



NEWS: UK acts such as **BEVERLEY KNIGHT** are planning to raise their European profile at PopKonm International 6

A&R: Simply Red's **MICK HUCKNALL** is close to finishing the band's new album and he's in upbeat mood A&R 7

ANALYSIS: The final figures for the second quarter **MARKET SHARES** reveal some big changes at the top Analysis 10

PLUGGING INTO TECHNOLOGY - STARTS P28

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musicweek

HMV trials burn-your-own CDs

by Tracey Snell
HMV is set to become the first specialist music retailer to introduce digital kiosks to the UK High Street, allowing customers to download tracks and burn them on to CDs in-store.

The retailer is forming a joint venture with two unnamed partners to invest in the development of the kiosks, which it plans to introduce into its stores before the end of the year. It declines to reveal the identity of the two parties beyond saying that one is a major record label and the other a media company.

HMV business development analyst John Wheatley says, "Each partner is putting in their

own expertise and capital. Everyone is committed to it happening."

Customers will be able to use the kiosks to download back catalogue titles, initially from a secure network rather than the internet. The major label partner will provide repertoire and it is understood the venture is also seeking to secure content from other labels.

Kiosks are a potentially powerful weapon for retailers as they enable customers to purchase out-of-stock CDs, effectively expanding their in-store range. It is not yet clear what pricing structure will be adopted for the HMV kiosks but it is expected that the



HMV: digital kiosk experiment

price of their CDs will match those of in-store stock. The venture has also yet to decide on a hardware and software platform. Virgin Megastores, which

recently began rolling out kiosks in some of its US stores following a deal with digital entertainment distributor Digital On-Demand, is due to hold a meeting in the US this week to consider its plans for the UK.

The latest kiosk initiatives underline the increasingly proactive approach that major record companies have been adopting towards digital distribution in recent months. Last week, EMI followed Sony in striking a deal with Digital On-Demand to make available thousands of back catalogue tracks for burning on to CD. Fergal Gara, who heads EMI Records UK, recently launched new media division, says, "What

excites me is that all of a sudden there is this potential to offer recordings that haven't been made available for years."

Following its Digital On-Demand deal, EMI's repertoire will be combined with Sony's and offered via a single integrated kiosk. The deal, which involves EMI taking an equity stake in the technology company, follows the agreement the major struck in June with custom compilation service Music maker.com.

Meanwhile, Universal announced last week that it will be making a broad range of music available for portable players compliant with the Secure Digital Music Initiative specification.

Five were yesterday (Sunday) hoping to hold off Ricky Martin to receive their first number one single. If Ya Gettin' Down was battling it out against Martin's Livin' La Vida Loca to top the chart, a position which has so far eluded the RCA act, although their five singles to date have all gone Top 10. This would be RCA's third number one single since the arrival of Harry Magoo as managing director 22 months ago, following Bionicle and Westlife. "The last Five album sold more than 3.5m units worldwide. The new album (due November) is sounding even better. Don't think anything less than number ones," says Magoo. To help promote the single, the band made an in-store appearance at HMV's flagship store in London's Oxford Street last Monday.



Redmond becomes MW publisher

Steve Redmond has been appointed publisher of *Music Week*, responsible for all aspects of the magazine, its associated events and newsletters.

Redmond, who joined *Music Week* in 1990 as editor, will also be responsible for sister magazines *fono* and *MBI* and the dot-music consumer website as publishing director of the Miller Freeman UK Music Group.

"The Miller Freeman Music Group is hugely diverse," he says, "from the 40-year heritage of *MW* to the European hit focus of *fono*

and the consumer web proposition of dotmusic."

"The common thread is that they serve the music industry with business information and with marketing opportunities. Our priority is simple: to serve the music industry better and even more comprehensively."

Miller Freeman Entertainment managing director Doug Shuard says, "I am confident that Steve's vision and drive will ensure the future success of the business and maintain Miller Freeman's Music Group as a dynamic force."

Whiley to front BBC's Mercury Prize coverage

Radio One's Jo Whiley is to be the face and the voice of this year's Technics Mercury Music Prize (MMP) after agreeing to host the BBC 2 TV show and announce the list of 12 nominees live on her lunchtime radio show this Tuesday.

The TV show, which airs the evening the prize is announced on September 7, may also offer a different format from previous years when a panel of guests have discussed the nominees and prize winners. A source suggests this will keep the show fresh, although details of any changes are understood to still be under discussion.

A panel of judges, chaired by music author and critic Simon



Travis: MW Mercury favourite Frith, selected the 12 nominees over the weekend. They will be announced at the Royal Commonwealth Club tomorrow (Tuesday) with a live lead to Whiley's show making her the first outlet for the nominations.

Kevin Milburn, deputy director of MMP, says, "This year there were more than 140 entries covering an ever wider range of

music. It promises to be a difficult year for the judges and will be interesting to see what they come up with."

Fatboy Slim's *You've Come A Long Way, Baby* emerges as the leading contender in a *MW* survey of leading industry executives and artists published in this week's issue, while Travis' *The Man Who* - the top choice among *MW* staff - is further down the same list.

Frith will be aided by eight judges, including MTV Europe president and creative director Brent Hanson, editor Radio One Productions Loma Clarke, and musician and composer Trevor Jones.

● See Mercury feature, p8

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PM5

NEWS

file

INDISCREET commercial chard says his preparing other classic on the debut last brand on the lad an initial MD 2,000 units bring re-orders 500 units.

LOW-PRICE LABEL anchoring a new August 16, has 80 single ins slated for the Small Faces' Motormouth's e dealer price single album club album.

Bond movies since Thunderball. He adds that he plans to collaborate with Arnold on other projects, and is currently planning a musical version of Graham Greene's Brighton Rock with Bond theme composer John Barry.

Prestand and tour manager Keith Bradley will share Reid's workload.

VIRGIN POACHES McDONALD EMI head of national accounts Horace McDonald is joining the Virgin Music Group on August 9 as commercial director. The London-based role will see him working with Virgin companies across Europe to develop catalogue and compilations campaigns as well as Virgin's internet strategy. He replaces Nick King, who has joined online retailer Bloomax.

CRUNCH.CO.UK EXPANDS Crunch.co.uk, the UK's first legal MP3 website which has licensing agreements with labels including Hoo! Choons, Dorado, Flatbus and Tummy Touch, is expanding after striking a deal with EMI Music.com. The agreement involves EMI making an equity stake in Crunch, which will use the cash party to fund the recruitment of new staff.

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Our Price store openings underline strategic shift

by Paul Williams

Our Price is embarking on its biggest store expansion programme in more than five years, despite the question marks still hanging over its much-delayed management buyout plan.

The 230-store operation has lined up 10 store openings between now and the end of the year with the first two being a 300 sq m branch at Manchester's Trafford Centre in early September and a 70 sq m branch at London's Paddington Station later that month. Details of the other eight stores have yet to be announced, while other openings are expected to follow next year.

Our Price's expansion programme reflects the strategic turnaround it has made since late last

year. The total number of outlets in the chain fell from a peak of 310 in 1993 to 228 last year with a branch usually shut whenever a Virgin store was launched in the same area. However, Our Price opened its first store in five years last November following a decision by Virgin Entertainment to separate the Virgin and Our Price management teams.

Our Price managing director Mike McGinley says that since the split with Virgin there has been a push to reactivate the Our Price brand. "We've had a look at all the relevant sorts of towns which are going to be right for taking the brand back to its roots, which is a good strong local record shop, and really capitalise on the sorts of towns where we're really strong," he says.



McGinley: business as usual

McGinley adds that Our Price has identified up to 150 catchment areas where a new store could open, though these tend to be away from the larger population areas more frequented by Virgin Megastores. "We're not at this stage proposing to enter these

sorts of catchments. Instead we're talking about London suburbs, station and airport sites, big shopping centres and smaller towns where Our Price competes in a different market to Virgin," he says.

Although there has still been no conclusion to the management buyout plan, which was originally expected to have been completed before the end of last year, McGinley says it is business as usual at the company. He adds options are still being explored for the buyout, but stresses it is a slow process. "The whole background of this sort of exercise is it is difficult with retail having a problematic year. We've had the added complexity of demerging the old Virgin Our Price which has been a very big process," he says.

Classical bodies seek backing over subsidy

Classical composers and publishers hope the government will come to their aid this week to help cushion what they say will be a further blow from the PRS, which is proposing changes to its voting structure.

The Culture Media and Sport select committee has been investigating the PRS' decision to abolish the classical music subsidy and is due to report its findings to the government at 12 noon today (Monday). Members of the classical music alliance (CMA), formed to lobby PRS to overturn its decision to phase out the £1m subsidy, hope it will support their cause.

A spokesman for the select committee, chaired by opera buff Gerald Kaufman, says it took evidence from parties including the CMA, Basca and PRS to assess the impact of PRS's decision to abolish the subsidy. "We wanted to consider the rationale behind the decision," he says.

Trevor Glover, managing director of Boosey & Hawkes, welcomes the report but says it is coloured by

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- update on international music joint venture
- distribution and data review

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Glover says the changes would erode classical members' electoral voice. "It's grossly weighted in favour of the main companies whose main interests are pop music," he says. Similarly, composer Colin Matthews says the PRS proposal is "very depressing".

A PRS spokesman says, "Everyone is entitled to come along and vote."

Comet to sell music in new superstores

Kingfisher-owned electrical retailer Comet has moved into music retailing in a big way with the first of what is set to be a chain of out-of-town superstores.

A 3,000 sq m store opened in Paisley a fortnight ago stocking a deep range of electrical goods and software, including around 6,500 CD music titles. Its launch will be followed in mid-August by a similarly-sized store opening in Reading with a third branch lined up for Greenwich in south London before the end of the year.

Comet senior product manager Carl Cowling says the retailer is not known for stocking music so has settled on such a large range to show customers it is moving into it in a big way. "We felt if we were going to go into it we would have to do it properly," he says.

Kingfisher's distribution arm EKL is supplying Comet with the CDs, which cover a broad range of genres and are being competitively priced with chart titles typically selling for £11.99 and some as cheap as £9.99.

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stereophonics headline morfa stadium, swansea 31st july
and join V99 on 21st/22nd august





Assenting Garbage, an 83-piece orchestra. Don Black and David Arnold together in Metropolis Studios – it is a mission only 007 could achieve. The band have laid down the title song to the new James Bond movie *The World Is Not Enough* and Black, who wrote the track with David Arnold, says it is vintage Bond. “The song reflects the film. It tells the story, which of course is all about world domination, but is a lot more personal and intense. It’s quite ballad and dramatic, but feels contemporary. It’s Bond for 2000,” says Black, who has been involved in Bond movies since *Thunderball*. He adds that he plans to collaborate with Arnold on other projects, and is currently planning a musical version of Graham Greene’s *Brighton Rock* with Bond theme composer John Barry.

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Bell to leave role at Eiton John company

Colin Bell is understood to be turning his back on management and considering a move back into labels following his surprise departure from Eiton John Management after just 10 months.

Bell's move follows a turbulent year in John's career, including uncertainty over the US future of his record label Rocket, a recent heart operation and legal wrangling with his former accountants Price Waterhouse Cooper over alleged negligence and breach of trust. It is understood that the Price Waterhouse Cooper dispute is now on the verge of resolution.

An EIM spokesman insists Bell's departure was amicable. It is believed EIM chief executive Frank Priesland and tour manager Keith Bradley will share Reid's workload.

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NOW! DEBUTS ON MINIDISC
Virgin/EMI TV joint commercial director Steve Pritchard says his division could be preparing other compilations for release on Minidisc following the debut last week of the Now! brand on the format. Now! 43 had an initial MD shipment of around 2,000 units with Pritchard reporting re-orders numbering around 500 units.

CASTLE UNVEILS LOW-PRICE LABEL
Castle Music is launching a new low-price label on August 16. Castle Pie already has 80 single and 20 double albums slated for release, including the Small Faces Itchycoo Park and Motorhead's *East Of Spades*. The dealer price will be £2.38 for a single album and £3.57 for a double album.

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WESTWOOD HYSTERIA HITS US ALL

The R&B and hip hop community was talking about little else last Monday than the shooting of Radio One DJ Tim Westwood. But that should make front page news and attract significant column inches in all the national newspapers for the next few days was astonishing.

The silly season notwithstanding, it would have merited barely a mention were it not for all the coverage devoted to the string of so-called 'Yardie' shootings in London in recent weeks. Add to that the rent-a-quote Tory who suggested that Jamaicans should be required to have visas and the story developed legs way beyond its merits.

This is a problem for Westwood – his credibility is undermined and, more seriously, his safety is in danger – and for the BBC, which will have to re-examine how far its public service broadcasting remit extends to 'keeping it real'.

But is it a problem for the mainstream music industry? The answer is undoubtedly yes. Newspaper reports last week variously linked Yardie gangs and violence with the black music scene in general and the unrelated shootings of Westwood, a security guard at a Boney M concert and reggae producer Henry 'Junjo' Lawes in particular. In reality the latter events were the result of totally separate disputes that had nothing to do with music.

The real concern is the knock-on effect this coverage could have on an area of the music industry which is only now gaining mainstream exposure. Venues and promoters are already nervous about promoting reggae shows – sadly Boney M would find it hard to book a London show at the moment even though he has started to become a genuine crossover star. And there is now concern that this nervousness will spread to rap and R&B shows.

"The events of the past week will put us back 10 years," sighed one of the UK's biggest and most experienced rap DJs last week. Let's hope he is proved wrong.



by Tracey Snell

Retailers are voicing increasing concern about the volume of business they are losing to internet piracy and CD-R counterfeiting.

Although it is difficult to estimate the true scale of the problem, anecdotal evidence from retailers suggests that the falling cost of CD Writers and blank CD-R media as well as easy access to pirate internet sites means a growing number of people are creating their own CDs rather than buying legitimate copies. Although CD-R piracy has become a burning industry issue in several of the largest continental European territories, it appears to be only now that the problem is beginning to bite in the UK.

Jo Walters, who runs the Trading post store in Stratford, cites the example of one of her regular customers who downloaded a copy of Underworld's Beaucoup Fish album from the internet a week before its retail release. "He burnt it up to CD and brought it into the shop to boast," she says.

She adds that this is not an isolated case and that the problem is beginning to have an impact on her



White: 'copying bonanza'

business. "It has happened gradually over the past six months as word gets round and as the equipment becomes cheaper. But it's not just burning CDs – it's internet sales, too. I know how the green-grocer felt when the supermarket arrived in town. I feel the days are numbered."

Jason White, who runs Left Legged Pinnacle in Leicester, says he is aware of students at a nearby university making pirate CDs and selling them at £3 a time. "There is a huge copying bonanza going on at the university," claims White, whose comments reflect those of other dealers in towns where there are

large student populations.

He says up to 90,000 CD copies are sold at acts including Celine Dion, PJ Harvey and Stereophonics have gone missing from his shop in the past three months. "We've had plays go missing before, but these are whole cases. I know what they're being used for," he says.

Lerryn Bry, who runs Music Box in Plymouth, believes CD-R is the biggest threat. "I've had DJs come to my four or five singles and told their colleagues to copy them on CD-R. I know it's happening because they tell me. I think I've lost about 10 good customers in the past six months because of this."

Bry would like the record industry to put a mechanism on CDs that would prevent illegal copying. "It's the only way to combat this. It's the record companies that are losing out," she says.

The escalating retail concern over the issue is beginning to be reflected in other parts of the UK business. Recent raids conducted by the BPI and MCA's anti-piracy teams have seized increasing amounts of CD-R discs and manufacturing equipment.

Boxman eyes stock markets for flotation

Online music retailer Boxman plans to float on one of four stock markets next year, granting its planned merger with Yalplay is given the green light.

Sweden-based Boxman, which announced earlier this month that it plans to create a £52m group by combining with Yalplay (formerly IMVS), has appointed Morgan Stanley to advise it on its stock market listing in early 2000.

Morgan Stanley is considering four possible markets – the London stock exchange, the local market in Stockholm, Frankfurt's Neuer Markt and the Nasdaq Stock Market, where US online music specialist MP3.com launched last Tuesday, raising \$34m.

Shares in MP3.com soared 126% during the first day of trading to \$63.31 each, valuing the San Diego-based company at about \$4bn. This follows the successful launch of Liquid Audio on Nasdaq on July 9, which raised \$42m after placing 4.2m shares at \$15.

Confidence running high for summer festivals

V99's organisers say they are confident of a strong audience turnout for next month's event, despite slower ticket sales at this stage than at the same time last year.

Poor ticket sales have already forced the cancellation of the smaller XS99, which was due to have taken place this weekend at Donington Park in Derby. However, V99's organisers say that although interest in their event, which takes place from August 21 to 22, is down on a year ago when it was up including The Verve and Robbie Williams prompted a sell-out six weeks in advance, this year's sales are well up on 1997's levels.

This year the event returns to

Westwood's live future uncertain

A question mark hangs over future live appearances by Radio One's Tim Westwood following the attempt on the DJ's life last week.

Organisers of the Notting Hill Carnival, the highlight in Westwood's events diary, are unsure whether the rap broadcaster will now appear on Bank Holiday Monday as planned.

However, a spokeswoman says security arrangements are not being stripped up around the Radio One stage at the west London event where Trevor Nelson is also due to appear. "At the end of the day it is Radio One's decision," she says.

Radio One is waiting for Westwood to recover before taking a view on his future shows and live dates. Last weekend's shows – the first since his shooting the previous Sunday – were pre-recorded and a spokesman for the station says no decisions have been made about future commitments.

A spokeswoman at Westwood's Justice Productions says the presenter's schedule has not yet been discussed. "Everything remains open. He's resting and at the moment we



Westwood: Carnival spot undecided

have no information," she says.

The Radio One spokeswoman denies there will be any editorial changes to Westwood's radio programmes and maintains his shows "do not encourage violence". He emphasised that the BBC has never had a complaint upheld against Westwood's show in its five years of broadcast.

A spokeswoman for Scotland Yard says no one has yet been arrested for the shooting, which occurred when Westwood was returning from a gig in Brookwell Park, south London.



Robbie: breaking concert records

its usual Hylands Park, Chelmsford site, although its second leg has moved from Leeds to a new site in Weston Park in Staffordshire after the Mean Fiddler decided to expand its Reading event to the Yorkshire city. Festival director

Rob Ballantine, who expects more than 50,000 people at each site, blames a general drop in festival interest for the fall in demand.

The Mean Fiddler event at Reading and Leeds is taking place over the August Bank Holiday weekend with acts including Blur, Catalonia and Stereophonics. Among the other festivals, the Robbie Williams-headed event at Slane Castle in Ireland on August 28 has broken all records for the venue by selling out four months in advance. This coming weekend's Cambridge Folk Festival is also a sell-out, while Cream is confident of doing the same for its August 28 Creamfields event in Liverpool.

WEBBO

STEP CAREFULLY WITH BEST Ofs

It will soon be that time of year again not only for major album releases but also for the slew of Best Ofs which bolster the bottom lines of desperate record companies and make retailers happy.

However, they do pose a number of conundrums, foremost among which is timing.

Is there an optimum time during an artist's career to release a Best Of? A short-termist (and budget-challenged) record company can often extract one from a less than enthusiastic act during contract re-negotiations. Maybe the act finally wants some financial reward or maybe they want their pension fund topped-up.

Some acts release Best Ofs after three or even two albums, prompting sarcastic retailers to quip 'I didn't know you released EPs'. Some never get round to it at all, believing that their albums stand alone and that individual tracks should not be culled from them. And then there are those who have their catalogue issued, reissued, compiled and recompiled forever until no one believes it can be done again but the compilations keep on coming and are often as successful – again and again.

Many assume that huge selling compilations generate catalogue business – which is almost certainly true – and then the compilation itself usually becomes the prime catalogue album. But what does it do to the artist's career? For an act on the way down I think it can be the final nail in the coffin. The great mass market that buys hit compilations has often been waiting for an artist's hits album for a long time having only ever purchased the odd studio album. And after the Hits is released those same consumers have to have very, very strong reasons for buying a new album from that same artist, that is the hits from it have to be top notch.

Maybe they will buy a CD single or multi-artist compilation to get the hit one, but it is tough to convince them to buy an album. The motto seems to be 'tread carefully and get the timing right'.

Jon Webster's column is a personal view

Virtual Robbie to star in PlayStation game

Robbie Williams is recording a special track for a new Sony PlayStation game and will feature in the game as a virtual character.

The EMI-Chrysalis artist is recording a song called 'It's Only Us' for the football game FIFA 2000, which is due to launch on the PlayStation platform towards the end of the year. FIFA's developer Electronic Arts (EA) is creating a virtual version of the singer which will appear as one of the game's characters.

The deal was put together by Williams' management company IE Music, which met with EA last week to discuss the project further.

EMI-Chrysalis general manager Gordon Biggins says it is the first time his company has been involved in the launch of a PlayStation game. "It's fantastic profile for Robbie. It's good fun and that's what Rob's about," he says.

Written by Ruf Chambers, 'It's Only Us' will be released by EMI-Chrysalis as a double A-side single also featuring She's the One - taken from Williams' six-times platinum selling 'I've Been Expecting You' - on November 8.

Another level are to front their own show on Kiss 100 from next month. The two-hour slot starts on August 4 and will broadcast every Wednesday between 8-10pm for an initial 3-10 week run. The band, who last week delivered the mixed version of their second album to label Northwinds, will feature mainstream house, garage and R&B and present the show from Kiss 100's London studio with resident DJ Street Boy. The programme follows recent changes at the station including introducing a more mainstream daytime playlist, a re-branding initiative and a TV advertising campaign. Kiss 100 managing director Mark Story says, "We want to have different programmes coming in. We are not going to be stuck with a format that is rigid."

MTV links with Sony for Ibiza compilation

by Tracey Snell
MTV is teaming up with Sony Music Europe to release an Ibiza-inspired compilation CD in a deal which could lead to further projects between the two companies.

The double CD album will be a pan-European release featuring 38 house and trance tracks by acts including Jamiroquai, Basement Jaxx, Orbital, ATB, Underworld and Faithless. Titled 'MTV Ibiza '99', it is scheduled for release in the UK on August 16 through Sony TV.

The tie-up follows MTV's decision to have a much larger presence at Ibiza this year, including staging an all-night extravaganza on the island on August 24. Also called 'MTV Ibiza '99', it will feature acts such as The Jungle Brothers, Orbital, Faithless and DJs including Paul Oakenfold and Erick Morillo. It will be filmed for future broadcast on the channel and MTV will use the event's off-air



McKenzie: working with Sony promotional material to advertise the compilation release.

MTV's head of new business and brand extension Malcolm McKenzie says, "The compilation market is very crowded but the advantage we have is that MTV is more of a cultural icon than a brand. Any article [in the press] about youth will mention MTV somewhere along the line. We've never really capitalised on that."

The deal also represents a return

to the compilation market for MTV, which launched a series called MTV Fresh in association with EMI in 1995. "The company is now much better set up to do these things," says McKenzie. "We have people on the ground in Sweden, Spain, France, Germany - all over Europe. That makes it much easier to attend to the level of detail you have to."

McKenzie says the Sony deal covers one compilation but includes an option for further releases. "Hopefully, it will be for more than one," he says.

Chris Haralambous, vp strategic marketing at Sony Music Europe, says MTV is an ideal partner because it is an established brand across Europe.

Carl Berg, Compag, DJ sets and Ericsson are to be joint sponsors of the 1999 MTV Europe Music Awards, to be held in Dublin on November 11.

DORITOS TO BACK NUS GIES
Walkers' Doritos has struck a deal with NUS Ents to sponsor the promotional material for a Student Union gigs as part of its Live & Loud campaign. The one-year deal will include Doritos branding on posters, flyers and tickets - in and around 30 UK campuses and colleges.

LONDON ARENA ENLISTS PR HELP
London Arena, which recently completed a £10m refurbishment, has appointed Eye Communications to assist with its PR and marketing initiatives. It follows the appointment earlier this year of John Drury as marketing director from Wembley Arena, where he was sales and marketing manager. Drury says the initiatives are likely to include trade advertising, direct mail and PR campaigns.

AD PROMPTS BRIAN VAN RE-RELEASE
Capitol/Parlophone is re-releasing Brian Van 3000's *Drinking In LA* on the back of the Rolling Rock beer TV ad which features the track. The song was a Top 40 hit following its release in May.

LINKIN MOVES TO COALITION PR
Tony Linkin has left Polydor's press department to become managing director of PR group Coalition's music division. He starts his new role on August 2 and replaces Pandora Powell, who is leaving to relocate to Wales. Separately, Paul Smetanicki is leaving RCA to press office for join Polydor as senior press officer. He starts on August 16.

NEW APPOINTMENTS AT EPIC
Epic International has made four new appointments in the promotions and marketing departments of its London offices. Jason Van der Meer has been promoted to international marketing manager; Marcus Ehrensmann has been appointed international promotions manager; Nina Masrohi is promoted to assistant international promotions manager; and Joanna Scharbar has joined as marketing assistant.

TWAIN GOES DOUBLE PLATINUM
Shania Twain's *Come On Over* and *Stereophocals* Performance Art Cocktails were certified double platinum by the BPI last week as platinum awards went to the singles *No Scrubs* by TLC and *9pm (Till I Come)* by ATB.

HOW TV SHOWS' RATINGS COMPARE
Programme this week % change on 1998

Top Of The Pops**	3,619	+10.7
The Ozone***	1,439	-142.6
CD:UK	1,398	n/a
Videochat	447	+7.5
Planet Pop	848	n/a
Pop Zone	773	-40.7
Paper Chart Show*	707	+49.5
Top Of The Pops II	613	n/a
The Mag	326	-16.6

* combined weekly figures, 1998 show broadcast on Thursday due to France '98
** The Ozone Sunday show was not broadcast in '98
Source: Medication TMB; Fri/Sat w/c July 5

Mount returns as SM:TV relaunches

Phil Mount is returning to SM:TV Live as producer as the ITV Saturday morning show prepares to mark its first birthday with a relaunch on September 4.

Mount is due to rejoin tomorrow (Tuesday), three months after he left as music producer to work on the Jo Whalley show, which recently finished its current run. He was not replaced.

In his new role he will be responsible for SM:TV Live's chart segment CD:UK as well as the music content of the main show. He will also oversee an expansion of CD:UK's music team with the newly created posts of associate producer and music researcher.

Details of the September 4 relaunch are being kept under wraps but it is expected to be cosmetic, with Ant & Dec and Cat Deeley continuing to present the show. CD:UK attracts average audiences of around 1.5m, according to Baro figures.



JUNE'S TOP TV ADVERTISERS

by TRACEY SNELL

Record labels spent £8.1m less on TV advertising during the first six months of the year compared with the same period last year as they remained cautious about using the media.

Total expenditure during June was £2.2m, down 20% on June 1998 and the fourth successive monthly fall following the 54% year-on-year decline in May, the 71% drop in April and 57% drop in March. Although the decrease was smaller than in previous periods, it is still significant. The total spend between January and June is now £9.9m compared with £1.6m during the first six months of 1998.

Two theories are emerged on the year-to-date fall in TV expenditure: labels finding cheaper advertising media or the continuing absence of albums by big name acts to plug. It is mirrored by declines in radio (down 33%) and outdoor (22%), according to January advertising figures from IMS. However, press has not suffered the same drop, with expenditure on that media remaining at 1998 levels.

Martin Cowie, director of advertising agency MediaCom TMB, says, "Press is much cheaper to get into. If you are cutting back on marketing, what you cut is last is cheaper, over media."

The number of albums advertised in June was down 46% to 42 but average expenditure actually increased. "Average expenditure on album was around £50,000 in June. That is a 36% increase (on the previous year) though it is not necessarily a trend," says Cowie. "People are now being more careful about using TV, though those who did in June had a good go at it." Six albums had a spend of more than £100,000, compared with just two in May 1999.

The heaviest spender during the month was the Warneresp, Global TV and Sony TV joint venture which put £210,000 behind their Fresh Hits 99, which

TOP 10 TV-ADVERTISED ALBUMS DURING JUNE

Artist: Album	Spend in June 1999	1999 spend to date	date of first ad in 1999
1 VARIOUS: Fresh Hits 99	£210,000	£210,000	June 21
2 VARIOUS: The Sound of Magic	£150,000	£150,000	May 31
3 VARIOUS: Clubbers Guide To Ibiza	£145,000	£145,000	May 31
4 VARIOUS: Kiss Smooth Grooves	£125,000	£125,000	June 14
5 VARIOUS: France Nation	£115,000	£115,000	May 10
6 VARIOUS: Dream Ibiza - Anthems	£110,000	£110,000	May 31
7 SHANIA TWAIN: Come On Over	£85,000	£140,000	May 24
8 PAVAROTTI: Love Songs	£90,000	£90,000	June 7
9 VARIOUS: Music To Watch Girls By	£85,000	£85,000	May 31
10 VARIOUS: Street Vibes 3	£85,000	£85,000	May 31

Source: Medication TMB. Figures based on estimated average station spot. Figures rounded May total.

spent three weeks at number one in the compilations chart following its release in June. The campaign focused on ITV in five regions - the Midlands, North West, North East, Yorkshire and Border - Channel Four, Channel Five, MTV and GMTV. The next biggest spender was Universal Music TV, which splashed out £150,000 on its Magic compilation release.

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chartfile

● UK-sourced material on the European airwaves is growing stronger by the week — and that, quite literally, is a fact. It is all confirmed by *fonos*'s countdown of the Top 20 UK tracks in Europe (see below) which has Gary Barlow as Stronger the highest new entry at 13, Cher's Strong Enough at 16 and Strong by Robbie Williams at 20.

● With Barlow arriving at 13 and Five's If Ya Gettin' Down at 17, EMG quickly makes up lost ground on the same *fonos* chart where the previous week it had no entries at all. Jamiroquai's Can't Get Heads heads the list for an 11th consecutive week, giving *fonos* six tracks (including Nudi) on the chart. Universal has five tracks, EMG four, BMG, the Indies and Warner two each, and Virgin one.

● They have seen the film, now they are buying the soundtrack. Notting Hill, already confirmed as the most successful UK film in history in the US, is helping to shift a large number of albums with the OST last week entering the Top 20 in both Germany and Austria. The soundtrack, featuring acts such as Another Level, Ronan Keating and Elvis Costello, also returned to the Canadian Top 20 where it re-entered at 17.

● Shania Twain holds at one, Boyz2men at two and Ricky Martin at three, but elsewhere it is far from business as usual at present in the Norwegian Top 20. The albums countdown this week has a hits package from Randy Crawford as its highest new entry at four, Bob Marley And The Wailers' Legend at 11, Manhattan Transfer at 18 and the UK's Belle & Sebastian arriving at 20 with Tigermilk. The Jepsster signings are doing even better in Sweden where the album leaps from 60 to 15.

● The Chemical Brothers' Surrender is retaining its profile in the Top 20 charts around Europe with sales continuing to be boosted by the success of first single Hey Boy, Hey Girl. That track climbs six places to 14 in Italy where the album is also just three places to 13. Surrender is also charting in Belgium (10-26), Finland (10-24), France (12-26), Germany (9-36), Spain (18-23) and Sweden (9-7). It also last week retained a Top 20 fixture in Australia.

● Bigfoot is big Down Under. And so, too, is Shanks with the Shanks & Bigfoot track Sweet Like Chocolate last week arriving on the Australian Top 20 at 14. The same chart is notably US-dominated at present, with the highest Brits being Ultra with Say It Once at six.

Acts to raise European profile with Popkomm

by Paul Williams

Some of the UK's biggest international development priorities are to perform at this year's Popkomm Festival in Germany in a bid to raise their profile in Europe and beyond.

Beverly Knight, Catatonia and Stereophonics are all scheduled to play at the event, which is being held across four days in Cologne next month and has a total live line-up of several hundred acts.

Arguably the busiest member of the UK contingent will be Parlophone Rhythm Series signing Knight, who is due to play two dates at the August 19-22 festival, including a performance on the opening day on Berlin R&B radio station Jam FM's stage. Her appearances there will be linked with the German release of *Sista Sista* as a single.

Having enjoyed some success already in Europe — the reworked version of *Made In Back* went Top 40 in France — EMG international marketing co-ordinator Christina Palmer sees Popkomm as a key to breaking Knight in Germany. "She hasn't played live in Germany on her own before and that's the key to — to see her live. It is really impor-



Beverly Knight: Popkomm shows that she does Popkomm because it will help to raise her profile," she says.

Fellow EMG act the Pet Shop Boys will also be at this year's Popkomm where they will be holding a press conference, playback and party for their forthcoming album. And V2's Stereophonics, whose second album *Performance And Cocktails* became a Top 30 French hit earlier this year, will be joining a line-up including Deus and Tindersticks at the E-Werk venue on the opening night.

Two of the UK's biggest Indies

musical exports to Germany. Faithless and Apollo 404, will also be at the festival with the latter act there to promote their new single *Stop The Book* and its forthcoming parent album. Meanwhile, Faithless's appearance at the event will follow a short tour of Israel and comes on the back of a 11-million worldwide sales of their last album *Sunday 8am*.

Morgan Nelson, general manager of Faithless's label Cheeky, points to Germany as the territory where the band's releases first started selling. "They took off in Ibiza but the biggest sales started coming in from Germany. Everyone else then followed suit," he says.

Other UK acts featured at the festival include 4Hero and Roni Size, while acts such as Supersuga and Joe Strummer & The Mescaleros will be performing at the nearby Bizarre Festival at the Butzweiler Hof venue.

So far 19 UK companies including Beggar's Banquet, Ministry Of Sound and Telstar have confirmed they will be participating in the BPI's Popkomm stand, putting the attendance in line with last year's total.



World Circuit hits the top with Ferrer

UK Recordist label World Circuit specialists last week pulled off its best overseas chart showing in its 12-year history after grabbing the top two places in the German albums chart.

The London-based company climbed to the top spot in the chart with its Grammy-winning Buena Vista Social Club album while holding on at two with veteran musician Ibrahim Ferrer. The releases are handled there by East West's TS operation, Buena Vista Social Club, produced by Ry Cooder and recorded by a collective of Cuban musicians, has so far sold more than 1m units around the world with its sales now further boosted by a film of the same name.

The film, covering the story of the club and the making of the album, will soon be released in the UK through Film 4. Meanwhile, 72-year-old Ferrer's album, Buena Vista Social Club Presents Ibrahim Ferrer, is also a Top 10 hit in Italy and the Netherlands.

UK TOP 20 AIRPLAY HITS IN EUROPE

Rank	Title/Artist (UK airplay)
1	Need Heat / Jamiroquai (Sony)
2	Turn Around Phats & Small (MCA)
3	I Don't Know What You Want... / Pet Shop Boys (Parlophone)
4	Summer '08 Texas (Mercury)
5	She's In Fashion (Sony)
6	All Or Nothing Cher (WEA)
7	In Our Lifetime (Mercury)
8	Cloak & Dagger (Atlantic)
9	Now That You've Gone (M&M & The Mechanicals (Virgin)
10	Sweet Like Chocolate / Shanks & Bigfoot (Shozone Bay/Pop)
11	As George Michael & Mary J. Blige (Capitol)
12	Look At Me Get Better (EMI)
13	Stronger Gary Barlow (PDU)
14	When You Say Nothing At All / Ronan Keating (Polydor)
15	Blame It On The Weather / B'Witched (Jive World/Island)
16	Strong Enough Cher (WEA)
17	If Ya Gettin' Down (Capitol)
18	You Needed Me Boyzone (Polydor)
19	Coffee & TV (Capitol/Parlophone)
20	Strong Robbie Williams (Chrysalis)

Chart shows the 20 most played / imported tracks on *fonos* Euro Hit 100 panel of 100 stations 6 Music Central. For more info, call Alan Jones on 071-930-8200.

GAVIN US ALTERNATIVE RADIO TOP 20

Rank	Title/Artist (UK airplay)
1	Scar Tissue Red Hot Chili Peppers (Warner Bros)
2	All Star Smash Week (Poppo)
3	What's My Age Again? / Lil' Kim (MCA)
4	My Own Worst Enemy (RCA)
5	Last Kiss Pearl Jam (RCA)
6	Nookie Limp Bizkit (Atlantic)
7	Battle Flag / No-Fidelity (New York)
8	Somebody Slurp Ray (Mercury)
9	American / Jimmy Knepper (Mercury)
10	The Kids Ain't Right / The Offspring (Columbia)
11	Bandwidth / Red Rock (Capitol)
12	Start My Sunshine (Mercury)
13	Any Given Sunday (Capitol)
14	Black Ballon / Joe Do (Mercury)
15	Why In Her Hands (Universal)
16	Getter Days (The Bottom) / Citizen King (Warner Bros)
17	You Wanted More Toxic (Atlantic)
18	Get It From Agonize In Chains (Columbia)
19	One Creep (RCA)
20	Sinatra (Polygram)

Chart shows the 20 most popular hits at alternative radio by *GAVIN* US on Wed 23, 1999. Source: Gavin/Redwood.

TOP UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Artist	Title	Week on chart	Peak
AUSTRALIA	Single	Say It Once Ultra (Capitol)	6	4
single	Notting Hill OST Various (Island)	5	4	
CANADA	album	Carolina / Elton John (RCA/Atlantic)	5	8
album	Notting Hill OST Various (Island)	17	11	
FRANCE	album	Notting Hill OST Various (MCA)	31	17
album	Synchronized Jamiroquai (Sony)	6	8	
album	Turn Around Phats & Small (MCA)	13	14	
album	Belle & Sebastian (Capitol)	1	2	
ITALY	album	Notting Hill OST Various (Capitol)	14	20
album	Boyz 2 Men / Boyz 2 Men (Capitol)	9	13	
NETHERLANDS	album	Notting Hill OST Various (Island)	22	17
album	Boyz 2 Men / Boyz 2 Men (Capitol)	4	3	
SPAIN	album	Can't Get Heads Jamiroquai (Sony)	12	12
album	Danced Hot Like Hercules (Mercury)	17	17	
US	album	Strong Enough Cher (WEA)	64	82
album	Notting Hill OST Various (Island)	30	30	

© Source: Alan Jones/World Circuit/Music Week. For more info, call Alan Jones on 071-930-8200. Source: World Circuit/Music Week.

AMERICAN CHARTWATCH

by ALAN JONES

Notable, the most popular track from their album *Significant Other*, debuts at number 80 on the Hot 100 but Limp Bizkit lose leadership of the album chart after three weeks, with *Backstreet Boys' Millennium* returning to pole position. *Backstreet Boys' album* sold nearly 272,000 copies last week, while *Significant Other* found 238,000 buyers. Meanwhile, the week's highest new entry is the aptly-named *Can't Stay Away from You* by Ten. The rapper — who actually stands 5'7" — previously announced his short film, *Def Leppard's Euphoria* still leads the way, though it slides 47-59, with just less than 30,000 sales last week. Also down are *The Chemical*

Brothers (65-80), Jamiroquai (81-95), Fatboy Slim (96-99), Charlotte Church (97-120), Five (134-238), Geri Halliwell (pictured) (112-233), Robbie Williams (139-155) and Sarah Brightman (110-135). Andrew Lloyd Webber Collection and 150-150, Eden, Heading in the right direction are the Lo Fidelity All Stars, whose How to Operate With A Blown Mind advances 145-142 — with 10,000 sales last week taking its grand total in 13 weeks to more than 120,000, even though it has yet to make the Top 100 — and Phil Collins, up 135-118 with his Hits album. With Fatboy Slim's *Praise You* slipping out of the Hot 100, Collins' *You'll Be In My Heart* is the only record in the right direction as it slips 23-24 in the latest frame.

At the top of the singles chart, 18-year-old newcomer Christina Aguilera's debut smash *Hung Up* in a Bottle rarely in America — becomes the fourth number one in as many weeks — a noted last week, UK-based Pam Sheyne's *The Wild Wild West*. As Sheyne's first success at home were with *Compassion Like Honey*, you and This Sugar, hits for MNS and Kirk Wilde in 1995 and 1996 respectively. She also worked as a backing vocalist for Paul Young.



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mak first single

Jervier back in the producer's chair on 911 project

UK R&B pioneer Steve Jervier has re-emerged producing new tracks for 911's forthcoming greatest hits package.

Jervier finished producing the band's next single, Wonderland (released September 27), at his Spiders Web studios in Hemmersmith, West London last week. The track, one of two produced by Jervier, was co-written by band member Lee Brennan with Chris Ballard and Andy Murray. A second member, Jimmy



911: Jervier produced the band's new single, Wonderland.

Constable, co-wrote the B-sides and will be writing on further singles.

Virgin head of A&R Paul MacDonald describes the lead track as "911 meets Paul Simon in Africa". Jervier adds: "I think I've got a number one record in the bag - it's one of the best." MacDonald says that the plan with 911 is to use the album - due on October 11 - to finish phase one in the band's career. They will then move on to record other material.

The 911 project comes six months after

Sony terminated its Jerv Records joint venture with the producer. Jervier says that the label continues with acts Kleshyah and Cassius, while he is now developing his own concept project The Bounty Hunters. He adds that he is trying not to do too much. "I went into the corporate structure and what I've found is just that I'm best when I don't take on too much and do my thing in the studio."

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Euro hits on the way on Accolade imprint

Parlophone is developing a low-key pop imprint, Accolade, which will begin with plans to release one-off European label hits.

Its first release is expected to be the EMI Italy airplay hit, Eyes Cream's Fly Away, a disco house track by Italian house producer X-Treme, in September.

Senior A&R manager Jamie Nelson, who will run the imprint in association with A&R Director Miles Leonard, says: "It is not a label. It is just a mechanism to develop releases along with other territories and a separate identity to Parlophone."

It is not yet clear whether Accolade will release the debut record by new Stock and Aitken act Scoop, who has been described as "a Bucks Fizz for the Millennium".

Mel C wraps up work on debut solo outing

Mel C last week finished recording her debut album and the video for her first solo single, Goin' Down, which is due for release in September.

The Virgin album, which has the working title Northern Star, was produced in Los Angeles with Rick Rubin and is due for release in October.

Go Ga, co-written by Phil Thornalley and currently featured on Columbia's Big Daddy OST, is described as an "extra track" on Goin' Down rather than a B-side. The Spice Girl will preview her rock material at V99 next month (August 21-22), backed by a full band which is currently being put together.

Daphne & Celeste are this week recording vocals in Subway Studios, New York, on tracks prepared in Roundhouse and Substation Studios in London, for their untitled debut album. The New Jersey teen pop duo's debut single for Infectious, Oh Stick You, will be released on September 6. It has been co-written by former keyboard session player turned producer Michele Chivarrini, Michael Marz and Sumner Burkes. The duo - licensed to a worldwide deal by Universal-Island senior A&R manager Alfie Hollingsworth last November - met auditioning for the same commercials in New York and later answered an ad placed by former PolyGram-Island writer Howard Toshman and his team asking for two different girls for a pop group. Manager Toshman, who formed the production company Perfect Noise for the project, says: "We had this idea, thought we'd try and find an American singer, and these two girls were not what we were looking for, but they were so funny we had to do something."

Simply Red not blue about new material

by Stephen Jones

Simply Red's Mick Hucknall is close to finishing the upbeat follow-up to 1998's Blue, which East West last week scheduled for release this October.

Former East West general manager Ian Grenfell, who now co-manages Hucknall with Andy Dodd at Manchester-based So What Management, says the album is a real return to form. "This album is quite different. It is no coincidence Blue was called Blue, Mick was really down when it was recorded. If it was a nighttime album, this is a daytime one."

"Live, he is fresher than I've seen Simply Red in the past few years. He badly wants to be in the Top Five albums chart at the end of the millennium," he adds.

The untitled album has been co-produced by Gota Yashiki - the drummer and programmer on previous Simply Red albums Stars and Blue - and Andy Wright - who is currently working with the Eurythmics - mostly at Westpoint studios in Acton, West London.

The first single, Ain't That A Lotta Love, is a pop/dance version of the same R&B track Hucknall performs with Tom Jones for the latter's own album for Gut Records.

A cover of the track by Sistas soul duo Sam and Dave, it has been reworked at 120bpm and features Hucknall on his own.

"They did the duet about six weeks ago and they are both really happy with it, but Gota had a couple of ideas to play around with the track and made it into more of a groove-based number," says Grenfell.



Hucknall: seeking a Millennium top five

Ain't That A Lotta Love is due for release in September after a run of live dates. Hucknall has been previewing the new material live since beginning a short world tour in South Africa last month.

Three key tracks that have already emerged are: Man Made The Gun, the most typically Simply Red-sounding number and an old-style R&B live favourite; the more modern-sounding Four Eyes, which has a US-style R&B groove; and Thank You, which is the most prominent guitar-based Simply Red track since Stars.

"Mick is constantly coming up with ideas. At least one of the songs has certainly changed and improved while he's been playing it live which will be the version he'll finish off next week," says Grenfell.

newsfile

DOPE SHUGALIT LOOK TO SHAUN RYDER

Perfect 10 is in negotiation with Radioactive on the next Dope Shugalg record to allow Happy Monday/Black Grape frontman Shaun Ryder's vocals on their Baraba Jagle single. The track was self-produced by the Shugalg - Tim Sheildan and Keith Blinn - in their home studio, The Gimp Box in Leeds. Their next single, Double Double Dutch, is released today (Monday).

PRECIOUS CONSIDER BARLOW SONGS

Gary Barlow has submitted several tracks, along with other writers including Outfather & Los, for EMI/Capricorn and Precious to record. Barlow has also been co-writing with 911's Jimmy Constable and new singer/songwriter Lucie Silverman, who signed to EMI/Capricorn at the turn of the year.

ARTFUL SHAPS UP CLINT BORN EXPERIENCE

Artful, the independent label to acts as diverse as Shirley Bassey and The Fall, last week signed the Clint Born Experience, fronted by the former Inspiral Carpets keyboardist. The first release will be You Can't Keep A Good Man Down on August 9, while their album The Compact Guide To Pop Music And Space Travel will be released a month later.

LORAINE SIGNS WILDE OUTFIT TO POLYDOR

Polydor artist development manager Peter Lorraine last week signed an unnamed five-piece band fronted by Kiz,Wilde's 19-year-old sister Roxanne and managed by former Bananarama manager Hilary Shup. Lorraine says: "It is early days. But I'll say it is the most guitar-like thing I'll ever work on."

THERAPY? AT WORK ON NEW ALBUM AND LABEL

Therapy?, who left A&M last year when PolyGram absorbed the label, have signed a new worldwide deal with US label Ark 21. The label, distributed in Europe by Universal/Polygram, is owned by Sting's manager Miles Copeland and is home to the likes of Aswad and Presence via the Pagan label. Therapy? have been working on the follow-up to last year's Semi-detached with producer Head.

KELE LE ROC PARTS WITH POLYDOR

1st Avenue's Kele Le Roc is seeking a new deal after last week parting with Polydor over "an agreement to disagree over musical direction". Le Roc, whose debut album Everybody's Somebody just sold into five figures, is currently writing with Tim Lewis (Gabrielle) and 1st Avenue in-house producers The Ignorants.

MW PLUAST

Sky - Piece Of Paradise (Arista) The next Savage Garden? (album, tbc); Kajak - Life In The City (Polydor) Funky electro (album, tbc); Santana - Supernatural (Arista)

Surprisingly good collaborations (album, tbc); Mary J Blige - Mary (MCA) The queen is back to reclaim her crown (album, Aug 16); Donell Jones - I Know What's Up (Lafayette) The biggest R&B club tune since Faith Evans (single, tbc); Martine McCutcheon - You Me & Us (Innocent) Vocalised MOR for the masses (album, tbc); Martay feat. ZZ Top - Gimme All Your Lovin' 2000 (Riverhorse) Cheeky pop rap (single, Sept 20); Arab Strap - Elephant Shoe (Go Beat) Miserable happiness (album, tbc)



'back here' 16.08.99

A year ago the Technics Mercury Music Prize shortlist was used by some commentators to add fuel to the debate on the 'death' of British music. Judging by our survey of how industry executives and artists would vote this year, when the 1999 list is unveiled tomorrow (Tuesday) the lively track of 'classic' UK and Irish albums could lead to even more soul searching.

To judge from the responses below, R&B records appear as undistinguished as pop records, while the obvious guitar bands, often shortlisted in previous years, appear largely absent. No label seems to have a stronghold on possible nominations.

A closer look at the list of potential nominees from which our panelists have made their selections, however, reveals that the lines between rock and dance culture have never been more blurred. Moreover, independent label releases hold their own in our panelists' lists against those from major labels.

This year's list will no doubt reflect the fact that many of the majors have increasingly focused

their efforts on marketing pop projects rather than the sort of music which typically garners Mercury attention. Meanwhile, Indies with smaller marketing budgets and different motivations have sometimes struggled to get their artists heard. This is precisely where the prize could come into its own — after all its ability to open up a new audience to an act is well known.

In a sense the playing field has never been wider open since the prize launched. In making this potentially the Mercury's most exciting year yet, independent releases like Basement Jaxx, Stereophonics, Fatboy Slim, Rae & Christian, Underworld and Groove Armada led the field while Travis's *The Man Who...* emerges, perhaps surprisingly, as the most popular choice among the staff at *MW* and sister titles *MBI*, *fonio* and *dotmusic*. Ironically, their strongest competition seems to come from acts such as Virgin's *The Chemical Brothers* and *S2's Jamiroquai*, who both started out on independents, *J&O* and *Acid Jazz* respectively.

But who knows? Last year *The Verve's Urban Hyems* led the industry's top 10 choices while eventual winners Gomez were nowhere to be seen in that list.



THE FAN VOTE MERCURY MUSIC PRIZE SHORTLIST

With the shortlist for the Technics Mercury Music Prize due to be unveiled this week, *MW* asked industry figures for their own suggestions

ROSS ALLEN
label manager, *Island Blue/presenter, GLR Instrumental* – Acoustic; *Basement Jaxx* – Remedy; *Jamiroquai* – Synkronized; *Photek* – Form And Function; *Rae & Christian* – Northern Sulphuric Soul; *The Chemical Brothers* – Surrender; *Underworld* – Beaucouf Fish; *Beth Orton* – Central Reservation; *U.N.K.L.E.* – Psyence Fiction; *P J Harvey* – Is This Desire?

TOE BALL
presenter, *Radio One*
John Barry – Playing By Heart; *Basement Jaxx* – Remedy; *Fatboy Slim* – You've Come A Long Way, Baby; *Groove Armada* – Vertigo; *Nightmares On Wax* – Car Boot Soul; *The Chemical Brothers* – Surrender; *P J Harvey* – Is This Desire?; *Super Furry Animals* – Guerrilla; *Travis* – The Man Who; *Underworld* – Beaucouf Fish

BASEMENT JAXX
Viggo Mortensen – Prodigal Sister; *Peshaay* – Miles From Home; *The Chemical Brothers* – Surrender; *Talvin Singh* – OK; *Rae & Christian* – Northern Sulphuric Soul; *Beth Orton* – Central Reservation; *Roots Manuva* – Brand New Second Hand

VICKY BLOOD
co-manager (Steps, A1)
Fatboy Slim – You've Come A Long Way, Baby; *Manic Street Preachers* – This Is My Truth Tell Me Yours; *Stereophonics* – Performance And Cocktails; *Blur* – 13; *U.N.K.L.E.* – Psyence Fiction; *Elvis Costello & Burt Bacharach* – Painted From Memory; *Chemical Brothers* – Surrender

CHRIS COWET
producer, *Top Of The Pops*
Fatboy Slim – You've Come A Long Way, Baby; *Groove Armada* – Vertigo; *Jamiroquai* – Synkronized; *Rae & Christian* – Northern

Sulphuric Soul; The Chemical Brothers – Surrender; *Blur* – 13; *Placebo* – Without You I'm Nothing; *Nothing*; *Scruffy Politti* – Anomie And Bonhomie; *Skunk Ansanle* – Post Orgasmic Chill; *Art Of Noise* – The Seduction Of Claude Dubussy; *Peashay* – Remedy; *Jamiroquai* – Synkronized; *Stereophonics* – Performance And Cocktails; *The Chemical Brothers* – Surrender; *U.N.K.L.E.* – Psyence Fiction

CLIVE DICKENS
head of programmes, *Capital Radio*
Manic Street Preachers – This Is My Truth Tell Me Yours; *Placebo* – Without You I'm Nothing; *Scruffy Politti* – Anomie And Bonhomie; *Skunk Ansanle* – Post Orgasmic Chill; *Art Of Noise* – The Seduction Of Claude Dubussy; *Peashay* – Remedy; *Jamiroquai* – Synkronized; *Stereophonics* – Performance And Cocktails; *The Chemical Brothers* – Surrender; *U.N.K.L.E.* – Psyence Fiction

GOMEZ
Mogwai – Come On Die Young; *Super Furry Animals* – Guerrilla; *Witness* – Before The Calm; *P J Harvey* – Is This Desire?; *Orbital* – The Middle Of Nowhere; *Red Snapper* – Making Bones; *Freestylers* – We Rock Hard

LUCIAN GRAINÉ
managing director, *Polydor*
Stereophonics – Performance And Cocktails; *Beautiful Soul* – Quercus; *Robbie Williams* – I've Been Expecting You; *Chemical Brothers* – Surrender; *Basement Jaxx* – Remedy; *Fatboy Slim* – You've Come A Long Way, Baby; *Jamiroquai* – Synkronized; *Blur* – 13; *Baby* – Equally Cursed And Blessed; *Elvis Costello & Burt Bacharach* – Painted From Memory

RUSSELL GRAINÉ
managing director, *Musica Ione*
Rae & Christian – Northern Sulphuric Soul; *U.N.K.L.E.* – Psyence Fiction; *Beth Orton* – Central Reservation; *Jason Rebello* – Next Time Round; *Ben And Jason* – Hello; *Ideswild* – Hope Is Important; *Mogwai* – Come On Die Young; *Stereophonics* – Performance And Cocktails; *Underworld* – Beaucouf Fish; *Honeyz* – Wonder No.8

STEPHEN JONES
A&R Editor, *Musik Week*
Beverly Knight – Prodigal Sister; *Shack* – HMS Fable; *Witness* – Before The Calm; *Divine Comedy* – Fin De Sicile; *Ben & Jason* – Hello; *Groove Armada* – Vertigo; *Steps* – You're One; *Freestylers* – We Rock Hard; *Medal* – Drop Your Weapon; *Sakao* – Musicality; *Delakota* – One Love; *Faithless* – Sunday 8pm

ROGER LEWIS
programme controller and MD, *Classic FM*
Catatania – Equally Cursed And Blessed; *Thomas Ades* – Asyla; *Fatboy Slim* – You've Come A Long Way, Baby; *Jamiroquai* –

Synkronized; The Chemical Brothers – Surrender; *Manic Street Preachers* – This Is My Truth Tell Me Yours; *Robbie Williams* – I've Been Expecting You; *Stereophonics* – Performance And Cocktails; *Super Furry Animals* – Guerrilla; *Witness* – Before The Calm

RICHARD MANNERS
managing director, *Warner/Chappell Music*
Faithless – Sunday 8pm; *Fatboy Slim* – You've Come A Long Way, Baby; *Honeyz* – Wonder Number Eight; *Super Furry Animals* – Guerrilla; *Groove Armada* – Vertigo; *Catatania* – Equally Cursed And Blessed; *Echo & The Bunnymen* – What Are You Going To Do With Your Life; *Paddy Casoy* – Amen (So Be It); *The Chemical Brothers* – Surrender; *Travis* – The Man Who

SHADNAY LEWIS
All Sounds
Blur – 13; *Skunk Ansanle* – Post Orgasmic Chill; *Stereophonics* – Performance And Cocktails; *Suede* – Head Music; *The Cranberries* – Bury The Hatchet; *Manic Street Preachers* – This Is My Truth Tell Me Yours; *Phoebe O* – London Style; *Talvin Singh* – OK; *Fatboy Slim* – You've Come A Long Way, Baby; *Orbital* – The Middle Of Nowhere

ROB LONG
store manager, *HMV Trafford*
Fatboy Slim – You've Come A Long Way, Baby; *Jamiroquai* – Synkronized; *Robbie Williams* – I've Been Expecting You; *Manic Street Preachers* – This Is My Truth Tell Me Yours; *Incoignito* – No Time Like The Future; *Beverly Knight* – Prodigal Sister; *Van Morrison* – Back On Top; *Texas* – The Hush; *Basement Jaxx* – Remedy; *Hurricane #1* – Only The Strongest Will Survive

DAVE PICCINI
MD, *Azuli Records*
Jamiroquai – Synkronized; *Photek* – Form And Function; *Shaboom* – Mecca Funk; *Basement Jaxx* – Remedy; *Art Of Noise* – The Seduction Of Claude Dubussy; *Peshaay* – Miles From Home; *Underworld* – Beaucouf Fish; *The Pretenders* – Viva El Amor; *Robbie Williams* – I've Been Expecting You; *Skunk Ansanle* – Post Orgasmic Chill

BRIAN RAWLING
producer (Cheer, *Lionel Ritchie*)
Fatboy Slim – You've Come A Long Way, Baby; *The Chemical Brothers* – Surrender; *Another Level* – Another Level; *Catatania* – Equally Cursed And Blessed; *Elvis Costello with Burt Bacharach* – Painted From Memory; *Ian Dury* – Mr Love Pants; *Scruffy Politti* – Anomie And Bonhomie;

Stereophonics – Performance And Cocktails; *The Beautiful Soul* – Quercus; *Van Morrison* – Back On Top

CHERYL ROBSON
head of A&R, *Imogen*
Robbie Williams – I've Been Expecting You; *Basement Jaxx* – Remedy; *The Chemical Brothers* – Surrender; *U.N.K.L.E.* – Psyence Fiction; *Fatboy Slim* – You've Come A Long Way, Baby; *Nightmares On Wax* – Car Boot Soul; *Ben & Jason* – Hello; *Delakota* – One Love; *Shack* – HMS Fable; *Super Furry Animals* – Guerrilla

AJAX SCOTT
editor, *Musik Week*
Travis – The Man Who; *Scruffy Politti* – Anomie And Bonhomie; *Rae & Christian* – Northern Sulphuric Soul; *Sinead Lohan* – No M&M; *Basement Jaxx* – Remedy; *Groove Armada* – Vertigo; *Jamiroquai* – Synkronized; *Nightmares On Wax* – Car Boot Soul; *Nitin Sawhney* – Beyond Skin

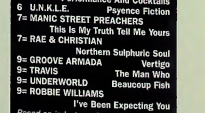
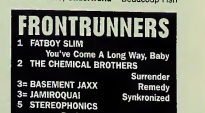
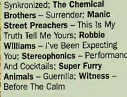
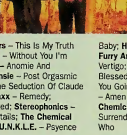
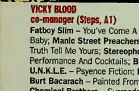
CHRISTIAN TATTERFIELD
A&R director, *Arista*
Orbital – The Middle Of Nowhere; *Fatboy Slim* – You've Come A Long Way, Baby; *Travis* – The Man Who; *The Freestylers* – We Rock Hard; *U.N.K.L.E.* – Psyence Fiction; *Beth Orton* – Central Reservation; *Van Morrison* – Back On Top; *David Gray* – White Label

JO WILLEY
presenter, *Radio One*
Basement Jaxx – Remedy; *Fatboy Slim* – You've Come A Long Way, Baby; *Jamiroquai* – Synkronized; *Rae & Christian* – Northern Sulphuric Soul; *U.N.K.L.E.* – Psyence Fiction; *Manic Street Preachers* – This Is My Truth Tell Me Yours; *P J Harvey* – Is This Desire?; *The Beta Band* – Underworld – Beaucouf Fish; *The Man Who*; *Underworld* – Beaucouf Fish

FRONT RUNNERS

- FATBOY SLIM**
You've Come A Long Way, Baby
- THE CHEMICAL BROTHERS**
- BASEMENT JAXX** Surrender
- JAMIROQUAI** Remedy
- STEREOPHONICS** Synkronized
- U.N.K.L.E.** Performance And Cocktails
- MANIC STREET PREACHERS** Psyence Fiction
- RAE & CHRISTIAN** This Is My Truth Tell Me Yours
- GROOVE ARMADA** Northern Sulphuric Soul
- TRAVIS** The Man Who
- UNDERWORLD** Beaucouf Fish
- ROBBIE WILLIAMS**

I've Been Expecting You
Based on industry polls above





3rd Annual

GOLF TOURNAMENT & FUN DAY

Foxhills, Surrey - Wednesday 25 August 1999

Fighting Piracy by raising Funds & Awareness



Piracy costs the UK Entertainment Industry millions of pounds and threatens thousands of jobs every year - it must be stopped. Join us for a great day out at Foxhills Country Club and Hotel - all profits go directly to the BPI Anti-Piracy Unit, Federation Against Copyright Theft and the Anti-Counterfeiting Group.

• **Day Tickets** - still available

Includes Brunch, Champagne Reception & 4-course Dinner, plus enjoy Foxhills' excellent facilities: Indoor & Outdoor Swimming Pools, Sauna & Steam rooms, Gym, Tennis & Squash Courts, Croquet & 9-hole Golf Course. Only £110 + vat per person.

• **Sponsorship**

Support the cause by Sponsoring one of the 18-holes on the Tournament Course. Large eye-catching full colour 2 x 1 metre Sponsor Signs. Only £1,000 + vat

• **Event Activities include:**

Taylor Made

Visit the Taylor Made demonstration trailer. Their Golf Technicians will demonstrate all the latest equipment, including the Firesole range of clubs.



The Foxhills Pro will be running clinics to help you with your golfing skills.

Clubhouse Balcony

Meet the investigators. The ACG, APU and FACT will explain how they wage war on the pirates.

Memorabilia Auction

Our fund-raising auction includes exclusive items from Boyzone, The Corrs, Phil Collins, Colin Montgomery, Celine Dion and many more stars.

• **With thanks to all our Sponsors:**

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NatWest Streamline; Capitol House Productions; Disc Distribution; EMI Records Group; Macrovision UK; Millward Brown; Music Week; Our Price; Ross International; Rouse/Wiloughby; Sony Music Entertainment; Teletar Distribution; Ticketmaster; VHE; View; W H Smith & thanks to all Artists, Managers & Companies that have contributed to the Event & Auction.

• **Good Luck to the Tournament Teams!**

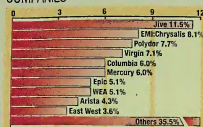
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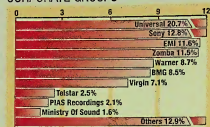
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SINGLES: SIX-MONTH PERFORMANCE

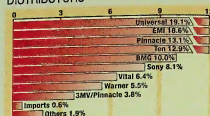
COMPANIES



CORPORATE GROUPS



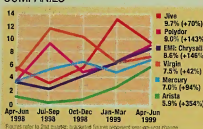
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Top licensed during Q2 1999. Top figure includes Q2 data for Warner and Sony. Warner and Sony data cover Q1 only.

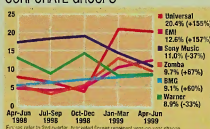
SINGLES: 12-MONTH TREND

COMPANIES



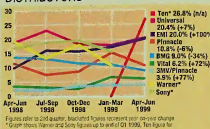
Figures refer to total quarter sales and are reported on a year-over basis.

CORPORATE GROUPS



Figures refer to total quarter sales and are reported on a year-over basis.

DISTRIBUTORS



Figures refer to total quarter sales and are reported on a year-over basis.

Jive steels singles limelight as

Jive is currently enjoying its best chart showing ever and it refuses to relinquish its singles top spot to other challengers. On albums

TOP SINGLES Q2

- 1 SWEET LIKE CHOCOLATE Shanks & Bigfoot (Chocolate Boy/Pepper)
- 2 PERFECT MOMENT Martine McCutcheon (Innocent)
- 3 THAT DON'T IMPRESS ME MUCH Shania Twain (Mercury)
- 4 NO SCRUBS TLC (A&E/Arista)
- 5 BRING IT ALL BACK S Club 7 (Polydor)
- 6 EVERYBODY'S FREE (TO WEAR SUNSCREEN) Baz Luhrmann (EMI)
- 7 9PM (TILL I COME) ATB (Sound of Ministry)
- 8 I WANT IT THAT WAY Backstreet Boys (Jive)
- 9 TURN AROUND Phats & Small (Multiply)
- 10 SWEAR IT AGAIN Westlife (RCA)

TOP ARTISTS Q2

- 1 SHANKS & BIGFOOT
- 2 MARTINE MCCUTCHEON
- 3 SHANIA TWAIN
- 4 ATB
- 5 TLC
- 6 S CLUB 7
- 7 BAZ LUHRMANN
- 8 VENGABOYS
- 9 BOYZONE
- 10 BACKSTREET BOYS

TOP PRODUCERS Q2

- 1 SHANKS & BIGFOOT
- 2 MORAN
- 3 LANGE
- 4 BRIGGS
- 5 KENNEDY/PERCY/LEVER
- 6 HOOPER
- 7 TANNEBERGER
- 8 MARTIN/LUNDIN
- 9 PHATS & SMALL
- 10 MAC

DATA SOURCE: Compiled by ERA from Midwest Brown figures. Survey based on a weekly sample of single sales and album and multiple album sales including 4,000 UK outlets from January to June 1999 inclusive. Dealer midweek prices for LP and cassette albums £2.79/\$4.35 for CDs.

SINGLES

Baby One More Time helped Jive one more time in quarter two as the Zomba company fought off all challengers to reign supreme for a second successive quarter.

Jive, easily enjoying the most successful UK chart performance in its history, consolidated its first appearance at the top of the singles table in the previous quarter by scoring 9.7% between April and June and nothing up an unbeatable 11.5% for the first half of the year as a whole.

The year's opening period was headed by Britney Spears' Baby One More Time but three months on Shanks & Bigfoot kept the Jive name at the top as their Sweet Like Chocolate sold more than 639,000 copies to finish as the quarter's biggest seller. In the first quarter, the company managed two of the period's three biggest sellers with, respectively, the Spears hit and Steps' Heartbeat/Tragedy. In the second period it could not quite match that remarkable pace, but still managed to score Backstreet Boys' I Want It That Way at eight overall, Baby One More Time back at 21 and its follow-up, Sometimes, at 27.

Jive's second quarter showing represented a year-on-year increase of 70.2%, while across the first six months it scored a tally of four number one singles more than it had managed in any previous year in total. Though this marked a high point for Jive, its record number of chart toppers should be seen in the context of the fact more singles reached the top in the first six months of 1999 than in any equivalent period previously. Of those 20 number ones, only six spent more than a week at the top and none more than two weeks.

Among those claiming just a week at one was Baz Luhrmann's Everybody's Free (To Wear Sunscreen), handily by EMI Commercial, but now for market share purposes jointly split between EMI/Chrysalis and Parlophone. From this quarter, EMI is now applying the same formula to EMI Gold



Shanks & Bigfoot: Q2's biggest seller

and EMI TV's shares, resulting in EMI/Chrysalis claiming runner-up spot for the six months with 8.1% and third for quarter two with 8.6%.

The pace of its successes in quarter two was almost as diverse as the mathematics of its market share are complex, taking in a film producer (Baz Luhrmann), Dutch Europop act (Vengaboys), former Spice Girl (Geri Halliwell) and Eurovision entry (Precious). Meanwhile two Boyzone number ones helped Polydor secure third place for the six spots with 7.7%. Polydor also won second place in the second quarter with 9.0% after hitting the top with S Club 7. The group's debut hit Bring It All Back was just one of several new successes for Polydor, whose number one debut was followed a week later by Adam Rickitt entering the Top 10 at his first attempt.

The difficulties Virgin faced on albums (see opposite) was at least partly compensated for by its singles performance which, while hardly vintage, was at least moving in the right direction in quarter two. Last year the company's biggest new star was Billie, provided by its Innocent offshoot, and it was innocent that came to the rescue again in the second quarter of 1999, when Martine McCutcheon secured the period's second-biggest single with Perfect Moment. Clocking up more than 560,000 sales across the three months, it helped to

secure Virgin fourth spot for both the second quarter and half-year as a whole.

In the closing quarter of 1998 Sony took command of the corporate singles rankings to push PolyGram into second place.

However, it has been harder going since for its two biggest companies, Columbia and Epic, whose combined market share has fallen from 18.6% in the final quarter of last year to 8.8% during the second period of 1999. Nonetheless, that was still enough for Columbia to take joint fifth spot for the half-year with 6.0%, while Epic finished seventh with 5.1%.

The rapid turnover of number ones during the first six months of 1999 came as several singles which failed to reach the top still managed to outsell most of those that did. Only Shanks & Bigfoot and Martine McCutcheon managed to sell more than Shania Twain's That Don't Impress Me Much in the second quarter, giving the Canadian her biggest UK hit to date and helping Mercury to fifth place on the quarter and joint fifth for the half year.

Meanwhile, in the corporate rankings the battle waged by most companies in the first half of the year was for second rather than first place. Universal Music secured the top spot with 20.7%, giving it a 7.9 percentage points lead over runner-up Sony Music, which itself faced a close-run battle with EMI (11.6%) and Zomba (11.5%).

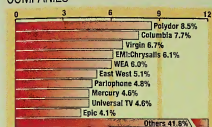
And the pace hotted up on the distribution league, where Universal took the half-year crown with just half a percentage point separating it from EMI, which scored 18.6%. However, fourth-placed Top 10's full market share impact has yet to emerge because the joint Sony/Warner operation only came into being several months into the six-month period. Zomba's success, meanwhile, helped Pinnacle capture third place for the half year with 13.1%.

Indeed, Jive's remarkable half-year run has made it the company to catch in 1999 on singles, though such is the nature of the market at the moment that a string of hits by a rival could change the outlook significantly.

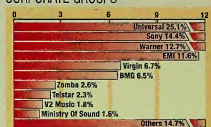
Paul Williams

ALBUMS: SIX-MONTH PERFORMANCE

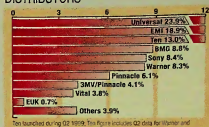
COMPANIES



CORPORATE GROUPS



DISTRIBUTORS



Top ranked during Q2 1998. Circled figures represent year-over-change. Q2 data for Warner and Sony, Warner and Sony bars are in Q1 only.

ALBUMS: 12-MONTH TREND

COMPANIES

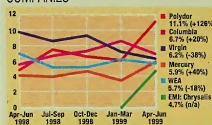


Figure refers to 2nd quarter; circled figures represent year-over change.

CORPORATE GROUPS

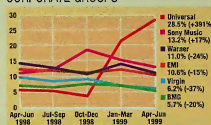


Figure refers to 2nd quarter; bracketed figures represent year-over change.

DISTRIBUTORS

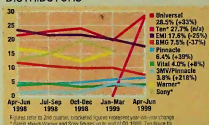


Figure refers to 2nd quarter; circled figures represent year-over change. Q2 data for Warner and Sony, Warner and Sony bars are in Q1 only.

s Polydor takes album crown

Boyzone and Abba's strong sales helped Polydor turn in its best performance since *MW* started running the shares in this form

ALBUMS

If Boyzone ever got round to adding an Abba tune to their already bulging catalogue of cover versions, then present form suggests Polydor's market share figure would hit the roof.

As it is, the Irish quartet and Swedish foursome individually helped the Universal company reach a peak in quarter two which it has probably not hit since those far off days in the early Seventies when Noddy Holder's gift for lead spelling sent release after release straight to the top of the charts.

Polydor's 11.1% share during the period gave it not only the highest quarterly company share since Virgin took 13.8% in 1997's closing quarter but also the biggest lead since that date with a 4.4 percentage point advantage over closest challenger Columbia. It also ensured Polydor took the crown for the half year with 8.5%, though here it faced a much closer battle here with the Sony company, which captured 7.7%.

Polydor's performance — which included its best albums showing since *MW* started running the market shares in this form four years ago — was headed by Boyzone, whose *By Request* was the quarter's biggest artist album. It sold nearly 653,000 units in the period — an impressive figure, but even more remarkable since that total was reached in just four weeks. The first week's sales alone totalled 329,000 units, more than the rest of that chart's Top 20 put together.

It was Polydor again at number two for the quarter, this time with Abba's *Gold* — greatest hits, which was originally released and topped the chart seven years ago. The half a million-plus sales notched up in this quarter have now ensured its place as one of the year's biggest sellers.

Lucian Grange's team also scored with albums by the Cardigans (15th) with *Gran Turismo*, Boyzone again (35th) with *Where We Belong* and Shed Seven (43rd) with *Going For Gold*, putting it ahead of second-placed Columbia, whose representatives account the quarter's 50 biggest artist



Boyzone: impressive sales feat

albums were Lauryn Hill's *The Miseducation Of 17th* and The Offspring's *American* (25th). The Sony company's 6.7% for quarter two owed much to the compilations sector, with *Cued to Watch Girls* By and Dawson's Creek soundtrack between them accounting for more than 200,000 sales.

In the first quarter, Columbia achieved what no other company had managed in four years by knocking Virgin from the top spot of the company albums league table. Its share declined slightly between April and June, but that was still enough to push Virgin down to third place for both the half year and second quarter. In contrast to Polydor enjoying its best albums showing this year, Virgin's 6.2% quarterly share is its lowest since *MW* started running the figures in their present form.

Virgin's declining presence in the market share rankings — where it registered 6.7% for the half year — has been occurring on two fronts this year. On artist albums, it managed just two appearances in the second quarter's Top 50 with Chemical Brothers' *Surrender* (20th) and Van Morrison's *Back On Top* (37th), but perhaps more tellingly it is having a tough time in compilations, one of its traditional areas of strength, where its only entry in the same period's Top 10 was its share in the top seller *Now! 42*.

The recalculated figures for EMI/Chrysalis, meanwhile, which combined the previously

separate EMI UK and Chrysalis for the first time with other additions (see singles commentary later), gave it fourth place for the half year with 6.1%.

Two months ago WEA was on a roll with two of the quarter's top five artist albums from *Catatan* and *Madonna*. It was unable to quite match that this time, but its 6.0% half-year share was good enough for fifth place, where it finished one place ahead of sister company East West for the half year.

Warner's impressive performance with WEA and East West during the first half of 1999 was outshone, however, by that of Universal, three of whose frontline operations were among the top 10 performing companies. Polydor led the way at the top, with Mercury (4.6%) and Universal Music TV (4.6%) finishing joint eighth. Despite the much-documented upheaval resulting from Seagram's acquisition of PolyGram, Universal now appears to be in good health, and is likely to lead the corporate album rankings for the rest of the year.

Universal's album share for the half year was 25.1%, a comfortable 10.7 percentage points ahead of runner-up Sony Music.

Universal also led the way in distribution for the half year with 23.9%, though the Ten joint venture between Sony and Warner is set to pose a strong challenge to the former's Milton Keynes operation. With Ten only up and running several weeks into this year's second quarter, it has yet to make its full impact on the market share figures. Registering third for the half-year, it was beaten into second place by EMI with 18.9%.

After all the uncertainty last year arising from mergers, takeovers and high-profile exits, corporate affairs have largely started to settle down this year. Conversely, however, the opposite has happened in the once Virgin-dominated album market shares. With three leaders in as many quarters, it is extremely difficult to predict the outcomes for the rest of the year.

Paul Williams

TOP ARTIST ALBUMS Q2

- 1 BY REQUEST Boyzone (Polydor)
- 2 GOLD - GREATEST HITS Abba (Polydor)
- 3 PERFORMANCE & COCKTAILS Stereophonics (V2)
- 4 THE HUSH TEXAS (Mercury)
- 5 COME ON OVER Shania Twain (Mercury)
- 6 TALK ON CORNERS The Corrs (Atlantic)
- 7 EQUALLY CURSED AND BLESSED Catatan (Blanco Y Negro)
- 8 YOU'VE COME A LONG WAY, BABY Fatboy Slim (Skint)
- 9 SYNCRONIZED Jamiroquai (Sony S2)
- 10 FORGIVEN, NOT FORGOTTEN The Corrs (Atlantic)

TOP PRODUCERS Q2

- 1 HEDGES/MAC/HARDING/ABSOLUTE/LIPSON/WRIGHT
- 2 ANDERSSON/LJALVEUS/ANDERSON
- 3 BIRD & BUSH
- 4 MAC/BOLLERHOUSE/BOYS/RAE & CHRISTIAN
- 5 LANGE
- 6 LIEBER/FOSTER/CORR/PEARSON/NOVELLS/STEINBERG/BALLARD
- 7 TOMMY D/CATATANIA
- 8 FATBOY SLIM
- 9 STONE/KAY
- 10 FOSTER CORR

TOP COMPILATIONS Q2

- 1 NOW THAT'S WHAT I CALL MUSIC! 42 (EMI/Virgin/Universal)
- 2 TRANCE ANATOMY (MoS)
- 3 KISS CLUBLIFE (Universal)
- 4 NEW HITS 99 (Warner/epic/Global TV/Sony TV)
- 5 CLUBBERS GUIDE TO IBIZA - SUMMER '99 (MoS)
- 6 MUSIC TO WATCH GIRLS BY (Columbia)
- 7 DEEPER - EUPHORIA (Teletar TV)
- 8 QUEER AS FOLK (Aimhigh)
- 9 TOP OF THE POPS '99 - VOLUME ONE (Universal TV)
- 10 NOTTING HILL (OST) (Island)

RETAIL FOCUS: ZHIVAGO

by Karen Faux

According to Zhivago owner Des Hubbard, having five stores within a five-mile radius of each other is a great advantage when it comes to monitoring stock and maximising sales. "All our shops are computer-networked and we can get immediate updates on what's selling," he says. "Essentially it means I can be in five different places at once."

Zhivago has been established in Galway, Ireland for 29 years and its close grouping of stores caters for a wide cross-section of customers. Between them, the five branches provide more than 125,000 different product lines, with an emphasis on traditional Irish music and folk. "Galway is a big tourist town and there are a lot of things going on during the summer to bring people here," says Hubbard. "We have just seen more than 100,000 people for the two-week art festival and next week there's the Galway Races. This is also a very young city with around 15,000 students."

This year the priority has been to refit the stores, changing from metal fixtures and fittings to wooden ones. The chain has also



Zhivago monitoring sales across five stores

put in a new computer system purchased from Dublin-based company TRC. "In line with this we are expanding complementary product lines outside music," says Hubbard. "Playstation games are becoming more important and we have concentrated on developing them in our Eyre Square store.

They help to bring in young customers who we intend to convert into CD customers as they get older."

Big-selling releases in recent weeks across all the stores have included albums from Boyzone and Shania Twain, while Westlife's single benefited from an in-store

ZHIVAGO'S ROOTS TOP 10

1. Tears Of Stone The Chieftans (BMG)
2. Doer's Frank Patterson & John McCormack (RTE)
3. How The West Was Won De Danann (Ritz Music Group)
4. Best Of Dolores Keane (Dara)
5. Elst Various (Dara)
6. Release: Vol 2 Afro Celt Sound System (RealWorld)
7. No Stranger Sean Keane (Gracvive)
8. The Collection Luke Kelly (Outlet)
9. Visions Of Ireland Michael & Elish (own label)
10. Celtic Moods Various (Dolphin)

PA on the day it was released. "We do very well with chart music and dance sells fairly well here although generally speaking it's not as big as it is in the UK," says Hubbard. "We don't focus on it too heavily as we see its sales as being relatively short-term."

On the specialist side, Hubbard reports that Welsh singer David Gray is very popular and fans recently turned up in force when he appeared in-store to receive a platinum disc for his fourth album.

"We've also done PAs for Ocean Colour Scene and Kristin Hirsch which were very successful," says Hubbard. "We are in a post-Christianised zone so we tend to spill outside the shop for them."

Next year the chain will be celebrating its 30th birthday and moving ahead with expansion plans. "We have a couple of towns potentially earmarked and we have had requests for franchises which we are seriously considering," says Hubbard. "We reckon the year 2000 will be big for us."

IN-STORE NEXT WEEK (from 2/8/99)



Windows - Universal campaign with two CDs for £20; **In-store** - Beach Boys, La Bottine Soudiere; **Press ads** - Stibelus, Machinehead, La Bottine Soudiere, Beach Boys



Singles - Chemical Brothers, Phats & Small, Travis, Basement Jaxx, Fierce, Eminem, Eclipse, Ellie Campbell; **Albums** - Groove Armada, Summer Dance Anthems, Elvis Costello, Basement Jaxx; **In-store** - full to mid-price promotion



In-store - Now Millennium promotion with two CDs for £22, Sliding Doors, BBC Comedy Greats, Eric Halliwell, City Of Angels, three CDs for the price of two on Boots exclusive range



In-store - campaign with CDs at £6.99 including Cocteau Twins, Jarryd B, Red Snapper, The Pixies; **In-store display boards** - Public Enemy, DJ Pogo, Madda Rose, V-Twin, Klatchi, Quannum



Singles - Basement Jaxx, Chemical Brothers, Phats & Small; **Windows** -

Eminem, Fierce, Eclipse, Travis, Gay Dad, Planet Perfecto; **In-store** - sale, Fierce, Gangstar, Clubbers' Guide To Ibiza, Ibiza Album 99; **Press ads** - Shaak, Fierce, Phats & Small, Basement Jaxx, Planet Perfecto, Space Raiders, Catapilla



Album - Now!43; **In-store** - Star Wars, Shania Twain; **Listening posts** - Chillout Album 2, Crazy



Album - MVC exclusive Bright Lights sampler for £3.99 with money-off vouchers; **Windows** - Best Ibiza Anthems; **In-store** - Bob Marley, three videos for £15; **Listening posts** - Arctic Camera, Gangstar, Groove Armada, Bright Lights Sampler, Alison Krauss



Singles - Blackstreet, Basement Jaxx, Chemical Brothers, Eminem, Travis, Albums - Roxy Music, Aztec; **Videos** - Star Trek, Wiggles Big Red Car



Albums - Gatecrasher, Semisonic, Sontiti Politti, Elvis Costello; **Windows** - Eminem, Chillout Album 2, Basement Jaxx, Phats & Small



Selecta listening posts - Feeder, Big Country, Astrid, Doves, Goo Go Go Dols; **Mojo recommended retailers** - Stockridge, Chart Busters USA, Average White Band, Goo Go Go Dols, Masters Of Reality, Magna Carta



V99, sale with CDs, books and videos from £3.99; **Press ads** - BBC Proms 99, summer sale, Eric Halliwell, Austin Powers



Singles - Eclipse, Jay Dad, Chemical Brothers; **Windows** - sale, Gatecrasher; **Wet**, Ministry Of Sound Trace; **In-store** - Elvis Costello, Notting Hill, Destiny's Child, Basement Jaxx; **Press ads** - Pavment, Feeder, Super Furry Animals



WHS Smith Album - Now! 43; **In-store** - Star Wars; **Listening posts** - Shania Twain, Crazy



Single - Fierce; **Album** - Summer Dance Anthems; **In-store** - Ronan Keating, Elvis Costello, Fierce; **Press ads** - Austin Powers 2, Notting Hill, Basement Jaxx

ON THE SHELF

HAN DE WHYTELL, owner, Crash, Leeds

Although business is comparatively quiet at the moment it only takes one or two really strong releases to give the week a lift. As expected, Belle & Sebastian's Tigermilk has done the job for us and our 3mV rep provided a nice touch with special Belle & Sebastian carrier bags. Any bonus like a bag or free poster goes a long way with fans and we are always pestering reps for kind of thing.

There has also been a lot of talkers for the new album from Clam Abuse, through Pinnacle. They are doing a signing session here tomorrow, before their gig in Leeds, and we are expecting a lot of people through our doors. Our PAs generally have been going from strength to strength. We recently did a session for the Backyard Babies and had more than 100 people turn up. We placed an ad in Kerrang! to publicise the event and put posters up in the shop but it seemed some people had heard about it through the internet.

Although we are primarily an indie and dance shop we are currently doing well with some very mainstream releases. We have been amazed at how well Ricky Martin's single has sold and we find that if we put chart releases like this in the window they put in passing trade.

In our dance department we have been selling a lot of Harry 'Choo Choo' Romero's Hazin' And Phazin' on US label Subliminal. This is a test pressing and prospects look good for when it is released officially through Defective. We've sold more than 50 copies of the new Bad Company single, on Prototype, which isn't at all bad for this time of year.

After a slow start, ticket sales are now beginning to pick up for the Leeds 99 festival at the end of August. I'll be there and I am particularly looking forward to seeing The Offspring, Red Hot Chili Peppers, The Flaming Lips and Beth Orton."



ON THE ROAD

DAVE FINCH, Pinnacle rep for the Midlands

"I am glad to see Creation Records come back into the fold. All the label's back catalogue product has been going into our warehouse over the past couple of weeks and we're now ready to roll with it. Although new release business is generally quiet, we are extremely busy with catalogue sales and we always have a lot to talk to stores about.

The Clam Abuse album Stop Thinking has been a big success this week. The band they have been hard at work on the promotional trail, doing PAs in stores all over the country. All my accounts have supported the album well and it is giving good return on standing out in the Another rock act currently featuring Ginger from The Wildhearts and the fact that they recently did a live show at Friday programme has given sales a boost. At the moment I'm talking up the forthcoming Jethro Tull album and everyone seems pretty keen on it. Although it's a good

few years since they did an album they have a very loyal fanbase. On August 9 we've got the Skip Spence tribute album which includes tracks from Robert Plant, Tom Waits, Beck and Robyn Hitchcock. This is shaping up to be a pretty important release.

Groove Armada's single At The River is looking good for next week. It has had tremendous radio backing and loads of pre-release interest. We are also hoping for strong results with Edd Reader's duet with Big Country, which has been picking up a lot of airplay at Radio Two.

We are continuing to get very good results from our Selecta listening posts, and now have a waiting list of stores which want to take them on. They really do make a difference to sales and customers value them for exposing them to things they might not otherwise hear. This week DJ Hypo, Goo Go Dols, Breathless and Fastball are featured."

SINGLE of the week

THE DIVINE COMEDY: The Pop Singer's Fear Of The Pollen Count (Setanta SETCD4070). Never one to take the obvious route, Divine Comedy malmisan

Neil Hannon conjures up his own anthem for the summer by singing about his personal battle with hayfever. It really is vintage Divine Comedy with its weeping strings and double-entendres - but in more ways than one, as it is a re-recorded track from the group's first album. It ushers in their first best of - likely to be one of the best of the year - and marks their departure from Setanta.



rapper's recent UK visit has ensured a high media profile. It is listed at Radio One. **LAMB: Softly (Mercury LAMCD7).** Lamb return to form with a beautiful, gentle melody backing Louisa Rhodes' vocals. A double-bass rhythm adds character to a song that could be a surprise hit. Mixes come from Red Snapper, Bola and Phoket. **ASWAD: Follow 99 (Ark 21 LC00309).** Aswad release another slice of sunshine-filled reggae as a teaser for their fifth album *Roots Revival*. Follow 99 is a light love song with all the usual harmonies and horn lines, and has been Blisted by Radio Two.

LLAMA FARMERS: Yellow (Baggins Banquet BBG3338CD). Huge favourites on the indie scene, Llama Farmers' third single from their *Dead Deater* Chorus album is a mellow offering - and their least Nirvana-sounding number. Hooked around a deliciously mumbled chorus, it is a further example of their potential.

BILLY RAY MARTIN: Money (React REACTCD129). The club diva returns with this uplifting melodic house track - produced by ex-Grid man Dave Ball - which combines bouancy commercial house with a summer flavour. The respectful club mixes come from Deep Dish and Chicago.

THE CLINT BOON EXPERIENCE: You Can't Keep A Good Man Down (Artful CDARTFUL31). It has been said before, but Clint Boon's post-inspirals inclination really is surprisingly good. This infectious, disco-ish stomp could easily be a hit if radio picks up on it. It has received a Blisting at Xfm. **GIUWINE: Same Ol' G (Epic XPCD2374).** Giuwine supplies more of his trademark vocals over a Timbaland-produced R&B beauty. Smooth as ever, the beats roll with lots of expectedly unexpected noises in the mix. Taken from the *D* Doublet soundtrack. Same Ol' G should see Giuwine on your list for his fits. UK hit.

QUEEN ADRENIA: Cold Fish, Yesterday's Hymn (Blanco Y Negro/WEA NEG1189CD). Out of the ashes of Daisy Chainsaw comes Queen Adrenia, made up of Katie Jane Garside and Crispin Gray. Cold Fish is a storming guitar-based tune that scores and delights, while Yesterday's Hymn is a brooding, introspective chart. Great stuff. **MAXIM: My Web EP. (XL Recordings XLS108CD).** The Prodigy member's first solo release is a brooding piece of breakout experimentation with dense atmospherics and snarled vocals. Despite being ineligible for the charts, it is likely to be welcomed by product-starved Prodigy

MARY J BLIGE: It's That I Can Say (MCA MESPMD0215). Judging by the response at Capital Radio's recent Party In The Park, this laidback, soulful track has all the makings of yet another hit. Written and produced by Lauryn Hill, it is taken from Blige's excellent fourth album *Mary*, to be released on August 16. It has already been listed at Radio One.

ALBUM of the week

RICO: Sanctuary Medicines (Chrysalis 490632). Scotland's Rico is establishing himself as one of the UK's most intense live acts on his

current tour. His debut album manages to transfer this energy on to CD, with vocals which sound like they are going through a megaphone and tracks which culminate in resounding crescendos. Standout songs are *Black Limo* with its anthemic chorus, the gloriously abusive *This + That* and *Shave Your Head* with its biting lyricism. Undoubtedly one of the most promising rock releases of the year.



fans, and should set the stage for his November-released debut solo album. **NOORA: Need You (WEA217CDJ2).** After being signed to Warner in Norway, Noora's maternal impressed UK production crew Blacksmith so much they decided to get involved with the project. The result is a fine R&B debut that should win her fans. **GT EXPRESS: Baby Don't Stop (Slip N'Slide SLIP 90).** Quality house stalwarts Terry Hunter and George Porgie aka GT Express deliver a floor-filling slice of boogie. With a variety of disco-horn lines, this promises to cross over, having already scored airplay on London's Kiss 100.

FEEDER: Yesterday Went Too Soon (Echo ECHD79). After the Top 30 success of the riveting *Insomnia*, Feeder receive the tempo for the third single from their forthcoming debut album. Unfortunately this ends up as a kind of sub-Oasis pastiche. However, the band have a strong following and the Top 40 entry is almost a certainty. **BILLY CRAWFORD: Mary Lopez (V2 VVRS009503).** Despite possessing a natural flair for performing and songwriting capabilities, why beyond those of the average 16-year-old, Crawford has so far been given a firm thumbs-down by UK pop fans, despite strong media interest. This single could exploit the current mania for latin-themed pop, and has been Radio Two Blisted.

BREAKBEAT EAR: Ultra Obsceno (XL Recordings XLS107CD). After cracking the Top 40 last July with their self-titled debut single, *Di, Die, Roni Size* and vocalist Lennie Laws have kept their heads down bar the old *Di*-only single. They now unleash this fierce drum & bass tune which will not disappoint fans of the genre, and should fuel expectation for their upcoming album. Radio One has given it a C-listing. **ARCHIVE: You Make Me Feel (Independents ISOMZ2).** Archive's sweet vocals collide with a wall of fuzzy bass and mile-high drums on Archive's debut, which is made a little more accessible by top-notch mixes from Salt City Orchestra and Red Snapper. August tour dates include V99 and Plymouth's Total Eclipse festival. **ADD N TO (X): Revenge Of The Prince Regent (Mute CDMUTE 231).** Taken from the album *Avant Hard*, this single demonstrates Add N To (X)'s skill for making dry analogue electronics. Also included in

this non-char-eligible package is the X-rated video for *Metal Fingers in My Body*.

ALBUM reviews

VARIOUS: Cafe Del Mar Vol.6 (Manifesto 6644612). As the flood of slick mix CDs continues, José Padilla returns with his annual chillout selection. It includes

haunting Asian vibes from Talvin Singh and laidback soul from Rae & Christian alongside less successful ambient excursions. **CYCLEFY: Generation Sap (Radioactive RARD11930).** Weaving between meditative rock and grunge, Ireland's Cyclefy could almost pass as the angry big brother of Placebo. Having built a strong live following on both sides of the Atlantic, Generation Sap looks likely to reach the Top 40.

JOEY MCINTYRE: Stay The Same (Columbia 4940802). The pop revival in the US has encouraged this former New Kid On The Block to return with a collection of slick uptempo cuts and AOR-style ballads. If it wasn't for his past, programmers would find much of this material impossible to resist, but ultimately it is not as exciting as fellow ex-NKOTB member Jordan Knight's forthcoming work.

MACHINE HEAD: The Burning Red (Roadrunner RB855-2). Sounding like a US version of German techno rockers Ramstein, four-piece Machine Head do passable thrash metal with this, their third album. It features manic drumming and grinding guitars, while singer/guitarist Robert Flynn provides searing vocals.

VARIOUS: More Oar: A Tribute To The Skip Spence Album (Jericcho CHOC603). This reworking of the 1969 solo album by Jefferson Airplane founder Skip Spence was intended to provide fans with CD-era hard-rock, who had fallen on hard times. He sadly died several months ago, but the publicity surrounding his death has raised his profile. Artists featured on this fine tribute include Robert Plant, Tom Waits and Beck.

Hear new releases

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

This week's reviewers: **Dugald Baird, Michael Byrne, Hamish Chan, Chris Finan, Tom Fitzgerald, Ollie Furniss, Simon Harper, Stephen Jones, Sophie Moss, Simon Ward, Paul Williams and Martin Worcester.**



Pos	Title	Artist (Producer/Publisher)	Label/Cat/Cass (Distributor)
1	LIVIN' LA VIDA LOCA	Ricky Martin (Chick Corea)/Warner-Chappell/MCA-PolyGram (Rosa/Chet)	Columbia 667805/667504 (TEN)
2	IF YA GETTIN' DOWN	RCA 742188052/7432188959 (BMG)	RCA 742188052/7432188959 (BMG)
3	LOVE'S GOT A HOLD ON MY HEART	En Vogue (Ivanhoe Plunkett/Parade)	Capitol 051307/051304 (P)
4	BETTER OFF ALONE	Positive (CDD) 1137/1133 (E)	Positive (CDD) 1137/1133 (E)
5	SPIN (TILL I COME)	Sound Of Mystery (MCA/Universal)	MCA 667982/667984 (E)
6	MY LOVE IS YOUR LOVE	Arista 7427827/4278472684 (BMG)	Arista 7427827/4278472684 (BMG)
7	BOOM, BOOM, BOOM, BOOM!	Positive CD/TVS 114/TVS 114 (E)	Positive CD/TVS 114/TVS 114 (E)
8	WILD WILD WEST	Mercury 667982/667984 (E)	Mercury 667982/667984 (E)
9	SYNTH & STRINGS	Manhattan/Mercury (Mercury)	Manhattan/Mercury (Mercury)
10	LOVESTRUCK	Virgin VSCDT 173/VS 1737 (E)	Virgin VSCDT 173/VS 1737 (E)
11	SOMETIMES	Jive 052302/052304 (P)	Jive 052302/052304 (P)
12	BILLS, BILLS, BILLS	Columbia 667980/667980-A (TEN)	Columbia 667980/667980-A (TEN)
13	THAT DON'T IMPRESS ME MUCH	Mercury 670802/670804 (U)	Mercury 670802/670804 (U)
14	IF YOU HAD MY LOVE	Columbia 667575/667574 (TEN)	Columbia 667575/667574 (TEN)
15	KNOW WHAT YOU WANT...	Parlophone CD/R 6623/CDR 6623 (E)	Parlophone CD/R 6623/CDR 6623 (E)
16	BRING IT ALL BACK	Polydor 591092/591084 (U)	Polydor 591092/591084 (U)
17	FEELING IT	MCA/UMG 53/CA/UMG 53 (TEN)	MCA/UMG 53/CA/UMG 53 (TEN)
18	BEAUTIFUL STRANGER	Maverick/Warner Bros W 4850/W 495C (TEN)	Maverick/Warner Bros W 4850/W 495C (TEN)
19	SHE	Mercury MERCSD 52/MERCSD 52 (U)	Mercury MERCSD 52/MERCSD 52 (U)
20	YOU DO EVER THINK	Jive 052301/052304 (P)	Jive 052301/052304 (P)
21	SECRET SMILE	MCA MCSTD 402/MCSC 4020 (U)	MCA MCSTD 402/MCSC 4020 (U)
22	I KNOW WHAT I'M HERE FOR	Mercury JIMD 22/JIMD 22 (U)	Mercury JIMD 22/JIMD 22 (U)
23	TO BE IN LOVE	Defected Defect CD/TVS 21/DEFECT 3	Defected Defect CD/TVS 21/DEFECT 3
24	ALL STAR	Interstate/Polygram 4871/82/4870 (U)	Interstate/Polygram 4871/82/4870 (U)
25	SEPTEMBER 9	Incredible INCR 24/INCR 24M (TEN)	Incredible INCR 24/INCR 24M (TEN)
26	WITHOUT LOVE	5th Avenue/Manifesto FESDD 57/FESMC 57 (U)	5th Avenue/Manifesto FESDD 57/FESMC 57 (U)
27	VIVA LA RADIO	Polydor 56291/562844 (U)	Polydor 56291/562844 (U)
28	GOURYEYA	Cofe Blue BLU 001/BLU 001C (TEN)	Cofe Blue BLU 001/BLU 001C (TEN)
29	GREATEST DAY	Parlophone Rhythm Series CD/RHYTH 22/CD/RHYTH 22 (E)	Parlophone Rhythm Series CD/RHYTH 22/CD/RHYTH 22 (E)
30	NO PIGDONS	Spooky (Dance) Various Westpac Pacific (E)	Spooky (Dance) Various Westpac Pacific (E)
31	BREATHE AGAIN	Polydor 571362/571364 (U)	Polydor 571362/571364 (U)
32	COFFEE + TV	Food/Panophone FODD005 1227/FOD 122 (E)	Food/Panophone FODD005 1227/FOD 122 (E)
33	SWEET LIKE CHOCOLATE	Chocolate Boy/Pepper 66306/66307 (P)	Chocolate Boy/Pepper 66306/66307 (P)
34	I WANT IT THAT WAY	Jive 052323/052324 (P)	Jive 052323/052324 (P)
35	HANGING AROUND	Stockholm/Polygram 512/512A (U)	Stockholm/Polygram 512/512A (U)
36	DO	Parlophone Rhythm Series CD/RHYTH 21/CD/RHYTH 21 (E)	Parlophone Rhythm Series CD/RHYTH 21/CD/RHYTH 21 (E)
37	BE THE FIRST TO BELIEVE	Byrnie/Bloody (Columbia)	Byrnie/Bloody (Columbia)

Pos	Title	Artist (Producer/Publisher)	Label/Cat/Cass (Distributor)
38	SO PURE	Maverick/Warner Bros W 492C/W 492C (TEN)	Maverick/Warner Bros W 492C/W 492C (TEN)
39	THE ANIMAL SONG	Columbia 667585/667584 (TEN)	Columbia 667585/667584 (TEN)
40	KISS ME	Elektra E 3795/CD 3795 (TEN)	Elektra E 3795/CD 3795 (TEN)
41	GROOVELINE	Sound Of Mystery (MCA/Universal)	MCA 667982/667984 (E)
42	EVERYTHING IS EVERYTHING	Columbia 667545/667544 (TEN)	Columbia 667545/667544 (TEN)
43	LONDIUM	Virgin VSCDT 173/VS 1737 (E)	Virgin VSCDT 173/VS 1737 (E)
44	WORD UP	Melanie G (Timbaland/MCA-PolyGram)	Melanie G (Timbaland/MCA-PolyGram)
45	DOOH!	Virgin VSCDT 173/VS 1737 (E)	Virgin VSCDT 173/VS 1737 (E)
46	TINSETTOWN TO THE BOOGIEDOWN	Mercury 667982/667984 (E)	Mercury 667982/667984 (E)
47	HEY BOY HEY GIRL	Virgin GMSD 8/CHMS 8 (E)	Virgin GMSD 8/CHMS 8 (E)
48	EVERYBODY'S FREE (TO WEAR SUNSCREEN)	Mercury 667982/667984 (E)	Mercury 667982/667984 (E)
49	IT'S OVER NOW	Mercury 667982/667984 (E)	Mercury 667982/667984 (E)
50	YOU NEEDED ME	Polydor 56293/56292 (U)	Polydor 56293/56292 (U)
51	TEARIN' UP MY HEART	Northwestside/Arista 743218802/743218804 (E)	Northwestside/Arista 743218802/743218804 (E)
52	FROM THE HEART	Northwestside/Arista 743218802/743218804 (E)	Northwestside/Arista 743218802/743218804 (E)
53	TSUNAMI	Epic 667415/667414 (TEN)	Epic 667415/667414 (TEN)
54	LOST IN THE TRANSLATION	Widlar CD/WL 25/CA/WL 25 (TEN)	Widlar CD/WL 25/CA/WL 25 (TEN)
55	UNO MAS	RCA R2CD 328/R2CD 328 (R/C/D)	RCA R2CD 328/R2CD 328 (R/C/D)
56	DOH LA LA	Wall Of Sound WALLD 038X/WALLS 038X (U)	Wall Of Sound WALLD 038X/WALLS 038X (U)
57	LOOK AT ME	Epic 667415/667414 (TEN)	Epic 667415/667414 (TEN)
58	SUNSHINE DAY	MCA MCSD 402/MCSC 4020 (E)	MCA MCSD 402/MCSC 4020 (E)
59	NOBODY ELSE	RCA 743218802/743218804 (E)	RCA 743218802/743218804 (E)
60	NO SCRIBS	LaFace/Arista 743218802/743218804 (E)	LaFace/Arista 743218802/743218804 (E)
61	STRONGER	RCA 743218802/743218804 (E)	RCA 743218802/743218804 (E)
62	LOUIE LOUIE	Infinite CD/FIN 12/CD/FIN 12 (M/V)	Infinite CD/FIN 12/CD/FIN 12 (M/V)
63	WHAT IS IT	Epic 667415/667414 (TEN)	Epic 667415/667414 (TEN)
64	SWEEP SENSATION	WEA WEA 218C/218 (U)	WEA WEA 218C/218 (U)
65	CANNED HEAT	Sony 52 667202/667204 (U)	Sony 52 667202/667204 (U)
66	COMING ON STRONG	Tidy Trax (A&T)	Tidy Trax (A&T)
67	BODYROCK	Mute LCDMTE 225 (U)	Mute LCDMTE 225 (U)
68	SHE'S IN FASHION	Nude NU 44CD/NU 44MC (M/V)	Nude NU 44CD/NU 44MC (M/V)
69	SALTWATER	Arava XTRAV 120X/CDXTRAV 120 (M/V)	Arava XTRAV 120X/CDXTRAV 120 (M/V)
70	IT'S ALL ABOUT YOU	Innocent STDT 337C 3 (E)	Innocent STDT 337C 3 (E)
71	GET READY	Puff Daddy/Arista 743218802/743218804 (E)	Puff Daddy/Arista 743218802/743218804 (E)
72	LET'S GET IT ON	Mercury 667982/667984 (E)	Mercury 667982/667984 (E)
73	ALL OR NOTHING	WEA WEA 212C/WEA 212C (TEN)	WEA WEA 212C/WEA 212C (TEN)
74	PINK	Columbia 667534/667534 (TEN)	Columbia 667534/667534 (TEN)
75	THERE'S YOUR PROBLE	Epic 667516/667516 (TEN)	Epic 667516/667516 (TEN)

As used by Top Of The Pops and Radio One

Out 2nd August
On 2 X CD and 12"
Blu004cd/1cd/2t
Blu 004cd/1cd/2t
99



soundtrack album includes
madonna's "beautiful stranger"
and mel g's "word up"

31 JULY 1999

CHART COMMENTARY

by ALAN JONES

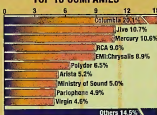


For the second time in three weeks, Ricky Martin comes from behind to retain the number one slot. Livin' La Vida Loca chased behind Steps' Love's Got A Hold On My Heart a fortnight ago before finishing up number one by a emphatic margin, and spent much of last week trailing up to 6,000 sales before moving five's If Ya Gettin' Down, sales being ahead at the end, eventually selling nearly 96,700 copies of Vida Loca in the week, compared with the \$2,800 tally of Gettin' Down.

Livin' La Vida Loca is the first single to spend three weeks at number one this year, the last record to survive more than a fortnight at the top being Cher's Believe at the end of last year. Livin' La Vida Loca has now sold more than 353,000 copies, making it the 24th biggest seller of the year. Meanwhile, even though Shanks & Bigfoot's Sweet Like Chocolate sold in excess of 7,000 copies last week, it was enough for it to ease past both Boyzone's When The

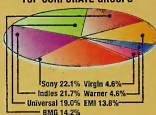
MARKET REPORT

TOP 10 COMPANIES

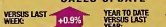


Figures shown for 10 companies by sales volume of the Top 75, and comprise gross share by % of total sales of the Top 75

TOP CORPORATE GROUPS

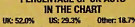


SALES UPDATE



Going Gets Tough and Mr Oizo's Flat Beat to move into second place in the year-to-date rankings, with sales of more than 668,000

PERCENTAGE OF UK ACTS IN THE CHART



to date, its tenure in that spot is likely to be short, however - Shamba Twain's That Don't Impress Me Much has sold 629,000 copies,

runners-up position last September with Everybody Get Up and in November, when Until The Time Is Through was one of several records to fail to unseat Cher's Believe during the latter record's seven-week reign at number one. The fact that If Ya Gettin' Down was priced at £3.99 probably cost Five their first number one, as many cash-strapped kids would have had to decide which of the two CDs of the single to buy, rather than both.

including 28,000 last week, while ATB's 9PM Till I Come has raced to 623,000 in five weeks, and sold nearly 50,000 copies last week. At this price, ATB should be in second place in a little more than a week. Veterans on parade this week include Scritti Politti and two former Stiff acts who return with their biggest new hits since 1983. Madness retook the Top 10 with their first 16 releases for the label, the last time being in 1983 with The Sun And The Rain. Their only appearance in the Top 10 since came in 1992, when It Must Be Love was re-released, but they return to the upper echelon this week, debuting at number 10 with Lovestruck. By contrast, Enis Costello had just one hit for Stiff - Watching The Detectives - before moving to Radar. Costello last made the Top 20 in 1983, posing as the Imposter on the number 16 hit Pills And Soap. He returns to the Top 20 for the first time since then with his cover of Charles Aznavour's She.

INDEPENDENT SINGLES

This Week	Last Week	Title	Artist	Label (distributors)
1	1	LOVE'S GOT A HOLD ON MY HEART	Steps	EMI/Jive 061872 (P)
2	NEW	DID YOU EVER THINK	R Kelly	Jive 062312 (P)
3	2	SOMETIMES	Britney Spears	Jive 062322 (P)
4	6	I WANT IT THAT WAY	Backstreet Boys	Jive 062332 (P)
5	4	SWEET LIKE CHOCOLATE	Shanks & Bigfoot	Pepper 063132 (P)
6	NEW	WHAT IT IS	Freddy Fresh	Eye-Q EYEQU 0430CX (V)
7	NEW	COMING ON STRONG	Tidy Tinx TIDY 128 (ADD)	Tidy Tinx TIDY 128 (ADD)
8	3	BODYROCK	Moby	Ward LDCMUTE 225 (V)
9	NEW	LET'S GET IT ON	Red Venton	AATW CDGL08E 195 (P)
10	NEW	VOCO ME	Icon	Law Sense FUTURE522 (V)
11	5	The Soa Go Dalls	The Soa Go Dalls	Hollywood 010485 RWK (P)
12	NEW	DETOUR	Stu	Virgin WLU 101CD (V)
13	8	SHE'S IN FASHION	Suede	Nude NUD 4403 (DMV/P)
14	14	HERE WE GO	Freshers/Stars	Freshers/FM 19 (DMV/P)
15	14	OH LA LA	Wise Guys	Wall of Sound WALLD 330 (P)
16	NEW	STEP DANCE MEDLEY	Medley Maniacs	Chascone DACS1061 (CR)
17	15	DON'T STOP	ATB	Club Tools CLU 66426 (Import)
18	10	VP	Jungle Brothers	Gee Street/V2 GEE 500759 (DMV/P)
19	NEW	SHECAN	LSQ	Housj Cheems HOC040CX (V)
20	17	RED MAMA	Z'pac	Jive 062370 (P)

All charts © DCI

PEPSI Chart

This Week	Last Week	Title/Artist	Label	This Week	Last Week	Title/Artist	Label
1	1	LIVIN' LA VIDA LOCA	Backstreet Boys	21	20	FEEL GOOD	Peas & Great
2	2	LOVE'S GOT A HOLD ON MY HEART	Steps	22	NEW	SHE	Enis Costello
3	NEW	BETTER OFF ALONE	Dr. Jekyll	23	18	NO SCRIBES T.I.C.	Lefrancis
4	NEW	SPIN IT ALL	COMB ATB	24	NEW	YOU GET WHAT YOU GIVE	Blue Pacifics
5	NEW	MY LOVE IS YOUR LOVE	Shamba Twain	25	11	TO BE IN LOVE	Wally P. & The
6	7	BIG BOB	BIG BOB	26	16	FROM THE HEART	Andee Love
7	8	WILD WILD WEST	WILD WEST	27	23	BEST FRIEND	John Minton & Carol France
8	9	SYNTHY & STRINGS	synthdy	28	19	AS	George Michael/Mary J. Blige
9	10	LOVESTRUCK	Madness	29	10	I WANT IT THAT WAY	Backstreet Boys
10	11	BEAUTIFUL STRANGER	Madonna	30	12	TSUNAMI	Henry Street Productions
11	12	THAT DON'T IMPRESS	Shamba Twain	31	13	FEEL GOOD	Peas & Great
12	13	SOMETIMES	Britney Spears	32	14	SHE	Enis Costello
13	14	IF YOU HAD MY LOVE	Jennifer Lopez	33	15	NO SCRIBES T.I.C.	Lefrancis
14	15	BILLS, BILLS, BILLS	Dimitry Child	34	16	YOU GET WHAT YOU GIVE	Blue Pacifics
15	16	MISS ME	Aggro	35	17	TO BE IN LOVE	Wally P. & The
16	17	SECRET SMILE	Servant	36	18	DID YOU EVER THINK	Wally P. & The
17	18	WHEN YOU SAY NOTHING AT ALL	Backstreet Boys	37	19	FROM THE HEART	Andee Love
18	19	CANNED HEAT	Jazzanova	38	20	BEST FRIEND	John Minton & Carol France
19	20	SUMMER SON	Teena	39	21	AS	George Michael/Mary J. Blige
20	NEW	SUMMER SON	Teena	40	22	AS	George Michael/Mary J. Blige

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

Cooking—16th August
For a piece of pie call Liz at Castle Music
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TOP 75

31 JULY 1999

The Date	Title Artist	Label/CD (Distributor) Cass/Vinyl/MD
1	BY REQUEST *3 Polyder 5479924/5479946-1 (U) Benson (Wegman/Chris King) Adam/Adam/Sony/UMG	
2	RICKY MARTIN Ricky Martin (Dunhill) Columbia 4943660 (TEN) 4943621-1 (U)	
3	COME ON OVER *2 Mercury 1700812 (U) 1700814-1 (U)	
4	MY LOVE IS YOUR LOVE *3 Whitney Houston (Mercury) EMI 68723 (U) EMI 68723-1 (U)	
5	2001 GREAT-EST HITS *3 Alba (Anderson/Universal) Polyder 5170012 (U) 5170015-1 (U)	
6	THE PARTY ALBUM ● Vengaboys (Dunhill/Delmar) EMI 493247-1 (U)	
7	THE VERY BEST OF - CAPITOL REPRISE YEARS ● Dean Martin (Cap) EMI 495212-1 (U) EMI 495212-1 (U)	
8	SYNCHRONIZED Jehroon (Sire) Sony 5249572 (TEN) 496174/496174/496175 (U)	
9	THE MAN WHO ● Tommy (Arista/Warner) Interscope 5200425 (U) 5200425-1 (U)	
10	SURRENDER ● The Chemical Brothers (Virgin) XL 5200425 (U) 5200425-1 (U)	
11	BABY ONE MORE TIME ● Ricky Martin (Arista) VNR 3204345/VNR 3204345 (U)	
12	PERFORMANCE AND COCKTAILS *3 Shaggy (Arista) Mercury 5339722 (U) Mercury 5339722-1 (U)	
13	THE HUSH *3 Texas (Mercury) Atlantic 5339722 (U) Atlantic 5339722-1 (U)	
14	STEP ONE *4 Sade (Epic) Epic 519112/519114-1 (U) Epic 519112-1 (U)	
15	THE MISADVENTURE OF LAURYN HILL *2 Lauryn Hill (Jive) Arista 4989334/4989334-1 (U) Arista 4989334-1 (U)	
16	TALK ON CORNERS *3 Tina Turner (Arista) Atlantic 7610108/7610108-1 (U) Atlantic 7610108-1 (U)	
17	FEELING STRANGELY FINE Sensational (Mercury) MCA 11733 (U) MCA 11733-1 (U)	
18	RAY OF LIGHT *3 Madonna (Mercury) MCA 11733 (U) MCA 11733-1 (U)	
19	STAR WARS - THE ANTHEM ALBUM (OST) John Williams (Warner) Sony 6181615/6181615-1 (U) Sony 6181615-1 (U)	
20	ON THE 6 Jennifer Lopez (Arista) Columbia 4943024 (U) Columbia 4943024-1 (U)	
21	CALIFORNICATION ● Werner Bros 6302478/6302478-1 (U) Warner Bros 6302478-1 (U)	
22	LEGEND *3 Blair Ansell (Mercury) Mercury 5339722 (U) Mercury 5339722-1 (U)	
23	13 *3 Blair Ansell (Mercury) Mercury 5339722 (U) Mercury 5339722-1 (U)	
24	VOLARE - THE VERY BEST OF Gipsy Kings (Mercury) SONY 5249572 (U) SONY 5249572-1 (U)	
25	GRAN TURISMO *3 The Carpenters (Arista) Stockholms Peter 5058014 (U) Peter 5058014-1 (U)	

26	I'VE BEEN EXPECTING YOU *3 Robbie Williams (Chrysalis) Polyder 5479924/5479946-1 (U) Polyder 5479924-1 (U)
27	DEFINITELY MAYBE *6 Creedence Clearwater Revival (Cap) Epic 38182/EP 1881-1 (U)
28	THIS IS MY TRUTH TELL ME YOURS *3 Nanci Sinatra (Mercury) Epic 491703 (U) Epic 491703-1 (U)
29	MILLENNIUM ● Backstreet Boys (Mercury) Epic 491703 (U) Epic 491703-1 (U)
30	TIGERBLOOD ● Elliott Galt (Mercury) Jive 3204345 (U) Jive 3204345-1 (U)
31	EQUALITY AND BLESSED ● Catalonia (Tommy) Epic 491703 (U) Epic 491703-1 (U)
32	BLUE LINES *3 Blaise Bell (Mercury) Epic 491703 (U) Epic 491703-1 (U)
33	LADIES & GENTLEMEN - THE BEST OF *3 George Michael (Mercury) Epic 491703 (U) Epic 491703-1 (U)
34	FANMAIL ● Tina Turner (Arista) Atlantic 7610108/7610108-1 (U) Atlantic 7610108-1 (U)
35	YOU'VE COME A LONG WAY, BABY *3 Felix (Mercury) Epic 491703 (U) Epic 491703-1 (U)
36	BELIEVE *2 Remy (Mercury) Epic 491703 (U) Epic 491703-1 (U)
37	REMEDY *2 Benedict (Mercury) Epic 491703 (U) Epic 491703-1 (U)
38	FORGOTTEN, NOT FORGOTTEN *3 The Chemical Brothers (Virgin) XL 5200425 (U) 5200425-1 (U)
39	SIM SHADY Eminem (Aftermath) Interscope 5200425 (U) 5200425-1 (U)
40	LIFE THROUGH A LENS *3 Robert Williams (Chrysalis) Polyder 5479924/5479946-1 (U) Polyder 5479924-1 (U)
41	ON HOW LIFE IS Macy Gray (Sire) Epic 494222 (U) Epic 494222-1 (U)
42	PRODIGAL SONS The Prodigal Sons (Mercury) Epic 494222 (U) Epic 494222-1 (U)
43	BIG WIGGLE STYLE *3 The Prodigal Sons (Mercury) Epic 494222 (U) Epic 494222-1 (U)
44	VERTIGO The Prodigal Sons (Mercury) Epic 494222 (U) Epic 494222-1 (U)
45	THE END OF THE MIDDLE *3 The Prodigal Sons (Mercury) Epic 494222 (U) Epic 494222-1 (U)
46	UP *3 The Prodigal Sons (Mercury) Epic 494222 (U) Epic 494222-1 (U)
47	DIZZY UP THE GIRL The Prodigal Sons (Mercury) Epic 494222 (U) Epic 494222-1 (U)
48	MEZZANINE ● The Prodigal Sons (Mercury) Epic 494222 (U) Epic 494222-1 (U)
49	NEVERMINO *2 The Prodigal Sons (Mercury) Epic 494222 (U) Epic 494222-1 (U)
50	WORLD GETS AROUND *2 The Prodigal Sons (Mercury) Epic 494222 (U) Epic 494222-1 (U)
51	INTERNATIONAL VELVET *2 The Prodigal Sons (Mercury) Epic 494222 (U) Epic 494222-1 (U)

52	WIDE OPEN SPACE ● Deerhoof (Mercury) Epic 493842 (TEN) 493842-1 (U)
53	HEAD MUSIC ● Nude NUDE 140C (MD) NUDE 140C (MD) NUDE 140C (MD)
54	DOUBLE UP Mass (Mercury) Epic 493842 (TEN) 493842-1 (U)
55	THERE'S A POISON GUN IN MY PUBLIC ENEMY ● Tracy Chapman (Arista) Elektra 96572 (TEN) EMI 49124-1 (U)
56	LET'S TALK ABOUT LOVE *6 Colin D (Mercury) Epic 493842 (TEN) 493842-1 (U)
57	THE BEST OF VAN MORRISON ● Van Morrison (Mercury) Epic 493842 (TEN) 493842-1 (U)
58	GREATEST HITS ● Sade (Epic) Epic 493842 (TEN) 493842-1 (U)
59	SAVAGE GARDEN *2 Savage Garden (Epic) Columbia 4971612 (TEN) 4971612-1 (U)
60	SCHIZOPHON ● Chris Hillhall (Arista) EMI 5210092 (U) EMI 5210092-1 (U)
61	EXPANDER EP (Deconstruction) Arista 7432/16192 (BMC) Sista (Sista) Epic 493842 (TEN) 493842-1 (U)
62	MILES FROM HOME Pashley (Mercury) Island BMA PFA 12 (U) PFA 12 (U)
63	BIG CALM ● Marche (Mercury) Interscope 5200425 (U) 5200425-1 (U)
64	ON TO BLONDE *3 Texas (Mercury) Atlantic 5339722 (U) Atlantic 5339722-1 (U)
65	JAGGED LITTLE PILL *9 Alice In Chains (Mercury) Epic 491242 (TEN) 491242-1 (U)
66	SONGS FROM 'ALY MCBEAL' *3 The O'Jays (Arista) Epic 491242 (TEN) 491242-1 (U)
67	HITS *3 Phil Collins (Mercury) Epic 491242 (TEN) 491242-1 (U)
68	MY WAY - THE BEST OF *3 Frank Sinatra (Mercury) Epic 491242 (TEN) 491242-1 (U)
69	MAGIC HOUR ● Marilyn Carey (Mercury) Epic 491242 (TEN) 491242-1 (U)
70	MAGIC HOUR ● Marilyn Carey (Mercury) Epic 491242 (TEN) 491242-1 (U)
71	GUERRILLA Sade (Epic) Epic 493842 (TEN) 493842-1 (U)
72	ON A DAY LIKE TODAY *2 Bryan Adams (Mercury) Epic 491242 (TEN) 491242-1 (U)
73	THE IMMACULATE COLLECTION *3 Madonna (Mercury) Epic 493842 (TEN) 493842-1 (U)

NE Highest new entry HC Highest chart entry Sales increase * Sales increase 50% or more

TOP COMPILATIONS

The Date	Title Artist	Label/CD (Distributor) Cass/Vinyl/MD
1	NOW THAT'S WHAT I CALL MUSIC 43 EMI/Universal CDNOW 43/CDNOW 43 (MD) CDNOW 43 (U)	
2	BEST DANCE ALBUMS IN THE WORLD... EVER! 9 Virgin/EMI VTOCD 2510025 (U) 2510025-1 (U)	
3	MUSIC TO WATCH BY 13 Columbia SONY TV 62030/SONY 6702 (U) SONY 6702-1 (U)	
4	NOTHING HILL (OST) ● Interscope 5460723/5460724-1 (U) Interscope 5460723-1 (U)	
5	DAVE PEARCE PTS 40 CLASSIC DANCE ANTHEMS Universal TV 4413624/4413624-1 (U) Universal TV 4413624-1 (U)	
6	IBIZA 99 - THE YEAR OF TRANCE Global TV RACD 1303/RACD 1303 (MD) Global TV 1303 (U) Global TV 1303-1 (U)	
7	PETE TONK ESSENTIAL SELECTION - IBIZA 99 ● Mercury 5339722 (U) Mercury 5339722-1 (U)	
8	COUNTRY Sony TV/Universal TV 56462/56462-1 (U) Universal TV 56462-1 (U)	
9	FRESH HITS 99 Warner/epic/Global TV/Sony TV RACD 120/RACD 120 (U) Warner/epic/Global TV/Sony TV RACD 120/RACD 120-1 (U)	

10	ADRENALIN Telstar TV TVCD 3019/TVCD 3019-1 (TEN) Telstar TV 3019 (U) Telstar TV 3019-1 (U)
11	CLUB IBIZA Warner/epic/Global TV/Sony TV RACD 120/RACD 120 (U) Warner/epic/Global TV/Sony TV RACD 120/RACD 120-1 (U)
12	SALSA FEVER! Global Television RACD 120/RACD 120-1 (U) Global Television RACD 120/RACD 120-1 (U)
13	CLUBBERS GUIDE TO IBIZA - SUMMER '99 Ministry of Sound MCDSC 4/MCDSC 4-1 (U) Ministry of Sound MCDSC 4/MCDSC 4-1 (U)
14	AFRODISIAC Universal TV 56462/56462-1 (U) Universal TV 56462-1 (U)
15	THE CHILL OUT ALBUM - 2 Telstar TV TVCD 3019/TVCD 3019-1 (TEN) Telstar TV 3019 (U) Telstar TV 3019-1 (U)
16	DAWSON'S CREEK (OST) ● Columbia 4943624/4943624-1 (U) Columbia 4943624-1 (U)
17	THE BOX - DANCE HITS Universal TV 56462/56462-1 (U) Universal TV 56462-1 (U)
18	THE BEST TRANCE ANTHEMS... EVER! Mercury 5339722 (U) Mercury 5339722-1 (U)
19	AUSTIN POWERS - THE SPY WHO SHAGGED ME (OST) ● Warner Bros 3302478/3302478-1 (U) Warner Bros 3302478-1 (U)
20	PETE TONK ESSENTIAL SELECTION - IBIZA 99 Mercury 5339722 (U) Mercury 5339722-1 (U)

THE DATE	TITLE ARTIST	THE DATE	TITLE ARTIST
21	THE CHILL OUT ALBUM - 2 Telstar TV TVCD 3019/TVCD 3019-1 (TEN) Telstar TV 3019 (U) Telstar TV 3019-1 (U)	21	THE CHILL OUT ALBUM - 2 Telstar TV TVCD 3019/TVCD 3019-1 (TEN) Telstar TV 3019 (U) Telstar TV 3019-1 (U)
22	DAWSON'S CREEK (OST) ● Columbia 4943624/4943624-1 (U) Columbia 4943624-1 (U)	22	THE CHILL OUT ALBUM - 2 Telstar TV TVCD 3019/TVCD 3019-1 (TEN) Telstar TV 3019 (U) Telstar TV 3019-1 (U)
23	THE BOX - DANCE HITS Universal TV 56462/56462-1 (U) Universal TV 56462-1 (U)	23	THE CHILL OUT ALBUM - 2 Telstar TV TVCD 3019/TVCD 3019-1 (TEN) Telstar TV 3019 (U) Telstar TV 3019-1 (U)
24	THE BEST TRANCE ANTHEMS... EVER! Mercury 5339722 (U) Mercury 5339722-1 (U)	24	THE CHILL OUT ALBUM - 2 Telstar TV TVCD 3019/TVCD 3019-1 (TEN) Telstar TV 3019 (U) Telstar TV 3019-1 (U)
25	AUSTIN POWERS - THE SPY WHO SHAGGED ME (OST) ● Warner Bros 3302478/3302478-1 (U) Warner Bros 3302478-1 (U)	25	THE CHILL OUT ALBUM - 2 Telstar TV TVCD 3019/TVCD 3019-1 (TEN) Telstar TV 3019 (U) Telstar TV 3019-1 (U)
26	PETE TONK ESSENTIAL SELECTION - IBIZA 99 Mercury 5339722 (U) Mercury 5339722-1 (U)	26	THE CHILL OUT ALBUM - 2 Telstar TV TVCD 3019/TVCD 3019-1 (TEN) Telstar TV 3019 (U) Telstar TV 3019-1 (U)

31 JULY 1999

CHART COMMENTARY

by ALAN JONES

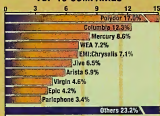


The summer slumbers really take a hold of the album chart this week, with the highest new entry – The Go Go Dolls' *Dizzy Up The Girl* – debuting well down the list at number 47, the Top 10 simply shuffling about, and *Boyzone's* *By Request* enjoying its seventh week at number one. The Boyzone album sold more than 44,000 units last week to take its total in eight weeks since it was released to more than 800,000, and extend its lead at the top of the year-to-date chart. For the third week in a row, the Boyzone album is 20,000 sales ahead of *Shania Twain's* *Come On Over*, but after two weeks in runners-up position the latter album dips to number three, being replaced by *Ricky Martin's*.

The *Go Go Dolls'* album sold a modest total of just under 2,500 last week, and charts in the wake of their number 26 hit single *Iris*. Both the single and the album are now on the Hollywood label but were originally released last year on Reprise via

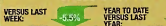
MARKET REPORT

TOP 10 COMPANIES



Figures show top 10 companies by % of total sales, and corporate gross shares by % of total sales, of the Top 75 artists alone.

SALES UPDATE



the group's previous deal with Warner Music, the single peaking at number 50, and the album failing to chart.

Five years after their last appearance in the album chart with *Greatest Hits*, France's *Gipsy Kings* return with an updated version of the album, now titled *Volare – The Very Best Of The Gipsy Kings*. It consists primarily of traditional material performed in their unique style, though with a few notable exceptions, including the reggae-style *Escucha Me*, a rendition of Disney's *Pinnocchio* song *I've Got No Strings*, and a flamenco

ALBUM FACTFILE

adaptation of the Eagles' *Hotel California*, rendered almost entirely in Spanish. *Volare* is the *Gipsy Kings'* fifth excursion into the album chart, a decade ago after their self-titled debut reached number 16. The 1994 *Greatest Hits* compilation has given them their highest position to date, reaching number 11. *Volare* debuted at number 20 last week, and now slips to number 24, having sold nearly 11,000 copies in the past fortnight.

dizzy heights yet, but it does average 66-44 eight weeks after release. The group's debut hit, *If Everybody Looked The Same*, reached number 25 in May, but the album is presumably selling more as a result of the airplay given to their new single, *At The River*, which came out today (July 26) and will presumably be significantly bigger than *If Everybody Looked The Same*. The improved fortunes of Vertigo brings the number of Zomba Group albums in the Top 50 to four – Britney Spears is at number 11, Steps are at number 14 and the Backstreet Boys are at number 29 – for the first time ever.

Veteran rappers Public Enemy reached the Top 10 with their first three albums, and the Top 20 with their first five, but have gone off the boil somewhat, as the number 55 debut of their first PIAS album *There's A Poison Goin' On* might suggest. Meanwhile, fellow rap veterans EPMD's double "best of and more" compilation *Out Of Business* debuts at number 114 this week.

COMPILATIONS

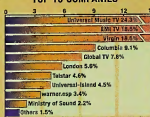
Sales of compilation albums shot up by 27.1% last week, which can only mean that another instalment of *Now That's What I Call Music!* was released. Now 43 it was, and it sold nearly 175,000 copies last week, single-handedly accounting for more than one if four sales in the sector, and nearly one in 10 of all album sales. It is outselling the number two compilation – *The Best Dance Album In The World...* Ever – by a margin of nearly eight to one, and easily outsells the rest of the Top 10 added together. Even though competition is more intense than ever in the compilation sector, Now 43's sales last week compare more than favourably with both the 153,000 debut of *Now 40* in the same week last year, and Now 37's opening tally of 139,000 in August 1997. Now 43's in

of the most hit-laden of all, including nine number ones and half of the current Top 10 singles. The nearest thing to a flop is the number 23 hit *To Be In Love* by Masters At Work presents *India*.

The summer *Now* is traditionally the least successful of the three volumes in the series released each year, and 175,000 sales is indeed significantly down on the 219,000 first week posted by *Now 42* in April. The latter album – currently number 26 – has sold in excess of 720,000 copies in the past 17 weeks, enough to make it the second biggest-selling album of the year, trailing only *Boyzone's* *By Request*. It is running considerably ahead of its 1998 equivalent, *Now 39*, which had sold 625,000 copies at the same stage of its life.

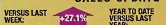
MARKET REPORT

TOP 10 COMPANIES

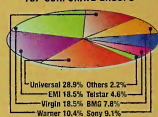


Figures show top 10 companies by % of total sales, and corporate gross shares by % of total sales, of the Top 75 artists alone.

SALES UPDATE



TOP CORPORATE GROUPS



INDEPENDENT ALBUMS

This Week	Title	Artist	Label (Distributor)
1	PERFORMANCE AND COCKTAILS	Stereophonics	2 Z VVR 100482 (MNV/P)
2	DEFINITELY MAYBE	Oasis	Creation CREO 103 (MNV/P)
3	BABY ONE MORE TIME	Britney Spears	Jive 0522172 (P)
4	TIGERMILK	Belle & Sebastian	Jeepster JPRCD 007 (MNV/P)
5	STEP ONE	Steps	Epic/Jive 0519112 (P)
6	REMEDY	Basement Jaxx	XL Recordings XLCD 129 (P)
7	MILLENNIUM	Backstreet Boys	Jive 0523222 (P)
8	VERTIGO	Groove Armada	Pepper 0530322 (P)
9	YOU'VE COME A LONG WAY, BABY	Fabrizio Sim	Skinet BRASSIC 102 (MNV/P)
10	DIZZY UP THE GIRL	The Go Go Dolls	Hollywood 0102942 HWR (P)
11	THERE'S A POISON GONN ON...	Public Enemy	PIAS Recordings 0129242 PWR (P)
12	HARD MUSIC	Frankie	Nude Nude 16CD (MNV/P)
13	WELCOME TO THE PLEASURE DOME	Suede Goes To Hollywood	ZTT ZTT 10600 (MNV/P)
14	GUERRILLA	Super Furry Animals	Creation CREO 242 (MNV/P)
15	WORD GETS AROUND	Stereophonics	2 Z VVR 100482 (MNV/P)
16	SCHAEFELICA	Front Scream	Creation CREO 08 (MNV/P)
17	KILLING TIME	Tina Cousins	Jive/Eastern Blue 0193342 (P)
18	GREATEST HITS	Z'ev	Jive 0522662 (P)
19	GARAGE	Garbage	Mushroom D 31450 (MNV/P)
20	FIN DE SIECLE	The Divine Comedy	Selena SETCOL 057 (V)

THE YEAR SO FAR... TOP 20 ALBUMS

This List	Rank	Album	Artist	Label
1	2	BY REQUEST	BOYZONE	POLYDOR
2	1	TALK ON CORNERS	THE CORRS	143/LAVA/ATLANTIC
3	3	GOLD – GREATEST HITS	ABBA	CHRYSLIS
4	4	YOU'VE COME A LONG WAY, BABY	FABRIZIO SIM	SKINT
5	5	FIVE BE EXPECTING YOU	ROBBIE WILLIAMS	POLYDOR
6	6	PERFORMANCE AND COCKTAILS	STEREOPHONICS	V2
7	7	STEP ONE	STEPS	EBLUVIVE
8	8	FORGIVEN, NOT FORGOTTEN	THE CORRS	143/LAVA/ATLANTIC
9	9	THE MISSEDUCATION OF LADIES & GENTLEMEN – THE BEST OF	LAURYN HILL	COLUMBIA
10	10	COME ON OVER	GEORGE MICHAEL	EPIC
11	14	MY LOVE IS YOUR LOVE	SHANIA TWAIN	MERCURY
12	18	WHERE WE BELONG	WHITNEY HOUSTON	ARISTA
13	11	MY TRUTH TELL ME YOURS	MANIC STREET PREACHERS	EPIC
14	12	RAY OF LIGHT	MAOQINDA	MAVERICK/WARNER BROS.
15	13	GRAN TURISMO	THE CARIGANS	STOCKROOM/POLYDOR
16	15	THE RUSH	TEXAS	MERCURY
17	15	BABY ONE MORE TIME	BRITNEY SPEARS	JIVE
18	17	LIFE THRU A LENS	ROBBIE WILLIAMS	CHRYSLIS
19	18	WHERE WE BELONG	BOYZONE	POLYDOR
20	20	BLUR	BLUR	FOOD/PARLOPHONE

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31
july
1999

THE OFFICIAL CHARTS

100% **music week**
AS USED BY
BBC RADIO 1
97-99 FM



singles



- 1 **LIVIN' LA VIDA LOCA**
Ricky Martin Columbia
- 2 IF YA GETTIN' DOWN Frie RICA
- 3 LOVE'S GOT A HOLD ON MY HEART Steps Ebu/Alive
- 4 BETTER OFF ALONE DJ Jurgens presents Alice Deejay Positive Sound Of Ministry
- 5 9PM (TILL I COME) ATB Arista
- 6 MY LOVE IS YOUR LOVE Whitney Houston Arista
- 7 BOOM, BOOM, BOOM, BOOM!! Vengaboys Positive
- 8 WILD WILD WEST Will Smith feat. Dru Hill Columbia
- 9 SYNTH & STRINGS Yomanda Manifesto/Mercy
- 10 LOVESTRUCK Madness Virgin



- 11 SOMETIMES Britney Spears Jive
- 12 BILLS, BILLS, BILLS Destiny's Child Columbia
- 13 THAT DON'T IMPRESS ME MUCH Shania Twain Mercury
- 14 IF YOU HAD MY LOVE Jennifer Lopez Columbia
- 15 I DON'T KNOW WHAT YOU WANT... Pet Shop Boys Parlophone
- 16 BRING IT ALL BACK S Club 7 Polydor
- 17 FEELING IT TOO The 3 Jays MultiPLY
- 18 BEAUTIFUL STRANGER Madonna Maverick/Warner Bros
- 19 SWE EMILO Costello Warner Bros

31
july
1999

albums

1 **BY REQUEST**
Boyzone



- 3 **RICKY MARTIN** Ricky Martin Columbia
- 2 **COME ON OVER** Shania Twain Mercury
- 4 **MY LOVE IS YOUR LOVE** Whitney Houston Arista
- 5 **GOLD - GREATEST HITS** Abba Polydor
- 6 **THE PARTY ALBUM!** Vengaboys Positive
- 7 **THE VERY BEST OF - CAPITOL/REPRISE YEARS** Deean Martin EMI
- 8 **SYNKRONIZED** Jamiroquai Sony SZ
- 9 **THE MAN WHO TRAVIS** Independent
- 10 **SURRENDER** The Chemical Brothers Virgin



- 11 **BABY ONE MORE TIME** Britney Spears Jive
- 12 **PERFORMANCE AND COCKTAILS** Stereophonics V
- 13 **THE HUSH** Texas Mercury
- 14 **STEP ONE** Steps Ebu/Alive
- 15 **THE MISEDUCATION OF LAURYN HILL** Lauryn Hill Columbia
- 16 **TALK ON CORNERS** The Corrs Atlantic
- 17 **FEELING STRANGELY FINE** Semisonic MCA
- 18 **RAY OF LIGHT** Madonna Maverick/Warner Bros
- 19 **SQUARED UP... THE PARTY ANTHOLOGY (1957-1997)** John Mellencamp Sony Music



15 21 SECRET SMILE Semisonic
MCA



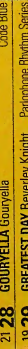
22 I KNOW WHAT I'M HERE FOR James
Mercury



23 TO BE IN LOVE Mav presents India
Delicated



24 ALL STAR SMASH MOUTH Smash Mouth
Interscope/Polydor



25 SEPTEMBER 99 Earth Wind and Fire
INCredible



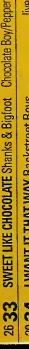
26 WITHOUT LOVE Dina Carroll
1st Avenue/Manifesto



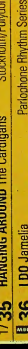
27 VIVA LA RADIO Lolly
Polydor



28 GOURYELLA Gouryella
Code Blue



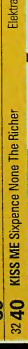
29 GREATEST DAY Beverley Knight
Parlophone Rhythm Series



30 NO PIGEONS Spooky Thiezv
Columbia



31 I BREATHE AGAIN Adam Rickitt
Polydor



32 COFFEE + TV Blur
Food/Panophone



33 SWEET LIKE CHOCOLATE Shanks & Bigfoot
Chocolate Boy/Pepper



34 I WANT IT THAT WAY Backstreet Boys
Jive



35 HANGING AROUND The Cardigans
Stockholm/Polydor

compilations

1 NOW THAT'S WHAT I CALL MUSIC! IS 8 11 CLUB IBIZA
various acts
EMI/Virgin/Universal

2 BEST DANCE ALBUM IN THE WORLD... EVER! 9
Global Television
Virgin/EMI

3 MUSIC TO WATCH GIRLS BY 13
CUBBERS GUIDE TO IBIZA - SUMMER '99
Ministry of Sound

4 NOTTING HILL (OST) 14
Iland

5 DANCE FREAKS #1 CLASSIC DANCE ANTHEMS 15
Universal TV

6 IBIZA '99 - THE YEAR OF TRANCE 16
Dawson's Creek (OST)
Columbia

7 FETTING ESSENTIAL SELECTION - IBIZA '99 17
Global Television

8 COUNTRY 18
The Best Trance Anthems... Ever!
Universal TV

9 FRESH HITS '99 19
Justin Powers - The Spy Who Swaged Me
Warner Brothers

10 ADRENALIN 20
FRESH HITS '99
Warner Bros/Global TV/Sony TV

11 BOX DANCE HITS 17
Universal TV

12 THE BEST TRANCE ANTHEMS... EVER! 18
Virgin/EMI

13 JUSTIN POWERS - THE SPY WHO SWAGED ME 19
Warner Brothers

14 FRESH HITS '99 19
Warner Bros/Global TV/Sony TV

15 ADRENALIN 20
FRESH HITS '99
Warner Bros/Global TV/Sony TV

16 BOX DANCE HITS 17
Universal TV

17 THE BEST TRANCE ANTHEMS... EVER! 18
Virgin/EMI

18 JUSTIN POWERS - THE SPY WHO SWAGED ME 19
Warner Brothers

19 FRESH HITS '99 19
Warner Bros/Global TV/Sony TV

20 ADRENALIN 20
FRESH HITS '99
Warner Bros/Global TV/Sony TV

21 ON THE 6 Jennifer Lopez
Columbia

22 CALIFORNICATION Red Hot Chili Peppers
Warner Bros

23 LEGEND Bob Marley And The Wailers
Tuff Gong

24 VOLARE - THE VERY BEST OF Eipsy Kings
Columbia

25 GRAN TURISMO The Cardigans
Stockholm/Polydor

26 I'VE BEEN EXPECTING YOU Robbie Williams
Chrysalis



22 CALIFORNICATION Red Hot Chili Peppers
Warner Bros

23 LEGEND Bob Marley And The Wailers
Tuff Gong

24 VOLARE - THE VERY BEST OF Eipsy Kings
Columbia

25 GRAN TURISMO The Cardigans
Stockholm/Polydor

26 I'VE BEEN EXPECTING YOU Robbie Williams
Chrysalis

27 DEFINITELY MAYBE Oasis
Creation

28 THIS IS MY TRUTH TELL ME YOURS Mamic Street Preachers
Epic

29 MILLENNIUM Backstreet Boys
Jive

30 TIGERMILK Bella & Sebastian
Jepster

31 EQUALLY CURSED AND BLESSED Catatonia Blanco Y Negro
Wild Bunch

32 BLUE LINES Massive Attack
Virgin

33 LADIES & GENTLEMEN - THE BEST OF George Michael
Epic

34 FANMAIL TLC
LaFace/Arista

35 YOU'VE COME A LONG WAY, BABY Fatboy Slim
Skint

36 BELIEVE Cher
WEA

37 REMEDY Basement Jaxx
XL Recordings

38 FORGIVEN, NOT FORGOTTEN The Corrs
Atlantic

39 SLIM SHADY Eminem
Interscope/Polydor

40 LIFE THRU A LENS Robbie Williams
Chrysalis



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31 JULY 1999

CHART COMMENTARY

by ALAN JONES

Radio and retail concur - Ricky Martin's *Livin' La Vida Loca* is number one. Already number one on the sales chart for a fortnight, *Livin' La Vida Loca* finally clambers to the top of the airplay chart this week - and how. *Livin' La Vida Loca* was played 2.366 times last week, and attracted a huge audience of 85.27m - a total only ever beaten by Cher's *Believe*, which logged 91.9m at its peak last November. Radio One finally adds its name to the growing list of stations at which *Livin' La Vida Loca* is most played, spinning it 34 times last week, enough for it to move ahead of ATB's 9PM (Till I Come).

From a latin hit of the present to one of the future. The hottest record in London right now is *Mucho Mambo* by Shaft. The upcoming release - on Universal TV's Wonderboy label - is based on the oldie

AIRPLAY FACTSHEET

● There is a three-way tie at the top of Virgin 121.5's most-played chart, Madonna's *Beautiful Stranger* being joined by *Bliss* by Coffee + TV and Samson's *Secret Smile*, all three being played 44 times last week.
● The only new arrival in the Top 10 of the airplay chart this week (Britney Spears' *Sometimes It's a re-entry*) is

Summer Son by Texas. It has moved 227.90-35.16-8 in the past four weeks, and is a future contender for the number one position, though it will have a tough time against Ricky Martin and Ronan Keating. The latter's solo debut - which is certain to replace Martin at the top of the sales chart next week - jumps 10-5 on this week's airplay chart.

AT A GLANCE WEEKLY MARKET SHARES

TOP 10 COMPANIES TOP CORPORATE GROUPS



Figures given as percentages by 1.6 million listeners of the Top 20, and corporate market shares by 1.6 million subscribers of the Top 10.

Sway, as recorded by Dean Martin and Julie London. It has been getting saturation coverage in the capital with Kiss playing it every couple of hours, and also using it as the soundtrack to its TV campaign. Radio One has jumped on board too. Simon Mayo made it his record of the week, helping it to 14 plays on the station last week. On the airplay chart, it jumps 84-55, and will doubtless arrive in the Top 50 next week, even though it's one of a slew of latin-funk records which will be just as just about to become successful singles, others including Gary Barlow's *Stronger*, Geri Halliwell's *Mi Chico Latino*, Basement Jaxx's *Rendez-Vu*, Enrique Iglesias' *Bailamos*, Lou Bega's *Mambo No. 3* and Lopez's *Do' Me* L'Amore and the new Jennifer Lopez and Jay Brice's *It's Irresistible*.

DJ Jurgen presents *Alce DeeJay's* Better

Off Alone is the second highest new entry on the sales chart and the highest on the airplay chart. The number four CIN hit arrives at number 27 on the airplay chart, thanks to massively increased support from Radio One, where it was played 21 times last week, and Atlantic 252, where it is second only to *The Chemical Brothers* with 46 plays. It narrowly outranks Basement Jaxx's *Rendez-Vu*, which has been bubbling outside the Top 50 for several weeks, and, with commercial release now imminent, arrives on the chart at number 29. Meanwhile, playing a massive 117 places to debut at number 50, *Moloko's* *Sing It Back* enters the chart. That is already an improvement on its airplay when it was first released in March. Its biggest supporters at present are Radio One and Kiss.

In the six years since Music Control has

been compiling the airplay chart, *Big Country* have never managed to reach the Top 50, but all that changes this week, with the arrival of *Fragile Thing* at number 41. It has, however, much the lowest number of plays for any record in the chart, its tally of 37 including 17 from Radio Two, a figure bettered by only four records. Radio Two also remains faithful to *Madness*, whose *Lovevstruck* is its most played record for the third straight week, 22 spins earning more than 15m of the 43m audience the record enjoys overall, enough to place it 11th in the airplay chart.

TLC's *No Scrubs* ends a 17-week run in the Top 20, dipping 19-24 - and for the reason you have to look no further than number 43, where their new single *Unpretty* debuts. The latter single is winning support away from its predecessor, especially at specialist stations.

MTV

Rank	Title/Artist	Label
1	BEAUTIFUL STRANGER Madonna	Maverick/Warner Bros
2	9PM (TILL I COME) ATB	Sound Of Ministry
3	MY LOVE IS YOUR LOVE Whitney Houston	Arista
4	BILLS BILLS BILLS Destiny's Child	Columbia
5	LIVIN' LA VIDA LOCA Ricky Martin	Columbia
6	WITHOUT LOVE Dina Carroll	1st Avenue/Manisesto
7	IF YOU HAD MY LOVE Jennifer Lopez	Work/Columbia
8	COFFEE + TV Elir	Foel/Parlophone
9	WHEN YOU SAY NOTHING AT ALL Ronan Keating	Polydor
10	WILD WILD WEST Will Smith	Columbia

Most played videos on MTV UK, Media Research Ltd w/e 23/7/99
Source: MTV UK

THE BOX

Rank	Title/Artist	Label
1	IF YA GETTIN' DOWN Five	RCA
2	LIVIN' LA VIDA LOCA Ricky Martin	Columbia
3	GUILTY CONSCIENCE Enimem	Interscope/Polydor
4	NO PIGEONS Spooky Thievez	Columbia
5	BRING IT ALL BACK S Club 7	Polydor
6	ROOM ROOM ROOM Vangabooz	Positive
7	SOMETIMES BRITNEY SPEARS	Jive
8	WHEN YOU SAY NOTHING Ronan Keating	Polydor
9	IF I LET YOU GO Westlife	RCA
10	MAN I FEEL LIKE A WOMAN Shania Twain	Mercury

Most played videos on The Box, w/e 18/7/99
Source: The Box

BOX BREAKERS

Rank	Title/Artist	Label
1	LONELY MINKHA	Creation
2	DID YOU EVER THINK R Kelly feat. Nas	Jive
3	BAILAMOS Enrique Iglesias	Interscope/Polydor
4	GROOVE MACHINE Marvin S Tamara	Epic
5	WHERE MY GIRLS AT? 702	Motown
6	DOUBLE DOUBLE DOUBLE Dope Smugglaz	Perfecto
7	RENDEZ-VU Basement Jaxx	XI Recordings
8	SO MANY WAYS Elie Campbell	Earl/Jive
9	SUNSHINE Day Marc	Universal-Island
10	IT MUST BE LOVE Cro	RCA

Highest pitched videos on the Box in advance of single release w/e 18/7/99
Source: The Box

TOP OF THE POPS

I Know What I'm Here For James; She's Like Candy; Feeling It Too 3 Jays; I Don't Know What You Want But I Can't Give It Any More Pat Sharp; Rhythmic; My Love Is Your Love Whitney Houston; Better Off Alone Kice DeeJay; Love's Got A Hold On My Heart Steps; Let Forever Be The Chemical Brothers; Livin' La Vida Loca Ricky Martin

Draft lineup 30/7/99

CD:UK

Performances: Love Struck Madness; Let's Stay Single Atomic; Better Off Alone Alce DeeJay; If Ya Gettin' Down Five; Videos: I Know What I'm Here For James; Love's Got A Hold On My Heart Steps; Livin' La Vida Loca Ricky Martin; My Love Is Your Love Whitney Houston; I Don't Know What You Want But I Can't Give It Any More Pat Sharp

Draft lineup 24/7/99

THE PEPSI CHART

Performances: Lovevstruck Madness; I Feel Good Phats + Smat; She's Like Candy; If Ya Gettin' Down Five; Summer Son Texas; Bring It Back Vangabooz; I Know What I'm Here For James

Draft lineup 29/7/99

RADIO ONE PLAYLISTS

A-List Better Off Alone Alce DeeJay; 9PM (Till I Come) ATB; Rendez-Vu Basement Jaxx; Coffee + TV Elir; Drinking In LA Bran Van 3000; Let Forever Be The Chemical Brothers; Bills Bills Bills Destiny's Child; Double Double Double Dope Smugglaz; At The River Groove Armada; My Love Is Your Love Whitney Houston; I Know What I'm Here For James; If You Had My Love Jennifer Lopez; Beautiful Stranger Madonna; Livin' La Vida Loca Ricky Martin; Sing It Back Moloko; Feel Good Phats + Smat; Summer Son Texas; Unpretty TLC; Why Does It Always Rain On Me? Travis; 5th & Strings Yonanda

B-List Another Mile feat. TQ; Stop The Back Apollo 4A; Magic Hour Carl; Summer In Spices Cosmos; The Pop Singer's Fear Of The Pollen Court; The Olivia Candy; Makes Me Love You Edipos; Guilty Conscience Enimem; Yesterday You Too Soon Feat.; If Ya Gettin' Down Five; 1 De Jamelle; When You Say Nothing At All Ronan Keating.

R1 playlists for week beginning 26/7/99
* Denotes additions

RADIO TWO PLAYLISTS

A-List Lovevstruck Madness; My Kisses Are a Hearty Candy Clive; When You Say Nothing At All Ronan Keating; Mi Chico Latino Jay Brice; 9PM (Till I Come) ATB; The Pop Singer's Fear Of The Pollen Court; The Dicks Comedy; Fragile Thing De Courcy; Let's Stay Single; Magic Hour Carl; If Let You Go Westlife; Forget About It Alan Koussis

B-List Why Does It Always Rain On Me? Travis; Paradise Robert Durr; Livin' La Vida Loca Ricky Martin; I Don't Know What You Want But I Can't Give It Any More Pat Sharp; Follow '99 Awaad; Big Change Is Gonna Come Peter Dinkley Splitter Group; Sway Dean Martin; *Whenever I Stop Wine & the Mechanics

R2 playlists for week beginning 26/7/99
* Denotes additions

MTV UK PLAYLISTS

A-List Beautiful Stranger Madonna; 9PM (Till I Come) ATB; Whitney Houston; My Love Is Your Love Whitney Houston; Let Forever Be The Chemical Brothers; Livin' La Vida Loca Ricky Martin; Bills Bills Bills Destiny's Child; Summer Son Texas; If You Had My Love Jennifer Lopez

B-List Secret Smile Semsionic; If Ya Gettin' Down Five; Love's Got A Hold On My Heart Steps; Feeling It Too 3 Jays; All Star Smash Mouth; If I Let You Go Westlife; I Do James; I Don't Know What You Want But I Can't Give It Any More Pat Sharp; Let Forever Be The Chemical Brothers; I Know What I'm Here For James; American Woman Lenny Kravitz; Without Love Dina Carroll; The Pop Singer's Fear Of The Pollen Court; The Olivia Candy; Sweet Child O' Mine Sheryl Crow; Mi Chico Latino Geri Halliwell; P.E. 2000 Pat Duddy

C-List

Guilty Conscience Enimem; Stop The Back Apollo 4A; Magic Hour Carl; Why Does It Always Rain On Me? Travis; For Real Tecky; Rendez-Vu Basement Jaxx; Love Five Sneaker Pimps; Goddess On A Heavy Highway Rev; Blackland Cuba feat. Gary Nanton; King Of Snake Underwood; Oh Jim Shay; Yesterday You Too Soon Feat.; Hold On Tom Watts; Drinking In LA Bran Van 3000; At The River Groove Armada; The Kids Aren't Alright The Offspring; Fire In My Heart Super Furry Animals

Universal unveils retail offensive

by Andrew Stewart

Universal Classics and Jazz signalled its intention to develop closer retail links with a presentation of its key autumn products to more than 60 dealers and retail representatives at London's Savoy Hotel on July 14.

Michael Parkinson and TV doctor Hilary Jones joined Universal president John Kennedy and members of the company's classical and jazz marketing team to help present 27 new titles from Philips, Decca, Deutsche Grammophon and Verve, including an unprecedented number of television-advertised recordings.

Universal Classics and Jazz divisional director Bill Holland says the company is committed to initiating further face-to-face meetings with retailers. "Events like this are a good opportunity for retailers to meet and exchange views on the marketplace and for us to find out what more we should be doing to help them," says Holland.

Buyers from HMV, Virgin, Our Price, WH Smith, MCV and MDC were among those at the presentation.

Holland believes changes in the classical record market have influenced the way in which companies now approach sales presentations. "At one time we had a series of road shows to reach out to retailers," he says. "But as record companies have become leaner, they have also become fitter. Today we concentrate on hitting the most important and influential buyers in the industry. To get them together in one room must be the priority."

Holland adds that the Savoy conference attracted almost as many pop as classical buyers. "We are aiming to maximise the potential of our recordings," he says. "The release schedule has to contain a



Retail forum (left to right): Kennedy, marketing manager for jazz Nathan Graves, Parkinson, Holland, Wilkinson and head of Decca UK Dickon Stainer

substantial list of likely best-sellers, and those have got to be presented in a sexier way than our core classical recordings."

Key Universal releases scheduled for television advertising include: a disc of Viennese waltzes performed by violinist André Rieu (Philips); Andrea Bocelli's Christmas album, *Ave Maria* (Philips); the Maori-inspired *Oceania* (Philips); *Land Of My Fathers*, the official album of the rugby world cup (Decca); *Classic Love At The Movies* (Decca); *Music For Wellbeing With Dr Hilary Jones* (Deutsche Grammophon); and Parkinson's Choice With Michael Parkinson (Verve).

Bocelli is also scheduled to make a number of TV appearances over the coming months. "This campaign promises to catapult him further towards that elusive 'massive passive' audience," says Mark

Wilkinson, head of Deutsche Grammophon and Philips. "He is an artist who is destined for great things in the UK, and we think he has the potential to become a true household name."

Other majors will be making their sales presentations later this summer.

EMI Classics has not yet finalised all its plans, but autumn priorities will include new releases by Nigel Kennedy and Kiri Te Kanawa, as well as Sir Paul McCartney's third classical album.

Sony Classical is to present its main autumn releases as part of the Sony Music UK sales conference from September 3-5, while BMG Conifer will share the platform with other BMG labels at the company's sales presentation at the British Academy of Film and Television Arts on 9 September.

Harmonia Mundi reveals mid-price Bach 2000 titles

Harmonia Mundi is to release a mid-price Bach 2000 Edition in September, featuring 20 titles drawn from its extensive catalogue of period-instrument recordings.

The company, which has a long tradition of exploiting archive material, has included several recent full-price albums in the edition, including Andreas Scholl's outstanding disc of Cantatas for solo alto and Davitt Moroney's *Gramophone Award-winning account of The Art of Fugue*.

The full-price version of each release will not be available until after the Bach Edition has been deleted.

"We are offering a bulk discount of around 20% off the full price to retailers who take the whole series, which will carry forward to the second batch of six box sets to be released this November," says Harmonia Mundi UK marketing manager Ian Lambert.

The HM Bach 2000 Edition will be supported by display advertising in the September editions of *BBC Music Magazine*, *Gramophone* and *Classic CD* magazine, with point-of-sale posters, colour leaflets and postcards backing the November releases.

Additional promotion comes in the form of a super-budget, two-disc sampler, which offers highlights from the full set of individual discs and box sets.

SIMON RATTLE

RELEASE DATE: 2nd August



CDS 5 56823 2 (2CD)

Recorded at the time of hugely successful performances at the Proms and Salzburg last year:

"The sheer conviction displayed by Sir Simon Rattle and his City of Birmingham Symphony Orchestra and Chorus gave this rarely heard opera as confident a platform as it can hope to have." *The Financial Times*



EMI CLASSICS

www.emi.classical.com

CLASSICAL news

HUGHES LANDS PLUM RADIO THREE ROLE
Radio Three has appointed Gwen Hughes as its head of music policy. Gwen joined the network in 1992 and has been head of live music for BBC Arts and Classical Music since last year.

News of her appointment, the unveiling of Radio Three controller Roger Wright's plans to expand the coverage of live music on the network.

"I haven't started the job yet so I cannot give any details," says Hughes (pictured below). "But I am completely behind Roger's policy of putting live music first. It is the thing that makes Radio Three unique."

Hughes stresses that the increasing coverage of live music does not mark a wholesale shift away from commercial discs. The daily Morning on Three and In Tune slots and Saturday morning CD Review programme will continue to be based around recordings.

WARNER ADDS 10 TO ULTIMA SERIES

Warner Classics is capitalising on the success of its Ultima budget range with the launch of a further 10 releases, bringing to 100 the number of titles in the series. The 10 double-disc sets are released on August 23 and include generous anthologies of works by Copland, Mahler, Reger and Finnish composer Selim Palmgren. Repertoire for the series has been drawn from Warner's classical labels, which have yielded a number of what Warner Classics general manager Matthew Cosgrove calls "crown jewels" lifted from recent full-price recordings.

Cosgrove intends to delete the slowest sellers and hold the range steady at 100



titles, keeping the series fresh and consolidating its brand identity. "It is a long-haul project," he says. "I wanted Warner Classics to have a cohesive reissue line. There is a wealth of repertoire from our classical labels, and it was time for someone to get to grips with selling the back catalogue."

Cosgrove adds that with a retail price of between £9.99 and £11.99 for two hours of music, Ultima represents very good value to the collector and an affordable risk for the occasional buyer.

"We began with mainstream repertoire and slipped in a few left-field titles, which actually sold best of all. We have taken product that was tired at its current price point, given it a new lease of life and placed it before different customers and retailers."

PIANOPHILES GET RUBINSTEIN TREAT

BMG Confier is targeting pianophiles and aspirational purchasers with its monumental Arthur Rubinstein Collection, a 94-disc compilation offering 706 recordings by one of the 20th-century's greatest pianists. BMG Confier marketing manager Rachel Agnew says the marketing campaign for the RCA Red Seal compilations, due for release on October 12, will involve mailshots to connoisseurs of piano music, as well as in specialist magazines such as *International Piano Quarterly* and *Gramophone*.

"We have been able to license Rubinstein's pre-war HMV recordings and other material made in the UK after the war to add to his RCA catalogue," says Agnew. The lavish, limited-edition presentation includes a 380-page book.

Andrew Stewart can be contacted by e-mail at AndrewStewart1@compuserve.com

ALBUM of the week



STRAVINSKY: The Rake's Progress. Deborah York, Ian Bostridge, Bryn Terfel, Anna Sofie von Otter, LSO/John Eliot Gardiner (Deutsche Grammophon 459 648-2). Gardiner's reading of Stravinsky's evergreen

opera was recorded following an acclaimed performance at the City of London Festival. Ian Bostridge is on fine form as Tom Rakewell, Bryn Terfel (pictured) outstanding as the evil Shadow and the sound quality of this two-CD package is first class. The release will be advertised in the September editions of *Gramophone* and *Classic CD*.

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REVIEWS

for records released up to 9 August 1999

JAMES MACMILLAN: Tryst; Adam's Rib; They Saw The Stone Had Rolled Away, etc. Scottish Chamber Orchestra/Joseph Swensen (BIS BISCD 1019). Macmillan made prime-time TV news when his new fanfare was used to mark the opening of the Scottish Parliament. The works on this release were commissioned by the Scottish Chamber Orchestra, and feature an evocative setting of love lyrics by William Soutar.



WEILL: Der Silbersee. London Sinfonietta and Chorus/Markus Stenz (RCA Red Seal 09026 63447-2). Although Kurt Weill is best known for his collaborations with Bertolt Brecht, he created several works in partnership with the expressionist playwright Georg Kaiser. This two-CD release plugs a gap in the catalogue in time for the centenary of Weill's birth next year. **SHOSTAKOVICH: Jazz Suite No. 2, The Young Lady and the Hooligan, Spanish**

Dance, Novosibirsk Philharmonic/Arnold Katz, etc (Russian State RUS788164). Riccardo Chailly's award-winning Decca recording of Shostakovich's jazz-inspired compositions receives a serious all-Russian challenge. The disc is offered at mid-price and is likely to be granted air/time on Radio Three and Classic FM.



PART: Tabula Rasa; Fratres; Symphony No.3. Gil Shaham, Gothenburg SO/Neeme Järvi (Deutsche Grammophon 457 647-2). This disc features magnificent

performances of two of the Estonian composer's best-known works for solo violin and orchestra, as well as the haunting Third Symphony. Ads have been booked in the September editions of *BBC Music Magazine* and *Classic FM Magazine*.

ADAMS & GLASS: Violin Concertos. Robert McDuffe, Houston Symphony/Christoph Eschenbach (Telarc CD 80494). Ads in *Gramophone* will greet these two popular late 20th-century violin concertos, played with great style and sensitivity by Robert McDuffe and the Houston orchestra.

THE ONLY JAZZ ALBUM YOU'LL EVER NEED! is the ultimate collection of the world's best-known jazz recordings and features many hits used in high profile TV advertising campaigns. It follows the 100,000+ selling 1998 album 'The Only Classical Album You'll Ever Need'.

OVER 2 HOURS OF THE WORLD'S GREATEST JAZZ 2CD

THE ONLY JAZZ ALBUM YOU'LL EVER NEED!

Featuring Ella Fitzgerald • Louis Armstrong
Miles Davis • Dave Brubeck • Billie Holiday
Glenn Miller • Frank Sinatra • Nat 'King' Cole
and many more.

- MARKETING CAMPAIGN:**
- National radio advertising on Classic fm plus Jazz fm and Capital Radio
 - National and co-op press advertising
 - Direct marketing to over 50,000 names on the BMG database
 - National display campaign
 - National press and promotions campaign

JAZZ on a Summer's Day

40 BEST-SELLING JAZZ ALBUMS TO KEEP YOU COOL THIS SUMMER

Our best-selling catalogue campaign is running throughout July and August 1999.

Catalogue numbers: 74321 66895 2/4 (2CD/2MC)
RELEASE DATE: 6TH SEPTEMBER 1999



Please contact your local BMG Salesperson for details or call 0121 543 4100 to place your order.
Distributed by BMG Confier, Bedford House, 69-79 Fulham High Street, London SW6 3JW. www.bmg-backstage.co.uk



RECOMMENDED ALBUMS

RELEASES THIS WEEK: 243 WEEK TO DATE: 8,149

CATALOGUE NEW RELEASES CHAKA KHAN: I'm Every Woman

Still delivering the goods, as her recent NPG label release proved, Khan's earlier discs are available on this excellent compilation...

EDDY GRANT: Greatest Hits

Hot on the heels of Music Club 5 fine Equals retrospective, the group's famous alumni is honoured by the release of his own double album...

VARIOUS: Pre Fab! (Compilation)

Subtitled 'The rock & roll and R&B that inspired Lennon & McCartney', this is far from being the first album to examine the Beatles...

FATS DOMINO: Legends of the 20th Century

Domino had a staggering 56 hits as an artist, and is deservedly the latest artist to be featured in EMI's ongoing celebration of the top talents of his 100 years...

FRONTLINE RELEASES

- ACROSTIC FRONT LIVE at Century Media CD: 860031 85 00
ANIMAL CRIMES FRANKIE HURTEL FROM PARLADY BY CD: 870211 85 00
ARRESTED DEVELOPMENT THE SPIDER OF LOUISIANA BY CD: 87104 174 00
ATVIVE MUSIC UNDISCOVERED Greatest Hits CD: 85 134 00

NEW RELEASES

- 0001 85 00
0002 85 00
0003 85 00
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0005 85 00
0006 85 00
0007 85 00

DISTRIBUTORS

- ABC - ABC Records
A&M - A&M Records
All Star - All Star Records
Arista - Arista Records
Atlantic - Atlantic Records

NEW RELEASE COUNTDOWN

Key album releases scheduled for the next six weeks

9 August 1999
Roc Sanctuary Records (Chrystals)
16 August 1999
A Monkey King (London); single: I Love Me Tahoe - August 9
Act Columbia The Best Of (WEA)
Mary J Blige (MCA/Universal); single: All That I Can Say - August 9
The Lanterns Luminare (Yr Head) (Columbia)
Ticky Adonise (Universal/Island); single: For Real - August 9
Force Right Here Right Now (Wildstar)
23 August 1999
Alb Premiere Sounds (Virgin)
Puff Daddy Force (Bad Boy/Arista); single: P.E. 2000 - August 9
Richard Thompson Mook Todor (Parlophone)
30 August 1999
Breakbeat Era Ultra Obscene (XL); single: Ultra Obscene - August 9
The Dixie Chick Fly (Epic)
History (Atlantic); single: The Pop Singer (Feat. Of The Pollen Count - August 9
Heburn Heburn (Columbia); single: Bags - August 16
Kid Loco Jesus Life For A Child (Polygram)
Nine Yards Where Do We Go From Here (Virgin); single: Always Fall - August 16
SWV Greatest Hits (Arista)
The Timeless Sings (Polygram)
Presences (Interscope); single: Can We Start Again - August 16

RELEASES THIS WEEK: 139 • YEAR TO DATE: 4,314

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PREVIOUSLY REVIEWED IN MUSIC WEEK SINGLE/ALBUM OF THE WEEK

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track of the quarter

TEXAS — IN OUR LIFETIME (MERCURY)
In our lifetime dominated the airplay charts in the second quarter, remaining at number one during May and for five weeks in all.

Texas (pictured) have become a huge hit and are also national and regional radio since Say What You Want topped the airplay chart in late January 1997, the first of three radio number ones taken from White On Blonde, Black Eyed Boy and Halo completed the hat-trick, and in Our Lifetime, the first single from the new album The Hush, followed them straight to the summit.

As far as Music Week's quarterly airplay reviews are concerned, Mercury tried the servicing of the single to radio perfectly. In the last week of the first quarter the track was number one on the Music Control most added list, adding 27 new playlists in seven days. By April the track had moved into the airplay top five with more than 1,200 plays a week and had an audience in the region of 60m. The song was promoted from B-list to A-list on Radio One and received 18 plays a week. Meanwhile, in Our Lifetime was also proving popular with Radio Two's head of music policy Geoff Mullin, who installed the track on that station's A-list.

The single topped Music Control's Top 10 pre-release table in mid-April. It entered



May as airplay number one after an 11% increase in plays to 1,868 and a 10% rise in audience to more than 75m took it above Robbie Williams' Strong. Williams remained top of the IRL chart, however, where Texas had to be content with fifth place, even as they debuted in the CIN sales chart at number four.

The following week local commercial radio did make Texas number one, ensuring it remained top of the overall airplay rundown. Total plays exceeded 2,100 a week and the song's audience approached 84m. At this point, in Our Lifetime had matched the two weeks that Halo and Black Eyed Boy had remained at number one.

The Hush topped the albums chart on May 22 and the single remained number one at radio until the end of the month, equalling Say What You Want's five weeks at the top. The first chart of June signalled the end of Texas' reign as it was dethroned by Sixpence None The Richer's Kiss Me.

"The secret was to get plenty of commitment early on from radio," says Mercury director of promotions Bruno Morelli. "Luckily, Texas appeal to all sections of mainstream radio and this track was played everywhere from Kiss and Radio One to Capital and RadioTwo. We knew it would be huge, and our role was to make sure radio knew that too."

MERCURY RULES NATION

Mercury scored a Top 25 hat-trick nationally while Warner took the reg...

If there is one act which has consistently charmed British music radio in the past two years, it is Texas. White On Blonde, the Gasaway band's career-reviving 1997 album, yielded three airplay number ones (see breakout) and in Our Lifetime — the first single from the new album The Hush — was another chart-topper, helping to make Mercury's promotions department the second quarter's most successful.

Texas was not Mercury's only success story, with Bryan Adams' Cloud No.9 reaching number 10 in the Music Control airplay top 25 for the quarter and Shania Twain's That Don't Impress Me Much, co-promoted with The Partnership, hitting number nine. It is a considerable achievement to have three singles in the Top 10 in any quarter.

National radio is overseen by director of promotions Bruno Morelli and promotions manager Neil Hughes, while regional pluggers for these three tracks was handled by manager Brendan Moon and executive Nick Bray, who has since joined BMG. Independent company No Bu assisted the IRL team on the Shania Twain single.

Morelli is quick to pay tribute to his team who, he says, take nothing for granted, even when the acts in question are as radio-friendly as Texas and Bryan Adams, whose debut with Mel C, When You're Gone, occupied the number two spot in the first quarter of this year.

"We did not assume anything with in Our Lifetime, while with Bryan Adams the aim was to service stations with a mix that would get him back into the mainstream pop radio market in his own right," says Morelli.

As well as assisting Mercury with Shania Twain, The Partnership promoted Another Level's From The Heart (at number 22) and was one of only four companies to have pluggers two of the top 25 tracks to national radio. It is joined by the Arista-in-house team, which was responsible for TLC's No Scrubs (five) and Whitney Houston's It's Not Right But It's Okay (21), and East West, which handled Sugar Ray's Every Morning (seven) and The Corrs' Runaway (18). Meanwhile, the in-house team set up by Jive at the end of 1997 went from strength to strength, scoring national hits with Shanks & Bigfoot's Sweet Like Chocolate (15) and Backstreet Boys' I Want It That Way (20).

If the second quarter belonged to Mercury at national level, it was Warner which again took the regional honours, with four tracks in the final chart. The top regional plugging team of 1998 pluggers the

Sixpence None The Richer's smash Kiss Me was the second biggest airplay track of the quarter



Shanks and Bigfoot's Sweet Like Chocolate was a big hit for Jive



number two song, Elektra-signed Sixpence None The Richer's Kiss Me, as well as Sugar Ray's Every Morning, Madonna's Beautiful Stranger (14) and The Corrs' Runaway.

"We were lucky enough to have tracks that converted well to all radio genres," says head of regional promotion Barbara Dunne. "But you still need a team that understands the playlist policies of all the large radio groups."

Kiss Me received substantial early airplay among IRL stations when it was serviced to radio on April 12, with Hallam FM in Sheffield, Clyde One in Glasgow and BFM88 in Birmingham among its first supporters. UK airplay interest for the Sugar Ray track came on the heels of the song's massive success in the US, too.

Close behind with its May sales release.

Close behind with its May sales release. Successes applied were Mercury, Sony and Jive. Sony handled Jamiroquai's Canned Heat (four), George Michael & Mary J. Blige's As (12) and Will Smith's Wild Wild West (24), while Jive scored with Shanks & Bigfoot, Backstreet Boys and the first quarter's chart-topper, Britney Spears' Baby One More Time (13).

The Spears track was one of three first-quarter hits to carry over into the second quarter, alongside Whitney Houston and Robbie Williams, whose Strong, promoted in-house by Chrysalis, rose from 10 to eight.

TOP 25 AIRPLAY HITS — SECOND QUARTER 1999

Title/Artist (Label)	Plays (000s)	Aud (000s)	Promo Company
1 In Our Lifetime Texas (Mercury)	22,830	806,113	Mercury/Mercury
2 Kiss Me Sixpence None The Richer (Elektra)	19,138	762,020	Richard Perry/Premier/Warner
3 You Get What You Give New Radicals (MCA)	19,932	690,689	Universal/Universal & No Bu
4 Canned Heat Jamiroquai (Sony S2)	17,958	663,373	Interscope/Not/Sony
5 No Scrubs TLC (Arista)	19,113	646,934	Arista/Is/Isi/Hart PR
6 Turn Around Plans & Snaik (Mute/Isi)	18,469	630,768	Size Nine/Size Nine
7 Every Morning Sugar Ray (Lava/Atlantic)	18,386	628,625	East West/Warner
8 Strong Robbie Williams (Chrysalis)	16,827	568,409	Chrysalis/Chrysalis
9 That Don't Impress... Shania Twain (Mercury)	19,659	550,678	Mercury & The Partnership/Mercury & No Bu
10 Cloud No.9 Bryan Adams (J&M/Mercury)	15,861	525,638	Mercury/Mercury
11 Red Alert Basement Jaxx (XL Recordings)	11,949	481,721	XL/XL
12 As George Michael & Mary J. Blige (Epic)	17,357	446,574	Epic/Sony
13 Baby One More Time Britney Spears (Jive)	15,576	431,646	Fleming Connolly/Jive
14 Beautiful Stranger Madonna (Mercury/Warner Bros)	11,551	405,162	WEA/Warner
15 Sweet Like Chocolate Shanks & Bigfoot (Capitol) (see review)	8,371	373,057	Jive/Jive
16 Pick A Part That's A New Stereophonics (V2)	7,459	369,023	Appaloosa/V2
17 Right Here Right Now Fatboy Slim (Swire)	9,195	349,737	Angle/Angle
18 Runaway The Corrs (Atlantic)	13,353	326,684	East West/Warner
19 Perfect Moment Martine McCutcheon (Innocent)	11,150	307,380	Virgin/Virgin
20 I Want It That Way Backstreet Boys (Jive)	16,519	306,916	Jive/Jive
21 It's Not Right... Whitney Houston (Arista)	10,803	306,268	Arista/T. Dubois' Prom
22 From The Heart Another Level (Northwestside/Arista)	9,438	288,444	The Partnership/Red Alert
23 You Need Me You Don't (Polodot)	10,608	280,877	Polydot/Polydot
24 Wild Wild West Will Smith (Columbia)	6,421	274,620	Columbia/Sony
25 Look At Me Gett Hawcutt (EMI)	8,961	273,240	EMI/EMI

Source: Music Control/Music Week research

'With Bryan Adams the aim was to service stations with a mix that would get him back into the mainstream pop radio market in his own right' — Bruno Morelli

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PR cover stars, second quarter 1999

NATIONAL AIRWAVES

Partnership helped push Shanita Twain into the number nine airplay slot in quarter two



TLC's No Scrubs was a winner for artist's in-house team

The success of Polydor's in-house press office in securing front page space for its acts in the UK's specialist music magazines during the second quarter of 1999 is an apt reflection of its track record in the charts. Even with two of its biggest acts, Boyzone and S Club 7, handled out-of-house, Polydor still notched up eight front covers between April and June. The addition of the Interscope label following the Universal/PolyGram merger proved significant, with Marilyn Manson's face particularly in demand.

Polydor also takes the biggest quarterly lead at the top of the table since MW started keeping score a year ago. Coalition follows with five covers, and if The Verve's post-humous NME splash was not for the most desirable of reasons, Super Furry Animals and Tom Waits both cultivated a high profile, while Gay Dad's Cliff Jones established himself as a magazine-shifting mouthpiece.

First quarter leader WEA is among the eight contenders who share the number three slot with three covers apiece. Savage & Savidge, one half of the late Savage & Best, was another. It enters the table in its own right, even though managing director Phill Savidge secured Suede's appearance on the front cover of June's *Select* within the lifetime of the old company. Meanwhile, Jive's Steps and Backstreet Boys' *Smash Hits* covers combine with Steps' *Top of the Pops* appearance to give the in-house department the highest readership score, with just in excess of 1m. The *Outside Organisation* is not far behind on more than 900,000.

As ever, the chart inevitably excludes some fine PR work beyond our selection of specialist music magazines. For instance, Dave Woolf secured 10 other front covers for Jamiroquai, including several newspaper supplements, while Missy Elliott took the cover of *The Face* for East West in June.

	Smash Hits (AUG 28, 1999)	NME (AUG 24, 1999)	TOP GUN (AUG 24, 1999)	437 (AUG 24, 1999)	MOJO (AUG 30, 1999)	THE FACE (AUG 24, 1999)	THE FACE (AUG 31, 1999)	THE FACE (AUG 14, 1999)	THE FACE (AUG 21, 1999)	THE FACE (AUG 28, 1999)	THE FACE (AUG 21, 1999)	THE FACE (AUG 14, 1999)	Total	Mag
Polydor	1	1	1	1	1	1	3	1	1	1	1	1	8	Cardigans, Eminem, Abba, Rob Zombie, Adam Rickitt, Marilyn Manson, Limp Bizkit
Coalition		1	3					1					5	Gay Dad, The Verve, Tom Waits, Super Furry Animals
WEA				1	1	1							3	Catatonica, Red Hot Chili Peppers
Hall or Nothing				2		1							3	Stereophonics, Beta Band
EMI/Chrysalis	1			1				1	1				3	Ger Halliwell, Fun Lovin' Criminals, Lynden David Hall
Jive		2	1										3	Steps, Backstreet Boys
Columbia								1	2				3	Jennifer Lopez, Nas
Outside Org.				2									3	Boyzone, Spice Girls, Aerosmith
Savage & Savidge				2				1					3	Suede
Sainted PR				1	2								2	Chemical Brothers, Basement Jaxx
RCA	1			1									2	Blondie, Westlife
Creation				2									2	Oasis, Three Colours Red
Bad Moon				1	1								2	Happy Mondays, Mojave
Epic				1		1							2	Korn, Black Sabbath
London				1									1	All Saints
Work Hard							1						1	Tairra B
Henry's House	1												1	S Club 7
RMP						1							1	Blur
Press Counsel							1						1	Reef
Circus							1						1	Jamiroquai
Chrysalis Ylanou				3									1	Offspring
East West								1					1	Missy Elliott
Darling Dept				1									1	Fatboy Slim/Armand Van Helden
Monkey Business				1									1	Cast
Parlophone				1									1	Supergroup
Dave Woolf									1				1	Jamiroquai
Trouser Press					1								1	Texas
LD Publicity												1	1	Judge Jules
Music For Nations								1					1	Cradle of Filth
Phuture Trax						1							1	HomeLand

SOURCE: MUSIC WEEK RESEARCH. ADD FIGURES ARE FOR JUNE 1999 *UNRATED NEWS
The only change that has been made to the method of the table's compilation has been the inclusion of *Muzik* to replace *Mixmag*, the latter magazine having run with non-artist front covers for five out of the last six months.



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PLUGGING TECHNOLOGY

While there is still no substitute for face-to-face meetings, many pluggers find technology is saving them time, says Steve Hemsley

Whatever you care to call it – pressing the flesh, back scratching or meeting and greeting – providing radio stations across the country with the chance to interview artists is a vital tool in any pluggers' armoury.

Promotions teams know that building relationships with programmers and heads of music at key stations improves the chances of future airplay for new and established acts alike. It also means that pluggers working a priority release can be on the road for up to three weeks at a time, often visiting five or six stations a day.

According to the Radio Authority, the number of terrestrial, satellite, cable, internet and digital radio stations broadcasting has jumped from 130 at the time of the 1990 Broadcasting Act to around 400 today, which means record companies must prioritise which stations they visit. The cost of travel and accommodation can be substantial and tours are planned weeks in advance to ensure they remain cost-effective.

Alex Alexandrou, head of independent plugging company No Bu!, works closely with record companies' in-house marketing teams to ensure there is sufficient time within the overall radio and press campaign for a plugging tour on an appropriate scale.

The best time for known artists to visit stations is two to three weeks before a single is released, he says, because the track is already on the playlist and its beginning to sound familiar to listeners.

"With bigger acts you can usually get the slots you want, such as the flagship breakfast shows," says Alexandrou.

For new artists it can be harder for the pluggers to secure enough interview time to make the exercise cost-effective.

"You do not want to spend three weeks on the road just to get lots of five minute slots," says Martin Finn, head of regional promotions at Virgin Records. "Ideally you need 15-30 minute interviews where the artist's tracks will be played," he says.

Whatever the status of the artist, most radio stations prefer to pre-record an interview to broadcast at a later date. This gives the programmer scheduling flexibility and allows the pluggers to take the artist into a number of stations during one day.

Bob Hermon, head of regional promotion for the Sony labels, believes pluggers have to work harder nowadays because there are fewer slots for speech within local music radio.

To promote the Columbia-signed Hepburn's single 1 Quit, the girls were taken to 40 local stations roughly three weeks before the record was released and a number of additional telephone interviews were also arranged. "The tour obviously worked because we were getting 200-300 plays a week regionally before national radio went with it," says Hermon.

Targeting radio groups often enables pluggers to kill several birds with one stone. "When Adam Rickitt visited us, he did a live interview on Essex FM and then chatted on the AM station about Coronation Street," says Paul Chantler, group programme director for the Essex Radio Group. "We got the local paper involved so there was extra publicity for everyone."



For the larger radio groups such as Capital, GWR and Emox, pluggers will often target two or three stations in the stable and hope the others pick up on an artist. GWR has a centralised playlist agreed in Bristol but all its stations must still be considered when planning a radio tour as individual programme controllers each have an influence on which tracks are selected.

The expense and the time involved in taking acts on the road, as well as the sheer number of stations, mean pluggers are increasingly using ISDN links as well as CD-R Electronic Press Kits (EPKs) to provide artist interviews.

Jo Hart, director of Jo Hart PR, prefers to arrange face-to-face interviews but says ISDN technology is useful when established artists are allocated only a few hours for regional radio promotion. It also means that

local stations which are too small to be included on a tour can still carry an interview.

"When 'N Sync were over here, we only had them for one hour," says Hart. "So we arranged an interview."

an EPK interview whereby one person conducted the interview with the band and a CD-R copy with a script was sent to the stations. Local presenters could then use their own voices so it sounded like they were giving the interview.

During an ISDN interview, on the other hand, an artist will remain in one studio and talk to a different station every 15 minutes.

Charley Byrnes, head of regional radio at independent promoter Site Nine, says both artists and regional heads of music spread the ISDN service, as it enables them to get much more time in a less time.

Studio complex Wise Buddah Creative is one of the most popular providers of ISDN facilities and EPKs and has accommodated about 12 artists a month this year, including Travis, Shed Seven, Jason Nevins and Reef. "We are a one-stop shop for pluggers because we arrange everything," says Wise Buddah managing director Stephen Mulholland. "We put the artist in the studio, provide references and handle the technical side. All they have to do is pre-sell the interviews to radio."

Although ISDN technology brings definite advantages, those promoters teams trying to establish a rapport with local stations and radio groups find that there is still no substitute for taking a high-profile artist into a regional station in the best way. A face-to-face meeting is still the best person to raise awareness of a new artist and help elevate a promo CD to the top of the pile at that vital playlist meeting. ■



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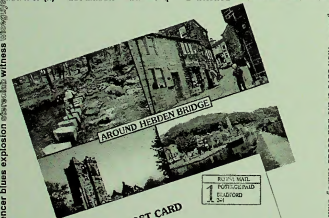
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BB Mak: Tour Diary

MONDAY 21ST JUNE

7AM: The touring party — band members Steve McNally, Mark Barry and Christian Burns, plus tour manager Adam Lambert and Intermedia Regional's Tony Fletcher



convenes in Liverpool for the long drive to Glasgow. Although this plugging tour — in support of the Back Here single — is the band's first, they have performed at numerous roadshows in the past year, as well as making an appearance at the 1999 Radio Academy. "They made a lot of friends in radio at that conference, so their profile was quite high before we even began," says Fletcher.

12PM: Pre-record an Interview with Billy Sloan (picture 1) for Scotland Today. "He liked the single," says Fletcher. "Billy Sloan is very influential in Scotland and he really can make or break a band."

Regional press specialists suffer more than most at the hands of that eternal PR paradox: the greater the press demand for a particular act, the more limited the supply.

When innocent artist Martine McCutcheon embarked on promotion for her debut single, Perfect Moment, regional PR agency APB was allocated just two-and-a-half hours of artist access. Faced with massive demand from the regional press, APB opted for the biggest targets. It invited Scottish titles the Sunday Post and Daily Record, as well as the Newcastle Chronicle, Sheffield Star and Birmingham's Evening Mail, to send writers to London to conduct face-to-face interviews.

"We got five supplement front covers," says APB founder Gordon Duncan. "It was a nice example of what you can do with a big act and a limited amount of time."

12.30PM: Film an interview with Julian Sinclair for S2 Live (2), the Glasgow-based cable and digital channel.

1PM: An interview with Clyde 1 FM is cancelled because no studio was available. "It's a pain. It's not as if Glasgow is just round the corner and you can pop back and do it again later."

5.15PM: Record a 25-minute interview with Ingrid Hagemann at Metro FM in Newcastle.

TUESDAY 22ND JUNE
9.30AM: Carry out a pre-recorded interview for TFM, ISDN and Viking FM in Stockton-on-Tees, all with DJ Lee Thompson.

5PM: After a pre-recorded interview at Red Rose Rock FM in Preston (3), Fletcher introduces the band to the station's head of music, Mark Kaye. "We

played him the single and he gave the boys his opinion, which is always helpful,"

WEDNESDAY 23RD JUNE
8AM: Live interview and acoustic session for 96.7 City FM in Ste's hometown of Liverpool, where the single is already on the A-list. The band are on air for 90 minutes and when they emerge, 20 fans are outside the station. "Ste is from

Liverpool and City FM has been behind us since the early days, so there is a bit of a fanbase there," says Fletcher.

12.30PM: Interview with Dave Ditchfield at Key 103 in Manchester. "He takes a different angle from mainstream stations, because he will talk about the album."

1.15PM: Interview with Bryan Evans for Manchester Live TV's Mad 4 It show.

THURSDAY 24TH JUNE
10.30AM: Interview at Signal One in Stoke-on-Trent.

12PM: Interview and session with Simon Baker at Birmingham Live TV.

2.30PM: Interview with Ben Weston at Red Dragon Radio in Cardiff.

5PM: Interview with Mel Everett at GWR Bristol.

FRIDAY 25TH JUNE

10AM: Pre-record an interview with Stuart Davies at Fox FM. "There is not a lot of radio in the Oxford area so you can reach a lot of people through Fox," says Fletcher.

12PM: Interview with Des Paul at Power FM in Fareham, Hants.

3PM: Interview at Southern FM. Heavy traffic prevents the party from making it to Essex FM. Interview has to be rescheduled for another day.

Fletcher considers it a productive week. "We didn't get a bad reaction anywhere. In a way, that is inevitable if you travel especially to see these people, but there genuinely seemed to be a lot of goodwill."



LOCAL HEROES

These days, most acts expect to do some regional press. "They are usually open to it if you can justify it to them," says James Hopkins, regional press officer at 9PR.

As regional PRs are quick to emphasise, the power of the regional press is frequently underestimated. "Getting local paper press lists together used to be the first job in the industry for 17-year-olds," says Mark Hodgkinson, managing director of Pomona, which has handled regional press for acts from Boyzone to Nick Cave. "But there are hundreds of publications and they all need to be approached in particular ways."

The strength of regional coverage is that

it reaches those who do not read the music press. "Record companies are always very concerned about how to reach people who are hard to target," says Pete Bassett, managing director of Quite Great PR. "The simple answer to that is through local press."

This is particularly true of the growing number of local listings magazines, giving PRs a highly focused publicity tool. "If you get the front cover of Express in Newcastle, it could be seen by 60,000 people," says Ian Cheek of Ian Cheek Press, which handles acts including Garbage and Ash. "That is far more than the NME reaches in the north-east."

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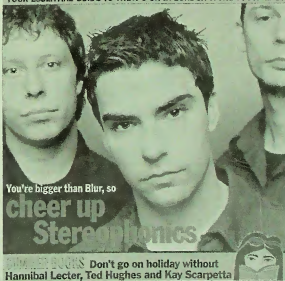
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When legendary producer **GIORGIO MORODER** heard there was another **Summer Project** on the horizon, he no doubt initially thought a reunion was on the cards with his old pal **Dooms**. But it turns out the summer in question was none other than **Summer Son**, the second of what is likely to be a string of singles to emerge from **TEXAS's** latest long player, **The Hush**. **Moroder**, whose first big UK success was coincidentally another "son" tune - **Cherilyn Tip's 1972** number one **Son Of My Father** - was asked by **Mercury's Scottish** outfit to work his **Casablanca** disco magic on the track, which comes out as a single on **August 16**. And, just to complete the **Moroder** connection, the same single features a live cover of **Human League's Don't You Want Me**, whose **Phil Oakey** once scored a massive hit with the renowned knob twiddler.



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Forget that Art of Noise hit Peter Gun (sic). It was more a case of Trev The Knife last Sunday (July 18) when ZIT founder TREVOR HORN marked his 50th birthday with a party at the SARM HOOK END studio complex in Berkshire. Trevor, duelling here with his other half and ZIT partner-in-crime JILL SINCLAIR, was joined at the bath by around 300 friends and colleagues, including Art Of Noise, Malcolm McLaren and members of Yes, whose line-up he once graced. In a sign of the times, in place of prog rock the guests were entertained by a string quartet which - given the name of Art Of Noise's new album - suitably included works by Debussy in its programme.



Remember where you heard it: Michael plays it again - expect Edle to announce its most significant deal this year today (Monday). This one should make it a truly rounded European player... Meanwhile, a top A&R woman is finally set to sign the deal giving her an imprint of her own via East West this week... So young people do listen to Mike & The Mechanics: Trevor Dann was recently caught blagging a copy of their album - for his five-year old daughter... Dooley hears that Sony's Sine is looking to string some pearls of an urban variety into its line-up - as is a key dance player... Richard Manners was celebrating Warner/Chappell UK's share in Christina Aguilera's US number one single last week. In typical style he was also waxing lyrical about the new material being promoted by Archive, signed to his old outfit, PolyGram/Island... Talking of leading publishers, one who was tipped to

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although London Records pipped them to it with a similar affair a week before... RCA's top promotions man Dave Shack and Brilliant!'s Nikki Chapman came up with their very own version of a Church wedding when they tied the knot the other week. For the happy couple had none other than Sony Classical's very own teen superstar Charlotte Church to sing for them at the ceremony, which was followed by a reception at Syon House in west London's Syon Park with a course of Harry Ramsden's fish and chips... We're a nation of shopping cynics. According to a new study by Research International, UK shoppers have lost faith in retailers as they strongly suspect they are being overcharged on a huge range of goods. Music comes second at 66%, just below cars (78%)... Billy Bragg has had a street named after him in Essex. Bragg Close in Dagenham stays true to his socialist roots in a housing association development, although Dooley was unable to confirm rumours it features a 'no right turn' sign... Look for Chrysalis co-founder Terry Ellis to make a stellar return to the UK business this week... Congratulations to MTV's Stephen Irvine and Georgia Cooke on the birth

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Advertisement for Mary J Blige's album 'All That I Can Say'. It features a black and white portrait of her face. Text includes 'Mary J Blige', 'ALL THAT I CAN SAY', 'MUSIC AND VIDEO', 'OUT AUGUST 9', and 'TAKEN FROM THE OUTSTANDING NEW ALBUM "MARY" OUT 16/8'.

Advertisement for Music Week magazine. It features the 'music week' logo and text: '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', and 'Miller Freeman A Good News Media Publication'.

Advertisement for ABC Business Press. It includes the ABC Business Press logo, contact information 'Tel: 0265-1548', and a list of publications: 'Average weekly circulation: July 1997 to 30 June 1998: 12,503'. It also features a small logo for 'ABC BUSINESS PRESS'.

liveinthecity

Described by some as "the convention as entertainment" and by others as "50% business, 50% party, 100% music" In The City has changed the way music conferences work since its birth in 1992.

While the radical panels and seminars inform and entertain, the heart of In The City is the central hotel area where for five days and nights - two thousand CEO's, musicians, vice presidents, lawyers, producers, accountants, marketing chiefs and the brightest gonorrhees in Europe talk music and do business.

liverpool

In September 1999, In The City goes back to the source. Whatever happened in Memphis or Minnesota (Dylan), it was four boys who got the bus home from just outside this year's conference hotel who first put the world under the spell of popular music.

Liverpool is on the rise again. With its new breed of bars and restaurants, its superbly run venues and its world-leading superclub, there could be no better city to host the last In The City of the C20.

ITC's a Manchester, England operation, but even we admit that the biggest scene for Manics in the summer of 1999 is the 8.22am train back from Lime Street Station.



IN THE CITY

18th-22nd sept '99
international music convention
holiday inn crowne plaza, **liverpool**

liverpool: 2-2 little peter street, manchester, england, m15 4ps, uk
tel: 44(0)161 839 3930, fax: 44(0)161 839 3940
ln@thecity.u-net.com, www.livethecity.co.uk



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