.

**ART OF NOISE: The Seduction (ZTT 130 CD).** This patchy comeback album verges on the sensational when it blends ambient with rap.

**GRANDDADDY: The Broken Down Comforter Collection (Big Cat ABEL005692).** The Californian five-piece return with this album compiling songs from their first two EPs. Dating from 1994 to 1997, it will sustain the band's profile until their second album, due in the autumn.

**VARIOUS: Incredible Sound Of Jo Whalley (Incredible INCTD).** On this third instalment of Incredible's Sound of Series, Jo Whalley selects her favourite — if somewhat predictable choice "indie" — tunes. The eclectic tracks over two CDs include Nina Simone, Mercury Rev, Prodigy, Johnny Cash, Underwood and Beth Orton.

**TODD TERRY: Resolutions (Innocent CDHRS1).** Fresh from remix duties for Cher and The Corrs, house pioneer Terry turns to drum & bass. Although it is hard to see to which market it will appeal, it is a fascinating project.

**ANDREA PARKER: Kiss My Arp (Max MWR093CD).** More than a year after it was completed Andrea Parker's exquisite piece of musical craftsmanship has finally made it on to the market — and it has been worth the wait. With its haunting vocals, orchestral arrangements and electronic elements it could well be the release that breathes new life into the now independent Max Wax.

## SINGLE reviews



**THEVIEZ: No Pigeons (Columbia 6676026/2).** The battle of the sexes heats up with this cheeky response to TLC's No Scrubs. High on gimmick value and low on intellectual content, it has been played in R&B clubs for weeks.

Growing radio support, including a Radio One Evening — and the popularity of the original — could just make it a hit.

**WILL SMITH: Wild Wild West (Columbia 66759862).** Currently A-listed at Radio One and gaining airplay elsewhere, this title track from the forthcoming film (released August 13) is the US rapper's first new track in six months. Featuring an obvious Stevie Wonder sample and Dru Hill on vocals alongside Smith's rap, it looks like a certain hit.

**BLUR: Coffee & TV (Food CDFO01122).** After a promising chart debut at number one in March, Blur's album 13 has struggled to stay in the Top 75. As a result they have gone for this crowd-pleaser, a summery acoustic tune with Graham on vocal duties. Currently on Radio One's B-list though struggling for airplay on ILR, it has the commercial power both to reach the Top 10 and reverse 13's fortunes to some degree.

**GOURYELLA: Gouryella (Code Blue SMP00110).** East West's new dance imprint debuts with this fierce Dutch trance track, which is currently C-listed at Radio One. Production input from System F's Ferry Corsten could ensure it follows his single *Out Of The Blue* into the Top 20.

**OBERMANN: Million Suns (Independent ISOM 30MS).** This rather conventional offering may disappoint fans of the Liverpool quintet's esoteric approach, but the soaring chorus is guaranteed to thrill lovers of alternative pop. Having topped the Top 40 with their previous effort *Blossoms Falling*, Radio One support should ensure the act is at least match that achievement.

**WILCO: Shot In The Arm (WEA W496CD1).** Arguably the best track on the band's magical *Summerheart* album. *Shot In The Arm's* most obvious sonic antecedents are Phil Spector's wall of sound productions. But the album's performance has not been as strong as expected and, with no airplay as yet, this single looks unlikely to change that.

**MELANIE B: Word Up (Virgin V5CD7 4735).** Timbaland lays down the beats for the Spice Girl, but this sparse soundscape seems designed to score points from R&B

purists, rather than appeal to pop fans. The familiarity of Cameo's 1988 hit and the eye-popping video will ensure sales, but it will struggle to find airplay to match a Spice Girls release.

**NIGHTCRAWLERS: Never Know Love (Riverhorse RHVCD1).** Robin Godfrey/Casa's Sony-linked Riverhorse label marks its debut with this offering from the John Reid-fronted dance act. The Rive Drote production team add Cher-associated vocoder touches to the radio mix, while mixes from Matt Darity and Colson System (he has named cuts).

**LAURYN HILL: Everything Is Everything (Columbia 6675742).** There's no faulting the logic of the title, as the most successful solo Fugee unleashes the third single from her *Misodiscution* of Lauryn Hill album. Radio play is building fast, and with the exposure of her recent *Wenters Arena* gig, this is sure to be another hit.

**CELINE DION: Treat Her Like A Lady (Epic 6675522).** This is indeed a radical departure for Dion who has risen to the status of world's biggest female artist mainly on the back of a series of dramatic pop ballads. Here she fully embraces R&B on her most upbeat single to date.

**R.E.M.: Suspension (Warner Bros W488CD).** The understated elegance of this fourth single from the platinum-selling *Up* may be too subtle for daytime radio, but it highlights the US act's return to form.

**SUBCIRCUS: Do You Feel Love? (Eagle EAGCD7).** Although the band's single band needs to break them overground, this is a damn fine stab. More Marc Bolan than Suede, it is likely to be a live favourite throughout the summer. Marvellous stuff.

**DWIGHT YOAKAM: Crazy Little Thing Called Love (Capitol WA97CD).** Taken from his best of album and given a push by its inclusion in the current Gap TV advert, this infectious cover of Queen's fabulous hit is destined for chart success.

**SPACE BROTHERS: Legacy (Show Me Love) (Manifesto LECDD1).** Almost two years after the string of Top 40 hits about the same Space Brothers and Chakra, the trance duo return with this hokey vocal taster for their upcoming album *Shine*.

**SAVAGE GARDEN: The Animal (Columbia 6675684/2).** Savage Garden, who last year's two of 1998's biggest airplay hits with *Truly Madly Deeply* and *To The Moon And Back*, return with this more rhythmic — though somewhat less melodic — offering. It only just made the US Top 20



**SEMISONIC: Secret Smile (MCA MCSD2 40210).** This melancholic but uplifting guitar-pop second single from the Minneapolis trio is reminiscent of The Rolling Stones' *Miss You* versus U2 at their closest, see One For One.

Derisively the remix edit by Tom Lord-Alge has been record of the week for both Mark Goodier and Chris Evans. Added to that Capital and XFM listings, and a Radio One B-listing, that could well result in a UK Top 40 debut. Their platinum US album is re-released in the UK on July 12, and this track will earn it plenty of attention.

## ALBUM reviews

**KRISTIN HERSH: Sky Motel (4AD CAD9011CD).** Hersh comes up trumps with this dazzling album. Produced by Hersh and Tina Shoemaker (Sheryl

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

## THE NEW FORCE IN UK DISTRIBUTION



For sales and distribution of all audio and video product Contact

**WILF MANN at APEX ENTERTAINMENT GROUP**

TEL: 0181 968 1100 FAX: 0181 968 1171

Email: wilfmann@apex-music.co.uk



# Sales suffer from lack of Titanic effect



Redman, Henry and Russell: TV drama

## Hope & Glory CD to feature many popular classics

BBC Music has great expectations for its soundtrack CD of new high-profile BBC1 drama series *Hope & Glory*. The series, which begins on June 23, stars Lenny Henry, in his first straight role in a TV drama, Amanda Redman and Clive Russell and deals with the perils of the modern teaching profession.

Coinciding with the four-part series, which will be screened at 9.30pm on Wednesdays, BBC Music's CD is a compilation of popular classical pieces such as Pachelbel's Canon, the Hornpipe from Handel's *Water Music* and a selection of many of the most popular Mozart pieces, all of which feature in the series.

*Hope & Glory* (BBC Music WMSF 6014-2) is released on July 5.

by Andrew Stewart

It was always to be expected that, without a blockbuster such as *Sony Classical's Titanic OST*, 1999 first-quarter classical sales would be down on the same period last year. Therefore, BPI statistics showing that classical trade deliveries slipped by nearly 33% between January and the end of March came as no surprise. However, many labels will be encouraged that, although classical's share of the total market slipped by two percentage points year-on-year to 8.1%, its underlying share of the market has held steady. Not only has it virtually matched the 8.2% the sector scored in the first quarter of 1997, but moving annual totals between March 1997 and March 1999 increased by 2% from 14.7m to more than 15m units.

The most striking difference in first-quarter shipments is the fall in cassette sales from 461,000 in 1998 to 193,000 units this year. This downturn of 58.1% would have been greater but for the large number of cassettes shipped of Charlotte Church's chart-topping debut album. The market for cassettes now stands at less than 10% of overall classical sales, with 1.5m copies shipped between March 1998 and March 1999.



*Titanic OST*: 1998's blockbuster success

*Sony Classical's* dominance of the classical company league table in 1998 was further boosted by the Charlotte Church phenomenon. *Voice Of An Angel* was the best-selling classical album for the second consecutive quarter, while *Home's Titanic OST* captured second spot and racked up nearly 30,000 sales in the same period. Several long-standing classical releases continued to do good business, with

Virgin/EMI's *Most Relaxing Classical Album... Ever II*, BMG Corifier's *Lesley Garrett* and two Andrea Bocelli albums (Universal) among the Top 10 best sellers.

But while it may appear to have been business as usual during the first quarter of the year, early indicators suggest that there are shifts in sales patterns which may have a significant impact on the next quarter's results. During the past six weeks budget releases have dominated the specialist classical chart with one label, Naxos, performing particularly well. The independent has consistently captured just less than half of the Top 50 end of the market, and registered 25 titles on the June 7 chart.

"It's to do with our relentless promotion," explains Select marketing director Barry Holden. "When people feel comfortable with a brand, which is quite unusual in the record industry, then almost anything it does captures the attention." Holden adds that a special Naxos promotion at *Our Price* and the early summer slow-down in releases from other companies has helped boost the label's share of the market, which is supported by steady sales of core classical repertoire from its extensive catalogue.

### FIRST-QUARTER COMPARISONS

	Q1 1997	Q1 1998	Q1 1999	% change 98/99
MC Units (000)	436	461	193	-58.1
CD Units (000)	2,936	3,936	3,034	-22.9
Total Units (inc LPs) (000)	3,373	4,398	3,229	-26.5
Total Value	£15,099	£20,664	£13,424	-35.0
Share of total market (units)	8.2%	10.1%	8.1%	-2.0%

Source: BPI

### BEST-SELLING ALBUMS JAN-MAR 1999

Title	Artist	Label
1 <i>Voice Of An Angel</i>	Charlotte Church	Sony Classical
2 <i>Titanic OST</i>	James Horner	Sony Classical
3 <i>Most Relaxing...Ever II</i>	Various	Virgin/EMI
4 <i>Vivaigo Italiano</i>	Andrea Bocelli	Universal Classics
5 <i>Back To Titanic</i>	James Horner	Sony Classical
6 <i>Only Classical Album...</i>	Various	BMG Corifier
7 <i>Requiem - Spiritual Music</i>	Various	Universal Classics
8 <i>Lesley Garrett</i>	Lesley Garrett	BMG Corifier
9 <i>Most Relaxing...Ever</i>	Various	Virgin/EMI
10 <i>Sogno</i>	Andrea Bocelli	Polydor

Source: BPI

## UNIVERSAL CLASSICS...THE HOME OF GREAT ARTISTS

Plácido DOMINGO

Renée

DAME JANET BAKER

*Prelude to a Kiss*

Plácido DOMINGO  
Renée FLEMING

Daniel BARENBOIM  
Chicago Symphony Orchestra

CD/MC 460 793-2/4

Daniel Barenboim

Chicago Symphony Orchestra

Two of the classical world's greatest stars, in a stunning programme of popular favourites, including works by Bernstein, Gounod, Lehár, Verdi and Ellington.

DECCA

Radio advertised on Classic FM

PHILIPS

THE LEGENDARY DAME JANET BAKER

16 tracks including  
WHERE CORALS LIE  
CHE FARÒ SENZA EURIDICE  
and  
WHEN I AM LAID IN EARTH

CD/MC 465 253-2/4

A tribute to one of Britain's brightest vocal stars featuring 16 classic tracks from her glittering career including 'Where Corals Lie', 'Che Farò Senza Euridice' and 'When I am laid in Earth'

Radio advertised on Classic FM

PHILIPS

AVAILABLE FROM JULY 12TH

**NIGEL GETS EXPERIENCED**

Violinist Nigel Kennedy's passion for the music of Jimi Hendrix has led him to compose a six-movement instrumental work inspired by the legendary rock guitarist's hits *Third Stone From The Sun* and *Purple Haze*. He



marked the release of the Kennedy Experience on Sony Classical (SK 81687) by showcasing the complete work live during a late-night session at the Tower Records branch in London's Piccadilly Circus on Sunday. "What I've tried to do is deconstruct his compositions and then put them back together in a totally different type of way," says Kennedy. The Kennedy Collective plays more Hendrix at the Royal Festival Hall on July 14 and at other venues throughout the summer, providing the focus of an extensive PR and marketing campaign which will include appearances on *The Des O'Connor* and *Radio Three's Artist Of The Week*, a front cover of the September edition of *Classic FM Magazine* and ads in *Q*, *The Guardian*, the *Daily Mail* and *The Independent*.

**RACHMANINOV FOCUS GIVES ASHKENATZ A HIT**

After taking early music soprano Emma Kirkby to the top of the specialist classical chart last year, Decca has applied its skills at marketing back catalogue to the Art of Ashkenazy. This compilation of recordings by the acclaimed Russian pianist has already sold more than 3,000 copies and looks set to mark its sixth week in the Top Five of both the Specialist and Crossover charts. The album was released to coincide with a festival of Rachmaninov's music at London's

South Bank Centre in May and has been backed by striking point-of-sales posters and Classic FM air-time. "A bit of cunning marketing makes all the difference," says Decca head of marketing, Dickson Stainer. "We put together a record of what we considered the best things, focusing on Ashkenazy's Rachmaninov performances, and offered that at upper mid-price. It is possible for a major label to revitalise interest in core artists and recordings which are, in some cases, over 30 years old."

**BERMANGE EXPLORES ARMS TRADE**

Opera Mundi, the latest release from the enterprising independent label Winter And Winter, is dedicated to the victims of oppression in Kosovo. The album (91.0043-2) is the latest work London-born composer, writer and director Barry Bermange, who is well known for pieces with strong socio-political theme. His previous credits include *The Improvisers*...



Invasion, made for the BBC using collage/newsreel materials from the Vietnam War and the controversial stage piece *Oldenburg* for the Edinburgh Festival, which explored xenophobia. Bermange describes *Opera Mundi* as a "sound work" influenced by the suffering of family members who fled from Poland and the Ukraine earlier this century. "The victims of natural and man-made disasters are always the banking systems which finance the armaments factories and the rebuilding programmes and make fortunes out of human suffering," says Bermange. *Opera Mundi*, distributed by Harmonia Mundi, is released this week.

AS Andrew Stewart can be contacted by e-mail at [AndrewStewart1@compuserve.com](mailto:AndrewStewart1@compuserve.com)

**ALBUM of the week**



**THOMAS ADÈS: Asyla; These Premises Are Alarmed; Chamber Symphony;... but all shall be well.** CBSO (Simon Rattle, Adas (EMI CDC 5 56818 2).

EMI is hoping to emulate the success of Thomas Adès 1998 chamber opera, *Powder Her Face*, with an impressive new orchestral and ensemble work. Commissioned by Simon Rattle's City of Birmingham Symphony Orchestra Asyla was recorded live in Birmingham's Symphony Hall. It will be supported by ads in the specialist classical press plus editorial coverage of this young British composer, who is artistic director of this month's Aldeburgh Festival and on the bill at the Almeida Festival.

**REVIEWS**

for records released up to June 24, 1999



**THE CARRY ON ALBUM** - City of Prague Philharmonic Orchestra/Gavin Sutherland (ASV WWL 2219). On Matron! Scores by Bruce Montgomery and Eric Rogers

perfectly captured the saucy flavour of the Carry On movies of the Sixties and Seventies. This compilation of all the best tunes, which includes the memorable *Raising The Wind* and *Carry On At Your Convenience*, should appeal to the growing audience for light classical as well members of the Carry On cult.

**TAKASHI YOSHIMATSU**; Saxophone Concerto Cyber-bird; Symphony No.3 - BBC Philharmonic/Sachle Fujikoka. (Chandos 9737). Chandos composer-in-residence Yoshimatsu knows how to craft a good tune and is not afraid to mix contemporary classical idioms with aspects of jazz, rock and world musics. Previous releases have garnered good reviews and substantial Classic FM air-time.

**A PORTRAIT OF BRITTEN** - English Symphony & String Orchestra/William Boughton (Nimbus N 1751). Another of Nimbus' acclaimed budget 3-CD box ranges, which offers fine reissued recordings for less than £5 per disc, this should appeal to collectors and first-time Britten buyers alike.



**THE STAR WARS SAGA** Boston Pops Orchestra/John Williams (Phillips 432050-2). Philips' mid-price reissue, which

mixes extracts from the original *Star Wars* Trilogy with music from the recent BT, ET television ad and the themes from *Superman* and *Close Encounters*, should benefit from the interest surrounding Sony Classical's new *Star Wars OST* released last month. **GRETCHANINOV**; *Vespers* - The Holst Singers, James Bowman/Stephen Layton (Hyperion CDA67080). Following their highly acclaimed 1998 (Ikon release, *The Holst Singers* return to Russian Orthodox church music with a beautifully performed collection of spiritual and contemplative recordings which Hyperion will be backing with an ad campaign in the specialist classical press.

**Kennedy Inspired by the Music of Jimi Hendrix**



- Third Stone from the Sun
- Little Wing
- 1983... (A Merman I Should Turn To Be)
- Drifting
- Fire
- Purple Haze

Available on CD and MiniDisc

"Here's something personal. Inspired by one of this century's most important creators." - Nigel Kennedy

Hear The Kennedy Experience LIVE at the Classic FM Festival at Milton Keynes Bowl on June 19th, at the Royal Festival Hall in London on July 14th and at the Herrogate Festival on July 30th.

RECOMMENDED CATALOGUE NEW RELEASES

VARIOUS: Etienne De Crey Presents Super Discout (Different Diff) GOZDCDD

Since the UK in 1966, and the UK the following year, this project, masterminded by Cassius mae De Crey with help from assorted Gallic chums such as Air and Alex Gopher, has been mentioned in all the right places...

VARIOUS: The Very Best of Jazz Funk (Global TV RACD 423) Despite the obvious fact that the prolific jazz FM labels, the jazz charts have recently been dominated by Global TV's smoothly flowing selections...

VARIOUS: Up And Away - The Songs of Jimmy Webb (Sequel NEMCD 410) One of the finest songwriters of the 20th century, Webb is celebrated here by a largely R&B - 'exotic' - cast...

VARIOUS: Trains & Boats & Cars (Sequel NEMCD 409) A companion volume to the Webb album mentioned above, and the Beatles album reviewed a fortnight ago...

Alan Jones

ALBUMS FRONTSIDE RELEASES

- FRONTSIDE: THE CRIPPER... MAYNCD 119 £13.99
ADAMANT: THE WEAVER... MAYNCD 119 £13.99
ADAMANT: THE WEAVER... MAYNCD 119 £13.99
ADAMANT: THE WEAVER... MAYNCD 119 £13.99
ADAMANT: THE WEAVER... MAYNCD 119 £13.99
ADAMANT: THE WEAVER... MAYNCD 119 £13.99
ADAMANT: THE WEAVER... MAYNCD 119 £13.99
ADAMANT: THE WEAVER... MAYNCD 119 £13.99
ADAMANT: THE WEAVER... MAYNCD 119 £13.99
ADAMANT: THE WEAVER... MAYNCD 119 £13.99

- SIKKA: THE WEAVER... MAYNCD 119 £13.99
SIKKA: THE WEAVER... MAYNCD 119 £13.99
SIKKA: THE WEAVER... MAYNCD 119 £13.99
SIKKA: THE WEAVER... MAYNCD 119 £13.99
SIKKA: THE WEAVER... MAYNCD 119 £13.99
SIKKA: THE WEAVER... MAYNCD 119 £13.99
SIKKA: THE WEAVER... MAYNCD 119 £13.99
SIKKA: THE WEAVER... MAYNCD 119 £13.99
SIKKA: THE WEAVER... MAYNCD 119 £13.99
SIKKA: THE WEAVER... MAYNCD 119 £13.99

CATALOGUE & REISSUES

- ALAN: THE WEAVER... MAYNCD 119 £13.99
ALAN: THE WEAVER... MAYNCD 119 £13.99
ALAN: THE WEAVER... MAYNCD 119 £13.99
ALAN: THE WEAVER... MAYNCD 119 £13.99
ALAN: THE WEAVER... MAYNCD 119 £13.99
ALAN: THE WEAVER... MAYNCD 119 £13.99
ALAN: THE WEAVER... MAYNCD 119 £13.99
ALAN: THE WEAVER... MAYNCD 119 £13.99
ALAN: THE WEAVER... MAYNCD 119 £13.99
ALAN: THE WEAVER... MAYNCD 119 £13.99

DISTRIBUTORS

- A&A - 0161 7930 810
ABC - 0161 851 2074
ABC - 0161 851 2074
ABC - 0161 851 2074
ABC - 0161 851 2074
ABC - 0161 851 2074
ABC - 0161 851 2074
ABC - 0161 851 2074
ABC - 0161 851 2074
ABC - 0161 851 2074





**Rates: Appointments: £31.00** per single column centimetre (minimum 4cm x 2 col)  
**Business to Business: £18.00** per single column centimetre  
**Situations Wanted: £15.00** per single column centimetre  
**Box Numbers: £15.00** 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 Beardsley & Scott Green - Classified Dept.**  
 Miller Freeman UK Ltd, Fourth Floor, 8 Montague Close,  
 London SE1 9UR  
 Tel: 0171-940 8580/8593  
 Fax: 0171-407 7087  
 All Box Number Replies To Address Above

**THE RECRUITMENT CONSULTANTS TO THE MUSIC INDUSTRY**

**PA...VP** £26,000  
 Traditional one to one role for superlative confident PA supporting VP of Major int. group. Hypocrite secretarial and organisational skills.

**A&R CO-ORDINATOR** £19,000  
 Respectful, attentive experienced A&R Co-ord. indie label with cutting edge artists.

**RECEPTION...PRODUCTION** £13,000  
 Dream opp. for talented, energetic young individual to step into the world of commercials and pop promos. PG Friendly.

**PA...MARKETING** £20,000  
 Natural communicator with superb secretarial, organisational and prioritising skills. To support dynamic Sales and Mktg. sector. Successful indie label.

**MARKETING MOZART!** £22,000  
 Career leap to junior product mgr. for outstanding, creative, classical marketing star. 2 years plus exp.

**PA...MANAGEMENT** £22,000  
 Dedicated, experienced music industry sec. for involved and demanding role to successful artist manager.

Professional and Temporary  
 Secretarial and Admin  
 Support Staff

**handle**  
 0171 935 3585

**music week  
 Internet  
 Address Book**

- The internet is the world's fastest growing information source
- Many companies in the music industry have already recognised the benefits of the internet and developed their own website.
- Once you have developed your website, you need to consider how best to promote it to the Music Industry

For more information contact  
**Scott on**  
 Tel: 0171 940 8593  
 e-mail:  
 sgreen@umf.com

**EMI:CHRYSALIS**

**Senior Product Manager**

*"come find yourself"*

0171 605 5512

[www.emichrysalis.co.uk/jobs](http://www.emichrysalis.co.uk/jobs)

**Rock and Pop  
 Import Buyer**

Reporting to the Buying Manager, this is a senior position within our Rock and Pop sales and buying team. A sound knowledge of imports from the US, Europe and the Far East is preferred.

You will also take responsibility for presenting products to the main multiples and will have West End store calling responsibilities.

The role is suitable for a candidate with previous buying experience in either a retail or distribution environment.

The position is available immediately, please fax or send your CV for the attention of:

**Brian Horn, Arabesque Imports,  
 Network House, 29-39 Stirling Road,  
 London W3 8DJ  
 Tel: 0181-992 0098 Fax: 0181-993 1396**

**VENUE SETTLEMENT  
 ACCOUNTANT**

With over 500 shows a year to settle and further expansion planned this very busy **CONCERT PROMOTION COMPANY** requires a Cost Accountant with at least 4 years commercial experience, preferably in the Theatre or Concert Industry. The Position entails the calculation and collection of all sums due under the terms of each agreement, as well as finalising and approving all Centre costs. The successful candidate who will report to the Company Accountant, must be a good communicator, meticulous, extremely organised, experienced in interpreting contracts (an asset but not essential), have strong administrative skills and the ability to supervise staff.

Handwritten applications only please enclosing your CV and current salary to:  
 THE DIRECTORS, THE FLYING MUSIC COMPANY LTD,  
 110 CLARENDON ROAD, LONDON W11 2HR

**MEDIA GROUP REQUIRES  
 EXPERIENCED PERSON  
 TO RUN  
 NEW RECORD LABEL**

**Excellent Salary and bonuses**  
 Send CV to:  
 DPG Ltd., 203 Temple Chambers,  
 Temple Avenue, London EC4Y 0EN.

**Licensing Executive  
 required for**

**Ministry of Sound**

Ministry of Sound Recordings now have six labels releasing music across the whole spectrum of dance. Reporting to the UK Licensing Manager we require somebody to maintain our good relations with third parties and maximise revenue for our artists and companies.

A minimum of two years experience required in Music Licensing. Contacts at a wide range of independent and major record companies. Ability to juggle tasks and work in a fast moving, hard working environment.

CV and current salary details to: **Jan Tobin, Ministry of Sound, 103 Clam Street, London, SE10DF, fax: 0171 403 5348, e-mail: jtohin@ministryofsound.co.uk**



**THE TELSTAR ENTERTAINMENT GROUP PLC**

**Business Affairs Assistant/PA**

Enthusiastic person with circa two years business affairs experience required for busy Group Business Affairs department.

The successful applicant will have experience of conducting licensing contracts, good general PA skills, be fully computer literate (including databases), and a team player.

If you have the above skills, and would like to work as part of a relaxed and professional team in one of the country's leading independent music groups, we would like to hear from you.

Salary will be commensurate with experience.

Please send curriculum vitae, and covering letter to:

**Jane Platt, Personnel Manager,  
 Telstar Entertainment Group plc,  
 Prospect Studios, Barnes High Street,  
 London SW13 9LE, or fax to 0181 392 9788**

**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 majors.

Call: **Lorraine Windel 0171 292 2900 or fax: 0171 434 0297 (Rec Cons.)**



**National Accounts Manager**

- If you're looking for a senior role in a lively, progressive company, handling all aspects of sales and communication at head office level for all the major retailers...
- If you're ready, willing and able to sell a wide variety of music...
- If you can handle the responsibility for developing new areas of business as well as consolidating existing relationships...
- If you can demonstrate a successful sales background within the music industry, with experience at this level an advantage...
- And if you are self-motivated, conscientious, creative, and effective...

...then send your CV, with a covering letter, to:

**Pete Barnett, Sales Manager,  
 Pinball Imports, The Teardrop Centre,  
 London Road, Swanley, Kent BR8 8TS  
 Fax: 01322 619257  
 e-mail: pete.barnett@pinball-imports.co.uk**

APPOINTMENTS



**EXPANDING AGAIN!**

**ABM NEED:-**

**SALES ADMINISTRATION MANAGER** - experienced in running a busy and growing Sales Department.

**SALES REPRESENTATIVE** - to cover North West England. Basic salary, commission and transport.

We also need a **MANAGEMENT ACCOUNTANT** and a **BOOKKEEPER**. Both of these positions are key to the company's growth and will require applicants to be experienced in their respective areas.

Join a growing company with plenty of opportunities for personal advancement.

Please send your CV to:-

**Personnel Department,  
ABM, 24 Somerton Road, London NW2 1SA  
TEL: 0181 830 7224 FAX: 0181 830 7225**

**PERSONAL ASSISTANT**

Salary £17,500

Required for senior booking agent (who is a smoker) in busy contemporary live music agency. The successful candidate must be computer literate with good Word/Excel skills, able to work on own initiative. Speedwriting or equivalent is a distinct advantage.

Send CVs to Personnel Dept.,  
The Agency Group Ltd., 370 City Road,  
London EC1V 2QA or fax on 0171 837 4672.

**MANUFACTURING**

**Manufacturing**

CD Cassette 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 realize that when you have a hot number on your hands, you'll need to be the shop, 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.

- 0 1
- 7 1
- 8 6
- 6 5
- 3 3
- 8 8



CD Mastering £50ph

CDR Duplication £3 each

Copy Masters and Editing

Real Time Cassette Copying

Free Glassmaster: 1000 CDs c.£650

CD-audio & CD-ROM

Printed labels & inlays

Every copy individually checked

Excellent quality & presentation

Best prices, ultra fast turnaround

**RPM**

Repeat Performance

Mastering

6 Grand Union Centre

West Lane

London W1D 5AS

Tel. 0181 940 7222

Fax. 0181 940 1378

www.repeat-performance.co.uk

**Music Training/Career Development  
Global - A World Of Difference!**

**Selling & Marketing Music On The Internet**

Setting up a Web Site, Email Database, Anti SPAM Software, Commerce, Sales Product, Search Transactions, Pricing, Orders, Link/Access Promotion, Custom Cds, MP3, Digital Distribution

**Dance Music Business Programme**

DJ Management, Setting up & Running a Dance Label, The Role of a Remixer, Dance Distribution, Club Promotions, Sampling and Copyright Clearance, Licensing Agreements, Dance ARS, Dance Management and much more.

For An Information Pack Call Global on 0171 833 0236

**MANUFACTURING**

**VIDEO DUPLICATION & DUBBING**

- Professional VHS duplication
- Hi-Fi stereo PAL & NTSC - Microvision and copy process.
- Video to CD • CD Duplication • From 1 copy to 100,000 plus
- Broadcast dubbing • Multiple Beta SP dubs • Standards conversion
- Labeling, printing, packaging • UK & overseas distribution.

Please contact us for our brochures, prices or further information.

Tel: 0181-994 8271

Fax: 0181-994 0172



Twentieth Century Video

Wembley Commercial Centre,  
East Lane, Wembley HA9 7TU



**FOR HIRE**

*Jukebox Showroom*

Specialists in Hire and Sales of Vintage and Modern Jukeboxes

Tel : 0181 992 8482/3  
Fax : 0181 992 8400

**BLACKING**

THE RECORDING STUDIO

Customers include:

- Platts, The Mostel Club, Bone, Jinx, Jinx Jones, Taree Gospel Underground, Dorothea, Betty O'Hagan & The High Lones, Elizabeth, Orange Fair Club, Darigo Bates, Scarle, Ian Barrisy, Womans, Geoff, Lavonne, Jagger, Symposium, Owen of The Postcards, MacDonn, Plectro, Carl Shanon, Nigel Neme, Gormel, Grandiosity, Tarnon, Vee, Judy SR in all covers

0171-261 0118

www.blacking.co.uk

**JUKE BOX SERVICES**

OVER 300 JUKEBOXES IN STOCK

0181 288 1700

15 LYON ROAD, TWICKENHAM  
MIDDLESEX TW1 4JH

**PACKAGING**

**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



**THE DAVIS GROUP**

CD Masters  
CD Masters  
CD Masters  
All types of Jewel Cases  
All types of Mount Bags  
All types of  
Call **ROBBIE** on  
0181 951 4264

**CARRIER BAGS BY AIRBORNE**

**LEICESTER**  
TEL 0116 - 253 6136  
FAX 0116 - 251 4463

**DIGITAL EDITING**

**PRO TOOLS**

Room @

£60/hr

0171-385 8244

www.hearnoevil.net

**BUSINESS SERVICES**

**THE MUSIC STOREFITTING SPECIALISTS**

MUSIC VIDEO & GAMES  
NEW MINI-DISC & DVD  
OPTIONS  
WALL & ISLAND  
SOLUTIONS FOR  
CHARTWALL & BROWSERS  
COUNTERS & STORAGE

EXTENSIVE RANGE OR  
CUSTOM BUILT  
FREE SITE PLANNING  
IN-HOUSE DESIGN &  
MANUFACTURE &  
INSTALLATION



**INTERNATIONAL DISPLAYS**  
TEL 01480 414204  
FAX: 01480 414203

**CONCERT**



**Chris Shields & His Band In Concert**

Thursday 24th June  
Doors Open 7.45pm  
£7 (£5 Concessions)

Croydon Clocktower  
Katherine St, Croydon  
Booking: 0181 253 1690

**CASH PAID**

REVIEWER/RADIO DJ/PRODUCERS  
We want YOU! To appear on  
CD Single/Dance Promotion  
Acoustic CD Single/Dance  
Interviews/Jingles/CD  
Competition Promotions/Interviews  
Shows/Interviews & Overlays  
Music Licensing/Event  
Contact: Simon or Martin on...  
Tel: 01874 810099  
Fax: 01874 814414  
e-mail: simon@ell.com

**mw music week CLASSIFIED**

CALL 0171 940 8580/8993



## RETAIL FOCUS: SOLO MUSIC

by Karen Faux

One of the most impressive features of Solo Music's third outlet in Barnstaple is the soundproof glass divider that runs the length of the store and effectively creates two shops in one. The idea of providing two different environments for fans of pop and rock and classical and specialist music had already proved a winner in Solo's established Exeter and Truro branches when the new outlet opened last year.

"The other stores are on two floors so there is a natural division," says co-owner Maggie Garrett. "But as we were unable to find a suitable premises on two floors in Barnstaple, we had to find an alternative solution. The glass divider was quite expensive to construct and a lot of planning went into it."

According to Garrett the beauty of the layout is that it maximises business with a very wide range of customers who can see but not hear both areas of the floor. The two sections are served by separate cash desks and dedicated



Solo Music: latest outlet is divided in two

specialist staff. Classical music accounts for a large proportion of sales. The store recently wrapped up a very profitable Duo campaign with PolyGram and is currently doing a roaring trade with a promotion featuring product on Naxos, Bellart and Arto Nova.

## SOLO LOOKS TO ITS MUSÉ

Solo Music counts as one of the most stalwart supporters of West Country band Muse, who have a single entitled *Uno* out next week. The store played a key role in giving them early live exposure through a series of local showcases in conjunction with Exeter University. "It is exciting to see them progress. It was one of the first bands we put on last year," says Maggie Garrett. "Now they are signed to Mushroom in the UK and Maverick in the US they should really start to go places, and we are expecting to shift bucketloads of the single next week."

The specialist side of the glass has also recently benefited from a monster blues campaign tied in with distributor Direct and the local Bishopstock Blues Festival. "It ranks as one of the biggest blues festivals in the world, and attracts a huge international audience,"

says Garrett. "This year Robert Gray and Keb Mo came in and we saw sales of their product soar."

In the rock and pop department, this week's best seller has been the Red Hot Chili Peppers' album closely followed by Gay Dad's *Leisurehouse*. Singles have also been strong with S Club 7 and Madonna leading the pack. Looking ahead, Garrett is expecting to sell loads of Jamiroquai and Leftfield albums. "These two releases should help to make it a decent summer," she says. "Sony have been talking about Leftfield for some time and we're really looking forward to it when it finally comes out."

Solo Music is just about to do a play-back for the new Def Leppard album. "We are expecting a lot of people to come along this evening," says Garrett. "It provides the opportunity to socialise over a beer, listen to the album and enter a competition to win signed artwork and T-shirts. We did a lot of play-backs last year and now they have become really popular."

## IN-STORE NEXT WEEK (from 21/6/99)



Windows - A1, CDs for £11.99 each or two for £20. In-store - Travis, The Beta Band, Simply The Best Night At The Opera, Arnold Back  
Press ads - Luscious Jackson, Travis, Amold



Album - Fresh Hits '99, Listening posts - Shania Twain, Baz Luhrmann, Super Furry Animals, Def Leppard



Selecta listening posts - Anathema, Dave Seaman, Todd Terry, Peter Green Splinter Group, Mark Nevin: **Top recommended retailers** - Tim Keegan & Departure Lounge, Sneaker, Martin Stephenson, Mark Nevin, Wishbone Ash, Caravan



Singles - Britney Spears, 'N Sync, Anisomath, Adam Rickitt, Vengaboys, The Morrifs, Lit: Albums - Jamiroquai, Kiss Smooth Grooves, Def Leppard, Spice Nova The Richer, Midsummer Classics, Celtic Collection, Jo Whaley, Super Furry Animals, Baz Luhrmann



Album - The Chemical Brothers: Windows - The Beta Band, The Chemical Brothers: Jazz On Cinema promotion, Jazz Funk, Latin Jazz 2, REM, video sale: Listening posts - Nick Cave, Spice Nova The Richer, Baz Luhrmann, Legends Of The Twentieth Century, Yehudi Menuhin, British Rock Symphony, Marianne Faithfull, Lit, Jewel



Singles - Luscious Jackson, Todd Terry, The Auteurs, Dixie Chicks: Album - Red Hot Chili Peppers: Windows - buy two CDs get third free, The Beta Band, The Chemical Brothers, REM, Aerosmith: In-store - The Chemical Brothers, Red Hot Chili Peppers, The Beta Band, Jamiroquai, buy two CDs and get third free; Press ads - buy two get third free, REM, Jamiroquai, The Simpsons, Top 75, Aerosmith



In-store - save £5 on two chart CDs. Father's Day promotion including BBC Comedy Greats, Sliding Doors, Boyzone, City Of Angels, two for £10 on £5.99 CDs, three for two on £5.99 videos



Singles - Goo Goo Dolls, Whitney Houston, Limp Bizkit, Dixie Chicks, A1, 2Pac: Albums - Fresh Hits '99, The Chemical Brothers, Kiss Summer Grooves, Missy Elliott: Video - The Muppets, City Of Angels, Rangers: End Of Season, Star Trek Deep Space Nine, Premiership Goals: In-store - Rolling Stones promotion with CDs at £7.99 and £9.99



Singles - Suede, 2Pac, Charlotte Nilsson, Everlast, Hefner: Albums - Art Of Noise, Ibiza Anthems, Shack: In-store - A1, Shack, Real Live; Press ads - Brandy, Limp Bizkit, Missy Elliott, No Boundaries, Macy Gray: In-store - Red Hot Chili Peppers, Jamiroquai, Super Furry Animals, Jo Whaley, 'N Sync, Todd Terry, Aerosmith



Album of the month - Les Rythmes Digitales: Display Board - Nightmares On Wax, The Beta Band, Tiger, Club Africa, Herbaliser, Plaid, Real Ibiza 2, Special Skool



Singles - Shack, Jewel, Vengaboys, Britney Spears, Aerosmith, Todd Terry, Micronauts, 'N Sync, Adam Rickitt: Albums - Wild Wild West, DJ Spinnia, Love Revolutionaries, Greensleeves Sampler 13: Windows - Jamiroquai, Vengaboys, Britney Spears, 3: Videos for £15: In-store - Jamiroquai, Street Vibes 3, Kiss Smooth Grooves: Press ads - Street Vibes 3, Kiss Smooth Grooves, Sugar Ray, Def Leppard, Super Furry Animals, Jamiroquai, Spice Girls, Starship Troopers



WHSmith Album - Fresh Hits '99, Listening posts - Shania Twain, Baz Luhrmann, Super Furry Animals



WOOLWORTHS Singles - ATR, A1: Album - Fresh Hits '99: In-store - A1, Fresh Hits '99, Millennium Series, Midsummer Classics, Ibiza Anthems: Press ads - Shed Seven, Mike & The Mechanics, Suede, Whitney Houston, Jennifer Lopez

## ON THE SHELF

PHILIPPA JARMAN, co-director, Piccadilly Records, Manchester



## ON THE ROAD

GORDON WHITING, Sony singles rep for Scotland

"Business has been brisk recently and although big-selling albums are always a bonus, we find we can hold our own without them. We do well with a wide range of back catalogue and also sustain healthy sales for specialist and local acts. The live scene here is as strong as ever and this has a positive knock-on effect for the store."

"This week our three CDs for £21 deal has kicked off very promisingly. We've dedicated two racks to it with banner headings so it is unmistakable for anyone coming into the store. With acts spanning Neil Young, Primal Scream, No Nutsan Soul and Simon & Garfunkel, there is something to appeal to all tastes and we are banking on it doing a roaring trade during the next few weeks."

"As far as the local scene is concerned, we are seeing a lot of interest in Manchester act Mr Scruff, whose *Komp* LP (Universal album has just come out. There was a launch at new club Planet K, which is just down the road,

and that was very well attended. Another local band, The Doves, are winning fans across the board for their ethereal style and we have been shifting a lot of their EP, *The Sea*."

"The Slut Smalls label has built a strong buzz around its regular, monthly-released seven-inches, which feature a different new artist on each side. Copies are limited to 1,000 and we always sell out. As ever, we are still shifting loads of product on Warp and our current bestseller is *Autechre's EP7* which is available as a double 12-inch or CD, with a total eight tracks. At £7.99 both formats represent good value."

"*Payment's* Terror Twilight has also been steaming out in the limited-edition format. It is a very classy package which features a double-CD in a slipcase, with a bonus CD-ROM. Meanwhile, albums from Lamb, Basement Jaxx and Nightmares On Wax have been stalwart sellers and show no signs of slowing."

"After working in Virgin Records, Glasgow for a number of years I joined Sony. It involves handling all aspects of singles sales and promotions across a mixture of both Indies and multiples throughout Scotland."

Glasgow recently played host to the BBC Live Music Festival with more than 100 gigs taking place throughout the city. These ranged from Deacon Blue at the SEC to a Chaka Khan soul night at the new Glasgow Auditorium. Top Of The Pops was also broadcast live from nightclub Arkaos, with two of our acts performing on the show - Travis with *Drifwood* and Hepburn with *I Quit*. Both went down a storm with the crowd. The following day I took Hepburn around my area to meet both retailers and some of their fans and they were very well received."

"At the moment we are working on some of our more established acts as well as new artists who we reckon are all extremely

varied and talented. The new Jamiroquai album could not have come quickly enough for many of my retailers, with all their customers geared up for it. Awareness is high with striking POS in place on both the album and single. All our retailers are giving the album maximum support in-store, and they are banking on it to provide a summer bestseller."

"We are also talking up the forthcoming single album from Jennifer Lopez, which is a big project for the company and ties in perfectly with her film *Out of Sight*, also starring George Clooney."

"While this time of the year can be traditionally quiet, we are extremely busy setting up new singles from Will Smith, Lauryn Hill, Savage Garden, Celine Dion, Manic Street Preachers and Ricky Martin, plus debut singles from Paddy Casey, Dixie Chicks, A1, and Merz. All of these have a big buzz about them."



It wasn't all hard work down at HMV's BRIGHTON CONFERENCE last week, as participants knuffed down to some serious sea fishing (for all of 10 minutes), golf, footie and other equally taxing pursuits. (1) Out on the tennis court, HMV's rock & pop manager **JOH REES** showed he hadn't lost his balls. (2) Meanwhile HMV Media Group CEO **ALAN GILES** (left) got in some serious bike action. Tragically not pictured is Pinnacle's **TONY POWELL**, who was later awarded a steering wheel for the worst performance at the go-karting track. (3) Among the winners of the company's in-house awards was Trafford Park's **ROB LONG** (pictured left with chief **BRIAN McLAUGHLIN**), who was named manager of the year and (2) music and games product manager **TREVOR JOHNSON**, who won the Dave Wilde Award for outstanding contribution.



Remember where you heard it: Such was the secrecy surrounding **Paul Conroy's** 50th birthday celebrations over the weekend that hardly any of Virgin's staff were let in on what was going on...Meanwhile, one exec at a rival company was making sure the Virgin man could still re-live his **Stiff** days: he sent him round a US dosage of **Viagra** as a present...**John Deacon's** CBE couldn't have come at a busier time for the BPI's top man. "It's fallen on the very day I've completed on the sale of my house," he told Dooley. "Everything has been a mad rush, but when that's out the way I can think about getting round to celebrate"... Even with all the **Stones** activity going on, the band's cricket-mad publicist **Bernard Doherty** still managed to get to Lords last Wednesday to watch

Australia beat Zimbabwe. And not only did he win his party's sweepstake, but was captured there with his Stones chums in *The Sun* the following day... Last weekend's **Spice Girls** and **Mel G** C4 documentaries attracted roughly half as many viewers (2m-2.5m) as Geri's (4.1m) last month...Nothing can stop the **A&R hounds** at **EMI Music Publishing**: last Wednesday morning they held their A&R meeting in a coffee shop after a gas leak closed their Charing Cross building...Recently launched magazine *Rock Sound* generously awards record company managing directors eight out of 10 glamour points in its definition of their job because "you go to award ceremonies and get photographed with **Mariah Carey** in *Music Week*"...Despite suggestions to the contrary, there will not be a **Beatles** single accompanying the **Yellow Submarine** album repackage this autumn...Which songwriter's hotly-contested publishing deal is worth a cool quarter of a million pounds for just 20% of the album?...They've only just had their first record out,

This will no doubt come in handy - or, to be precise, **WC Handy** and to its recipient **PETER GREEN**. The one-time Fleetwood Mac man, now back playing and in fine health after many years in the wilderness, has been making yet more history after becoming the first UK artist to receive the **WC Handy Blues Award** which is given by the Blues Foundation of America.



**Green** picked up the honour, which doesn't in any way resemble a car gear stick, for his 1998 album *The Robert Johnson Songbook*. By next coincidence his new album, *Destiny Road*, is released on Artisan through Snapper Music next Monday (June 21). Pictured here with the great man are, left to right, Snapper Music A&R director **DOUGIE DUDGEON**, managers **NIGEL REYNOLDS** and **STUART TAYLOR**, musician **MICHAEL WATSON** and Blues Foundation executive director **HOWARD STOVALL**.

but **S Club 7** are already mixing in some exclusive circles. The teen stars played what must be their most unusual venue so far when they performed last Sunday at London's upper-crust **Remo Club** where the top suits from **GMG** Endemol Entertainment - whose **Initial Kids** makes **Miami 7** - were meeting...Next year's **Olympics** in Sydney could well be awaiting **Universal Music International's Gail Inken**, who has been selected for the British national softball squad. Their pre-Olympic qualifiers are in Italy next month...Could Pet Shop Boys be the new Village People? Just wait until you hear **New York City Boys**.....

ADVERTISEMENT

702

where my girls at?



The Missy Elliot produced US smash - Out July 12



Trying to find a replacement for **Kevin Keegan** at **Craven Cottage** is clearly getting out of hand. Why, **Fulham FC's** owner **MOHAMMED AL FAYED** appears to have even turned to those nice boys from **AEROSMITH**. The Columbia-signed rock merchants met up with their

unlikeliest fan last Tuesday at another of his operations - **Harrod** - where they were signing copies of their album and a new book. Meanwhile, we can confirm the band have no plans to record a cover of Keegan's glorious 1979 hit **Head Over Heels** in Love, though the England team might do well to remember the title of Aerosmith's most recent smash ahead of their crunch game in Poland this September: **I Don't Want To Miss A Thing**.

## CUSTOMER CARELINE

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

For direct lines, see 0171-940 plus the extension you require. Editor: Aja Scott (8511). Managing editor: Tracy Snel (8577). A&R editor: Stephen Jones (8583). Chief reporter: Paul Williams (8575). Contributing editor: Paul Gorman. Chart consultant: Alan Jones (8559). Group production editor: Duncan Kilburn (8549). Senior sub-editor: Christopher Fook Robertson (8552). Sub-editor: David Burt (8547). Group Special Projects Editor: Chris de Witney (8581). Special Projects Assistant Editor: Adam Woods. Editorial assistants: Sophie Moss (8546). Sales director: Paul Blackett (8550). Deputy sales manager: Judith Barnes (8539). Sales executives (alphabetical): Sally Thompson (8570), Maria Stevens (8522), Christopher T. Morgan (8522), 378 0450), Promotional manager: Louise Stevens (8572). Awards coordinator/promotions assistant: Anne Jones (8570). Sales executives (subscriptions/agency sales): Anna Spens (8585), Richard Cook (8573), Shane Bohery (8505), Verica Hartnury (212 378 0406). Classified lists executives: Raymond (8558). Managing director: Douglas Stoddart (8555). © Miller Freeman UK Ltd. 1990. 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 written consent of the publisher. The contents of Music Week are subject to reproduction in information magazines and websites. Registered at the Post Office as a newspaper. Member of Periodicals Publications Association. Subscriptions, including Free Music 0171-940 3668. USA subscriptions: Tel: 212 378 0406. Fax: 212 378 2160. UK & N. Ireland £3.35. Europe & 5. Ireland £3.70. The Americas, Middle East, Africa and Indian Subcontinent US\$42.50. Australasia and the Far East US\$48.00. Returns on cancelled subscriptions will only be provided at the Publisher's discretion, unless special guarantees within the terms of a subscription offer. Originator and printer: Stephens & George, Millers, Great Mill, Road, Deptford, London SE14 5UG. MTP, Mer Gillingham 0548 310.

ISSN 0265-1548

ABC BUSINESS PRESS

Average weekly circulation: 1 July 1997 to 30 June 1998: 12,503.



SUBSCRIPTION HOTLINE: 0181-309 3689 NEWSTRADE HOTLINE: 0171-638 4666

mw music week

Incorporating Record Mirror

Miller Freeman Entertainment Group

a division of Miller Freeman UK Ltd.

Fourth Floor, 8 Montague Close, London SE1 9UR.

Tel: 0171-940 8500. Fax: 0171-407 7094

Miller Freeman

A Division of Stephens &amp; George plc

ASH • AUDIOWEB • BEASTIE BOYS • BECK

• BLOOMFIELD • ANDERSTADT • BETA BAND •

BIG D • BUCKRAM • CAKE •

CARDINALS • CANTON • CANTONIA •

CHARLIE • CHIC • CROTHERS •

CLASH • COMPTON •

EVE 6 • FLA • FAN •

FEEDBACK • FLEETWOODS •

WAY • FUR •

• GAY • GOMEZ • GOO GOO

DOLLS • GUS GUN • HURRICANE #1

• JAY • KEVIN SHAW • LAPTOP SIT •

• M • RE •

• M • MASSIVE •

ME •

PARASITEN • PEARLS •

• PARTIAL •

RA •

REEF • R.E.M. • SEBADOH • SHED SEVEN •

SK • THE SMITHS • STEREO • STONE ROSES

• SU • SUPER FURRY ANIMALS •

• UNKLE • THE VERVE • WILCO • WITNESS

•

•

•

•

•

**XFM**  
**104.9**  
**LONDON**  
**MUSIC FIRST FOR**  
**350,000 LISTENERS**