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FOR EVERYONE IN THE BUSINESS OF MUSIC

19 AUGUST 2000 £3.00

musicweek

Album sales up, but profits suffer

by Paul Williams

The UK music industry is riding high on a hefty increase in album sales this year – but at a cost to its profits. Newly-released figures reveal album shipments grew 14.3% year-on-year in the second quarter to 42.3m units, thereby ending five successive periods of flat sales.

However, a widening gap is emerging between albums sold to retailers and money generated for them, with value rising in the quarter by a less-predictable 8.9% as more and more discounted titles and parallel imports entered the market.

BMG sales director Richard Story, whose company was responsible for one of the period's biggest new

albums with Whitney Houston's *The Greatest Hits*, puts the sales rise down largely to the huge number of in-store promotions running. "There's an awful lot of campaign activity going on with the likes of HMV, Our Price and Woolworths. The rise has got a lot to do with that because, while there's been some interesting album releases, there's been nothing with massive volumes."

Virgin Megastores product controller for albums Rod MacLennan agrees that it has been campaigns that have buoyed business as stores looked to compensate for a release schedule lacking firepower. "They're an integral part of the business," he



Moby: album success
says. "We could not imagine life without them now."

Alongside heavy discounting, HMV senior marketing manager Cormac Loughran also believes sales during the quarter were helped by England's early exit from Euro 2000 and the "surprise" success of sever-

al albums such as David Gray's *White Ladder*, Moby's *Play* and Dr Dre's 2001.

The increase in album sales in quarter two, which helped to lift the combined singles and albums market to a 5.5% year-on-year value increase to £223.1m, came in sharp contrast to a steep fall in singles sales. With the market lacking any really big-selling releases, shipments tumbled by 10.3% and value by 10.1%. "The singles market has been depressed for quite a while now, which is to do with pricing issues," says MacLennan. "If you get a full-price single for £3.99 but certain retailers are selling the main albums for £9.99 then you're going

to buy an album."

In contrast to the second period, quarter three is already proving to be a strong three months for new albums with releases already out from acts such as The Gons and Ronan Keating, with Craig David set to follow today (Monday) and Robbie Williams on August 28. Quarter four is also shaping up to be exceptionally strong with new albums from acts such as Radiohead, Spice Girls and U2, but profits risk being sacrificed to boost margins. BMG's Story says he hopes sanity will prevail, but with the full impact of Wal-Mart/Asda yet to hit, adds, "The concerns are it's going to be a £10 Christmas again."

Zomba UK managing director Steve Jenkins (pictured right) joined Pinnacle chairman Steve Mason (left) at the company's warehouse last week to celebrate the 25 millionth unit – Britney Spears' new single *Lucky* – to be shipped since parent company Zomba's acquisition of the Windsor/Pinnacle Group almost exactly four years ago. The Backstreet Boys' number three hit *We've Got It Goin' On* in August 1996 marked the first Pinnacle-handled release under Zomba management. "Pinnacle was exactly the type of operation I wanted to work with," says Jenkins. "It's a perfect combination, and never ever have I even think about whether a release will be in the right place at the right time, because I know it will." Jenkins and Mason have a long history of collaboration in the industry, beginning in 1983 when Jenkins was managing director at Impulse and the latter chief at Pinnacle.



Sales soar for short-listed Mercury acts

Strong press coverage and a record number of debut albums shortlisted this year are helping to produce the biggest sales surge to date in the nine-year history of the Mercury Music Prize.

Retailers are reporting upfits of up to 300% for the 12 selected albums since the shortlist was announced on July 25, with the current biggest beneficiaries being Beyond Skin by Nitin Sawhney (*Outcaste*) and Little Black Numbers by Kathryn Williams (*Case Records*). Part of a six-strong contingent of debut albums on the list, the pair have also been subject to extensive press interest.

HMV head of rock and pop Dave Eastafo, whose chain has experienced a 310% sales rise for Little Black Numbers and 221% for the Sawhney album, believes the upfits partly reflect the nature and appeal of the artists listed in the Technics-sponsored event. "It seems that the event is now having a growing impact on sales, particularly for emerging artists," he says.

Meanwhile, this year's sampler album is being released next Monday with a retail price of £4.99 and featuring one track from each of the 12 nominated albums plus Talvin Singh's *Traveler* from his 1999-winning OK album.

DEAG backs Ogden's management return

Former Paul McCartney manager Richard Ogden is returning to artist management with the launch of his own company backed by expanding German live music powerhouse Deutsche Entertainment AG.

Ogden, who has spent the past seven years as a senior VP at Sony Music Europe, says the new company, Richard Ogden Management, aims to build up a roster of clients that will include a handful of "top-class, very interesting" names alongside some younger acts. Although no acts have yet been signed to the company, which officially launches a London office in the first week of September, he says he already has "some irons in the fire".



New business partners: Ogden (left) and Schwenkow company originally arose out of a conversation he had more than a year ago with promoter Barry Marshall, whose Marshall Arts company is part owned by Peter Schwenkow's DEAG. "I felt I wasn't really going anywhere at Sony. I'm bad at doing the same thing over

and over again. I needed to move forward, whether within the company or outside it," he says.

Ogden will be joined in his new venture by Sony colleague Matthew Szatmari and his PA Zaadi Tessler. The company also plans to open an office in Germany.

Ogden started his music industry career as a press officer for United Artists, subsequently holding record company roles including managing director of Polydor UK in the mid-Eighties.

His first run as a manager came in the late Seventies handling artists such as The Skids, The Motors and Bram Chalkovsky, followed by a six-year stint managing Paul and the late Linda McCartney from 1987 to 1993.

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Our Price looks to future as v.shop prepares for roll-out

by Paul Williams

Our Price is pushing through a rapid transformation of half its chain with plans to rebrand around 100 stores as v.shop before Christmas.

The retailer's ambitious programme will initially see rebranded branches in Chatham, Gilling, Notting Hill and Kensington reopening after a sixweek shutdown in the first week of September, with another 10 to 15 stores coming on board every week until the end of the year.

Our Price commercial director Neil Boote believes the chain's metamorphosis represents the most radical transformation conducted yet by a retailer as it plans to satisfy what it sees as a public demand for both High Street and e-commerce retail concepts. "We generally believe watching the best of both worlds –

the best of e-commerce in terms of convenience, range, economics, but they also want to carry on with a real shopping experience. They want to be able to touch and feel things for themselves and want to be able to return things," he says.

However, despite the introduction of the v.shop concept – which will combine software, mobile phones and our new technology – the Our Price name could survive on some High Streets with no final decision yet reached on the rest of the 220-strong chain. This will emerge early next year once the impact of v.shop has been analysed, at which time the remaining stores will either be rebranded, close or continue as Our Price branches. Some 20 stores have already been identified for closure.

The company's continued support



Boote: radical transformation

for the Our Price brand is being underlined by the move of North West regional manager Lindsay Russell to fill the newly-created post of Our Price head of operations. Boote even suggests that the brand could go back to its roots as an "aggressive discounting chain". The bottom line is Our Price hasn't had any investment. It wasn't a question of closing, but

watching it wither on the vine or biting the bullet," he says.

The initial v.shops will be concentrated around London and the South East to reflect the regions where Our Price says mobile phones have the highest penetration. While mobile phones will take up about 25% of each of the new stores' space and hardware about 15%, software will continue to dominate as before. For music this will mean a Top 50 artist albums and Top 25 compilations range, a singles chart and space for campaigns. Outside of promotions no back catalogue will be carried in store, though each store will have around five kiosks in a "Find And Buy" (FAB) section, where customers will be able to order from a vast range of titles for home delivery with fulfilment being carried out by EUK.

Go Beat/Polydora's Gabriella, Wildstar's Craig David and Def Soul/Mercury's Shag (pictured) are the first live acts to be confirmed for the fifth annual Mobo Awards, which are being held at London's Alexandra Palace on October 4. The Mastercard-sponsored awards show will be televised the following day by Channel 4, which has committed up to £500,000 to market the event via billboards, press ads and flyposting. News of the show's line-up came last week as the organisation confirmed that it has postponed plans to hold its first festival event until next year. Dubbed Mobofest 2000, the World Online-sponsored event – which was conceived to showcase up and coming UK and US reggae, garage and R&B acts – has been put back to 2001. "It's a case of the timing not being right," says Mobo managing director Andy Ruffell. "It became clear that we would be in a position – with MTV, Capital Radio and Channel 4 involved – to deliver a much more exciting event in 2001."

Wright tipped to head Bard as McLaughlin stands down

Virgin Entertainment CEO Simon Wright is emerging as the job of Bard chairman the following to Brian McLaughlin's decision to stand down from the post next month.

The HMV Europe managing director will not be seeking re-election at the retail body's AGM on September 14 after two years spent helping to raise the profile of the organisation and fighting a series of tough issues. Bard director general Bob Lewis says McLaughlin's increased commitments and responsibilities at HMV have made it difficult for him to give the Bard job the attention it deserves. He adds that McLaughlin's legacy during his two terms has included helping to form TMCs, fight PPL over the issue of paying for playing music in record stores and negotiate the Worldpop.com chart sponsorship.

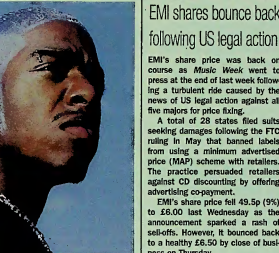
Brian's daytime job makes him a busy bunny and he thought he ought to step down. He has done a wonderful job for us and tackled a lot of major issues," says Lewis. He adds that deputy chairman Andy Gray, founder of Andy's Records, and



Wright: "freed up" for Bar role

Andy's Richard Wootton will also step down as deputy chairman and treasurer respectively.

A straw poll of the 18 Bard council members, who will be asked to nominate and vote for a new chairman, deputy chairman and treasurer at the Commonwealth Club AGM in London, indicates that Wright will garner several nominations for chairman. Lewis admits his name is one of five already mentioned on the three nomination forms he has returned (they are all due back on August 21). Crucially, Wright is making himself available for the job. He says the recent appointment of Andy Randall as managing director of Virgin has "freed myself up a bit".



Menzies sells off THE to management team

Total Home Entertainment (THE), the UK's largest independent distributor of home entertainment product, is being bought out by three of the company's management team after parent John Menzies signalled it no longer figured in its long-term plans.

The management buyout team of managing director Dennis Ashton, commercial director Warren Mason and finance director David Pemberton are buying the Staffordshire-based company for £2.5m, although a further £3.5m could be triggered in an "anti-embarrassment clause" if the company performs well and is bought by another group.

Pemberton says the move was triggered by Menzies' indicating that THE, which made an operating loss of £4.2m on sales of £130m in the 12 months to May 6, 2000, was no longer part of its core business. "In the short term we want to add to our customer profile and we are already talking to several people, some of which may be in music," he says. Although CDs, books and

EMI shares bounce back following US legal action

EMI's share price was back on course as Music Week went to press at the end of last week following a turbulent rise caused by the news of US legal action against all five majors for price fixing.

A total of 28 states filed suits seeking damages following the FTC ruling in May that banned labels from using a minimum advertised price (MAP) scheme with retailers. The practice persuaded retailers against CD discounting by offering advertising co-payment.

EMI's share price fell 49.5p (9%) to £8.00 last Wednesday as the announcement sparked a rash of sell-offs. However, it bounced back to a healthy £6.50 by close of business on Thursday.



multimedia will remain THE's main offer, Pemberton also suggests that the company may look at distributing other goods after recently investing in a semi-automated picking line which can handle a variety of products.

Pemberton rebuffs suggestions that Ashton's recent move to switch supplier from EUK to Handman will create a strong competitor for THE. "We are the largest independent wholesaler of music product, supplying companies like Sainsbury's, and Handman are not our main competition. There is enough space for a number of players," he says.

EC DELAYS SEAGRAM RULING

Vivendi has been instructed to reinstate its £42m proposal to buy Seagram and the remainder of Canal Plus. It does not yet own to the European Commission after regulators concluded the group's initial filing was incomplete. Vivendi's now hopeful the EC will reach a decision on the deal by the end of next month.

POPTONES MAKES AIM DEBUT

Shares in Alan McGee's new record company Poptones were traded bradly last week after last Monday's placing on the Alternative Investment Market. The 11.0m shares, listed at 2p, closed the week up half a penny at 2.5p and helped raise more than £2m to develop acts.

MUNNS JOINS O2 BOARD

Peter Gabriel's fledgling music-as-a-business digital distribution company On Demand Distribution (OOD) has appointed former PolyGram managing director David Munns as non-executive director to its board. Since launch, OOD has been troubled by a number of independents including V2 and Mushroom.

ADI TAKES NULLSOFT ACTION

ADI has had to make a second move to curb Nullsoft software developers since purchasing the company last year. It shut down an MP3 search feature attached to its Winamp player last week after complaints it did not distinguish between licensed and pirated files. The move comes just three months after it successfully acted to stop Nullsoft-developed Gnutella leaking on to the web.

ROBBIE TO PLAY SECRET R1 BIG

Robbie Williams is to perform a one-off gig at a secret venue on Sunday September 3 to be broadcast live on Radio One. Details of the gig, which follows previous "Intimate" gigs for the station by acts including REM, were due to be announced this morning (Monday) on the Radio One breakfast show.

UNIVERSAL SIGNS BLUEMATTER DEAL

Universal has linked a deal with US hosting and tracking provider Digital Island to handle the physical network distribution of its Bluematters music and artists into file format for digital download.

CAPITAL BOOSTS DANCE LINE-UP

Capital FM programme controller Jeff Smith is boosting the station's dance music coverage as part of a shuffle of its weekend line-up. All B will host Capital DanceMasters every Friday between 8pm and 11pm from August 25, followed by a one-hour garage show from Craig David on Saturdays from August 26, while the hour-long Capital Takeover hosted by a celebrity will run each Sunday from 8pm.

EJAY FLOATS ON FRANKFURT MARKET

German online studio software provider EJAY has announced its first portland play AD a successful debut on the Frankfurt New Market last Wednesday, rising 16% to €5.20 from its €4.50 issue price. The company opened a London office in June.

M W COMMENT

A MANAGER IN SEARCH OF FUN

Ask anyone in the UK record or publishing business which executives are the rarest breed and many will say top class managers. Despite the welcome development of organisations like the MMF (formerly IMF), artists and labels alike complain about how hard it is to find smart, organised and professional managers who both care about the music and can take care of the business.

If it's an issue in the UK, it's far more severe in the rest of Europe, where there has simply never been any tradition of professional, independent artist management. Given this backdrop, it's surely a good time for Richard Ogden to launch his German-backed venture, especially with its international approach.

The reason most commonly cited for the management drought is quite simple: there's no longer any money in it, especially not when you consider all the stress it involves. Yet Ogden says he is confident he can make a return on his backer's investment.

More importantly, he says that as he enters the latter stages of his career he wants to have fun doing something that he enjoys. It's a simple reason that is all too often forgotten in these issue-driven times. Every now and then it's worth remembering why most of us entered the music industry in the first place.

It hardly seems four years ago to the month that I sat down with Clive Calder and Steve Mason in the former's Media Valve house to discuss Zomba's acquisition of Pinnacle. At the time the link was not even dry on the contract; the biggest immediate news was that BMG was losing distribution of the Backstreet Boys, who were huge in Germany but had yet to blow up into the global phenomenon they have subsequently become. Since then R Kelly, Wyclef and Britney have followed in their wake, not to mention UK signings like Steps and even Groove Armada. At a time when all the majors are considering quitting or merging their physical distribution operations, Calder has shown how to make it a key asset – so long as you have the hits. *Alex Scott*

PAUL'S QUIRKS

RESPOND CAREFULLY TO PRICE CUTTING

The news that 28 US titles are being the world's five largest record labels should come as no surprise to anyone who has had any dealings with our American cousins. The lawsuit alleges that they have been price-fixing by subsidising advertising for retailers who agreed not to sell CDs below a minimum price set by the labels.

The move to set minimum prices back in the mid-Nineties was obviously taken to protect retailers, suppliers and artists and to ensure that the music industry prevailed despite aggressive price cutting by Wal-Mart and other major American rack jobbers. The issue opens a can of worms for the industry and if the US case succeeds – and for one hope it falls amid a writer of bad publicity for the protagonists – then I suspect it won't be long before similar cases appear in the UK, sponsored by one or other of the self-styled consumer watchdogs.

The question then would be what knock-on effect it might have over here? Could it mean the end of generic advertising that mentions price or industry campaigns that offer, for example, mid-price albums at £7.99 or three-for-£21.00, as they could be construed as setting a minimum price?

Naturally we – and here I include interested parties such as specialist retailers, writers and artists – want to protect our music industry from the mayhem caused by suicidal price-cutting. But how can we go about it without inviting interest from the lawyers?

One proposal from a leading independent retailer is to exclude all new release albums sold at less than the manufacturer's cost price from the chart. This wouldn't prevent retailers from selling at any price they chose, but it might mean they wouldn't receive extra discounts or marketing and rackling contributions from record labels if their sales didn't contribute to the albums chart position. Policing the prices shouldn't be a problem as every major retailer automatically does this each week. It might also mean the end of dumper bins full of Ronan and Robbie albums positioned between the beans and toilet rolls in supermarkets. That can surely only be good for artists and music in the long run.

Paul Quirk's column is a personal view



by Mary-Louise Harding
Wembley is planning to unveil a state-of-the-art 20,000 seat entertainment arena as part of its £1.5bn redevelopment plans.

The new venue forms part of Wembley's plan for a far-reaching regeneration working proposals – dubbed Wembley World – to turn the stadium site and surrounding land into a world-class business, sport and leisure complex. It is designed to replace the existing 11,000-seat arena as the site's main music venue.

The company expects to submit its plans for the 75-acre site – 50 of which it owns, with the remaining 25 owned by corporate landowners – to Brent Council by the year end.

Wembley finance director Mark Elliott says the arena is likely to form an integral part of its plans. "The Wembley complex has an international reputation for commitment to live sport and entertainment. The new arena would unlock tremendous potential for the London music scene and, together with the stadium, forms the heart of the redevelopment plan," he says.

He adds that the company would

Freeton's Clarke jets off to Silicon Valley

Controversial Freeton architect Ian Clarke is to relocate to Silicon Valley, California, after successfully raising venture capital for his new Uptizer project.

Clarke, who is being joined in the venture by partners, ex-musician Rob Kramer and Stephen Star (who has worked at other dotcom startups), claims that Uptizer is an alternative method to copyright laws for creators including musicians and songwriters. Further details are set to be unveiled at the beginning of next month.

Several groups of programmers have already attempted to set up sites which ask MP3 file-swappers to make online voluntary donation-based payments in the wake of the Napster phenomenon, but unsurprisingly these have met a lukewarm response. It is unclear whether Uptizer will base its business model on fees – whether subscription or pay-per-download – or business-to-business revenue such as advertising and sponsorship.

Big hitters step up as In The City adds more panels

In The City is staging an expanded platform of panels in an effort to tackle this year's globalisation theme.

With almost 30 sessions addressing everything from Napster to the Nasdaq, the ninth annual conference is expected to feature an extended list of big-name speakers and panelists, including Universal Music chairman/CEO John Kennedy, German concert group Deutsche Entertainment president Peter Schwand, Alm chief executive Allison Wenham, producer Joe Boyd and musician Peter Hook.

ITC managing director Warren Bramley says the central issue is so

Music takes its pace in new Wembley complex



Elliott: tremendous potential

prefer to demolish the existing arena. "It's a listed building, but so was the stadium and that was pulled down. If it had to stay we would build a new arena and use the old one, perhaps, as a business centre, but that would be a worst-case scenario," he says.

The company says the proposals for the arena prioritise the demands of concerts and other media uses rather than sport. Plans also provide for a 'media village' attached to the arena housing production, post-production and web facilities.

The news comes as the company reported its first financial results since its £106m sell-off of the stadium to the Football Association. Despite staging four fewer music events at the arena this year, the

company says high-profile concerts by Steps, Simply Red and Mariah Carey's solo UK dates helped to push the venue's undisclosed profits slightly higher for the six months to June 30. Operating profits for the Wembley Complex business overall rose to £0.90m on turnover down 3% to £56.3m. Outsourced ticketing business won by the fledgling Wembley Box Office, such as Party In The Park and Ear's Court events, also improved this year, according to the company.

The company says it expects Wembley TV, its joint venture webcast and live events rights syndication business, will become a significant profit driver next year. The start-up – jointly owned by Ian Howard, also chairman of the MacKenzie Group, SJM, Virtue TV, Metropolis and Wembley – officially launches with webcasts of the forthcoming 2,000 events in Chelmsford and Staffordshire.

Wembley TV says it is negotiating with web, satellite and cable distribution partners ahead of V2000. Meanwhile, CEO Ian Howard is set to announce a senior management team during the next two weeks.

NME 'saviour' Maurice Kinn dies

Maurice Kinn, widely recognised as the godfather of pop music journalism, has died aged 76 after a battle with cancer.

Kinn is credited with turning around the fortunes of the once ailing *New Musical Express* and – in doing so – helped create a modern style of music journalism. His friend of four decades, the manager Derek Boulton, says, "Maurice was a walking legend in a rough business".

As an agent in post-war Britain, Kinn represented and promoted many of the leading bands and acts of the era including Joe Loss and Billie Holiday. Then in 1953 he took a risk on buying NME, at the time a struggling title reporting the Big Band craze, for just £1,000. Almost immediately he began to phase out the older acts to feature the new American stars such as Frank Sinatra, Nat King Cole, Frankie Laine and Johnnie Ray.

"You've got to remember that at the time *Melody Maker* was reporting that the third trumpet player in



Kinn: pioneer of music journalism

an orchestra had been replaced by the second trumpet player so this was a huge change," says Boulton. "He saved NME and laid the foundations for today's pop writing".

NME's circulation and credibility immediately shot up and at one point Kinn was able to boast a bill including The Beatles, Rolling Stones, Cliff Richard, Dusty Springfield and Tony Bennett for an NME pop winners concert.

Ten years after buying the music weekly the Arsenal-mad publisher sold NME to the Mirror Group for £500,000, but remained as a general adviser and columnist.

He leaves a wife and two children.



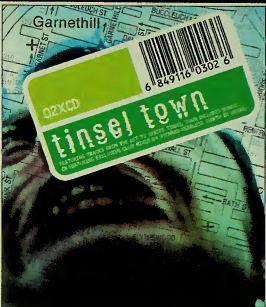
Hook: In The City covered

far-reaching that 29 panels are being scheduled for the September 23-27 event. As part of this, the world's collection societies will be put under the microscope in a *Blowing In The Wind* session, fashion will be examined in it's *Getta Be A Loose Fit* and the fading influ-

ence of UK acts on the US charts is likely to be discussed in *All Come To Look For America*. Other panel titles include *Pirate Radio* and *The Rise of Garage*, *The Business Is Fucked – Discuss*, *Shopping Wars – The Clash At Retail* and *Global Economy Of The Music Industry*, *The Dealer And The Price* and *Have You Ever Seen An Unhappy Publisher?*

Hook is likely to participate in *The Under The Covers* panel, which will chart the history and evolution of album covers and include contributions from Peter Blake and Peter Saville, who influenced a generation of album illustrators with his *Joy Division* covers.

BBC Music is releasing the soundtrack to the new BBC2 drama series *Tinsel Town* (pictured), which focuses on characters involved in the Glasgow club scene. The album, out on September 18, includes tracks by Basement Jaxx, Moloko, Underworld, Primal Scream, Luffield, Fatboy Slim, The Chemical Brothers, Propellerheads and Manic Street Preachers as well as a bonus track featuring a DJ mix by Death In Vegas's Richard Fearless. The album will be trailed after every programme in the 10-show series, which began on August 7 and runs every Monday, while additional marketing support worth around £30,000 will focus on radio advertising on Xfm, stations in the Galaxy network and Vibe FM. Press ads will run in *NME*, *Mix Mag* and various surf and skate titles. There will also be 30,000 special e-postcards distributed as part of an internet campaign. The map will come in a clear cover with a mug of Glasgow on the front, while 2,000 limited-edition vinyl copies will be pressed. A three-video box set of the series is being issued by BBC Worldwide on September 18 to coincide with the album's release.



3mv offer gives indie early Christmas boost

Distributor 3mv is repeating its Sound Judgement campaign by offering independent retailers the chance to stock up on best-selling mid-price titles in time for Christmas.

The four-week Sound Judgement 2 promotion starts on September 1 and follows a similar offer at the start of the year when more than 300,000 units were shipped.

More than 270 titles are included with albums new to mid-price including Oasis' *Be Here Now*, Garbage's *Version 2.0*, Stereo-Engles' *Performance* & Cocktails, Suede's *Coming Up* and Kathryn Williams' *Dog Leap Stars*.

There will also be special full-to mid-price one-off deals and the campaign will be supported by full-page colour sales ads in *Select*, and *Uncut*. 3mv will supply independent retailers with posters and carrier bags.

Easiest attempts balancing act to raise Blackwood's appeal

by Steve Hemsley

East West has begun the task of trying to broaden the appeal of TV personality Richard Blackwood's debut album by alienating his original audience in the run up to the release of his debut album *You'll Love To Hate This* on September 18.

Working with PR agency Vital Publicity, the label has opted on a policy of strategically-placed press interviews throughout August and around the release of the second single 1234 Get With The Wicked on September 4. TV, press, poster and internet advertising is set to begin during the week of the album's release.

Interviews have appeared in *Observer Life* and *Newsweek* — a marketing tactic aimed at giving him an early introduction to the US market — as well as *The Voice* and *Hip Hop Connection*, while a photo shoot has been arranged with Marie

Claire to reach his growing female fanbase.

"We have had to tread carefully because the black press have seen him cross over from pure black market comedy to be more mainstream with his appearances on MTV and his Channel 4 show, and when he brought out his first single *Mama-Who-Da-Man?* there was some suspicion," says Vital account manager Claire Hajaj.

She adds: "The PR campaign is trying to do difficult and challenging things and we have arranged an interview with [black men's magazine] *Untold* magazines, for example. The first single appealed to a younger audience, but we are aiming higher than that with the album, which is why we are targeting the specialist press and the broad sheets because they will have something to say about him as an entertainer."



Blackwood: new campaigning

East West marketing director Elyse Taylor will not disclose how much is being spent on the campaign, but she says it will maximise his appeal as a TV personality. "He is a very visual artist and the TV advertising will run until Christmas because a third single will be

released in November," she says.

Blackwood is already confirmed to perform the third single on ITV's *Michael Barrymore* show while the other TV appearances scheduled so far include an interview on GMTV on August 24.

Around 20 CD-R copies of the album have been sent out to industry opinion formers and *Select* is running a feature on Blackwood after hearing it, although East West and Vital Publicity were initially unsure whether the magazine fitted the marketing brief.

Select editor Alexis Petridis says: "The Richard Blackwood album is not a record I would necessarily expect *Select* readers to buy, but he is a personality and we will be asking him difficult questions at the front of the magazine about his views on hip-hop. He seems to be being pitched as an Anglicised Will Smith and he plays that role very well."

Aim backs Popkomm CD to show off Manchester talent

The Association of Independent Music (AIM) has joined forces with Manchester City Music Network to produce a promotional CD sampler for the Popkomm trade fair in Cologne.

The AIM stand at the August 17-19 event will represent 57 companies and visitors will be given a free copy of the 47-track *Aim For Manchester CD*, which has been manufactured by Sonopress and includes a 14-page booklet with a full tracklisting, details of the artists and information on the labels taking part.

AIM communications manager Alex Papsinakisopoulos says events such as Popkomm provide independent labels with the opportunity to trade internationally. "We are delighted to present this CD with a delegation from Manchester. Although based in London, AIM has endeavoured to reach all parts of

the UK and this year it has visited not only Manchester but also Liverpool, the North East, Bristol, the South West and Scotland," she says.

The idea for the promotional CD was devised by AIM with In The City general manager Warren Bramley. He says, "Manchester has always been rich in musical talent and since *Midsom 1999* we have been creating the infrastructure to promote that talent internationally. Going to trade shows such as Popkomm and being involved with trade bodies can only help labels because AIM is investigating opportunities in markets such as South East Asia and the US."

Among the labels with tracks on the *Aim For Manchester CD* are Cooking Vinyl, Faith & Hope Records, Glasgow Underground, Ninja Tune and Grand Central Records.

Mixed picture on value of radio ads

The music industry is divided over the effectiveness of radio as an advertising medium, according to the latest figures supplied by The Radio Advertising Bureau (RAB).

Commercial radio saw its airtime revenue in the year to June grow by 17.8% in value terms to £51.0m, yet earnings from record company campaigns fell 13.1% from £16.0m to £13.9m.

The MMS figures are based on average rate-card prices taken from a basket survey of media buying agencies and radio stations. The data reveals that among the companies to turn their backs on the medium was Telstar, which reduced its budget by 64.4% from £1.7m to £262,000 and Sony, which cut back its spend by 53.4% from £1.2m to £590,000. Universal spent 8.2% less at £1.8m.

A number of record companies have increased their use of radio, however, with Virgin Records' commercial marketing arm mainly responsible. The company allocated 37.8% more in £2.4m, although Virgin figures do include radio



Halliwel: radio ads

spend for the Now! series joint venture with EMI and Universal. Its most heavily-supported album on radio was the Virgin/EMI release *The Best Classical Album of the Millennium... Ever (£227,000)*.

Meanwhile, EMI increased its spend by a third to almost £1.3m with £80,600 spent promoting EMI Halliwel's *Schizophrenic* album over the period.

RAB analyst Rupert Steele says music companies are being more strategic in when they advertise on the radio. "They are also taking advantage of cheaper airtime slots in the evening and during the night when non-music brands prefer not to advertise," he says.

newsfile

BBC LAUNCHES TURTLE MAG

The BBC is to launch a magazine into the crowded teenage market in the autumn. Lindsay Fox, publisher of BBC Worldwide's existing titles in the market *Law & Kicking* and *Top Of The Pops*, will not release any more details about the new venture which is known as *Turtle*. However, it is understood it will compete with Attic Futura's *Sugar* magazine.

ANGLO TO EXPAND WEB ARM

Independent plugging company Anglo is talking to record companies about expanding its recently-launched internet promotions arm. It is headed by Luke Best, who was discovered while he was surfing the Anglo Plugging website. One of Anglo's internet successes has been convincing rmo.com to broadcast an exclusive webcast for JJ72. As part of the deal the site was given exclusive use of the video for the single *Oxygen*, which is released today (Monday).

DRIVE TO PUSH MUSIC ON DVD

Warner Vision has teamed up with Sony Music Video to launch a generic advertising campaign to promote music on DVD. The consumer campaign will run next month and include advertising in music and film magazines, men's lifestyle publications, *Rolling Stone*, *The Guardian* and *The Independent*.

WEBCAST FOR WORLD PARTY TRACK

Marketing consultancy Midnight To Six has set its first launch date to coincide with Papillon's August 14 release of World Party's new single *Here Comes The Future*. The consultancy — set up last year by former Independent marketing director Tony Crean — will use the site to webcast a clip of World Party video off to live traffic to the official site.

MTV PICKS UP NICKELDEON SALES

MTV Networks UK has been taken on as exclusive advertising sales agent for Nickelodeon UK with effect from January 1 next year. The Nickelodeon sales team will be headed by regional sales director Lesley Rowe-Jones, who will also oversee sales on MTV, VH1 and MTV's digital-only channels.

A DOUBLE FOR FIVE

A double platinum award was awarded to Five's inwincible album last week, while the BPI also certified Coldplay's *Parachutes* and Ronan Keating's *Parade* as platinum albums.

HOW TV SHOWS' RATINGS COMPARE

| Programme | Viewers | % Change on 1999 |
|--------------------------|---------|------------------|
| Top Of The Pops* | 3,864 | 23.2% |
| Top Of The Pops II (Two) | 2,177 | 7% |
| COUL* | 2,076 | 103.1% |
| MTV | 1,922 | 76.6% |
| The Poppy Chart* | 1,555 | 52.6% |
| FBI | 1,001 | 9% |
| Planet Pop (Sun) | 830 | 29.5% |
| Vibe | 385 | 25.1% |
| Flava | 215 | 27.8% |

*combined totals
Source: Mediacom TMB (Barb data) for week commencing 24/7/00

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newsfile

CLASSICA CANCELS INTERNATIONAL DEALS
 Elektra has signed a new album deal for the world excluding the UK with Steve Debra at Atlantic Records US offshoot First Division. Under the deal *The Menace*, the band's Top 40 second album, will be released in the US and Japan on August 22. Represented by CMO Management, signed to Decursive Records and published by EMI Music, the act released their debut album in the US on Geffen Records through a deal struck with Mark Cates, now at Grand Royal Records. Meanwhile, fellow CMO act Ooberman have a seven-track EP ready to release in October subject to negotiations with a handful of independents. Their *Shorley Wall* EP has been picked up by New York's underground pop label March Records, which has previously released records by The Clientelle, Dublin's Harvest Minsters, Cinnamon, Embellish and Spring.

SPICE GIRLS SHINE HERALDS NEW ALBUM
 The Spice Girls have confirmed release details of their first single in two years, a double A-side offering which will be released through Virgin Records on October 23. The single features the uptempo track *Holler Holic*—which they previewed at their live shows last Christmas—together with a ballad entitled *Let Love Lead The Way*, and will set the tone for the release of the group's third album on November 6. The as-yet-untitled album has been recorded over the past 14 months in the US and UK along with producers including Rodney Jerkins, Jimmy Jam and Terry Lewis.

THIRD ALBUM READY FOR MANSON

Marilyn Manson is finishing work on his third album, *Holy Wood* (In The Shadow Of The Valley Of Death), which is scheduled for release via Interscope/Polydor at the end of October. Among the tracks so far completed are *The Day After Tomorrow*, *The Day After Tomorrow* and *Crack-Fiction* in Space.

VIENNA HEARS URBAN SEMINAR LIVE-UP

Veteran UK reggae broadcaster and DJ David Robinson has been confirmed for the One On One keynote interview at the third annual Urban Music Seminar, which takes place at London's Hammersmith Palais on September 10. Other panelists set to appear at the event, which is being sponsored by Musicians' Union, Choice FM, Promo Only and Digital Arts, include MJ Cole, Arful Dodger, Ede's Clive Black, Arista's Nick Raphael, Columbia's Matt Ross and MTV's June Spang.

NEW PUBLIST

Sugababes—Overload (London) Truly blowing up (single, Sept 4); **Architects**—*Show Me The Money* (Go Beat) Fitter sinash (single, Oct); **Tim Hutton**—*Sampler* (Pias Recordings) not just a single songwriter (album, Oct 2); **K-See**—*I Don't Really Care* (Instant Karma) Putting the bass into west London (single, Sept 11); **Tahti 80**—*B.S.A.C. EP* (Atmosphériques) Galactic cool (single, Aug 21); **Felix Quayle**—*Vanguard* (Epic) All over the place—and it works (album, Oct 2); **Billie Piper**—*Something Deep Inside* (Innocent) Sparkling R&B pop (single, Sept 11); **Face**—*Bookends* (Independent) London rappers step up with solo material (single, Sept 25); **Alphastars**—*B.A.S.I.C.* (Falth & Hopes) Manchester duo maintain their single's high standards (album, Sept 11); **Jaga**—*Geometry* (Planet Mu) Schizophrenic electronics with a heart (album, Oct 7); **The Friends of Rachel Worth**—*The Go-Betweens* (Cirrus) Veterans return (album, Sept 18); **Flava Feet**—*Donna Gardier*—*Betcha Wouldn't Hurt Me* (Dome) Tasteful soul cover (single, Sept 11).



All Saints produce K-Gee unveils solo album project

by David Balfour

Producer and songwriter K-Gee is finally set to step out of the shadows of his unofficial role as the "fifth All Saint" when he releases his debut solo album through Instant Karma in October.

The album, provisionally entitled *Off The Hook*, combines cutting-edge R&B and caty beats with the pop sensibility and catchy samples that have brought him success as All Saints' key producer. It will be preceded by the Miami Bass-style single *I Don't Really Care* on September 11, whose video has been directed by Max and Danila (Craig David and Janelle) and features cameo appearances by DJ 101's Shazzy Biss and Melanie Blatt. The single is likely to provide the first chart success for Rod Dickens' Instant Karma label, whose first release by Helicopter Girl has not yet charted though it recently won a Mercury Music Prize nomination.

London-based K-Gee, aka Karl Gordon, started his career as one half of Tappert's Outlaw Posse in the early Nineties before graduating to remix work for artists including



K-Gee: 'lots of offers on the table'

Mica Paris and Queen Latifah. It was at this time that he met Lewis and Blatt and began to develop tracks including the future All Saints breakthrough single *I Know Where It's At*. After All Saints signed to London Records he produced their debut album and continues to DJ at their live shows.

Gordon, who is produced by EMI Music Publishing, says he has been keen to release a solo for some time. "Before I'd made any firm plans or recorded demos I had record companies offering me deals, so I knew it

was time to get on with it. There were lots of offers on the table but I chose to sign to Instant Karma because Rod Dickens showed me that he had absolute faith in my abilities and gave me carte blanche to go and get on with the recording on my own terms."

The album has been recorded at Gordon's own Pierce St Studios in Hammersmith. "Coming from a DJ background I knew that I wanted the record to be upbeat and energetic. I'd originally planned to have lots of high-profile guests on the record but it's ended up with more of a solo identity," he says. Collaborators include All Saints keyboardist Octave, vocalist and former Truce member Michelle Escoffrey, with whom he had previously written *Days Like That* for Pierce, and rapper and Structured member Lord Ginzbury.

Gordon is currently adding the final touches to the project. "The album is nearly finished but it's taken a while because I've been recording it in the gaps between working on other projects such as the new All Saints album and doing tracks for Rod Stewart and Emma Bunton."

New Famous Music UK MD makes his first signings

Independent publisher Famous Music has signed deals with Mercury Records artist Mushtaq, as well as songwriter Alex Watson and former Real People members Chris and Tony Griffiths in its first moves since the acquisition of UK managing director Dominic Walker.

Walker, who joined the Viacom/Paramount Pictures-owned company in April from Universal Music, says the signings are the first stage in a drive to sign UK writers and writer-producers.

"We're actively starting to build a roster of UK talent, to complement the company's US roster. We're now going to become much more aggressive in the UK market and get a much higher profile than we've had before," he says.

Walker, who worked at PolyGram/Island Music prior to its merger with MCA Music and who previously spent a number of years at BMG Music, says he is particularly keen to expand the publisher's activities in the area of writer-producers.

Mushtaq, who is currently enjoying international interest in his solo material, is also an active writer whose current credits include tracks for Damage's forthcoming album for EMI.



Mushtaq: enjoying international interest

Famous has also signed Realistic Music, the publishing company set up by former Real People members Tony and Chris Griffiths, which includes songs recorded by Oasis and Cher among its catalogue.

Meanwhile, Alex Watson is a top-line melody and lyric writer who specializes in pop/R&B and who has recently written for Northern Line, as well as co-writing for Precious with Ian Greene.

Famous's new UK signings are the latest additions to a US roster that includes Eminem, Montel Jordan, Bush, and leading R&B producer Fred Jerkins.

Sneaker Pimps seek new deal after One Little Indian parting

Sneaker Pimps have split with their label Clean Up/One Little Indian four years after the release of their Top 30 debut album *Becoming X*.

Describing the parting as amicable, manager Craig Mineard says that general communication with the label had begun to deteriorate after complications with the group's contract. The fact that One Little Indian had re-signed former Sneaker Pimps vocalist Kelli All after she had left the group in 1998 had also seemed to create the possibility for a conflict of interest, he adds.

"To go their separate ways seemed like the healthy and sensible thing to do. The band are now in France working on new tracks and have nearly recorded an album's worth of material," Mineard says.

He adds that the band are likely to begin negotiation for a new deal, though there is no pressure on them to sign anything immediately.

One Little Indian managing director Derek Blissett says: "They asked me for permission to be released from the label. While I would have liked them to stay with us One Little Indian, I knew that it was best to let them have their independence."

Meanwhile, All has spent the past seven months working on new material with leading US songwriter and producer Rick Nowels, though no release is yet scheduled.

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RETAIL FOCUS: **NEW MUSIC**

by Karen Faux

A Harborne, Birmingham, customers can have a cup of coffee, record a demo and rifle through the store's extensive range of new or secondhand stock — all in the same visit. "There has been a deliberate attempt to make the store conducive to musicians and music lovers," says Binning. "It is now becoming a focal point for the local music community and its different aspects feed off each other."

As a seasoned musician himself, Binning is encouraged with the way the business has evolved since he launched in 1998. His 16-track High House studio is in regular demand from both professional musicians and up-and-coming local bands. Anew is also the name of Binning's own label that provides a complete production service, from laying down tracks to producing artwork and organising management and distribution.

After a long career spanning music retail and a stint on the road as a Warner rep, Binning decided that running his own store would give him the flexibility to pursue his own music interests while earning a living. "Running all the



Anew Music: focal point for music community

shop's activities is hard work and it's not unusual for me to clock up an 18-hour day," he says. "My own band — Druidspear — are currently working on their second album and people usually like me to do their production in the studio. Added to that I'm also required behind the counter. It's non-stop."

While Anew carries some chart product, the bedrock of its customers are Birmingham

DRUIDSPEAR HEAD DOWN UNDER

James Binning describes his band, Druidspear, as psychedelic rock with folk and world music influences. At the beginning of the year an Australian internet magazine, *Neo Pagan Times*, invited him over to perform and host musicians' workshops. "The keyboard player and myself travelled to Australia and it was great to go somewhere where people had heard of us," says Binning. As regulars on the alternative festival circuit, Binning intends to move out of the underground with his next album. "To kick it off we'll be releasing a single with a mainstream feel to it," he says.

University students who favour classic rock bad catalogue on a £7.99 each or three-for-£20 deal. Binning reports that artists such as T Rex, Yes and Alex Harvey always stream out. "We'll do well with chart albums if we're talking about acts like Coldplay, Travis or Radiohead but we don't sell like Greg Halliwell," he says. "Unfortunately the drop-off in our chart sales has been dramatic since last Christmas. When

you get stores like Woolies selling The Corrs' album for £9.99 in its first week, we can't compete and people no longer bother to come to us for that type of product."

Binning believes that discounting has led to the fundamental problem that the public should cost. "Price bands at all different levels have now become muddled," he says. "We're seeing one multiple currency selling classic mid-price titles for £4.99. One cheap place has experienced product this cheap they find it hard to accept higher levels. Ultimately it is very damaging."

The opening of a massive Marks & Spencers in Harborne High Street bodes well for driving additional traffic through Anew's doors. "The High Street here has recently suffered from the charity shop syndrome but M&S should do well. It will bring a lot more passing trade our way which combined with all our other activities will consolidate the business," says Binning.

Anew Music: 47 High Street, Harborne, Birmingham B17 9NT, Tel: 0121 428 3138, e-mail: anew@ssbdid.co.uk

IN-STORE NEXT WEEK (from 21/8/00)

Windows — Toploader, Reef, "Price Hammer" sale; **In-store** — Bentley Rhythm Ace, Red Line, Cherubini, Shaz, Earth Vol.4, Hardfloor, Kings Of Tomorrow, Jimmy Page & Black Crowes; **Press ads** — Harry Nilsson, Shirley Bassey, Bentley Rhythm Ace, Cherubini, Shaz, Earth Vol.4, Hardfloor, Kings Of Tomorrow, Everclear, Jimmy Page & Black Crowes, Orishas, World 2000



In-store — A1, Madason, Robbie Williams, videos at £5.87 or two for £10, two DVDs for £20



In-store — CDs from £5 including Celine Dion, George Michael and Steps, selected chart albums for £9.99, discounts on selected Disney videos



Album — Sigur Ros; **In-store display boards** — A Guy Called Gerald, Brave Captain, Thievery Corporation, Astrid, Ozio Africa 2, Norman & Joey Jay's Good Times, Union Kid, Hefner



Single — Madonna; **Windows** — Gianna Kid, A1, Madason, Underworld, Daphne & Celeste, Bloodhound Gang, Toploader, Robbie Williams, Itz

Annual, Pepsi promotion; **In-store** — Pepsi promotion, HMV sampler; **Press ads** — Underworld, Toploader, Bloodhound Gang, Bentley Rhythm Ace, Lauren Laverne, Grandaddy, Daphne & Celeste



Singles — A1, Robbie Rivera, Yomanda, Madason, Underworld;

Albums — Ibiza Annual, Chilled Ibiza, Reef, Wyclef Jean; **Windows** — Ibiza Annual, Reef, "Anything Missing" mid-price campaign; **In-store** — Thievery Corporation, World Party



Windows — Reef; **In-store** — Space; **Listening posts** — Mansun, Style Council, Best Cuban Album In The World...Ever, Big Brother Original Soundtrack, XMen Original Soundtrack, Sigur Ros



Singles — Daphne & Celeste, Bloodhound Gang, Robbie Rivera, Madason, Toploader; **Windows** — Ibiza Annual (DVD), Daphne & Celeste, Craig David, three CDs for the price of two; **In-store** — three CDs for the price of two, Space, This Is Chill Trance, Robbie Williams



Selects listening posts — De La Soul, White Hotel/In Stereo, Rag'n' Bonehead, Adventures In Christmas, Kinobe, Mojo

recommended stores — Julian Hatfield, The Wave Room, Bocephus King, Jack Drag, Bert Jansch, David Coverdale



Singles — The Dandy Warhols, A1, Madason, Underworld; **Windows** — Craig David, Robbie Williams, three Onema Club videos for the price of two, Joy & Norman Jay's Good Times, Mojo promotion; **In-store** — two CDs for £20; **Listening posts** — Scott Basquine Classics, Benj, Louise, Deep Dish, Disco Kandi 2, Everclear, Coldplay, Doves, Norman Keating; **Press ads** — two CDs for £20, Onema Club promotion, Catherine Wheel, Joy & Norman Jay's Good Times



In-store — Spiller, Trusteppers, H+Gate, Queens Of The Stone Age, Deftones, Mansun, Jimmy Page, Black Crowes, Creamfields, Mansun, Reef, Grandaddy, Underworld, Paul Weller



Singles — Bon Jovi, Finley Quay; **Albums** — Melanie C, Ibiza Annual, Reef; **In-store** — Melanie C, The Corrs, Norman Keating



In-store — Ibiza Euphoria, New Woman Summer 2000, SummerTime, Coldplay, Morcheba, Summer Perfect Partner, Louise, Craig David, Norman Keating, Janet Jackson, Ruff Endz

ON THE SHELF

LERRYN BRY,
owner, Music Box,
Portsmouth



"I have been the busiest summer we've had for some years and we put it down to the fact there have been some interesting albums with real staying power. We have done fantastic business with The Corrs, Norman Keating, Dr Dre and particularly Eminem. We specialise in 12-inch dance and we've put in a lot of hard work to develop product knowledge in this area. House and hard house are currently the most popular and we do very well with labels such as Nukeuz. It is good to see this side of business so far avoiding the seasonal dip.

This week's singles best-sellers include Melanie C and Bob Sinclar, while Robbie Williams is still in demand from last week. I'm pretty disappointed that Spiller isn't coming out until next week because it has had so much exposure on radio and TV and people are getting fed up with waiting for it. If only radio and the record companies would get together and dovetail their releases more

closely. I am constantly being asked for records that are being played on Radio One but are not yet available to buy.

Business for Now! 46 has been extremely brisk and we have sold at least 20 copies just on the back of the Spiller track. EMI's new artist campaign deserves praise. Customers pick up a free 16-track sampler when they buy one of a selected range of albums and the sampler provides a very good introduction to all of their new up-and-coming acts.

I've just been talking to a 3mv rep, who is one of the few I see nowadays. Having face-to-face contact with reps certainly helps business although it is difficult to fault record companies' telematics service. Looking towards the autumn there seem to be some fairly bankable releases lined up, of which the most promising is Robbie Williams' album. I'm pretty confident about the way things should go, despite the fact that the likes of ASDA will be promoting product for £9.99."

ON THE ROAD

KEVIN MARKS,
EMI area account manager
for Leics, Notts & S Yorks



"My territory is not as big as some handled by my colleagues but it includes a very wide range of indie stores which all have different individual requirements. One aspect of the job which has become more important is profiling product in-store and giving it the best possible chance to sell. Positive feedback from stores highlights that we are doing it right.

This week I am being kept very busy with the single of the week. It will reaffirm Postiva's position as the UK's number one dance label. There has been tremendous support for our recent campaign featuring a free 16-track sampler. All agree it has presented a great opportunity for stores to introduce their customers to new EMI acts. One of the

notable things about this year is that EMI has broken new acts. Doves and Coldplay have both achieved substantial success, and Dark Star and Idlewild are in the process of moving up to the next level.

Robbie Williams' Sing When You're Winning, released at the end of this month, promises to be one of the biggest albums of the year and will build on the back of his single Rock DJ, which debuted at number one last week. In September we have the new album from Kylie Minogue, entitled Light Years, which is already picking up a lot of interest at store level. There will be another single, On a Night Like This, released two weeks before the album which should repeat the success of Spinning Around.

There are plenty of other high-profile releases slated for the autumn — including a Blur best of and David Bowie BBC sessions — but more is about to be revealed at our next monthly sales presentation."

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CLASSICAL SALES HALT DOWNWARD SLIDE

New BPI figures for classical trade deliveries for January to June 2000 suggest that sales of classical recordings have stabilised following four successive quarters of losses during 1999.

Shipments of CDs in the first half of this year registered a 4% year-on-year increase, both in units sold and value. Sales of classical music on cassette and MiniDisc, however, fell sharply in the first two quarters.

The BPI's report suggests that the classical sector had benefited directly from the TV broadcast of the inaugural Classical Brit Awards, the media attention it generated, and associated marketing opportunities pursued by the major classical labels.

The influence of the awards event was reflected in the Top 10 list of best-selling albums for the first six months of 2000, with the re-promotion of Andrea Bocelli's Sacred Arias securing fifth place ahead of Charlotte Church's self-titled album (at six), Lesley Garrett's I'll Wait for You (nine) and Filippa Giordano's Warner Classics debut album (10). Nigel Kennedy, another Classical Brit winner, captured 11th place in the six-monthly listing.

The use of Bocelli's Canto Della Terra as the theme music for BBC TV's coverage of the European Football Championships in June, and a television campaign for the Sacred Arias album, further contributed to the Italian tenor's other success.

Overall, however, crossover, compilations and soundtrack albums continued their dominance of classical sales. William Orbit's controversial Pieces in A Modern Style, which sparked a heated debate last March about CD's eligibility rules for inclusion in the classical charts, topped the chart of best-selling albums for Warner Music.

Classical music's overall market share fell to 7.1%, down by 0.7% in terms of unit

BEST-SELLING CLASSICAL ALBUMS JAN-JUN 2000

- 1 Pieces In A Modern Style
William Orbit (Warner Music)
- 2 The Classical Album Various
(Universal Classics/Argo/EMI)
- 3 Hall Of Fame 2000 Various (BMG Classics)
- 4 Gladiator OST Hans Zimmer & Lisa Gerrard
(Universal Classics)
- 5 Sacred Arie Andrea Bocelli (Universal Classics)
- 6 Charlotte Church Charlotte Church (Sony Classical)
- 7 Best Classical Album Of The Millennium
Various (Virgin/EMI)
- 8 Resa Varlden (BMG Classics)
- 9 I'll Wait For You Lesley Garrett (BMG Classics)
- 10 Filippa Giordano Filippa Giordano
(Warner Classics)

(Source: BPI)

sales and 0.4% in terms of value. The number of classical units sold in the first six months of 2000 totalled just over 13.1m, representing a trade value of £58.7m.

HYPERION DISC COMPLETES SCHUBERT SERIES

Hyperion's acclaimed Schubert Edition, which embraces the Viennese composer's 747 lieder and parsons, reaches its 37th and final release next month. Since its launch in 1987, the project has helped establish the independent label's reputation as one of the most dedicated and uncompromising producers of classical recordings. Dame Janet Baker's first volume in the series won a Gramophone Award, setting the standard for subsequent releases. Other artists who have contributed to the series include Dame Felicity Lott, Peter Schreier, Thomas Hampson, Lucia Popp, Brigitte Fassbaender and Ian Bostridge.

The final volume is devoted to the lieder of Schubert's final year, Anthony Rolfe Johnson sings Schwanesong and Heine settings, with the Rellstab settings performed by John Mark Ainsley.

Andrew Stewart can be contacted by e-mail at: Andrew.Stewart1@compuserve.com

ALBUM of the week

WAGNER: Die Meistersinger von Nürnberg, Holl, Hölle, A. Schmidt, Seiffert, E. Magee, etc. Choir and Orchestra of the Bayreuth Festival/Barenboim (Teldec 3984 29333-2).

Daniel Barenboim, celebrating his 50th year as a professional performer long before he is eligible for a bus pass, gives a high-energy account of Wagner's great comic masterpiece, perhaps lacking the emotional depth of the best of the catalogued Meistersingers.

Wagner recordings draw notoriously partisan responses from fans, but Barenboim gives a reading of weight and character that deserves to be judged alongside legendary accounts by Karajan, Knappertsbusch and Kempe. Peter Seiffert makes a lyrical yet mines the pathos and humanity of Sachs's music.

REVIEWS

For records released up to August 28 2000

JS BACH: A Musical Offering - The complete instrumental trio sonata.

Florilegium (Channel Classics CC15 14598).

Channel Classics' choice of title for this album throws up some confusion, since it presents only the trio sonatas from Bach's late, awe-inspiring collection of canons and fugues, A Musical Offering, together with trio sonatas whose attribution to the Leipzig composer is now in doubt. The reality is that this disc is a true musical offering from a gifted ensemble of young British-based early music players. They deliver expressively intuitive, compelling performances.

GIBBONS - ROYAL FANTASIES: Music for viols Vol.1. Concordia (Metronome MET CD 1033). Orlando Gibbons, arguably the most talented English composer of his age, was born in Oxford in 1584 and became a senior Chapel Royal organist. Tim Smithies' Gramophone Award-winning Metronome label here launches the first in a two-disc series of the composer's special works for viol consort. Here are wonderfully inventive chamber pieces, almost certainly written for the court of James I. Concordia's

performances bring out the delights of Gibbons's counterpoint. The disc will be advertised in the specialist classical press.

MESSIAEN: Quatuor Pour La Fin Du Temps. Shoham, Mayer, Wang, Myung-whun Chung (Deutsche Grammophon 469 052-2).

Conceived and written by the mystical French composer during his confinement as a prisoner of war, the Quartet for the End of Time was first performed in Silesia at Szklarska Poręba in January 1941. The music still sounds remarkably fresh and moving today, especially so in this eloquent interpretation from a team of first-class solo and chamber music performers.

J STRAUSS II: Simplicius. Zurich Opera/Welser-Möst (EMI Classics 5 87009 2).

The first release to feature Austrian conductor Franz Welser-Möst's partnership with Zurich Opera, where he has been music director since 1996. This world premiere recording of the rarely heard operetta was made to mark the centenary of Strauss's death last year. It is beautifully performed and recorded and will be backed by an cd in September's Gramophone.

SINGLE of the week

SASH! With My Own Eyes (Multiply CDMLY67). The hits continue to come. Sash! has scored nine Top 10 hits in 10 releases and this latest release can be expected to continue that run. Featuring the vocals of Finnish singer Inka, this pop-prance tune slips down easy. It is not playlisted at Radio One, though the huge fanbase out there can be expected to propel this into the higher reaches of the charts. Remixed by Chris & James and Tandu & McLeod complete the package. **C**

SASH!



SINGLE reviews

RECOMMEND RICHARD ASHCROFT: C'Mon Peop' (We're Making It Now) (Hut HUTC138). The third single from Ashcroft's solo album, already A-listed at Radio One, is released to coincide with his first live shows since the demise of The Verve. Uplifted and breezy, it should help his Mercury Music Prize-nominated album back into the Top 10 and, coupled with his V2000 appearances, maintain his profile. **C**

RECOMMEND ATFC PRESENTS ONIPIATHEVAL: Bad Habit (Defected DFECT19CD). Topped by MW after the Winter Music Conference, this classy garage single looks like becoming one of the dance hits of the summer. B-listed at Radio One, it could well follow its Top 10 predecessor in And Out of My Life to the upper reaches of the chart. **A**

AURORA FEAT. NAIMEE COLEMAN: Ordinary World (Positiva CDTV139). The Duran Duran classic receives the trance-like treatment along with dreamy vocals. First plays may conjure up thoughts of a novelty record, though repeated plays ensure will ensure this becomes a late-summer favourite. It is C-listed at Radio One. **B**

KID ROCK: American Bad Ass (Atlantic AT085CD). US rap'n'roll phenomenon Kid Rock outlines his affection for rock icons such as AC/DC and ZZ Top in his usual inimitable style. It is lifted from his History of Rock album, a compilation of his early and independently released material. **C**

RECOMMEND TRU FAITH & DUB CONSPIRACY: Freak Like Me (Positiva CDTV138). Positive steps into the two-step arena with this garage anthem, Inami's vocals give an airplay-friendly edge to the Adina Howard remake which has led to a B-listing at Radio One and A-listing at Capital. **B**

TAHITI 80: I.S.A.A.C. (Atmosphériques 2346-2). From the label that launched Mellow, TAHITI 80 are part of France's new wave, filtering their modern pop/rock through classic Sixties prisms to enticing effect. These four tracks are a promising taster for their album Puzzle. **B**

BOB JOVI: Say It Isn't So (Mercury JOVC123). Bob Jovi's latest offering follows on the heels of the chart success of their last single, 'It's My Life', which reached number three. This is the second single taken from Crush, which became the group's fifth number one album in May. **C**

RECOMMEND THE WEBB BROTHERS: Summer People (Mews 5/WEA WEA284CD). This is

the first single from keenly-anticipated second album by Christian and Justin — the sons of Jimmy Webb. Their work draws on arrangements like Van Dyke Parks and Jack Nitzsche as much as modern alternative pop. **LOLLY: Girls Just Wanna Have Fun (Polydor 5619762).** Another reworking of a great song that adds very little to the original. Where Cindy Lauper's version had movement and spirit, the production on this cover is stilted and offers nothing new. **GRANDDADDY: Hewlett's Daughter (V2 VVR5014333).** A deceptively melodious folk track taken from the Californians' superb Sophwara Slump album. It coincides with appearances at the Reading/Ledsa festivals and the Edinburgh Festival. **A**

ALPINE STARS: 77 Sunset Strip (Faith & Hope FHCDD017). Now firmly in their stride after a string of interesting singles, Alpines stars unleash this precursor to their album B.A.S.I.C. The duo's mix of breezy aesthetics and Krautrock continues to thrill both alternative and dance music fans. **RECOMMEND OMEGA AMOEBA: Retro Failure/Satellite (Heavenly HVN9712).** Phil Major and Brian Berens's debut single wraps pounding drums and swirls of psychedelic effects in a gloriously lo-fi production. The result is one of Heavenly's most exciting releases for some time. **C**



JOE NEGRO FEAT. TAKA BOOM: Saturday (Yola YOLA93). Disco don't leave Joe unless the house update of Norma Jean's 1979 classic. With his last release, Must Be The Music, having reached the Top 10, this could well dent the chart. **ELEMENT FOUR: Big Brother TV Theme (Channel 4 CAM00072).** Co-performed by Paul Oakenfold and featured on the summer's most-talked-about TV programme, this euphoric trance tune fails to excite. However, any musical shortcomings should be compensated for by its TV exposure. **FRANKIE GOES TO HOLLYWOOD: Two Tribes (ZTT ZTT154CD).** Following the Top Five success of the Power Of Love comes five the trance mix of Two Tribes. However, while Power was an inspired reworking, the magic fails to happen on this Rob Scarie remix. **JAZZY M: Jazzin' It (Way You Know) (Perfecto PERF08CD).** This infectious house track is based around a sample from Eighties funksters Change. Having topped MW's Club Chart, it looks like bringing the Ministry resident crossover success. **ROYAL TRUX: Sunshine And Grease (Domino RUG133CD).** Royal Trux are notorious for their challenging early releases

which were fuelled by experimentalism, but this track — a bluesy celebration of summer love — is altogether more accessible. **RECOMMEND NOVA: Wonderlust (V2 VVR1013242).** It seems early in an artist's career to release a live album but in the case of Nova it makes sense. Her talents have matured and, having built up a strong live reputation, this album will please her fans and keep her profile high while she finishes her new album. **AMANDA GHOST: Ghost Stories (WEA 9362476632).** Following her April chart hit I Do!, Ghost's impressive debut album also includes the new single Glory Girl. Both songs are typical of the balladry but leftfield power-pop style that characterises this set. **JIFFY: JIFFY (Lakota LAKCDD0017).** A confident debut from the Irish three-piece, Mark Greaney possesses a classic modern rock voice and the band are more able to back him up. US influences abound, but as this week's "future of rock music" they will do fine. **C**

IAN POOLEY: Since Then (V2 707.1173.2). German-based Pooley comes up trumps with this excellent second album. Eschewing the more overtly techno feel of his debut Meridian for a warmer sound, uptempo latin flavours seep through on tracks like the first single, Coracao Tambor. **SPARKS: Balls (Recognition COREC510).** The Mael brothers' first album since 1997 sees the boys in familiar pop territory, with sharp wordplay and dense-life rhythms present and correct. Fans will not be disappointed, and tracks such as forthcoming single The Calm Before The Storm demonstrate they have lost none of their pop sensibilities. **KRS-ONE: A Retrospective (Jive 9220642).** This timely reissue of Krs Parker's hugely influential material contains You're Learnin', South Bronx, The Bridge Is Over and 13 other bona-fide hip-hop classics. A must for fans of the genre. **STYFODD WALKER & WELTON IRIE: Lambz Breed International (Blood & Fire BAFCD033).** This classic roots reggae album was recorded in 1977 by producer Glen Brown and mixed by King Tubby. Still filled with relevance and dignity, it highlights the beautiful voice of Styfodd Walker. **C**

RECOMMEND LENE MARLIN: Unforgotten (Simer (Virgin DIBSD202). The strongest track from Marlin's Top 10 Playing My Game album sits down a re-release on the back of Returning Down Here's success. A priority artist for Virgin this year, increased exposure for this track, already a huge hit in Europe, will widen her appeal. With a B-listing at Radio One and A-listing at Capital plus regional support this could go even better than her last single, which peaked at number six. **C**

RECOMMEND VARIOUS: The Best Cuban Album In The World (Low (Virgin VTDCX288). Ideal for those who want to move on from Buena Vista, but don't know where to go. All the well-known names are present, including Company Segundo, Celia Cruz and Ibrahim Ferrer. **RECOMMEND VARIOUS: Good Times With Joey And Norman Jay (Nuphonic NUX1555CD).** GLR's Norman Jay and brother Joey celebrate the 10th anniversary of their Good Times sound system with this strong double CD. It features funk, house, hip hop and reggae. It includes an impeccable selection of classics from Chic, Public Enemy, James Brown and Stevie Wonder. **C**

RECOMMEND SHIRLEY BASSEY: Diamonds Are Forever — The Remix Album (EMI 5215732). While Bassey's vocals certainly sparkle, some of the cuts on this joint project are bigger gems than others. After/Team and Groove Armada score successes, while efforts by the Propaganda and Mantronix to rework John Barry's strings seem like no more than gliding the fly. A mixed bag. **VARIOUS: Y3K — Soundtrack To The Future (Distinctive Breaks Y3K002).** Blending breakbeats with electro, hip hop and trance influences, the follow-up to the successful Y3K album continues to break boundaries. Mixed by Bedrock resident Hyper, it includes exclusive tracks from Jay West, Sasha, BT and Hybrid. **VARIOUS: Renaissance Ibiza (Renaissance REN2CD).** House stalwarts Deep Dish expertly mix 26 club hits past, present and future in this lavishly-packaged collection. The inclusion of acts such as Moby, Green Velvet and Timo Maas should make it stand out from the Ibiza pack. **C**

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ALBUM reviews

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TOP 75

19 AUGUST 2000

| C | | | | Label CD/Class (Distributor) 7/12 | | | | Label CD/Class (Distributor) 7/12 | | | | TITLES A-Z | | | |
|-----|------|--------------------------------------|--|-----------------------------------|------|--------------------------------------|--|-----------------------------------|------|--------------------------------------|--|------------|------|--------------------------------------|-----------------------------------|
| Pos | Week | Artist (Producer) Publisher (Writer) | Label CD/Class (Distributor) 7/12 | Pos | Week | Artist (Producer) Publisher (Writer) | Label CD/Class (Distributor) 7/12 | Pos | Week | Artist (Producer) Publisher (Writer) | Label CD/Class (Distributor) 7/12 | Pos | Week | Artist (Producer) Publisher (Writer) | Label CD/Class (Distributor) 7/12 |
| 1 | NEW | I TURN U TO YOU | Virgin VSCD1 177z/VSX 177z (E) | 38 | 13 | SPINNING AROUND | Parlophone CDRS 6942/TCR 6942 (E) | 39 | NEW | ARE YOU READY TO PARTY | Parlophone CDRS 7421/TCR 7421 (E) | 1 | 2 | 2 Faced | — |
| 2 | 1 | ROCK DJ | Chrysalis CDHS 5187/CHS 5187 (E) | 39 | NEW | SHAKE YOUR BODY | Parlophone CDRS 7421/TCR 7421 (E) | 40 | 1 | ARE YOU READY TO PARTY | Parlophone CDRS 7421/TCR 7421 (E) | 2 | 1 | 2 Faced | — |
| 3 | 2 | 7 DAYS | Wilder CDWLD 30/CAWLD 30 (E) | 40 | 1 | SHAKES (PRAISE YOU) | Columbia 6934/202/6934 (E) | 41 | 2 | PURE PLEASURE SEEKER | Echo ECDSD 99/ECSD 99 (E) | 3 | 1 | 2 Faced | — |
| 4 | 4 | FREESTYLER | Decca DOPS 220/DPS 220 (E) | 41 | 2 | SET THE RECORD STRAIGHT | Echo ECDSD 99/ECSD 99 (E) | 42 | 1 | HOW'S YOUR EVENING SO FAR | h/rf CD 384/CS 384 (E) | 4 | 1 | 2 Faced | — |
| 5 | NEW | DOESN'T REALLY MATTER | Def Soul 5629/5629/5614 (U) | 42 | 1 | DISAPPEAR | Mercury 6942/202/6942 (E) | 43 | 2 | MORE & MORE | Manifesto FESD 72/FESM 72 (U) | 5 | 1 | 2 Faced | — |
| 6 | 1 | TIME TO BURN | Data Data 16CSD/16C 16C (M/W/T/E) | 43 | 2 | NEW BEGINNING/BRIGHT EYES | ABM/Polydor 56/182/202/18194 (U) | 44 | 2 | CALL IT FATE | Pure Silk CDPSR 12/CDPSR 12 (E) | 6 | 1 | 2 Faced | — |
| 7 | 1 | LIFE IS A ROLLERCOASTER | Polydor 561362/561364 (E) | 44 | 2 | DISAPPEAR | Hollywood 0138/57 HWRF (U) | 45 | 2 | NEED YOUR LOVIN' (LIKE THE SUNSHINE) | Parlophone CDRS 1307/TCR 1307 (E) | 7 | 1 | 2 Faced | — |
| 8 | 1 | THE REAL SLIM SHADY | Interscope Polydor 4973/792/4973/794 (U) | 45 | 2 | AMAZED | Gravemusic BMG 7422/2142/2142/4584 (E) | 46 | 2 | IT'S MY TURN | Serious Music CD225/MCSC 40225 (E) | 8 | 1 | 2 Faced | — |
| 9 | NEW | I FEEL FOR YOU | Defected DEFCT 18C/DV 18C/W/T/E | 46 | 2 | TOCA'S MIRACLE | Positive CDNY 128/TCY 128 (E) | 47 | 2 | I'LL NEVER STOP | h/rf CD 384/CS 384 (E) | 9 | 1 | 2 Faced | — |
| 10 | 1 | WE WILL ROCK YOU | RCA 742217403/274217404 (BMG) | 47 | 2 | NO MORE TURNING BACK | Papper 92/303/92/303 (E) | 48 | 2 | COMING AROUND | Independiente ISDM 45/MSM/ISDM 45 (E) | 10 | 1 | 2 Faced | — |
| 11 | NEW | NO MORE | Def Soul 5629/5629/5614 (U) | 48 | 2 | IT'S MY TURN | Serious Music CD225/MCSC 40225 (E) | 49 | 2 | IT'S MY TURN | Serious Music CD225/MCSC 40225 (E) | 11 | 1 | 2 Faced | — |
| 12 | 1 | MARIA MARIA | Arista 7421765/7421767/4780/4 (BMG) | 49 | 2 | HOLDING ON | Arista 7421765/7421767/4780/4 (BMG) | 50 | 2 | THINK I'M IN LOVE WITH YOU | Columbia 6959/202/6959/204 (E) | 12 | 1 | 2 Faced | — |
| 13 | 1 | JUMPIN' JUMPIN' | Columbia 6936/202/6936/204 (E) | 51 | 2 | TASTE IN MEN | Hut/Virgin FL0RD 11/FL0RD 11 (E) | 51 | 2 | TASTE IN MEN | Hut/Virgin FL0RD 11/FL0RD 11 (E) | 13 | 1 | 2 Faced | — |
| 14 | 2 | 2 FACED | 15 Avenue/Euro Music CDMS 519/TCM 519 (E) | 52 | 2 | REACH OUT | Elektra 707/DCD 707/DCD 707 (E) | 52 | 2 | WHEN THE WORLD IS RUNNING DOWN | Pagan PGMN 0825/PGMN 0825 (E) | 14 | 1 | 2 Faced | — |
| 15 | 6 | TAKE A LOOK AROUND (THEME FROM MI 2) | Interscope Polydor 4973/202/4973/204 (U) | 53 | 2 | GET YOUR MONEY | Elektra 707/DCD 707/DCD 707 (E) | 53 | 2 | ONE ARMED SCISSOR | Grand Royal GR 03C/DV (U) | 15 | 1 | 2 Faced | — |
| 16 | NEW | CALIFORNICATION | Warner Bros/Warner 534C/DV 534C (E) | 54 | 2 | IT'S MY LIFE | Mercury 5629/202/5629/204 (U) | 54 | 2 | SUNDAY MORNING CALL | Big Brother BB 03C/DV 03C/DV 03C/DV 03C/DV (E) | 16 | 1 | 2 Faced | — |
| 17 | 6 | BREATHLESS | Atlantic 01 09/CAUAT 01 09/CAUAT 01 09 (E) | 55 | 2 | WHOA | Puff Daddy/Arista 7421765/7421767/4780/4 (BMG) | 55 | 2 | WHOA | Puff Daddy/Arista 7421765/7421767/4780/4 (BMG) | 17 | 1 | 2 Faced | — |
| 18 | 1 | SANDSTORM | Neo NEDCD 0336/NECD 033 (E) | 56 | 2 | IT'S MY TURN | Serious Music CD225/MCSC 40225 (E) | 56 | 2 | WHOA | Puff Daddy/Arista 7421765/7421767/4780/4 (BMG) | 18 | 1 | 2 Faced | — |
| 19 | 2 | BATTLE | Soul 2 Soul/PIAS 525/PSD 001/525/PSM 001 (E) | 57 | 2 | I'LL NEVER STOP | h/rf CD 384/CS 384 (E) | 57 | 2 | WHOA | Puff Daddy/Arista 7421765/7421767/4780/4 (BMG) | 19 | 1 | 2 Faced | — |
| 20 | 7 | GOTTA TELL YOU | Wild Card/Polydor 56183/56184 (U) | 58 | 2 | HOLDING ON | Arista 7421765/7421767/4780/4 (BMG) | 58 | 2 | WHOA | Puff Daddy/Arista 7421765/7421767/4780/4 (BMG) | 20 | 1 | 2 Faced | — |
| 21 | NEW | I WANNA BE WITH YOU | Arista 6959/202/6959/204 (E) | 59 | 2 | THINK I'M IN LOVE WITH YOU | Columbia 6959/202/6959/204 (E) | 59 | 2 | THINK I'M IN LOVE WITH YOU | Columbia 6959/202/6959/204 (E) | 21 | 1 | 2 Faced | — |
| 22 | 4 | AFFIRMATION | Columbia 6958/202/6958/204 (E) | 60 | 2 | TASTE IN MEN | Hut/Virgin FL0RD 11/FL0RD 11 (E) | 60 | 2 | TASTE IN MEN | Hut/Virgin FL0RD 11/FL0RD 11 (E) | 22 | 1 | 2 Faced | — |
| 23 | 1 | I WOULDN'T WANNA HAPPEN TO YOU | Hut/Virgin HUTDK 11/DK 11 (E) | 61 | 2 | REACH OUT | Elektra 707/DCD 707/DCD 707 (E) | 61 | 2 | REACH OUT | Elektra 707/DCD 707/DCD 707 (E) | 23 | 1 | 2 Faced | — |
| 24 | 1 | TRY AGAIN | Virgin VUSCD 156/VUS 157 (E) | 62 | 2 | WHEN THE WORLD IS RUNNING DOWN | Pagan PGMN 0825/PGMN 0825 (E) | 62 | 2 | WHEN THE WORLD IS RUNNING DOWN | Pagan PGMN 0825/PGMN 0825 (E) | 24 | 1 | 2 Faced | — |
| 25 | 1 | I CAN ONLY DISAPPOINT U | Parlophone CDRS 6944/TCR 6944 (E) | 63 | 2 | GET YOUR MONEY | Elektra 707/DCD 707/DCD 707 (E) | 63 | 2 | GET YOUR MONEY | Elektra 707/DCD 707/DCD 707 (E) | 25 | 1 | 2 Faced | — |
| 26 | 2 | SINCERE | Telstar-Loud TLCD 97/TLMD 90 (U) | 64 | 2 | ONE ARMED SCISSOR | Grand Royal GR 03C/DV (U) | 64 | 2 | ONE ARMED SCISSOR | Grand Royal GR 03C/DV (U) | 26 | 1 | 2 Faced | — |
| 27 | 2 | REACH | Polydor 56183/202/56184 (U) | 65 | 2 | IT'S MY LIFE | Mercury 5629/202/5629/204 (U) | 65 | 2 | IT'S MY LIFE | Mercury 5629/202/5629/204 (U) | 27 | 1 | 2 Faced | — |
| 28 | 1 | WILL I EVER | Positive CDNY 134/TCY 134 (E) | 66 | 2 | SUNDAY MORNING CALL | Big Brother BB 03C/DV 03C/DV 03C/DV 03C/DV (E) | 66 | 2 | SUNDAY MORNING CALL | Big Brother BB 03C/DV 03C/DV 03C/DV 03C/DV (E) | 28 | 1 | 2 Faced | — |
| 29 | 1 | WHEN I SAID GOODBYE/SUMMER OF LOVE | Euro 520/521/520/521 (E) | 67 | 2 | WHOA | Puff Daddy/Arista 7421765/7421767/4780/4 (BMG) | 67 | 2 | WHOA | Puff Daddy/Arista 7421765/7421767/4780/4 (BMG) | 29 | 1 | 2 Faced | — |
| 30 | 1 | SING A LONG | Pepper 92/303/92/303 (E) | 68 | 2 | ROME WASN'T BUILT IN A DAY | East West EW 214C/DV 214C (E) | 68 | 2 | ROME WASN'T BUILT IN A DAY | East West EW 214C/DV 214C (E) | 30 | 1 | 2 Faced | — |
| 31 | 7 | YELLOW | Parlophone CDHS 6338/TCR 6338 (E) | 69 | 2 | REGGIE LIKE US | Relief/Reprise 6942/202/6942 (E) | 69 | 2 | REGGIE LIKE US | Relief/Reprise 6942/202/6942 (E) | 31 | 1 | 2 Faced | — |
| 32 | 2 | IT FEELS SO GOOD | Serious Music CD225/MCSC 40225 (E) | 70 | 2 | UNCLE JOHN FROM JAMAICA | Positive CDNY 135/TCY 135 (E) | 70 | 2 | UNCLE JOHN FROM JAMAICA | Positive CDNY 135/TCY 135 (E) | 32 | 1 | 2 Faced | — |
| 33 | 1 | BABYLON | h/rf/east West EW 215C/DV 215C (E) | 71 | 2 | LAST ONE STANDING | RCA 7421765/2421762/41762/41 (E) | 71 | 2 | LAST ONE STANDING | RCA 7421765/2421762/41762/41 (E) | 33 | 1 | 2 Faced | — |
| 34 | 2 | YOU | Internal WEA 200C/1/WEA 200C (E) | 72 | 2 | LIGHT | Parlophone CDHS 6942/TCR 6942 (E) | 72 | 2 | LIGHT | Parlophone CDHS 6942/TCR 6942 (E) | 34 | 1 | 2 Faced | — |
| 35 | 1 | WOMAN TROUBLE | Public Domain/Defect 38C/PCS 38 (E) | 73 | 2 | DAY & NIGHT | h/rf CD 384/CS 384 (E) | 73 | 2 | DAY & NIGHT | h/rf CD 384/CS 384 (E) | 35 | 1 | 2 Faced | — |
| 36 | 3 | FOR SURE | Accolade CDCA5 007/CDCA 005 (E) | 74 | 2 | SUMMER OF LOVE | Biverhouse RIVN CD303/RIVN MC3 (E) | 74 | 2 | SUMMER OF LOVE | Biverhouse RIVN CD303/RIVN MC3 (E) | 36 | 1 | 2 Faced | — |
| 37 | NEW | OVER MY HEAD | Capitol 589/323/589/324 (E) | 75 | 2 | UGLY | Universal MXSX 4022/MCSC 4022 (U) | 75 | 2 | UGLY | Universal MXSX 4022/MCSC 4022 (U) | 37 | 1 | 2 Faced | — |

As used by Top Of The Pops and Radio One

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(in the house of files)



The new single
Features two exclusive non-album tracks, plus the video to change (in the house of files)
Return from the album while you pry

Lil' Kim
NO MATTER WHAT/WHAT I SAY
Released 21st August
MUSIC WEEK 19 AUGUST 2000

19 AUGUST 2000

CHART COMMENTARY

by ALAN JONES

Melanie C's I Turn To You sold nearly 122,000 copies last week to debut at number one. Robbie's single sold more than 102,000 copies last week, a total which would have seen it retain its title in exactly half of the 32 chart weeks we've had so far this year. In fact, we have our 10th number one in as many weeks.

One artist who remains without a number one single to her credit is Janet Jackson. Janet returns to the chart this week with Doesn't Really Matter, which debuts at number five. The track, taken from the soundtrack to the movie *Nutty Professor II: The Klumps*, is Janet's eighth top five hit, her 15th top 10 hit and her 33rd hit in total. Janet's highest charting singles were The Best Things In Life Are Free (a duet with Luther Vandross) and That's The Way Love Goes, back-to-back number twos in 1992/3.

French dance act **Bob Sinclar's** former club banger I Feel For You debuts at number nine with sales of more than



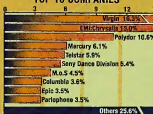
SINGLE FACTFILE

Melanie C registers her second solo number one and her 10th number one in total with I Turn To You. Melanie is only the second female in chart history to register 10 number ones, joining former Spice Girls colleague Geri Halliwell. Geri has had one more number one as a solo artist but one fewer as a Spice Girl, having left the band before Goodbye. Both women also share the honour of being the first female songwriters to

write 10 number ones, though all of their efforts were cowritten with others. I Turn To You was written by Melanie with veteran US songwriters Billy Steinberg and Rick Nowels. It's Steinberg's second number one, following the Bangles' 1989 single Eternal Flame. Nowels' first number one as a writer was Belinda Carlisle's 1987 hit Heaven Is A Place On Earth. His second, just last month, was Ronan Keating's Life Is A Rollercoaster.

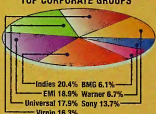
MARKET REPORT

TOP 10 COMPANIES



Figures show top 10 companies by % of total sales of the Top 75, and separate group shares by % of total sales of the Top 75

TOP CORPORATE GROUPS



SALES UPDATE
VERSUS LAST WEEK: -15.2%
YEAR TO DATE VERSUS LAST YEAR: -21.3%

PERCENTAGE OF UK ACTS IN THE CHART
UK: 56.0% US: 28.0% Other: 16.0%

21,000. It's the Sinclar's biggest hit as an artist, beating the number 56 success of his 1999 single My Only Love, although Spacecadet's

cover of his album track Gym And Tonic was a number one hit in October 1998. Sinclar's single is one of nine new entries to the Top

40 this week – and four of them have titles which start with 'I' and end with 'You', the others being Melanie C's I Turn To You, Marley Moore's I Wanna Be With You and Embrance's I Wouldn't Wanna Happen To You, all of which proves that sometimes things just happen without any deep underlying reason.

And talking of Embrance, their latest success swells to five the number of acts with three chart entries this millennium. Although none of their hits – You're Not Alone (number 14), Save Me (number 29) and I Wouldn't Wanna Happen To You (number 23) – has added to their total of Top 10 hits, they have notched up nine hits in just three years. Finally, although Robbie Williams' Angels is the longest running hit in the current Top 200 (125 weeks and counting), the runner-up, surprisingly, is Paul Van Dyk's 1998 single For An Angel. Despite peaking at number 28, the track has survived for 83 weeks, with sales to date of 72,000.

INDEPENDENT SINGLES

| This Week | Last Week | Title | Artist | Label (distributor) |
|-----------|-----------|------------------------------------|------------------------------------|------------------------------------|
| 1 | 1 | BATTLE | Wookie feat. Lain | Soul 2 Soul/SPS/SZSCD 001 (V) |
| 2 | 2 | SANDSTORM | Darude | Neo NEGEO 03 (V) |
| 3 | 3 | SING A LONG | Shanks & Bigfoot | Popper 292022 (P) |
| 4 | 4 | I DISAPPEAR | Metalfica | Hollywood 012875 HWB (V) |
| 5 | 7 | WHEN I SAID GOODBYE/SUMMER OF LOVE | Steps | Ebu/Live 029112 (P) |
| 6 | 6 | PURE PLEASURE/SEKKER | Motika | Echo ECHO 99 (P) |
| 7 | 5 | CALL IT FATE | Richie Dan | Pure Silk CDPSR 1 (AM/D) |
| 8 | NEW | NO MORE TURNING BACK | Gino | Popper 922002 (P) |
| 9 | NEW | REACH OUT | Midfield General feat. Linda Lewis | Skin SKINT 540CD (M/V) |
| 10 | NEW | ONE ARMED SCISSOR | At The Drive In | Grand Royal GR 091CD (V) |
| 11 | NEW | LIGHT | Pharoahe Monch | Rawkus RWK 091CD (P) |
| 12 | 9 | WHEN THE WORLD IS RUNNING DOWN | Different Gear/5th The Police | Pagan PAKAN 02002 (V) |
| 13 | 8 | SUNDAY MORNING CALL | Cassio | Big Brother BROS/CD 04 (M/V) |
| 14 | 12 | AMAZED | Lonestar | Grapevine/BMG 7421742/92 (RMG/BMG) |
| 15 | NEW | BITS & PIECES | Artemisia | Nebula TIDY141C (ADD) |
| 16 | 11 | IT'LL NEVER STOP | Moral | Jive 925072 (P) |
| 17 | 14 | TRUE (THE FAGGOT IS YOU) | Alex Gopher | Hooj Choons HOJ 091CD (V) |
| 18 | NEW | THE CHILD | Alex Gopher | V2 VRS01458 (M/V) |
| 19 | NEW | LET THE RHYTHM MOVE YOU | BK | Nakize NAKI0229 (ADD) |
| 20 | 20 | DOOH | De La Soul feat. Redman | Tommy Boy TBCD 2129 (P) |

All charts © CRI

PEPSI Chart

| This Week | Last Week | Title | Artist | Label |
|-----------|-----------|---------------------------|--|----------------------|
| 1 | 1 | I TURN TO YOU | Melanie C | Virgin |
| 2 | 1 | ROCK DJ | Artemisia | Warner |
| 3 | 2 | 7 DAYS' DELAY | Cherish | Careless |
| 4 | 4 | FREESTYLE | Benetton MC's | East Jon |
| 5 | 5 | DOESN'T REALLY MATTER | Janet Jackson | Capitol |
| 6 | 3 | TIME TO BURST | Swain | Data/Motley 01 Sound |
| 7 | 5 | LIFE IS A ROLLERCOASTER | Baron Black | Popper |
| 8 | 7 | THE REAL SLIM SHADY | Common | Interscope/Polygram |
| 9 | 9 | I FEEL FOR YOU | Bob Sinclar | Delivered |
| 10 | 6 | WE WILL ROCK YOU | Five & Dime | ACA |
| 11 | 10 | GROOVY (IF THIS ANY LOVE) | Sollie | Positive |
| 12 | 11 | BREATHLESS | The Dams | Atlantic |
| 13 | 16 | SHACKLES/PLEASE YOU | Mani Maru | Columbia |
| 14 | 14 | IT FEELS SO GOOD | Sevens | Interscope/Universal |
| 15 | 15 | GOTTA TELL YOU | Santana Monica | Wild Cat/Polygram |
| 16 | 3 | 2 FACED | Jon Asen/Polygram | Go Beat/Polygram |
| 17 | 17 | WHEN A WOMAN | Calabria | Interscope/Polygram |
| 18 | 19 | JUMPIN' JUMPIN' | Shirley D | Columbia |
| 19 | 20 | SPINNING AROUND | Kipa Moku | PolyGram |
| 20 | 20 | MARIA MARIA | Carolina Ross, The Product GBR | Ariza |
| 21 | 21 | OUT OF YOUR MIND | The Streets & Brown/Benetton | Nakize |
| 22 | 22 | WUHAN TUBER | Andy Brown & Clay, Jay-Z, Busta Rhymes | Capitol |
| 23 | 23 | DON'T CALL ME BABY | Madison Avenue | VC/Roc-A-Fella |
| 24 | 17 | TEY ANGI | Ayahyah | Virgin |
| 25 | 27 | AFFIRMATION | George Starlin | Columbia |
| 26 | 25 | BABYLON | David Gray | Interscope/Warner |
| 27 | 25 | MUSIC | Madison Avenue | Warner/Warner Bros |
| 28 | 27 | LUCKY | Thelma Houston | Jive |
| 29 | 29 | SANDSTORM | Darude | Neo |
| 30 | NEW | LADY MARI | Sound Of Berlin/Polygram | Capitol |
| 31 | NEW | NO MORE | Rat End | Epic |
| 32 | 32 | SINGERS | Nu Groove | Virgin |
| 33 | 1 | I CAN ONLY BEARPOINT YOU | Manzan | PolyGram |
| 34 | 34 | YELLOW | Sharna B. Bisher | Popper |
| 35 | 35 | SING A LONG | Sharna B. Bisher | Popper |
| 36 | 31 | TAKE A LOOK AROUND | Long Black | Interscope/Polygram |
| 37 | 38 | SEX BOMB | The Jones and Moks | Epic |
| 38 | 38 | BATTLE | Wookie feat. Lain | Epic 2 Soul |
| 39 | 39 | CALIFORNICATION | Rat End/Capitol | Warner Bros |
| 40 | 40 | I WANNA BE WITH YOU | Mandy Moore | Epic |

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RICKY, JENNIFER AND ENRIQUE ARE THE NEW POP SUPERSTARS. BUT ARE THEY SHORT-TERM SUPERSTARS WHOSE DAY WILL SOON BE PAST? AND HOW DO THE SPANISH FEEL ABOUT IT ALL – AN OPPORTUNITY FOR INTERNATIONAL GROWTH OR A THREAT TO THEIR OWN STRANGLEHOLD ON THE LATIN SCENE?

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19 AUGUST 2000

CHART COMMENTARY

by ALAN JONES



Despite a 44% dip in sales, Ronan Keating's Ronan album retains a handsome lead on the album chart, its second week sales total of over 99,000 coming in at two and a half times the sales of **The Corrs' In Blue**, which remains at number two. The Corrs album itself took a 41% fall last week, while **Eminem**, who retains third place on the list, saw sales of The Marshall Mathers LP decline by more than 22%. With the **Coldplay's Parachutes** shedding 19% and slipping 5-4 and **David Gray's White Ladder** off the top 10 for the first time since it was released in June of last year. The album, which improves 17-9, peaked at number five, and has sold more than 390,000 copies to date. Its resurgence is

defying the downward trend to increase its sales for the fourth week in a row, the **Red Hot Chili Peppers' Californication** album rides back into the top 10 for the first time since it was released in June of last year. The album, which improves 17-9, peaked at number five, and has sold more than 390,000 copies to date. Its resurgence is

MARKET REPORT

TOP 10 COMPANIES

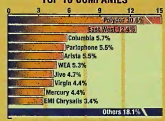
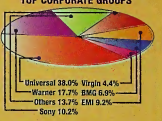


Figure shows the 10 companies by % of total sales, and compares (group shares) by % of total sales of the top 20 labels shown.

TOP CORPORATE GROUPS

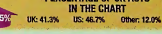


SALES UPDATE



due to the success of the album's title track, which enters the singles chart this week at number 16.

PERCENTAGE OF UK ACTS IN THE CHART



No new release debuts in the Top 10 this week but garage guru **MJ Cole's** *Sincere* album comes close, with more than 11,000

ALBUMS FACITILE

the debut album by Scooch, whose career has paralleled **Point Break's**. Scooch's album **Four Sure** was also released last week but sold fewer than 4,000 copies to debut at number 41. It's the third time in five releases the two acts have released records on the same day, and even their singles chart peaks are very similar, with Scooch reaching number 29 with their debut, followed by hits peaking at five, 12 and 15.

sales propelling it to a number 14 entry a week after the single of the same name entered the singles chart at number 13.

ITV's recent showing of **An Audience With The Bee Gees** (Saturday 5 August) sent fans hurrying to buy the group's concert recording **One Night Only** (which re-enters the chart at number 29, with sales up more than 100%). The **Very Best Of The Bee Gees** saw sales increase by a more modest but still spectacular 148%, and jumps 178-60 as a result. The latter album, first released in 1990, was reissued in 1997, and is now less than a fortnight away from selling its millionth copy since its relaunch. If **An Audience With...** retains its power, look for sales action for **Ciff** **River** (featured last Saturday) and **Diana Ross**, the subject of this Saturday's show.

It's the highest new entry to the US album chart this week where it debuts at number 13 but the posthumous **Big Al** album **The Big Picture** has to settle for a number 122 start here, with sales of just 1,100.

COMPILATIONS

Now That's What I Call Music! 46 enjoys an easy third victory at the top of the compilation chart. The 83,000 plus sales it registered last week proved more than three times as many as runner-up **The Best Ibiza Anthems Ever 2K** could muster. Now 46 includes 43 tracks, among them **Darude's Sandstorm**, **Shania Twain's Don't Be Stupid (You Know I Love You)** and next week's number one single **Groovejet (If This Ain't Love)** by **Spiller**. It has sold more than 459,000 copies in the last three weeks but its sales are falling unusually rapidly after an admittedly fabulous start, with a 35% decline on week two followed by a 44% dip last week. Its sales last week were fewer than last week's **Now!** 43 managed on its third week (86,000) although its sales for the whole

three week period are an impressive 13% ahead of the pace of **Now!** 43. Compared to 1998's **Now!** 40, they're up 36%. The rapid progress of **Now!** 46 suggests that the series has recovered from the minor blip reported by **Now!** 45, which continues to lag 5% behind the pace of its 1999 counterpart, **Now!** 42. Earlier this year, **Ayia Napa** themed compilations were challenging **Ibiza** for prominence and success but the **Ibiza** albums continue to pour out and remain dominant. In addition to **The Best Ibiza Anthems Ever 2K** at number two and **Ibiza Euphoria**, which is this week's highest new entry at number four, there are seven more **Ibiza** albums in the Top 50, compared to just three linked to **Ayia Napa**.

MARKET REPORT

TOP 10 COMPANIES

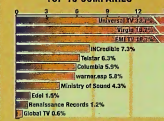
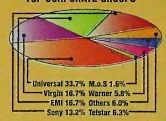


Figure shows the 10 companies by % of total sales, and compares (group shares) by % of total sales of the top 20 labels shown by % of total sales.

TOP CORPORATE GROUPS



SALES UPDATE



COMPILATIONS' SHARE OF TOTAL SALES



INDEPENDENT ALBUMS

| This | Title | Artist | Label (genre/track) |
|------|---|--------------------------------|----------------------------------|
| 1 | PLAY | Moby | Mute CDSTUM112 (P) |
| 2 | OPPS! I DID IT AGAIN | Britney Spears | Jive 8220392 (P) |
| 3 | ART OFFICIAL INTELLIGENCE: MOSAIC TRUMP | De La Soul | Tommy Boy TRCD 1348 (P) |
| 4 | 3 THINGS TO MAKE AND DO | Melika | Echo ECHD31 (P) |
| 5 | RELOAD | Tom Jones | Gut GUTCD 009 (P) |
| 6 | NO STRINGS ATTACHED | 'N Sync | Jive 8220272 (P) |
| 7 | STANDING ON THE SHOULDER OF GIANTS | Oasis | Big Brother BROT CD02 (3M/MP) |
| 8 | THE HOUR OF BEWILDERBEAST | Shane | XL Recordings TWXLD 133 (P) |
| 9 | STEFCAVAL | Stacy | Edu!Jive 8259942 (P) |
| 10 | BIENA VISTA SOCIAL CLUB | Ry Cooder | World Circuit WCD 150 (P) |
| 11 | BABY ONE MORE TIME | Britney Spears | Jive 8221712 (P) |
| 12 | SNOWBIZ | Muse | Machinon MUSHR 5002 (3M/MP) |
| 13 | TRUE LOVE - A COLLECTION | Al Green | Music Collection MCCC 378 (DISC) |
| 14 | LOST SONGS 95-98 | David Gray | HTH INTCD02 (3M/MP) |
| 15 | LIVE AT THE GREK | Jimmy Price & The Black Crowes | SPV Records SPV 917622 (P) |
| 16 | GREATEST HITS | Z'ev | Edu!Jive 8252882 (P) |
| 17 | YOU'VE COME A LONG WAY, BABY | Fallop | Skin! BRASSIC 115CD (3M/MP) |
| 18 | REBURECTION | Halford | Metrol MISC0001 (P) |
| 19 | MILLENNIUM | Backstreet Boys | Jive 8252202 (P) |
| 20 | VERTIGO | Groove Armada | Pepper 6030332 (P) |

THE YEAR SO FAR... TOP 20 SINGLES

| UK | Artist | Label | Genre |
|----|-------------------------|------------------------------|-----------------------|
| 1 | PURE SHORES | ALL SAINTS | LONDON |
| 2 | FEELS SO GOOD | SHINIQUE | UNIVERSAL |
| 3 | TOKA'S MIRACLE | FRAGMA | WILDSTAR |
| 4 | KILL ME IN | CRAIG DAVID | POSITIVA |
| 5 | RISE | GABRIELLE | GO BEAT/POYDOR |
| 6 | REACH | S CLUB 7 | POYDOR |
| 7 | OPPS! I DID IT AGAIN | BRITNEY SPEARS | JIVE |
| 8 | NEVER BE THE SAME AGAIN | MELANIE CLUSA LEFT EYE LOPES | VIRGIN |
| 9 | THE ROAD TOUCH | BLOODHOUND GANG | GEFFEN |
| 10 | AMERICAN PIE | MADONNA | MAVERICK/WARNER BROS. |
| 11 | THE REAL SLIM SHADY | EMINEM | INTERSCOPE/POYDOR |
| 12 | TRIMONS SONG | SIZOO | DEF SOUL |
| 13 | MOVIN' TOO FAST | ARTFUL DODGER & B. JOHNSON | LOOKED ON/O. NEEDS |
| 14 | SANDSTORM | DARUDE | RECORDING |
| 15 | BORN TO MAKE YOU HAPPY | BRITNEY SPEARS | JIVE |
| 16 | ROCK DJ | ROBBIE WILLIAMS | CHRYSALIS |
| 17 | DON'T CALL ME BABY | MADISON AVANCE | VC RECORDINGS |
| 18 | LIFE IS A ROLLERCOASTER | ROMAN KEATING | POYDOR |
| 19 | 7 DAYS | CRAIG DAVID | WILDSTAR |
| 20 | GO LET IT UP | OASIS | BIG BROTHER |

© CN Last week's position represents chart from three weeks ago

19
august
2000

THE OFFICIAL CHARTS

music week



BBC RADIO 1
97-99 FM

THE OFFICIAL UK CHARTS

SUPPORTED BY [worldpop.com](http://www.worldpop.com)

albums



1 I TURN TO YOU

Melanie C Virgin

- ROCK DJ Robbie Williams Chrysalis
- 7 DAYS Craig David Wildstar
- FREESTYLER Bomfunk Mc's Danespool
- DOESN'T REALLY MATTER Janet Jackson Def Soul
- TIME TO BURN Storm Data
- LIFE IS A ROLLERCOASTER Roman Keating Polydor
- THE REAL SLIM SHADY Eminem Interscope/Polydor
- I FEEL FOR YOU Bob Sinclar Defected
- WE WILL ROCK YOU Five & Queen RCA



11 NO MORE BUFF ENDS

Epic

- MARIA MARIA Santana feat. The Product G&B Arista
- JUMPIN' JUMPIN' Destiny's Child Columbia
- FACED Louise 1st Avenue/EMI
- TAKE A LOOK AROUND (THEME FROM MI-2) Limp Bizkit Interscope/Polydor
- CALIFORNICATION Red Hot Chili Peppers Warner Brothers
- BREATHLESS The Corrs Atlantic
- SANDSTORM Donavon Neo
- BATTLE-NOOKIE feat. Lulu Soul 2 Soul/IMP



1 ROMAN

Roman Keating Polydor

- IN BLUE The Corrs Atlantic
- THE MARSHALL MATHERS LP Eminem Interscope/Polydor
- WHITE LADDER David Gray IHT/East West
- PARACHUTES Coldplay Parlophone
- PLAY Moby Mute
- AFFIRMATION Savage Garden Columbia
- OOPS! I DID IT AGAIN Britney Spears Jive
- CALIFORNICATION Red Hot Chili Peppers Warner Bros
- SUPERNATURAL Santana Arista



7 THE GREATEST HITS

Whitney Houston Arista

- THE WRITING'S ON THE WALL Destiny's Child Columbia
- 7 S Club 7 Polydor
- SINCERE M J Cole Talam Loud
- THINGS TO MAKE AND DO Moloko Echo
- NORTHERN STAR Melanie C Virgin
- RELOAD Tom Jones Gul
- THE SLIM SHADY LP Eminem Interscope/Polydor
- INCENSED BY FREEDOM Morcheeba East West

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17 20 GOTTA TELL YOU Samantha Mumba
Wild Card/Polydor



21 I WANNA BE WITH YOU Mandy Moore
Epic

22 AFFIRMATION Savage Garden
Columbia

23 I WOULDN'T WANNA HAPPEN TO YOU Embrace
Hu!/Virgin

24 TRY AGAIN Aaliyah
Virgin

25 I CAN ONLY DISAPPOINT U Mansun
Parlophone

26 SINCERE MJ Cole
Talkin' Loud

27 REACH 5 Club 7
Polydor

28 WILL I EVER ALICE Dee Jay
Positiva

29 WHEN I SAID GOODBYE/SUMMER OF LOVE Steps/Ebu!/Jive

30 SING A LONG Shanks & Bigfoot
Pepper



31 YELLOW Colopay
Parlophone

32 IT FEELS SO GOOD Sonique
Serious/Universal

33 BABYLON David Gray
HT/Feat West

34 YOU Point Break
Eternal

35 WOMAN TROUBLE Antid, Dodger & R Craig feat. Craig David
Public Domain/Trin

36 FOR SURE Scooch
Acoladia

37 OVER MY HEAD Lt
Capitol

38 SPINNING AROUND Kylie Minogue
Parlophone

39 ARE YOU READY TO PARTY Shrink
Nulite/Arista

40 SHACKLES (PRAISE YOU) Mary Mary
Columbia



compilations

1 NOW THAT'S WHAT I CALL MUSIC! 46 8 11
EMI/Virgin/Universal

2 BEST IBIZA ANTHEMS EVER 2K 8 12
Virgin/EMI

3 LATIN FEVER 8 13
Sony TV/Universal TV

4 IBIZA REMIXES - ALEX GOUNDARELLI & NELSON 8 14
Telstar TV

5 NEW WOMAN SUMMER 2000 8 15
Virgin/EMI

6 PURE GARAGE II 12 16
warsaw.esp

7 GARDENSHER - GLOBAL SOUND SYSTEM 14 17
iNOcebble

8 KISS CLUBLIFE SUMMER 2000 13 18
iNOcebble

9 CLUB 2K VOL. 2 15 19
Universal TV/Ministry Of Sound

10 CLUB MIX IBIZA 2000 15 20
Universal TV

11 NOW THAT'S WHAT I CALL MUSIC! 46 8 11
EMI/Virgin/Universal

12 BEST IBIZA ANTHEMS EVER 2K 8 12
Virgin/EMI

13 LATIN FEVER 8 13
Sony TV/Universal TV

14 IBIZA REMIXES - ALEX GOUNDARELLI & NELSON 8 14
Telstar TV

15 NEW WOMAN SUMMER 2000 8 15
Virgin/EMI

16 PURE GARAGE II 12 16
warsaw.esp

17 GARDENSHER - GLOBAL SOUND SYSTEM 14 17
iNOcebble

18 KISS CLUBLIFE SUMMER 2000 13 18
iNOcebble

19 CLUB 2K VOL. 2 15 19
Universal TV/Ministry Of Sound

20 CLUB MIX IBIZA 2000 15 20
Universal TV

21 NOW THAT'S WHAT I CALL MUSIC! 46 8 11
EMI/Virgin/Universal

22 BEST IBIZA ANTHEMS EVER 2K 8 12
Virgin/EMI

23 LATIN FEVER 8 13
Sony TV/Universal TV

24 IBIZA REMIXES - ALEX GOUNDARELLI & NELSON 8 14
Telstar TV

25 NEW WOMAN SUMMER 2000 8 15
Virgin/EMI

26 PURE GARAGE II 12 16
warsaw.esp

27 GARDENSHER - GLOBAL SOUND SYSTEM 14 17
iNOcebble

28 KISS CLUBLIFE SUMMER 2000 13 18
iNOcebble

29 CLUB 2K VOL. 2 15 19
Universal TV/Ministry Of Sound

30 CLUB MIX IBIZA 2000 15 20
Universal TV

21 APOCALYPTIC Point Break
Eternal



22 ART OFFICIAL INTELLIGENCE MOS DEF THOMP Da La Soul
Tommy Boy

23 THE MAN WHO TRAVELS
Independiente

24 ONKA'S BIG MOKA Toploader
S2

25 LEGEND Bob Marley And The Wailers
Tuff Gong

26 SLAVE TO LOVE Bryan Ferry
Virgin

27 ALONE WITH EVERYBODY Richard Ashcroft
Hu!/Virgin

28 CRUSH Bon Jovi
Mercury

29 ONE NIGHT ONLY Bee Gees
Polydor

30 2001 Dr. Dre
Interscope/Polydor



31 ELBOW BEACH Louise
1st Avenue/EMI

32 INVINCIBLE Five
RCA

33 WHO NEEDS GUITARS ANYWAY Alice Dee Jay
Positiva

34 COME ON OVER Shania Twain
Mercury

35 STEPTACULAR Steps
Ebu!/Jive

36 RIDING WITH THE KING BB King & Eric Clapton
Reprise

37 GOLD - GREATEST HITS Abba
Polydor

38 THE PLATINUM ALBUM Vengaboys
Positiva

39 ENEMA OF THE STATE Blink 182
MCA/Uni-Island

40 ON HOW LIFE IS Macy Gray
Epic



peoplesound.com top10chart

The peoplesound.com new music top ten chart

- 1 Embers [Reel] Into Style
- 2 Attila Blues [What Do You Want? (Radio Edit)]
- 3 Mare Em [Follow Me]
- 4 LSK [Rocks (The Fruit Of Many) (Radio Edit)]
- 5 The Kustom Built [Tough Song (Space Raiders Mix)]
- 6 R.S.L. [Liquid Makeah (The Melody Boy)]
- 7 Westernised [Mull Historical Society]
- 8 Gravy [Satisfied]
- 9 Rebecca [Natural June Babes]
- 10 Jinade [Natural Thing]

NEW 10 Jinade [Natural Thing]

HEAR THE FULL CHART AT
www.peoplesound.com/top20

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THE OFFICIAL UK CHARTS SPECIAL LIST

19 AUGUST 2000

MID-PRICE

| This | Last | Title | Artist | Label (distributor) |
|------|------|--|-------------------------|---------------------------------------|
| 1 | NEW | FORGIVEN NOT FORGOTTEN | The Corras | Atlantic 7520532 (TEM) |
| 2 | NEW | JAGGED LITTLE PILL | Moby Marissa Morissette | Maverick 8324502 (TEM) |
| 3 | NEW | PLAY | Alma | Mute GSTUNMO (TZV) |
| 4 | 1 | TRACY CHAPMAN | Tracy Chapman | Elektra 8362742 (TEM) |
| 5 | 4 | LEFTISM | Leifald | Higher Ground/Nord Hans HANDBOICE (I) |
| 6 | 5 | SCREAMAEDICA | Project Screem | Creation CRECD05 (JMV/P) |
| 7 | 4 | GARBAGE | Garbage | Mushroom 031450 (JMV/P) |
| 8 | 14 | THE MASTERPLAN | Debris | Big Brother 8K10020 (JMV/P) |
| 9 | 15 | IN UTERO | Guns N' Roses | Geffen/PolyGram 8552053 (I) |
| 10 | 19 | SHANA TWAIN | Shana Twain | Mercury 514222 (I) |
| 11 | 12 | DOOKIE | Green Day | Reprise 8324529 (TEM) |
| 12 | 13 | BROTHERS IN ARMS | Dire Straits | Vertigo 82492 (I) |
| 13 | 8 | TIME PIECES - THE BEST OF ERIC CLAPTON | Eric Clapton | Polygram 800142 (I) |
| 14 | NEW | BACK TO FRONT | Local Richie | Melrose 530012 (I) |
| 15 | 10 | APPETITE FOR DESTRUCTION | Guns N' Roses | Geffen/PolyGram 8512126 (I) |
| 16 | 16 | WHAT'S GOING ON | Marym Graye | PolyGram 83082 (I) |
| 17 | 9 | THE DOORS | The Doors | Elektra 829472 (I) |
| 18 | 1 | ELIMINATOR | ZZ Top | Warner Bros 703742 (TEM) |
| 19 | NEW | HATFUL OF BAIN - THE BEST OF | Del Anzeli | Mercury 50492 (I) |
| 20 | NEW | THE BEST OF | M People | RCA 742181302 (BMG) |

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BUDGET

| This | Last | Title | Artist | Label (distributor) |
|------|------|-----------------------------|------------------------|---------------------------------|
| 1 | 1 | IN THE SUMMERTIME | Various | Orion 8324525 (EMV) |
| 2 | 2 | TRUE LOVE - A COLLECTION | Al Green | Music Collection MCD 378 (DISC) |
| 3 | 2 | THE FINEST 'AVEST OF | Wurzels | EMI GD 52942 (E) |
| 4 | 12 | PRETTY WOMAN - THE BEST OF | Roy Orbison | Columbia 66352 (I) |
| 5 | NEW | BLACK MAGIC WOMAN - BEST OF | Santana | Columbia 494782 (TEM) |
| 6 | 4 | SOUL SEDUCTION | Barry White | Spectra 530042 (I) |
| 7 | 7 | COSMOTHEAT OF SPUL | James Brown | Spectra 530042 (I) |
| 8 | NEW | THE NEWBORN EP | Uglyman ULLY2 (SML/P) | |
| 9 | 5 | BLACK SUNDAY | Cypress Hill | Ruffhouse/Columbia 474252 (TEM) |
| 10 | NEW | HEAVEN AND HELL | Meat Loaf/Bonnie Tyler | Columbia 473692 (TEM) |

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R&B SINGLES

| This | Last | Title | Artist | Label Cat. No. (Distributor) |
|------|------|-----------------------|-------------------------------------|------------------------------------|
| 1 | 1 | 7 DAYS | Craig David | Wilderstar CDW10 30 (TEM) |
| 2 | NEW | DOESN'T REALLY MATTER | Jamie Jackson | Def Soul 52610 (I) |
| 3 | NEW | NO MORE | Rufi Endz | Def Soul 52610 (I) |
| 4 | 2 | THE REAL SLIM SHADY | Eminem | Interscope/PolyGram 673732 (I) |
| 5 | 3 | MARIA MARIA | Santana feat. The Product G&B | Arista (BMG) |
| 6 | 4 | JUMPIN' JUMPIN' | Debra's Child | Columbia 662920 (TEM) |
| 7 | 5 | TRY AGAIN | Aaliyah | Virgin VJSCD 16 (I) |
| 8 | 6 | WOMAN TROUBLE | Aaliyah/Dodgy & Craig feat. C David | Public Domain/Def 702 380 (TEM) |
| 9 | 7 | SHACKLES (PRAISE YOU) | Moby Mary | Columbia 662920 (TEM) |
| 10 | 7 | CALL ITATE | Richie Dun | Punk Silk CDPSR 1 (AM/O) |
| 11 | 8 | WHIDA | Black Rob | Peff Duddy/Arista 74231231 (BMG) |
| 12 | 9 | GO YOUR MONEY | Of D'Etat/Beast feat. Kells | Elektra E 703720 (I) |
| 13 | NEW | LIGHT | Pharocha Monch | Roxbury RMX 239520 (P) |
| 14 | 15 | FORGOT ABOUT DEE | Dr Dra feat. Eminem | Interscope/PolyGram 673422 (I) |
| 15 | 14 | OOOH | De La Soul feat. Redman | Tommy Boy TRC9 218209 (P) |
| 16 | 11 | WHY DON'T YOU CALL ME | Macy Gray | Elektra 666862 (TEM) |
| 17 | 12 | DANCE TONIGHT | Lucy Pearl | Virgin VJSCD 1775 (E) |
| 18 | 13 | GHETTO ROMANCE | Damage | Afterlife/Coolumpe CDCD005 347 (E) |
| 19 | 17 | THONG SONG | Sicco | Def Soul 568862 (I) |
| 20 | 15 | FILL ME IN | Craig David | Wilderstar CDW10 30 (TEM) |
| 21 | 23 | BIG PIMPNY | Jay-Z | Def Jam 526201 (I) |
| 22 | 24 | THREE YOU GO | Pink | LaFace/Arista 74231231 (BMG) |
| 23 | 24 | INCOMPLETE | Sicco | Def Soul (BMG) |
| 24 | 20 | COME AND GET ME | Debraha | WEA WEA 26101 (TEM) |
| 25 | 21 | WHEN A WOMAN | Gabrielle | Go Beats/PolyGram GDCD 27 (I) |
| 26 | 27 | WHY | Ginetta GJ | WEA WEA 22031 (I) |
| 27 | 20 | GET OUT | Busta Rhymes | Elektra E 707520 (TEM) |
| 28 | 22 | MAMA - WHO DA MAN? | Melch Blackwood | East West MICKY 8101 (TEM) |
| 29 | 28 | HIP HOP | Dead Prez | Elektra 666862 (TEM) |
| 30 | 25 | GOOD STUFF | Kelis | Virgin VJSCD 154 (E) |

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| TW | SW | Title | Label Cat. No. |
|----|----|---|----------------------------|
| 1 | 20 | ORIGINAL CAST RECORDING: Cats | PolyGram Video 47903 |
| 2 | 1 | STEPS: The Next Step - Live | Def Jam 52610 (I) |
| 3 | 4 | ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor | Universal Video 174853 |
| 4 | 8 | FRANK SINATRA: My Way | Video Collection VCA127 |
| 5 | 6 | 5 CLUB 2: In As 5 Club Talking | Warner Music Video 8570203 |
| 6 | 7 | BOYZONE: Dublin - Live By Request | Video 124143 |
| 7 | 3 | ORIGINAL CAST RECORDING: Oklahoma | Video 125817 |
| 8 | 2 | ORIGINAL CAST RECORDING: Burn The Floor | VID 128953 |
| 9 | 9 | CLIFF RICHARD: Live In The Park | Video Collection VCA146 |
| 10 | 17 | LEZ EPULIN: Song Remains The Same | Warner Brothers SC3139 |

20

COUNTRY

| This | Last | Title | Artist | Label (distributor) |
|------|------|-----------------------------|---------------------------------|----------------------------------|
| 1 | 1 | COME ON OVER | Shania Twain | Mercury 170012 (I) |
| 2 | 2 | THE WOMAN IN ME | Shania Twain | BWP RWPCD1123 (BMG) |
| 3 | 3 | WIFE & WICKED | Warner Brothers 247332 (IMPACT) | |
| 4 | 4 | BREATHE | Various/BMG 67863/752 (IMPACT) | |
| 5 | 5 | LOVELY RIL | Lonestar | Elektra 85422 (I) |
| 6 | 7 | WIDE OPEN SPACE | Dixie Chicks | Capitol/Atlantic 857384032 (TEM) |
| 7 | NEW | BURN | Jay Dee Robinson | MCA Nashville 170142 (I) |
| 8 | 6 | THE HARDEST PART | Alison Morner | Elektra 0481512 (TEM) |
| 9 | 10 | 10 | Dixie Chicks | Grapevine GRACD282 (RMG/O) |
| 10 | 8 | GRETCHEN PETERS | Gretchen Peters | Mercury 565172 (I) |
| 11 | 11 | I AM SHELBY LYNNE | Shelby Lynne | Elektra 880749 (TEM) |
| 12 | 9 | TRANSCENDENTAL BLUES | Steve Earle | MCA Nashville 17012 (I) |
| 13 | 12 | REAL LIFE WOMAN | Trisha Yearwood | Big Biz 870200 29 (RMG/O) |
| 14 | 13 | SONGS OF INSPIRATION | Daniel O'Donnell | Reprise 83247742 (TEM) |
| 15 | 14 | DWIGHT YOAKAM/ACROUSTIC.NET | Dwight Yoakam | Nonesuch 170992 (I) |
| 16 | 15 | I HOPE YOU DANCE | Lee Ann Womack | Warner Bros 836247312 (TEM) |
| 17 | 16 | LOVE WILL ALWAYS WIN | Raha McEntire | MCA Nashville MCD7029 (I) |
| 18 | 18 | SO GOOD TOGETHER | LeAnn Rimes | Capitol/London 85738512 (TEM) |
| 19 | 19 | LEANN RIMES | LeAnn Rimes | Elektra 355942182 (TEM) |
| 20 | 17 | THE DUST BOWL SYMPHONY | Nanci Griffith/LSD | |

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ROCK

| This | Last | Title | Artist | Label (distributor) |
|------|------|------------------------------------|-------------------------------|--------------------------------|
| 1 | 1 | PARACHUTES | Coldplay | Parlophone 52782 (E) |
| 2 | 2 | MISSION IMPOSSIBLE 2 (OST) | Hollywood 0110303HW (P) | |
| 3 | 3 | SHINDING ON THE SHOULDER OF GIANTS | Various | Big Brother 8K0 CD02 (JMV/P) |
| 4 | 4 | ENEMA OF THE STATE | Link 192 | MCA/Universal NMC 1199 (I) |
| 5 | 5 | LET THE GREEN | Jenny Payne & The Block Drums | SPV Recordings SPV 091202 (NS) |
| 6 | NEW | RESURRECTION | Hollywood | Metel 15 MISS006 (P) |
| 7 | 8 | SLEEPNOT | Sleepnot | RealNonesuch RB 8025 (I) |
| 8 | 10 | THE COLOUR AND THE SHAPE | Foo Fighters | Bowling EP 2295 (E) |
| 9 | 6 | NEVERMIND | Nirvana | Geffen/PolyGram DCCD 2425 (I) |
| 10 | NEW | RAGE AGAINST THE MACHINE | Rage Against The Machine | Elektra 422242 (TEM) |

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DANCE SINGLES

| This | Last | Title | Artist | Label Cat. No. (Distributor) |
|------|------|---------------------------|-----------------------------|-----------------------------------|
| 1 | NEW | I FEEL FOR YOU | Bob Sinclair | Defected DFECT18 (DMV/TEM) |
| 2 | 1 | WOW'S YOUR EVENING SO FAR | John Weisk & Lil Louis | Hot 7334 (TEM) |
| 3 | 1 | TIME TO BURN | Data Attack (DMV/TEM) | |
| 4 | NEW | BITS & PIECES | Nebula 120Y41 (BMG) | |
| 5 | 5 | ARE YOU READY TO PARTY | Athena | NaTie/Arista 7423178771 (ADD) |
| 6 | 7 | MORE & MORE | Manifesto FSX212 (I) | |
| 7 | 2 | BATTLE | Splio & Zigo | Soul 2 Soul/SPS 523901 (I) |
| 8 | NEW | SLIPNOT | Wookiee feat. Lain | Talkin Loud TL000 (I) |
| 9 | NEW | LET THE RHYTHM MOVE YOU | MC Jole | Nakula NUP3239 (ADD) |
| 10 | 10 | LIGHT | | |
| 11 | 8 | TRUE (THE FUTURE IS YOU) | Pharocha Monch | Roxbury RMX6277 (I) |
| 12 | NEW | NO MORE TURNING BACK | Mixed | Pepper 820300 (I) |
| 13 | 19 | SANDSTORM | Nea | Neo NEO121 (I) |
| 14 | 5 | CALL ITATE | Ricardo Dan | Pure Silk 12PSR 1 (AM/O) |
| 15 | 5 | LUST | Total Science | Hard Leaders HL40 (SRD) |
| 16 | NEW | I HEAR MUSIC | E-Straw feat. Michael White | Beautiful Noise BRN0151 (I) |
| 17 | NEW | YOU CAN KISS MY | Candor | Additive 12AD058 (P) |
| 18 | 21 | SSSIS (LISTEN) | Jonah | VC Recordings/Kickin' VCRD 69 (E) |
| 19 | 25 | 69 POLICE | David Holmes | Get Beat/PolyGram GDBX38 (I) |
| 20 | NEW | SOUL HEAVEN | Goodfellas | Azuli AZNY121 (I) |

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DANCE ALBUMS

| This | Last | Title | Artist | Label Cat. No. (Distributor) |
|------|------|--------------------------------------|------------|---------------------------------------|
| 1 | NEW | ART OF INTELLIGENCE - MOSAIC THUMP | De La Soul | Tommy Boy TBV148 (P) |
| 2 | NEW | SINCERE | M.J. Cole | Talkin Loud 527591/542574 (I) |
| 3 | 4 | THE MASSHALL MATTERS LP | Eminem | Interscope/PolyGram 498261/498262 (I) |
| 4 | 5 | INCREDIBLE 4 SOUND OF THE DREAM TEAM | Various | INCREDIBLE 4 (INC4MCD (TEM) |
| 5 | 8 | PURE GARAGE II | Various | Various - PWNMCD07 (TEM) |
| 6 | 1 | EARTH - VOL 4 | Various | Earth EARTH_PMC4 (SRD) |
| 7 | NEW | THE CORRS: GEM AND DO | Various | Echo ECHL31/ECHM34 (I) |
| 8 | NEW | ROMED MUST DIE (OST) | Various | Virgin - J - (E) |
| 9 | 5 | WHY IS JILL SCOTTY | Jill Scott | Elektra - J - (TEM) |
| 10 | NEW | THE REAL SOUND OF AGIA NAPA | Various | Universal TV - 5601994 (I) |

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MUSIC VIDEO

| This | Last | Title | Label Cat. No. |
|------|------|---|----------------------------|
| 1 | 10 | BRITNEY SPEARS: Time Out With | Jive 921088 |
| 2 | 11 | JANE MCNOLD: In Context | Video Collection VCA195 |
| 3 | 12 | ABBA: The Warner Takes It All | VID 165211 |
| 4 | 13 | WHITNEY HOUSTON: The Greatest Hits | Arista 742317103 |
| 5 | 18 | THE CORRS: Engaged | Warner Music Video 8565181 |
| 6 | 5 | KISS: Dressed In Black | Direct Video 83378/843V |
| 7 | 15 | METALICA: Live Through This | Warner Music Video 8564221 |
| 8 | 16 | MICHAEL FLATELY: Feet Of Flames | VID 125817 |
| 9 | 18 | MICHAEL BALL: Live At The Royal Albert Hall | VID 128953 |
| 10 | 20 | STEPS: The Video | Warner Brothers SC3139 |

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MUSIC WEEK 19 AUGUST 2000

19 AUGUST 2000

COOL CUTS CHART

as featured on **Billboard** **COOL CUTS** chart on **Radio 102** and **Energy City** Network

| | | |
|----|---|-----------------|
| 1 | ZOMBIE NATION Kornellal 40 <i>(Building all year and now with a full-filling mix)</i> | Data |
| 2 | MUSIC Madonna <i>(Outstanding club mixes like Madonna back to her dancefloor roots)</i> | Maverick/Warner |
| 3 | SUNDAY SHOUTIN' Johnny Corporate <i>(With new mixes from Harry Romero, Erick Morillo and Tommy Maito)</i> | Defected |
| 4 | 4 SEASONS EP Saftier Kleinertzer <i>(Excellent four track EP of progressive house)</i> | Combined Forces |
| 5 | TOURNMENT D'AMOUR AfricanSax <i>(Unusual latin house soundscapes)</i> | Yellow |
| 6 | WARM WATER Chris Bangs <i>(Catchy transatlantic mix with new from Sabor Slave, Roy Mabe and Perfect Phases)</i> | Incredible |
| 7 | INWIL Mongoose feat. Inaya Day <i>(A recent of the moment Inaya Day in another Harry Romero production)</i> | Subliminal |
| 8 | PHILLY GROOVE Remaine & Danny Krivit <i>(The big impact from this year with an added vocal and Jay Negro remix)</i> | Virgin |
| 9 | MOMENTS IN LOVE Art Of Noise <i>(The ambient have become a big fashion tune in Rob Saatchi's new ZTT)</i> | ZTT |
| 10 | A FLUMP NIGHT OUT Plumbo Dots <i>(Featuring their latest in War's Galaxy)</i> | Finger Lickin' |
| 11 | THE FALLYANTOISE Way Out West <i>(Long awaited new single with forthcoming mixes from Benoit)</i> | Arista |
| 12 | CAMELS Santos <i>(No catchy string hit makes this track a winner)</i> | Mantro Vibe |
| 13 | CORACAO TAMBORA Ian Penley <i>(Cool house EP with new mixes from Saftier and Needs)</i> | V2 |
| 14 | SHR7 Monsta Roy <i>(By underground garage have with new mix from Digital DJ)</i> | Locked On/DXL |
| 15 | LA FIESTA 18th Street <i>(Summery latin house with mixes from Ray Roc)</i> | East West |
| 16 | METROPOLIS Oliver Lieb presents Smoked <i>(Progressive club in new mixes from Durango 95 and Damon Chazotte)</i> | Free Free |
| 17 | SUENO LATINO Saena Latina <i>(Bushwacks updated this classic Eighth Note track)</i> | Directivite |
| 18 | TOUCH ME Coco da Silva <i>(Catchy European vocal house track)</i> | Kismet |
| 19 | HEAVEN Ultraviolet <i>(With mixes from Rob Aronson, Way Out West and James Hester)</i> | Silver Planet |
| 20 | ALWAYS New Phunk Theory <i>(Excellent deep house track from the North East)</i> | Airlight |

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**radio 165**, **radio 166**, **radio 167**, **radio 168**, **radio 169**, **radio 170**, **radio 171**, **radio 172**, **radio 173**, **radio 174**, **radio 175**, **radio 176**, **radio 177**, **radio 178**, **radio 179**, **radio 180**, **radio 181**, **radio 182**, **radio 183**, **radio 184**, **radio 185**, **radio 186**, **radio 187**, **radio 188**, **radio 189**, **radio 190**, **radio 191**, **radio 192**, **radio 193**, **radio 194**, **radio 195**, **radio 196**, **radio 197**, **radio 198**, **radio 199**, **radio 200**, **radio 201**, **radio 202**, **radio 203**, **radio 204**, **radio 205**, **radio 206**, **radio 207**, **radio 208**, **radio 209**, **radio 210**, **radio 211**, **radio 212**, **radio 213**, **radio 214**, **radio 215**, **radio 216**, **radio 217**, **radio 218**, **radio 219**, **radio 220**, **radio 221**, **radio 222**, **radio 223**, **radio 224**, **radio 225**, **radio 226**, **radio 227**, **radio 228**, **radio 229**, **radio 230**, **radio 231**, **radio 232**, **radio 233**, **radio 234**, **radio 235**, **radio 236**, **radio 237**, **radio 238**, **radio 239**, **radio 240**, **radio 241**, **radio 242**, **radio 243**, **radio 244**, **radio 245**, **radio 246**, **radio 247**, **radio 248**, **radio 249**, **radio 250**, **radio 251**, **radio 252**, **radio 253**, **radio 254**, **radio 255**, **radio 256**, **radio 257**, **radio 258**, **radio 259**, **radio 260**, **radio 261**, **radio 262**, **radio 263**, **radio 264**, **radio 265**, **radio 266**, **radio 267**, **radio 268**, **radio 269**, **radio 270**, **radio 271**, **radio 272**, **radio 273**, **radio 274**, **radio 275**, **radio 276**, **radio 277**, **radio 278**, **radio 279**, **radio 280**, **radio 281**, **radio 282**, **radio 283**, **radio 284**, **radio 285**, **radio 286**, **radio 287**, **radio 288**, **radio 289**, **radio 290**, **radio 291**, **radio 292**, **radio 293**, **radio 294**, **radio 295**, **radio 296**, **radio 297**, 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**radio 963**, **radio 964**, **radio 965**, **radio 966**, **radio 967**, **radio 968**, **radio 969**, **radio 970**, **radio 971**, **radio 972**, **radio 973**, **radio 974**, **radio 975**, **radio 976**, **radio 977**, **radio 978**, **radio 979**, **radio 980**, **radio 981**, **radio 982**, **radio 983**, **radio 984**, **radio 985**, **radio 986**, **radio 987**, **radio 988**, **radio 989**, **radio 990**, **radio 991**, **radio 992**, **radio 993**, **radio 994**, **radio 995**, **radio 996**, **radio 997**, **radio 998**, **radio 999**, **radio 1000**, **radio 1001**, **radio 1002**, **radio 1003**, **radio 1004**, **radio 1005**, **radio 1006**, **radio 1007**, **radio 1008**, **radio 1009**, **radio 1010**, **radio 1011**, **radio 1012**, **radio 1013**, **radio 1014**, **radio 1015**, **radio 1016**, **radio 1017**, **radio 1018**, **radio 1019**, **radio 1020**, **radio 1021**, **radio 1022**, **radio 1023**, **radio 1024**, **radio 1025**, **radio 1026**, **radio 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19 AUGUST 2000

CHART COMMENTARY

by ALAN JONES

Last week saw three records with audiences of more than 90m for the first time in airplay chart history. It's a feat repeated this week, though the leader of this tightly packed group is now Robbie Williams, whose Rock DJ finally slips into pole position with small but significant increases in both plays and audience carrying it clear of Craig David, whose 7 Days had lead for 14 days. Craig actually slips to number three, overtaken also by Spiller's Groovejet (If This Ain't Love), which registers significantly higher increased support and should manage to synchronise its ascension to both sales and airplay thrones next week. Both Rock DJ and Groovejet were aired 37 times by Radio One last week, being joined at the top of the station's most-played list by Robbie Rivera's Bang, which also expands considerably elsewhere, and jumps 27.15 on

AIRPLAY FACTSHEET

● Eminem's The Real Slim Shady is the longest-running hit on the Top 10 of the sales chart, with seven weeks in the upper echelon. It spent only one week in that part of the airplay chart however, peaking at number 10. It is holding up quite well however, retaining 18th place this week.
● Suffering the steepest

decline of any record this year, Black Legend's You See The Trouble With Me slumps 36-89 this week bringing a spectacular end to its 12 week residency on the Top 50.
● Slow but sure, Aaliyah's Try Again nudges up to number 19 on the airplay chart, a new peak, some five weeks after it made its sales chart debut.

the airplay chart as a result.

These are busy times for Madonna. She became a mother for the second time this week, celebrates her 42nd birthday this week and releases Music as a single next week. Ahead of its retail release, Music is doing everything she could have hoped of. Its 19.88 leap on the airplay chart means that although it debuted 37 places lower than her last American Pie, it has improved so rapidly it is now just one place behind the position on that single held at the same stage of its life - and with marginally more play. Music was aired more than 1,000 times last week, enjoying a 94% increase in plays and a 40% improvement in exposure. Radio One increased support by 10 plays to 34.
● Currently enjoying one of the most productive periods of his near 20 year career as a hit songwriter, Rick Nowles has two

songs in the top five and also co-wrote the highest new entry to the Top 50. Knowles' Life Is A Rollercoaster and I Turn To You are at four and five for Ronan Keating and Melanie C, while Sky, the new Sonique single which he helped to write, splits 67-36. Its rapidly increasing support is balanced by a 9-14 slump for Sonique's former sales and airplay number one It Feels So Good, which loses its airplay Top 10 status after 12 weeks. Meanwhile, funky French act Modjo's Lady, which was last week's highest new entry, jumps 35-20.

Radio Two continues to add records by artists you never thought of hear on the station. It's support for Paul Weller's Sweet 19 justifies its new entry, while it was aired 17 times last week, (compared to just 10 plays on all other stations on the Music Control panel) getting it fourth on the most-

played list, while the station also gave five plays to the new Scorpions' single Here In My Heart - although, to be fair, the latter track is an epic Diane Warren rock ballad, similar to Aerosmith's I Don't Want To Miss A Thing and the new Cult single, both of which she also penned. By the way, only 47 songs were played more than once on Radio Two last week - a stark contrast to Atlantic 252 where 47 songs were played more than 14 times, despite the inclusion of adverts which effectively make its broadcasting hours shorter than the BBC station. Radio Two support won't necessarily sell records, however. Heather Small's Holding On has been a big favourite on Radio Two, which has accounted for half of its audience in the last three weeks, but the single makes a disappointing number 58 debut on the singles chart this week.

AT A GLANCE WEEKLY MARKET SHARES

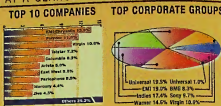


Figure from the week ending 14/8/00 based on the Top 100 music-related products by UK retail sales for the week.

MTV

- | Rank | Title Artist |
|------|---|
| 1 | 2 ROCK DJ Robbie Williams |
| 2 | 1 7 DAYS Craig David |
| 3 | 3 THE REAL SLIM SHADY Eminem |
| 4 | 10 MUSIC Madonna |
| 5 | 5 WHO THE HELL ARE YOU Madonna Avenue |
| 6 | 4 OUT OF YOUR MIND Teenagers & Dave Navar, Victoria Beckham |
| 7 | 8 LUCKY Britney Spears |
| 8 | 17 ITS GONNA BE ME 'N' SYNC |
| 9 | 6 JUMPIN' JUMPIN' Destiny's Child |
| 10 | 10 FREESTYLE Bonfunk! M.C.s |

Most played items on MTV UK/Media Research Ltd w/e 14/8/2000
Source: MTV UK

THE BOX

- | Rank | Title Artist |
|------|---|
| 1 | 2 ROCK DJ Robbie Williams |
| 2 | 1 LUCKY Britney Spears |
| 3 | 3 IT DOESN'T MATTER Wyclef Jean |
| 4 | 4 TAKE ON ME 1 |
| 5 | 1 I TURN TO YOU Melanie C |
| 6 | 5 OUT OF YOUR MIND Teenagers & Dave Navar, Victoria Beckham |
| 7 | 5 FREESTYLE Bonfunk! M.C.s |
| 8 | 3 THE REAL SLIM SHADY Eminem |
| 9 | 10 NATURAL 5 Club 7 |

Most played videos on The Box, w/e 14/8/2000
Source: The Box

BOX BREAKERS

- | Rank | Title Artist | Label |
|------|---|-----------|
| 1 | 2 THE BALLAD OF CHASEY LAIN Bloodhound Gang | Polydor |
| 2 | 5 SAY IT ISN'T SO Bon Jovi | Mercury |
| 3 | 10 GROOVEJET (IF THIS AINT LOVE) Spiller | Pacific |
| 4 | 10 SOMETHING DEEP INSIDE Bille Piper | Innocent |
| 5 | 5 DEAR JESSIE Roliegriff | Neo |
| 6 | 3 CALIFORNICATION Red Hot Chili Peppers | WEA |
| 7 | 8 SCHOOLS OUT Daphne & Celeste | Universal |
| 8 | 10 OVER MY HEAD Le | RCA |
| 9 | 5 FOLLOW ME FOLLOW YOU Sonny Jones | Legis |
| 10 | 6 GIRLS JUST WANT TO HAVE FUN Lilly | Polydor |

Highest climbing videos on The Box in advance of single release w/e 14/8/2000
Source: The Box

TOP OF THE POPS

- | Rank | Title Artist |
|------|--|
| 1 | 1 Turn To You Melanie C; Rock DJ Robbie Williams; Freestyle Bonfunk! M.C.s; Doesn't Really Matter Janet Jackson; No More Ruff Endz; I Wanna Be With You Maridy Moore |

CD:UK

- | Rank | Title Artist |
|------|--|
| 1 | 1 Turn To You Melanie C; Rock DJ Robbie Williams; Freestyle Bonfunk! M.C.s; Doesn't Really Matter Janet Jackson; No More Ruff Endz; I Wanna Be With You Maridy Moore |

THE PEPSI CHART

- | Rank | Title Artist |
|------|---|
| 1 | 1 Turn To You Melanie C; Rock DJ Robbie Williams; Freestyle Bonfunk! M.C.s; Doesn't Really Matter Janet Jackson |

RADIO ONE PLAYLISTS

- A-LIST** Try Again Aaliyah; C'mon People (We're Making It Now) Richard Ashcroft; Sincere MJ Cole; 7 Days Craig David; Jumpin' Jumpin' Destiny's Child; Make It Right Christian Fink; feat. Demetrius Bitts; 2 Day Gianna Kii; Doesn't Really Matter Janet Jackson; I Turn To You Melanie C; Music Madonna; Lady (I Hear Me Talking) Modjo; Bang Robbie Rivera; Presents Rhythm Bangers; I Feel For You Sonique; Backstreet Groovejet (If This Ain't Love) Spiller; Lucky Britney Spears; Out Of Your Mind Teenagers & Dave Navar; Victoria Beckham; Time To Bum Storm; Rock DJ Robbie Williams

- B-LIST** Bad Habit ATFC presents Onophthalmos; Delirious World Australis; Whiskey Next; Crazy Tonight; Levy Six/Viviane Bond; Wiley Next; Whatz Your Mind; Let The Dogs Out! Bahm; Mike; Chellise Body; Drayn; Say Let Me Love You Boy Shiloh; feat. Gary Pique; Feat. Volt

RADIO TWO PLAYLISTS

- A-LIST** Turn To You Christina Aguilera; Breathless The Corrs; Doesn't Really Matter Janet Jackson; It's Gonna Be Me 'N' SYNC; The Jayhawks/Life Is A Rollercoaster Ronan Keating; I Can Only Dream/Spot U Mansour; Unforgettable Singer Lene Marlin; Built In A Day
- B-LIST** Seven David Bowie; Glory Girl Amanda Brown; Someday Out Of The Blue/Neer Say Goodbye Elton John/Elton John & Backstreet Boys; Unforgivable Sinner Lene Marlin; Affirmation Sonja Chagas; Here In My Heart Scorpions; Holding On Heather Small; Sweet Pea, Sweet Pea Paul Weller; Sad Eyes Teisha Warren

BIG RADIO 1

- A-LIST** 2000 Planet Perfecto; Spiritualized Firty Quays; The Last Art Of Keeping A Secret Queens Of The Stone Age; No More Ruff Endz; Unleash The Dragon Slugs; Overload Sugarbeats; Freak Like Me; Tu; Faith & Guilt Conspiracy; Battle Wookie
- C-LIST** Delirious World Australis; Dillanville Body Down Boy; Jedward/made Believing; Don't Panic; Coldplay; Time To Party Craig David; Sundown Dweez; Zomba Nation Katerzhu; 400; *Tail Me It's Real Meanies; Roseanne Stone; *Willy Next; *It's Gonna Be Me Pink; *Sensible Susans & Emotions; *The Many Dis Summer/Jest Half Ton/Torquay; Unemployed in Solentwise Emilia Tomasi

R1 playlists for week beginning 14/8/2000
© denotes additions

BIG RADIO 2

- A-LIST** Turn To You Christina Aguilera; Breathless The Corrs; Doesn't Really Matter Janet Jackson; It's Gonna Be Me 'N' SYNC; The Jayhawks/Life Is A Rollercoaster Ronan Keating; I Can Only Dream/Spot U Mansour; Unforgettable Singer Lene Marlin; Built In A Day
- B-LIST** Seven David Bowie; Glory Girl Amanda Brown; Someday Out Of The Blue/Neer Say Goodbye Elton John/Elton John & Backstreet Boys; Unforgivable Sinner Lene Marlin; Affirmation Sonja Chagas; Here In My Heart Scorpions; Holding On Heather Small; Sweet Pea, Sweet Pea Paul Weller; Sad Eyes Teisha Warren

R2 playlists for week beginning 14/8/2000
© denotes additions

MTV UK PLAYLISTS

- ADDITIONS** Bad Habit ATFC presents Onophthalmos; Delirious World Australis; Whiskey Next; Crazy Tonight; Levy Six/Viviane Bond; Wiley Next; Whatz Your Mind; Let The Dogs Out! Bahm; Mike; Chellise Body; Drayn; Say Let Me Love You Boy Shiloh; feat. Gary Pique; Feat. Volt

BZZWORTHY

- CD:UK** Turn To You Melanie C; Rock DJ Robbie Williams; Freestyle Bonfunk! M.C.s; Doesn't Really Matter Janet Jackson

POWERPLAY

- GROOVEJET (IF THIS AINT LOVE)** Spiller; Lucky Britney Spears

MINIDISC: THE SLEEPING BEAUTY THAT FINALLY WOKE UP CONSUMERS

Eight years in gestation, the MiniDisc is finally beginning to make its mark, presenting manufacturers with new avenues of opportunity — or is it? Karen Faux reports

MiniDisc's unique ability to provide high-quality audio in a small, robust and easy-to-manipulate format is only now being recognised by a sizeable number of UK consumers — eight years after its original launch by Sony. The UK's pre-recorded sales of 500,000 units in 1999, according to the IFPI figures, may not be spectacular, but they make the UK the biggest market in the world for the format. Combined with blank media sales approaching 1m, it seems the format is definitely reaching a critical mass.

Many reasons have been cited for the slow adoption of MiniDisc, among them the initial format war between MiniDisc and Philips' Digital Compact Cassette which resulted in consumers adopting a wait-and-see attitude back in the early Nineties. A decisive spur to recent sales has been the fall in hardware prices. In 1993 MiniDisc recorders retailed at £500, whereas today they cost around £150, putting them within reach of the young and lifestyle conscious consumers whom Sony is now targeting with increasing success.

Increasingly sophisticated machines are still being developed by Sony and these include its smallest and lightest portable player/recorder to date, which is expected to sell for around £150 when it debuts later in the year. Sony is also tying MiniDisc into the web with two of its Walkman players now being sold with an internet audio recording interface. The USB device allows consumers to record MP3 or other audio files from their Windows 98 or 2000 PCs directly to a MiniDisc.

While MiniDisc has historically been held back by a lack of catalogue, record companies have recently stepped up their commitment. Last autumn Warner Music joined Sony and EMI as a major marketer, swelling the existing number of pre-recorded titles available to 700 and giving retailers a good reason to make shelf room for the format. Since then Sony has launched its MiniDisc store in London's Great

Marborough Street, now offering around 3,000 titles in a high-tech environment and backed up with an online counterpart at www.minidisc.com.

Impulse's City store at Liverpool Street station would appear to have the ideal customer base for MiniDisc and manager Andy Lazarewitz reports that the format gives a good return on its display space.

"We don't stock a vast range, but what we do have sells through quickly," says Lazarewitz. "Now 46 is one of the few titles available and has been flying out. Budget classical label Naxos got in early and is now one of our strongest sellers with discs selling at £4.99."

For Lazarewitz, one of the biggest problems is that Universal's catalogue is not available on MiniDisc. "There is also the



Sony's MiniDisc store: high-tech environment

fact that a lot of chart product debuts on MiniDisc belatedly and loses out on potential sales" he says. "For example, Tom Jones' *Reload* album has only just been released on the format."

With the UK representing the world's biggest market for pre-recorded product, Sony's DADC plant in Austria handles around 90% of production for Europe and the format's small volumes have so far discouraged other replicators from pursuing the business.

Sony is unwilling to cite its current MiniDisc capacity, although there is clearly enough to cope with a significant growth in demand. "Let's just say we have ample capacity," says a Sony DADC spokesman. "This year there has been a marked upturn in output, which is due to the fact it is now being supported by other major record companies such as Warner and EMI. We are expecting to be very busy with the format from September onwards."

In most respects, production of the MiniDisc is similar to that of an ordinary CD, except that it uses a format converter to encode the audio data into MiniDisc's ATRAC compression scheme, and disc assembly involves the extra steps of mounting a clamping plate and welding the disc inside its cartridge. Sony has recently hired its service to its MiniDisc customers by giving them the option to link up with its

input server and transfer all of their components digitally. This facility embraces all aspects of production, including label printing, artwork and packaging.

While technologically it would be an easy matter for many factories to undertake MiniDisc production, most have found that the small volumes involved do not make the business worth pursuing. Stoker Key Productions testifies that MiniDisc business is mainly sourced from DADC and does not envisage a dramatic rise in volume orders.

"Although we have worked on MiniDisc albums for some of our indie labels, the numbers are fairly limited," says Key director Karen Emanuel. "The problem with MiniDisc is that it is only compatible with itself and so its future seems restricted. The backward compatibility of DVD makes it a much more attractive option."

At MPO, UK business development manager Norman Ahmed says, "We have the capability to press MiniDisc in Europe but we are talking about mainly promotional runs rather than substantial music orders. On the other hand, blank discs manufactured under our Hi-Space brand are quoted by strength to strength, with a fair quote being exported to the Far East."

Traxdata UK — which brands and distributes MiniDiscs made by Ritek Corporation in Taiwan — has seen significant

year-on-year growth in the UK market and is now targeting consumers with longer playing discs.

"Our 80-minute MiniDisc has the largest storage capacity available on the market today," says Traxdata marketing director Robin Hamilton. "The beauty of the format is that the user can store up to 80 minutes worth of audio from a CD, cassette, vinyl or radio and then edit, erase and move tracks as often as they want. Discs can even be personalised by adding the names of the tracks, samples or DJs that have been used on the mixes."

Although CDR wins the battle in the sound quality stakes, MiniDisc's advanced editing features and portability make it a very desirable piece of equipment for those on the move. It also has applications beyond music.

"Laptops are getting smaller and smaller and a three-inch disc could prove a lot more appropriate than a five-inch one," says Ahmed at MPO. "MiniDisc also has the advantage of a very sturdy shell which gives it a lot of durability."

Although CD's hegemony of the UK consumer audio market seems unlikely to be seriously threatened by another physical format any time soon, MiniDisc looks likely to reign supreme for some time to come as music's most flexible format. ■

'We don't stock a vast range of MiniDiscs, but what we do have sells through quickly. Now! 46, for example, has been flying out' — Andy Lazarewitz, Impulse

'Laptops are getting smaller and smaller and a three-inch disc could prove a lot more appropriate than a five-inch one' — Norman Ahmed, MPO

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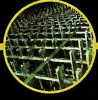


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TOP 10 VIDEOS: JAN — JUNE 2000

| Title | Label | Manufacturer |
|--|--------------------|-----------------------|
| 1 Star Wars — The Phantom Menace | Fox Video | Deluxe |
| 2 The Mummy | Universal Pictures | Cinram |
| 3 American Pie | Universal Pictures | Cinram |
| 4 The Matrix | Warner Home Video | Technicolor |
| 5 South Park — Bigger Longer And Uncut | Warner Home Video | Technicolor |
| 6 Austin Powers The Spy Who Shagged Me | EIV | Future Video Services |
| 7 The Jungle Book | Walt Disney | Technicolor |
| 8 Blade | EIV | Future Video Services |
| 9 Notting Hill | Universal Pictures | Cinram |
| 10 All G — Innt | VCI | n/a |

TOP 10 MINIDISCS: JAN — JUNE 2000

| Artist/Title | Label |
|--|----------------------|
| 1 Travis — The Man Who | Independents |
| 2 Moby — Play | Mute |
| 3 Various — Now! 45 | EMI/Virgin/Universal |
| 4 Oasis — Standing On The Shoulder Of Giants | Big Brother |
| 5 Robbie Williams — I've Been Expecting You | Chrysalis |
| 6 Macy Gray — On How Life Is | Epic |
| 7 George Michael — Ladies & Gentlemen... | Epic |
| 8 Melanie C — Northern Star | Virgin |
| 9 Various — Now! 44 | EMI/Virgin/Universal |
| 10 Stereophonics — Performance And Cocktails | V2 |

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times and dramatically improves order efficiency. Beddowes remains upbeat about the current state of play. "VHS is having an excellent year and our sales levels are up on the last. We have been able to acquire a number of new VHS accounts, chiefly because we are always looking to develop new services that the market requires — such as distribution and mastering. We combine these with high-quality service and product and competitive prices," he says.

Beddowes adds that a greater use of VHS as a medium for direct marketing is generating incremental sales through its corporate customers and he is not alone in holding this view. This area of the business is a priority for south London-based Future Video Services. While 70% of Future's business is firms, its size and reputation

makes it ideally placed to target independent distributors and corporate clients. "Independent distributors do not necessarily want a supplier that concentrates on the Hollywood majors," says director Mike Carey. "They fear that the major duplicators will always put their big customers first and design their systems around their needs — while the independents would always come second."

Carey and partner Alan Burke created Future Video Services in 1998 when they bought out the video duplication arm of Forward Sound And Vision — known to many as Fraser Peacock.

The move was a testament to their confidence in the VHS market, even if Future Video Services' name underplays the range of products the company provides. It has

TOP 10 CASSETTE ALBUMS: JAN — JUNE 2000

| Artist/Title | Label | Manufacturer |
|--|----------------------|--------------|
| 1 Various — Now! 45 | EMI/Virgin/Universal | EMI |
| 2 Shania Twain — Come On Over | Mercury | Cinram |
| 3 Engelbert Humperdinck — At His Very Best | Universal Music TV | Cinram |
| 4 Tom Jones — Reload | Gut Records | James Yorke |
| 5 Moby — Play | Mute Records | Impress |
| 6 Various — Now! 44 | EMI/Virgin/Universal | EMI |
| 7 Westlife — Westlife | RCA | Sonopress |
| 8 Britney Spears — Baby One More Time | Jive | n/a |
| 9 Whitney Houston — The Greatest Hits | Arista | Sonopress |
| 10 Travis — The Man Who | Independents | Sony |

TOP 10 CASSETTE SINGLES: JAN — JUNE 2000

| Artist/Track | Label | Manufacturer |
|---|------------------|---------------|
| 1 All Saints — Pure Shores | London | FSV |
| 2 Sonique — It Feels So Good | Universal/Island | Cinram |
| 3 Fragma — Toca's Miracle | Positiva | EMI |
| 4 Melanie C/Lisa Lopes — Never Be The ... | Virgin | DOCdata/Ablex |
| 5 Gabrielle — Rise | Go Beat/Polydor | Cinram |
| 6 S Club 7 — Reach | Polydor | Cinram |
| 7 Britney Spears — Oops! I Did It Again | Jive | n/a |
| 8 Craig David — Fill Me In | Widstar | DOCdata |
| 9 Geri Halliwell — Bag It Up | EMI | EMI |
| 10 Bloodhound Gang — The Bad Touch | Geffen | Cinram |

recently developed a mail order service working alongside e-commerce developments and provides a full DVD service, sub-contracting authoring and replication. In recent months, investment has been made in more automation — particularly on the packaging side — as Carey says that efficiency is the name of the game. "We have never been so busy. Annual output on VHS stands at around 10m, while we could be looking at 2m for DVD. Our clients and suppliers have been very loyal and they are very happy to remain with us," he says.

With the demise of VHS widely predicted to be at least five years away, VHS manufacturers have more immediate problems to contend with. Apart from the appearance of DVD, the other dramatic

development on the High Street is widespread discounting. The industry estimates that more than 40% of all new VHS titles were discounted by between 30% and 60% of average retail levels last year. For many duplicators, this process of price erosion has meant that their customers drive a harder bargain, although some, such as Cinram, are benefiting from growth in orders outside of blockbusters. "Retail discounting has meant that some of our customers are a lot more focused on catalogue product," says Beddowes.

As far as audio cassette is concerned, there can be no doubt that the market will continue to spiral downwards. Only time will tell whether cassette, like vinyl, will find a niche large enough to provide an eleventh-hour reprieve.



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THE music week



REPRODUCTION
A PROBLEM?

MAYBE YOU'RE MISSING
A VITAL PART



PRINTING
& PACKAGING



REPLICATION



SOFTWARE
DESIGN & SUPPORT



ASSEMBLY



DISTRIBUTION
& WAREHOUSING

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this is what we do

LIQUID AUDIO'S INTERNET MUSIC SOLUTIONS:

Digital Asset Management

encoding in leading formats - catalogue synchronisation with music databases - hosting

Digital Rights Management

copy control - territory management - multiple DRMs - watermarking - timeouts

Internet Distribution

retailer sites - radio sites - lifestyle sites - portals - in-store kiosks

Retail Site Integration

commercial and promotional downloads - song previews - customer support systems

Commerce Capabilities

customised online store - shopping cart - clearinghouse - daily reports

Consumer Product Support

personal computers - digital music players - CD recorders

Liquid Audio's systems for delivering digital music are currently being used by more than 1,400 labels and 900 retailers worldwide. To fulfil your global needs, Liquid Audio has offices in the USA, Japan, Korea and now in Europe, located in London. For more information, contact Liquid Audio Europe on +44 (0) 20 7654 9333 or email sales@liquidaudio.com.

Exhibiting at Popkomm, Stand M 50 Halle 13.2

liquid audio
EUROPE