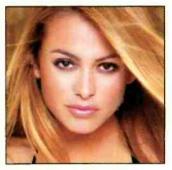


THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO AND HOME ENTERTAINMENT • www.billboard.com • JANUARY 24, 2004

## **HOT SPOTS**



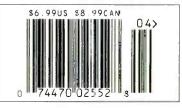
11 Crossover Cautions Latin artists like Paulina Rubio are finding it hard to win back core fans after success in the mainstream market.



26 Keep An Eye On This Guy Jai Rodriguez of hit TV series "Queer Eye for the Straight Guy" prepares his debut album.



53 One To Remember Josh Groban earns his first No. 1 on The Billboard 200 with "Closer."



## **Cuts Laying Label Era To Rest**

New Industry Economics Spell End to Reid Reign **BY GAIL MITCHELL** 

The ouster of Antonio "L.A." Reid at Arista Records is one more death knell to an era when free-spending label execs made big bets on rising stars in hopes that mega-album sales would lead to huge payoffs.

Reid is highly regarded in the industry and known to possess an astute eye for talent. But in an era cf declining sales, a tough economy (Continued on page 65)



**REID: OLD MATH** 



WMG Braces For Slashes **Once New Owners Arrive** 

### BY ED CHRISTMAN

NEW YORK—Warner Music Group is looking to wring as much as \$225 million in costs from the company as a welcoming bouquet for its new owners.

Roger Ames sent a memo-which was first reported in The Hollywood Reporter-to the company's 5,300 employees Jan. 14, revealing WMG's efforts "to identify significant (Continued on page 65)

## Sexual Overload Angst-Ridden Public's Mood For Raunch Sours

BY KEITH GIRARD and LIZ SKINNER

Christina vamps like a burlesque stripper. Britney's gone from school girl to slut. Pink is punk.

Many of music's reigning divas are partying like it's 1999, even though the world has become a darker, more uncertain and more anxious place since Sept. 11, 2001. With the economy in a funk and record sales down for three years running, even established artists are sexing it up-no doubt encouraged by edgy incustry executives. The problem is, the public just coesn't seem to be in the mood for it, and the recent mediocre (Continued on page 63)

Britney Spears, left, and Christina Aguilera vamp it up.



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	INTERNEL MICHAEL JACKSON		
	THE BEATLES	DG 1	17
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ARTIST

TITLE PAGE

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	BILLY BLANKS' TAE	-BO CARDIO AL SPORTS VIDEO

UMPING IRON - 25TH ANNIVERSARY SPECIAL EDITION

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## **OUOTE OF THE WEEK**

6 My thoughts are really irrelevant if I really want each [label] to be itself . . . I don't tell Dr. Dre what artists to sign. JIMMY IOVINE Page 65

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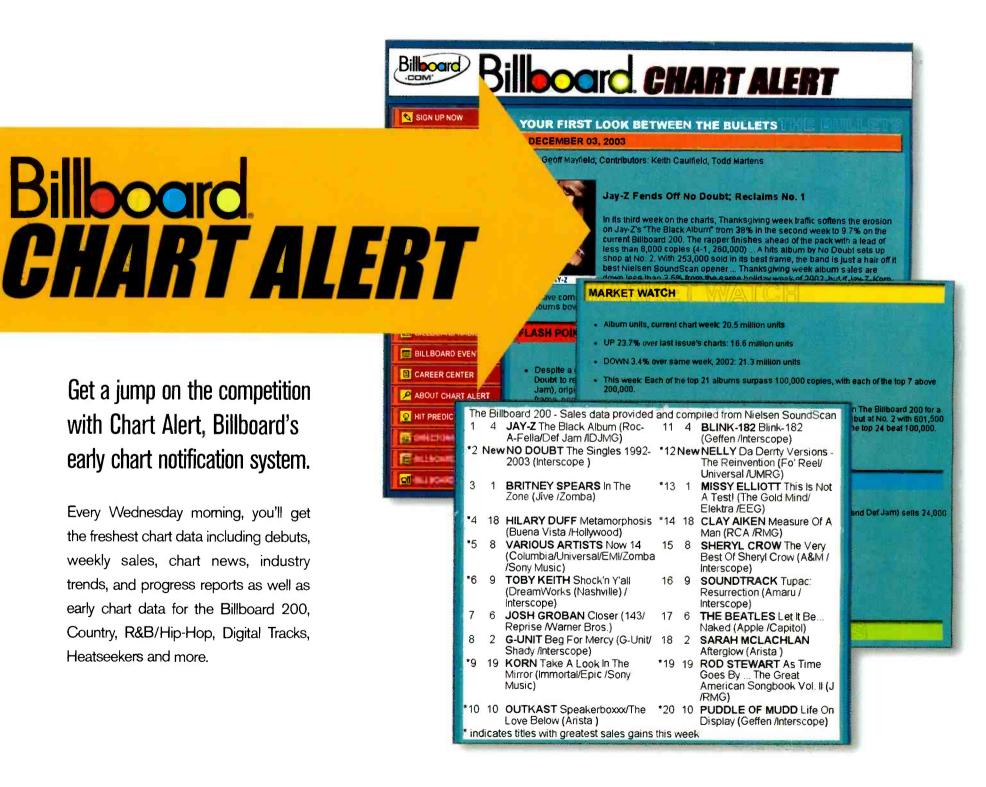
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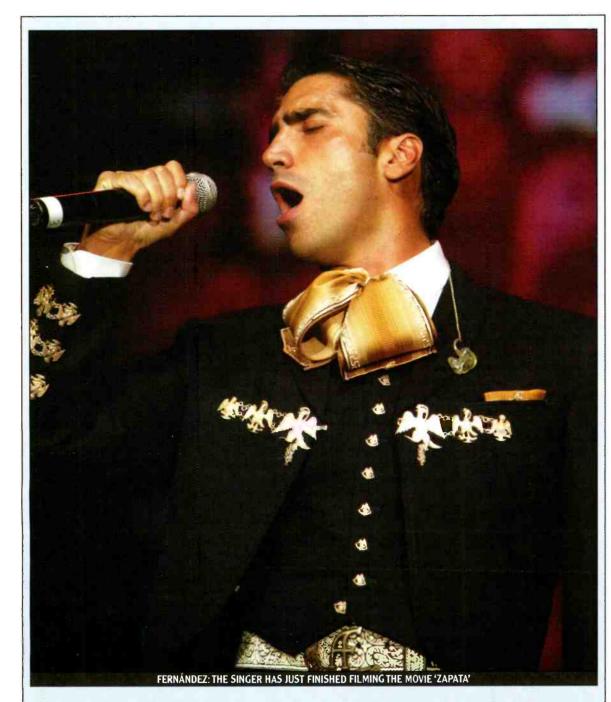
Billboard

Every Wednesday morning, you'll get the freshest chart data including debuts, weekly sales, chart news, industry trends, and progress reports as well as early chart data for the Billboard 200, Country, R&B/Hip-Hop, Digital Tracks, Heatseekers and more.



## Go to billboard.com/chartalert for registration and more information.

otron Ronald Isley's Country music mourns the Mr. Biggs loss of alter eqo acclaimed gets fur writer Max D. clothing line Barnes TOP OF THE NEWS



## **Fernández Reaches Out** Mexican Star Joins CAA, Eyes Film, Sponsorships

### **BY LEILA COBO**

In a further sign of its expansion into different genres of Latin music, Creative Artists Agency (CAA) has signed pop/ranchera Mexican star Alejandro Fernández, Billboard has learned that CAA will represent Fernández across all areas within the U.S.

"We wanted to have a panorama that was more open in every regard," says Fernández, who has just fin-ished filming the movie "Zapata," in which he plays the lead role.

"We're no longer going to focus only on concerts," adds the singer, who plays more than 100 dates in Mexico alone every year. He went on a U.S. arena tour last

year with his father, Vicente Fernández. "We're reaching out to sponsors, film, any of the things that can come after the movie.'

'Zapata" is Fernández's first major foray into films. The movie was directed by Alfonso Arau ("Like Water for Chocolate") and will be released in Mexico in March. Distribution in the U.S. should be finalized in the coming weeks.

Fernández is the second ranchera star to sign to CAA in the past couple of months. Late last year, the agency signed Pepe Aguilar, another major star in the genre, who performs a blend of pop and ranchera music.

"We are expanding in the Latin realm in general, and (Continued on page 8)

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## **DreamWorks Keeps A&R Staff**

### **BY MELINDA NEWMAN**

LOS ANGELES-Despite 100 layoffs since losing its independence, Dream-Works Records' heart

and soul-its A&R staff -will survive intact.

In an interview with Billboard, Interscope Geffen A&M (IGA) head Jimmy Iovine said he was impressed with the label's "old Warner Bros. school" of doing business

"That's the heart and the soul of any record company," he says of A&R. "We're going to leave it the way it is.

Universal Music Group's benevolence comes even though Dream-Works' pop division has suffered, notwithstanding some recent big sellers

UMG reached an agreement last

October to purchase the record division from DreamWorks SKG for \$100 million. The layoffs followed the Jan. 9 finalization of the sale. Departing Dream-



economy played a role in the sale. "As a stand-alone company with no catalog and with asset values declining across the board, for us to sustain

this given the pressures of the business was tough," he says. "For the DreamWorks SKG com-

pany and its overall [film] focus, it makes a lot more sense for the Dream-Works [music] operation to be part of a larger entity," he adds.

(RIAK) GM Yoo Jae Youn says that being put on the list "is a bad thing

for the recording industry and other

Yoo says that the issue has legal

cultural industries.

(Continued on page 65)

## **USTR Puts S. Korea On Priority Watch List**

### **BY MARK RUSSELL** and STEVE McCLURE

SEOUL, South Korea-Understanding, anger, resigned acceptance-the range

of reaction in South Korea to once again being put on the United States Trade Representative's Priority Watch List for intellectual property rights runs the gamut.

The USTR placed South Korea on its Priority Watch List Jan. 8, citing the lack of exclusive transmission rights for phonogram producers (meaning improper trading and streaming of music online) and rising film piracy.

and practical roots.

'The problem is that the copyright amendment law [which would give greater protection to rights owners] was not passed last year, and online piracy is so frequent. The Washington,

D.C., report also emphasized two major areas. The first is South Korea's failure to pass legislation on transmission rights for sound recordings. The second is film piracy. (Continued on page 64)

Recording Industry Assn. of Korea



## **Upfront**

## **Changes At BMG U.S. Latin**

### **BY LEILA COBO**

MIAMI-BMG's Latin operation is poised to begin a new cycle, with uppermanagement changes that will affect the entire region.

Adrian Posse steps down immediately as VP of A&R for BMG U.S. Latin, as well as VP of Latin A&R for BMG International.

Also departing are Fernando Ramos, director of national radio and Puerto Rico marketing, and Rafael Rodriguez, director of international marketing.

Juan Carlos Bernardez is now COO of BMG U.S. Latin and VP of the Latin region. Sources say more changes are expected in the coming weeks.

As COO, Bernardez will supervise the day-to-day operations of BMG U.S. Latin. As VP for the Latin region, he will

BRITS CO-CHAIRMEN PETER JAMIESON LEFT, AND GRAINGE: READY TO PARTY

The Brit

**Awards** 

**Loosen** Up

LONDON-"Raising the bar" is

how the organizers of the 24th Brit

Awards are approaching this year's

edition of the British music show.

aspects of the show and looked at

where things could be improved,'

says Brits co-chairman Lucian

Grainge, who was appointed last

Awards have their ethos and flavor,

but what makes the Brits special is

that it is a U.K. show," Grainge

adds. 'It is the highlight in the cal-

endar in the U.K.; it is the music.

Interest in the show has inten-

sified, judging by the media cover-

age after the Brits nominees were

(Continued on page 64)

"The Grammys or the MTV

year for a three-year term.

TV event in the U.K.

announced Jan. 12.

"This year, we've looked at all the

**BY EMMANUEL LEGRAND** 

supervise the efforts of BMG's various operations in Latin America. He will be based in Miami and report directly to Maarten Steinkamp, president of international for BMG.

Steinkamp, in turn, continues as chairman of the U.S. Latin organization and will also oversee BMG's operations in the Latin region. He is based in New York.

Steinkamp took over the Latin operation last fall, after Rodolfo López-Negrete stepped down as senior VP of international/chairman of BMG U.S. Latin. Since then, BMG has been the only major label whose Latin operations report directly to corporate headquarters as opposed to a regional head.

Last November, in a conversation with Billboard, Steinkamp said he was planning to implement region-wide

changes by this month. The biggest changes, he said at the time, would take place in the U.S. Latin operation.

"We need to refocus what the U.S. Latin company is," he said. "This is a perfect moment for [BMG U.S. Latin] to reorganize itself.

Among other things, Steinkamp said he was planning to revise the label's roster in an effort to strengthen its regional Mexican representation. He also noted that several contracts were no longer economically viable for the company and would be examined.

Last year, Posse—a songwriter and A&R veteran—was named interim managing director for the label. At the time, he was BMG's VP of A&R for the Latin region and championed such projects as Brazilian Alexandre Pires' Spanish-language career.

## **Isley's New Thing: Fashion Furs**

### **BY MICHAEL PAOLETTA**

Hollywood. Paris runways. Hiphop clubs. Fur is everywhere. But long before the arrival of the "blingbling" culture, fur was always an integral part of Grammy Award winner Ronald Isley's wardrobe.

Fashion, Isley says, has played an important role in the Isley Brothers' stage shows and videos. The same is also true of Islev's

alter ego, Mr. Biggs. Now, after making sartorial statements for more than four decades, Isley is entering into a three-year partnership with Tendler Furs in New York for the Ronald Isley aka Mr. Biggs Fur Collection.

The men's collection—Isley's first fashion-oriented endorsementdebuts Feb. 23-26 at MAGIC, the annual apparel convention in Las Vegas. Isley will be on hand to help launch his line.

"For me, it has always been important to maintain a unique style," Isley says. "If you look back at old Isley Brothers albums, vou'll see us in chinchilla. This was long before rappers discovered fur."

Isley's Mr. Biggs character only increases the fur usage. "People always ask me where they can get the 'Mr. Biggs coat,' " he notes. "There seems to be great interest in what I wear."

This is not lost on Tendler Furs CEO Larry Marchfeld. "Throughout the years. Ronald has always embraced fur," Marchfeld says. "And right now, fur has never been bigger in the urban scene. The timing for this partnership could not be better."

The men's fur business, particularly in urban markets, has increased during the past three years, Marchfeld maintains. "Currently, 25%

of our business comes from our men's line.'

According to Tendler director of sales/marketing Victoria Bruni, Islev's first outerwear line is 50 pieces strong and includes chinchilla, sable, fox, covote, rex rabbit and mink To make this col-

lection work, Isley says it was imperative that each design

reflect his own "sophisticated edge."

Additionally, Isley says he worked closely with Tendler's designers as well as his own designers. "My name is on this collection," he says. "It must be a true reflection of who I am as Mr. Biggs."

To ensure that a wide range of people will embrace the collection. which ships in September, suggested retail prices will range from \$795 to \$24,000 per item.

Several specialty retailers, including Freshwear in Chicago and Dittrich Furs in Detroit, have signed on to carry the line.



## 'Idol' Isn't Idle **Promoters Put More Contestants On Tour**

#### **BY RAY WADDELL**

The "American Idol" franchise continues, with an upcoming coheadlining tour by 2002 winner Kelly Clarkson and 2003 runnerup Clay Aiken.

The Clarkson/Aiken tour will play cut-down arenas, beginning Feb. 24 at the Charlotte (N.C.) Coliseum and running through April 16. Venue capacity will be reduced, typically through curtaining systems, with the ability to expand if ticket sales warrant.

The entire route of about 30 shows is expected to be announced Jan. 19, the same day a third edition of the popular "American Idol" TV series begins on Fox.

Meanwhile, 2003 "American Idol" winner Ruben Studdard will embark on his own headlining tour this March or April, according to Jeff Frasco, agent responsible for the "American Idol"-related tours at Creative Artists Agency.

Frasco says Studdard's later start on the road has more to do with timing than any other factor: Aiken's first album, "Measure of a Man," dropped Oct. 14, 2003, while Studdard's "Soulful" did not break an artist."

hit the streets until Dec. 9. Clarkson's "Thankful" came out April 15 last year.

"All three of these artists are selling records," Frasco says. They are also expected to sell tickets, given the success of past "American Idol"-related tours. The first American Idols tour in 2002, featuring the 10 finalists, grossed \$8.1 million and drew 258,526 to 30 shows, according to Billboard Boxscore.

The 2003 tour nearly doubled that take, at slightly less than \$16 million and attendance of 411,005 from 41 shows

The promoter for the Clarkson/ Aiken tour, which goes on sale Jan. 24, is AEG Live. A third American Idols tour is planned for this summer, likely to start in July.

The success of the "American Idol" brand at retail and the box office heralds a breakthrough strategy in artist development. though Frasco stops short of saying this is the best way to break a pop artist today.

"This is *a* way to break an artist." he emphasizes. "We'll see what happens if it becomes the way to

## P2P Usage Rises

### **BY BILL HOLLAND**

WASHINGTON, D.C .- New data indicates that illegal downloading in the final months of 2003 increased slightly.

The NPD Group tells Billboard that its MusicWatch Digital service reports that the number of households downloading digital music files was up 14% in November 2003 compared with two months before. MusicWatch Digital monitors household usage of peer-to-peer services directly from panelists' PCs.

This upturn comes after six straight months of decline in digital file acquisition since April 2003, when the Recording Industry Assn. of America began its campaign of going after individual file sharers with legal action.

Separate consumer-reported information gleaned from NPD's ongoing MusicLab survey confirms the upward trend noted by MusicWatch Digital as well as a long-term decline.

MusicLab reported that 20 million individuals said they downloaded music from P2P services in May 2003, 18 million in July and 11 million in September. But beginning in November, the number of individual file sharers grew to 12 million. That is still off 40% from the May numbers.

Last week, the Pew Internet Project stated that illegal downloading was off by as much as 50% (Billboard, Jan. 17).



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## Are You Experienced?



Talk about a perfect experience – imagine having a number one single (Stay) on  $\equiv$  number one soundtrack (Reality Bites) before you even have a record deal! And being on stage – it's incredible! Seeing the faces, talking with the fans and sharing a musical experience together, makes me realize why I wrote the music in the first place. And JVC makes those experiences even better because I can sit on the tour bus and write new songs, watch last night's show or just relax with my favorite movies. LtsA LOED, SINGER/SONGWRITER.

The Perfect Experience

\_\_\_\_\_,

## Upfront

## **Award Breaks Borders**

EC Partners With Music Bodies To Reward European Talent

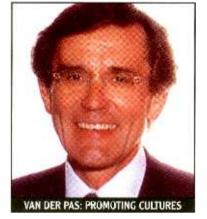
### **BY EMMANUEL LEGRAND**

LONDON-A new music awards ceremony has been added to Europe's music events calendar.

The Border Breakers Awards honor up-and-coming European talent whose works have started to travel across frontiers within the European Union.

The project is organized and sponsored by the European Commission (EC)-the EU's executive body-in collaboration with music industry lobbying body the European Music Office (EMO), the International Federation of the Phonographic Industry (IFPI), European indie labels association Impala, European authors rights organization GESAC and international music publishers' organization ICMP/CIEM.

The awards are based on a concept



pioneered by former Billboard Information Group publication Music & Media, which ceased publishing in 2003. Music & Media's Border Breakers charts tracked artists and songs that were selling or picking up airplay outside of their country of origin.

The nine winners of the inaugural awards will be announced during the MIDEM trade show in Cannes, France, at a Jan. 25 ceremony to be attended by French minister of culture Jean-Jacques Aillagon.

The awards recognize debut albums by acts from any EU country that have been most successfully sold outside their country of origin between Nov. 27, 2002, and Nov. 26, 2003. The winners have been selected based on data supplied by the Billboard Information Group.

Brussels-based Nikolaus Van der Pas, director general at the EC's Directorate General for Education and Culture, has been instrumental in getting the proj-(Continued on page 63)

## **Nashville Mourns Max Barnes**

### **BY DEBORAH EVANS PRICE**

NASHVILLE-The country songwriting community lost one of its most acclaimed members with the Jan. 11 passing of Max D. Barnes. Barnes, 67, died from pneumonia. "Max D. Barnes

and his songs are part of the foundation of

MAX D. BARNES Music Row, and his passing is a tremendous loss," says BMI presi-

#### dent/CEO Frances Preston, who called him "a perfect gentleman and a friend to all songwriters."

Barnes' catalog includes such hits as George Jones' "Who's Gonna Fill Their Shoes?," Vern Gosdin's "Chiseled in Stone" and Vince Gill's "Look at Us." The last two songs won the Country Music Assn.'s song of the year honors in 1989 and 1992, respectively. Barnes was inducted into the Nashville Songwriters Assn. International's Hall of Fame in 1992.

"I'll never forget the time I took Max my idea for 'Look at Us,' Gill recalls. "It started out as a negative song about a relationship. With Max's great wisdom, the song turned into a positive message about love. It was a great learning experience for a young songwriter to sit down with one of the true great country songwriters of all time.

Born July 24, 1936, in Hardscratch, Iowa, Max Duane Barnes moved to Nashville in 1973 to pursue a music career.

Barnes co-wrote "Chiseled in Stone" with Gosdin after losing his 18year-old son in a car accident. Seeing his son's tombstone inspired the memorable line "You don't know about lonely 'til it's chiseled in stone.'

He is survived by his wife, Patsy; his daughter, Genevieve Kephart; and son, Max T. Barnes, who is also a successful songwriter.

## JEWSLINE. THE WEEK IN BRIEF

MTV Networks is relaunching College Television Network (CTN) Jan. 20 under the new name of mtvU (Billboard Bulletin, Dec. 22, 2003). The new network will be headed by MTV/MTV2/MTV Films president Van Toffler, who holds the same title for mtvU. CTN GM Stephen Friedman will continue in the same role at mtvU, which MTV Networks says is available at more than 720 U.S. college campuses. New York-based mtvU will have a new staff of VJs and new programming, including "The Cut" promotion, which spotlights new and developing artists. CARLA HAY

Universal Music Germany chairman/CEO Tim Renner is guitting the Berlinbased company at the end of January, according to a statement. Londonbased Universal Music International (UMI) chairman/CEO Jorgen Larsen will assume Renner's responsibilities until a successor is appointed in the second half of the year. Universal Music Germany president Vico Antippas continues in his current role. The UMI statement indicated that the deteriorating situation in the German market is forcing the company to make "substantial savings in all areas of the business." LARS BRANDLE

Federal Communications Commission chairman Michael Powell has asked his fellow commissioners to overturn a ruling by the FCC's enforcement bureau. Last October, it found U2 frontman Bono's use of the word "fucking" during the January 2003 Golden Globes telecast not to be indecent because it was used as an adjective rather than as a description of a sexual function. Since then, there are plans for a House hearing and the introduction of legislation that would slam the door on indecent talk in any context (Billboard, Dec. 27). Speaking at a D.C. luncheon Jan. 14, Powell called on Congress to authorize a ten-fold increase in broadcast fines for indecency and obscenity. Powell said the present maximum fine of \$27,500 is "just a cost of doing business [to broadcasters]. That has to change." BILL HOLLAND

Vivendi Universal has appointed three new executives to lead its Vivendi Universal Games unit. Rene Penisson will be chairman, Bruce Hack will be CEO and Jean-François Grollemund will be CFO. Upcoming releases include its first JILL KIPNIS online multi-player game, "World of Warcraft," and "Half-Life 2."

Seth G. Abraham has left his position as president of Madison Square Garden/Radio City Entertainment. A successor has not been named. Abraham came to MSG in October 2000. Prior to joining, Abraham spent nearly 24 years at Home Box Office, a division of Time Warner, where his last position was president of Time Warner Sports, which he held from 1990 until 2000. MSG is a part of Madison Square Garden LP. Cablevision Systems owns a majority interest in MSG LP, which includes the New York Knicks (NBA), the New York Rangers (NHL), the New York Liberty (WNBA), MSG Network and Fox Sports Net. RAY WADDELL

Geffen has ended its contract with Rawkus, sources say. The label, home to such artists as Mos Def and Talib Kweli, was formerly affiliated with MCA Records before the latter was folded into Geffen. A Geffen spokesperson said the label had no comment. RASHAUN HALL and GAIL MITCHELL

## **Randy VanWarmer, 48, Dies**

### **BY DEBORAH EVANS PRICE**

NASHVILLE—From Kenny Rogers to pop chanteuse Laura Branigan to Ireland's Sandy Kelly, artists across multiple genres benefited from the songwriting talents of Randy VanWarmer. The Nashville-based singer/songwriter died Jan. 12 in Seattle, where he had been undergoing treatment for leukemia. He was 48.

"Everyone who met Randy loved him," ASCAP senior VP Connie Bradley says. "He was one of the sweetest people and a creative genius. He was so loved and respected.

Born Randall Van Wormer March 30, 1955, the Colorado native exploded onto the pop music scene as an artist in 1979 with the hit "Just When I Needed

You Most." Released on the Bearsville label, the ballad peaked at No. 4 on The Billboard Hot 100 and crossed over to the country chart.

VanWarmer recorded four albums for Bearsville/Warner Bros. before moving to Nashvillebased 16th Avenue Records in the late 1980s. He charted two more RANDY VANWARMER

country singles as an artist before turning his focus to songwriting.

VanWarmer penned such hits as Oak Ridge Boys' "I Guess It Never Hurts to Hurt Sometimes," Alabama's "I'm in a Hurry (And Don't Know Why)" and Michael Johnson's "I Will Whisper Your Name." Numerous artists recorded his songs, among them Dolly Parton, Chet Atkins and Conway Twitty.

"Our shows would be empty without a Randy VanWarmer song," Oak Ridge Boy Joe Bonsall says. "More than just a great songwriter, Randy VanWarmer was a very dear friend to all of us. My heart is so very heavy."

VanWarmer's music also reached an international audience. In the 1990s, he had a deal with JVC Victor that produced two albums, "Sun, Moon and Stars" and "Third Child," in Japan. The latter was also released in the U.K. on Elvis Costello's Demon Records.

He is survived by his wife/manager, Suzi: his mother: and three brothers.

## Fernandez

### Continued from page 5

we are looking for artists that we feel are going to have a long career in any genre," says Allison Winkler, an agent at CAA.

Although the agency has long represented crossover stars Julio Iglesias and Gloria Estefan, its first solely Spanish language act was Mexican rock band Maná, which CAA signed seven years ago.

CAA's roster also includes Ricky Martin, Enrique Iglesias, Alejandro Sanz, Carlos Santana, Sin Bandera, Soraya, Inspector, Molotov, Robi Rosa, Laura Pausini and Julio Iglesias Jr.

Prior to signing with CAA, Fernández was represented in the U.S. by Hauser/CIE, whose president, Ralph Hauser, died last year.

Fernández's manager, Carlos de la Torre, describes his client's longstanding relationship with Hauser as "wonderful."

But the CAA agreement, he says, is the beginning of a "new cycle" for Fernández in the U.S.

Part of the motivation, de la Torre says, was Fernández's role in "Zapata."

"CAA has film and TV departments, and Alejandro has always said he's interested in acting."

Fernández is set to begin recording his upcoming album of romantic ballads for Sony with producer Kike Santander in the next couple of months.

In the meantime, Fernández will promote the single "Lucharé Por tu Amor," which is the theme song for "Zapata" and will be included in the film's soundtrack.

## January 22, 1931 - December 11, 1964

Grammy Award nominee Sam Cooke Legend DVD

# **OINION** Editorials / Commentary / Letters



## **Meeting The Digital Future**

illboard has long been the foremost authority on the music industry, and our goal is to continue strengthening our role as the source for music charts, news, reviews, interviews, profiles and analysis.

As part of our effort to assist the industry in meeting its challenges, Billboard is expanding its coverage on several fronts and will open a San Francisco bureau to cover the rapidly evolving digital music, digital games, DVD, video and digital home entertainment industries.

The move is part of a realignment of editorial operations that began last year. when Billboard and its ancillary operations were consolidated into the Billboard Information Group. The goal was to integrate our multiple brands under one roof to meet the needs of readers and customers in a rapidly changing, 24/7 news environment.

Billboard magazine, Billboard specials, Airplay Monitor, billboard.com and billboard.biz-a new Web site designed especially for the industry-will provide a powerful platform to deliver breaking news, analysis and research to the trade

and to consumers around the clock. Here are some of the other changes:

• Melinda Newman will become Billboard talent editor in conjunction with editor-in-chief Keith Girard. She will continue her duties as West Coast bureau chief.

• Ken Schlager will assume responsibility for Billboard's e-newsletter and research group in addition to his current duties as executive editor.

Billboard is expanding its coverage on several fronts and will open a San Francisco bureau.

• Christopher Walsh, Billboard's pro audio writer, has been named a senior writer and will inaugurate regular, fulltime coverage of the musical instrument industry, including digital audio workstations and pro audio.

• Chuck Taylor will become top 40 managing editor of Airplay Monitor and continue as the voice of Billboard Radio.

• Rashaun Hall will become R&B edi-

tor for Airplay Monitor and continue to write his bimonthly Beats & Rhymes column for Billboard.

• Gail Mitchell will cover R&B and hip-hop for Billboard and work with Hall on R&B coverage in Monitor.

· Carolyn Horwitz, currently managing editor of Billboard Bulletin, will

become managing editor of billboard.biz. · Carla Hay will become editor of Billboard's BackBeat feature in addition to

her other duties • Phyllis Stark, Billboard's Nashville bureau chief, will move from senior writer to senior editor, with a more direct role in shaping music coverage. • Michael Paoletta, Billboard senior

writer, will now edit singles as well as album reviews. • Deborah Evans Price will take over

our gospel column in addition to her Christian music column.

The music industry faces many challenges, but we believe the future is full of potential. This move ensures that Billboard will remain a key partner as the industry reinvents itself. This year is our 110th anniversary, and we plan many more exciting changes. Stay tuned.

Does something make you jump and shout? Write a letter to the Editor! Mail to Keith Girard, Editor-in-Chief, Billboard, 770 Broadway, 6th Floor, New York, N.Y., 10003, or e-mail to letters@billboard.com. Include name, title, address and phone number for verification. Letters should be concise and may be edited. Names can be withheld, if requested, at the discretion of the editor. All submissions published shall become the sole property of Billboard, which shall own the copyright in whole or part, for publication.



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**13** Manatt Phelps & Phillips CEO Paul H. Irving discusses his firm's recent acquisitions





Lee Williams & the Spiritual QC's collect five trophies at gospel's Stellar Awards

## POP / ROCK / COUNTRY / R&B / HIP-HOP / LATIN / DANCE / TOURING

## Kanal Reworks '80s Cuts On Sandler Soundtrack

While **No Doubt** takes a brief hiatus to work on various projects, bassist **Tony Kanal** has just completed work on music for **Adam Sandler's** new movie, "50 First Dates." Wonder's tune will be the first single from the Maverick Records soundtrack, which streets Feb. 3. The movie opens Feb. 13.



"The soundtrack is all '80s songs done reggae style," says Kanal, who produced three tracks. "I did the **Psychedelic Furs**' 'Ghost in You' with **Mark McGrath** singing, 'Hold Me Now' by the **Thompson Twins** with **Wayne Wonder** singing and then I did **Bryan Ferry's** 'Slave to Love' with **Elan** singing." Kanal is also working on Elan's own album.



Wilson Phillips is reuniting for its first album in 12 years. In May, Columbia Records will release "Pacific Coast Highway." The group, which consists of Carnie and Wendy Wilson and

**TOGETHER AGAIN:** 

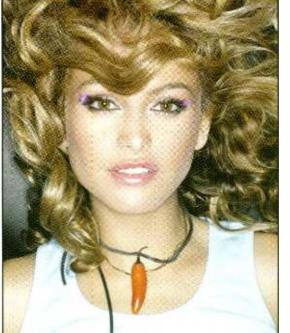
Chynna Phillips, will cover songs first made famous by the Beach Boys—helmed by the

Wilsons' father Brian—and the Mamas & the Papas, which included Phillips' parents, John and Michelle. Also included will be classic songs recorded by Jackson Browne, Linda Ronstadt and the Eagles. Peter Asher is producing.

"We were more than halfway through writing our third album when Sony approached us," Carnie Wilson tells *Billboard*. "We thought, What better way to let the public know we are back together in full force than by recording songs that people are familiar with and can sing along to.""

Wilson Phillips, which is managed by **Winston Simone** and **David Simone** of Deston Entertainment, last recorded together for the now-shuttered SBK Records. Columbia declined to comment on whether this was a one-off deal or a long-term record contract.

LICK IT UP: Jessica Simpson has created her own line of fragrance (Continued on page 15)





RUBIO: EQUALLY HOT IN ENGLISH AND SPANISH

## Latin Acts Tread Carefully With Crossover Bids

### **BY LEILA COBO**

They say you can never go home again.

And while many Latin acts are trying to disprove that maxim, they are finding a grain of truth in it as they attempt to return to their initial fan bases after recording in English.

Conversely, some Latin acts are finding it difficult to break into the English market after years of success in the Spanish market.

This year Shakira, Marc Anthony and Paulina Rubio will all release new Spanish albums following various degrees of success with English releases. Also, Ricky Martin will deliver his first English album in a number of years.

But the crossover phenomenon, once regarded as a slam-dunk to gain broader exposure and bigger audiences

for Latin acts, is treated by labels with more caution in the face of shrinking budgets and diminished sales across the board.

That's because even when targeting the English audience, specific care must still be given to the Latin artist's original Spanish fan base through additional tracks in Spanish, music videos and other costly marketing tactics. "A crossover act has to record twice, film two videos, do two separate promotions," says Emilio Estefan, who has produced albums for Shakira and Gloria Estefan.

Nowadays, he says, with sales slowing, it is harder to justify that investment in major crossover acts, unless the label believes the artist can achieve international success. "You have to be persistent, you have to invest money and you have to look for artists who not only have a U.S. mar-*(Continued on page 14)* 



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## **Music**

## **Gospel/Christian Sales Rebound At Year's End**

The music industry continues to struggle with piracy and a harsh economic climate, but the waning months of 2003 brought good news to Christian/gospel music and the industry overall, as sales showed signs

of rebounding.

At the mid-year point, sales were down 10.4% from the first half of 2002. However, at the end of 2003, sales of Christian/gospel music were down only 5.2%, cutting in half the mid-year decline, according to Nielsen SoundScan. In 2003, 47.1 million albums were sold, compared with 49.6 million the year before.

Gospel Music Assn. president **John Styll** calls the rebound "a bit of surprise. Over the last six months, we would

gain a half a percent here and a half a percent there, and that all looked good. You never know if that's going to dial back again, but the good news is that [sales] got even stronger, especially at the Christmas season."

Styll attributes sales picking up to "an improvement in the economy and the fourth quarter, which is a good sales period, and there's product out there that people want to buy. **MercyMe** is continuing real strong. **Stacie Orrico** is real strong. It's a combination of everything."

Christian/gospel music sales rose at mainstream retail by 6.7% in 2003 over the previous



STYLL: SURPRISED BY THE UPTURI

BY THE UPTURN BY THE UPTURN BY THE UPTURN NEW HALL OF FAMERS: The Gospel Music Assn. will induct the Rev. Al Green, Sandi Patty, BMI president/CEO Frances W. Preston and the late Vestal Goodman into its Gospel Music Hall of Fame Feb. 11 at a special ceremony. Established in 1971, the Hall of Fame

year, accounting for more than 60% of sales in

the genre. Styll says, "MercyMe, Chevelle and

Stacie Orrico had a lot of visibility in the main-

stream, and it makes sense that the sales would

occur on that side.'

What does Styll see for the

industry in 2004? "I don't see

strong first quarter," he says of

forthcoming releases. "So it

before we really have much of

an idea of what's happening. I

think the music business still

has another year-and-a-half of

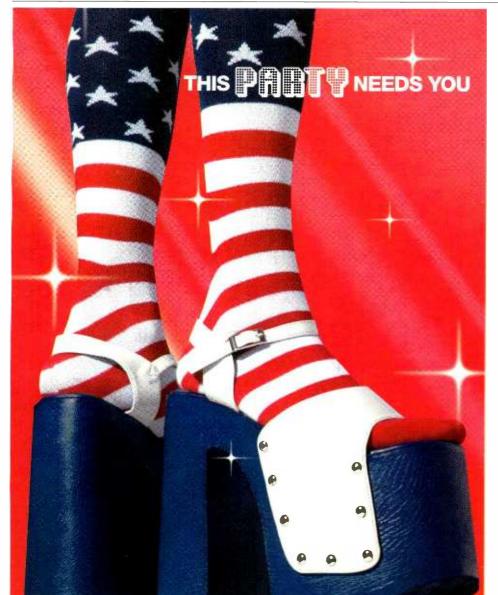
transition to a new business

may be the second quarter

that we have a particularly

boasts 125 members, including Elvis Presley, Amy Grant and the Rev. Billy Graham. The induction ceremony will take place at Trinity Music City in Hendersonville, Tenn. Pat

**Boone**, a 2002 inductee, will host the show, which will be taped as a one-hour special for Trinity Broadcast Network. An airdate is not yet scheduled.



"We really try to represent everybody," GMA president **John Styll** says of the diverse slate of inductees, adding that the occasion will miss the participation of Goodman, who died Dec. 27

(*Billboard*, Jan. 10). "She's so deserving and so wonderful. I'm really pleased she was able to find out about her induction before she passed away. She was very excited about it."

### PERSONALLY: Like

so many in the industry, I find it hard to believe **Vestal Goodman** is gone.

I saw her backstage at a concert just three weeks before her passing. Someone told her I had been ill, and she immediately hugged me and prayed aloud that the cancer I had would never return. Goodman was like that, always lifting people up.

This world has lost someone very special, and heaven has gained a precious new resident. I think this comment from **Martins** singer **Joyce Martin McCollough** best sums up what made her so loved:

"One of my favorite things about Vestal Goodman is that she made me feel like family. She made me feel like my problems and my



my victories were worth celebrating. She has literally walked through some of my deepest valleys with me and my family and cried and prayed like her life

needs were worth her time, my triumphs and

That powerful voice was just an outward manifestation of the love and faith that lived inside of her."

### RED SEA RISES:

Albuquerque, N.M.based Red Sea Records, a Native American Christian

label that is part of SOAR Corp., is gearing up for a heavy release schedule this year.

In early March, look for a new disc from Vince Redhouse titled "Go Unto Every Nation." Newcomer Rain Song will issue "Rising Son," a praise and worship collection. Label founder Tom Bee resumed his career as an artist last year with the Grammy Awardnominated praise and worship album "Reveal His Glory." He'll enter the studio again this year working with his wife, Vicki, on a project titled "Songs of Psalms," as well as a new release from his Native American rock band XIT. Their son, Robby Bee, is working on an instrumental project.

(Continued on page 15)

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## Supreme Court Unscrambles DVD Descrambling Decision

There's a war raging in cyberspace, and this time it is the movie industry that's feeling the heat.

The U.S. Supreme Court reversed an emergency stay on a case involving

DVD descrambling Jan. 3. In so doing, the high court affirmed a decision of the California Supreme Court, which had ruled that the entertainment industry could not force a Texas resident who had published DVD

descrambling software on the Internet to stand trial in California.

This means that the defendant, **Matthew Pavlovich**, who posted the software called DeCSS, is able to distribute the program online.

To the high court, it is a question of geography: The court says Pavlovich cannot be sued in California because he is a Texas resident who does not have "substantial ties" to the Golden State.



IRVING: ENHANCING CLIENT-SERVICE ABILITY

Pavlovich's legal woes began in 1999, when a group of film studios and consumer electronics makers sued hundreds of people, including Pavlovich, for distributing DeCSS online, citing a violation of California trade secret laws. A state judge ruled for the plaintiffs and granted an injunction.

Three years later, the California Supreme Court ruled that Pavlovich could not be sued for violating state trade secrets simply because he knew that his actions could hurt the state's film industry.

In the latest ruling, U.S. Supreme Court Justice **Sandra Day O'Connor** lifted the injunction, saying there was no need to keep DeCSS a secret. Internet groups wholeheartedly

support the decision.

"The entertainment companies should stop pretending that DeCSS is a secret," says **Cindy Cohn**, legal director of the Electronic Frontier Foundation. "The Supreme Court wisely recognized that there is no need for an emergency stay to prevent Mr. Pavlovich from publishing DeCSS," Cohn adds.

Legal Matters.

By Samantha Chang schang@billboard.com

The decision affects numerous defendants, but the sole California resident is **Andrew Bunner**.

Bunner isn't fighting the jurisdictional issue but is arguing that he has a First Amendment right to distribute the software.

A California appeals court in 2001 agreed, saying that barring Bunner from future disclosures of DeCSS was "a restraint on [his] First Amendment right."

Bunner's case is awaiting an argument date before the California Supreme Court.

A similar case in Europe has already been resolved.

Norwegian teenager **Jon Johansen** was acquitted Jan. 7 of criminal charges for writing and publishing DeCSS.

In 1999, 15-year-old Johansen published DeCSS on the Internet. He used the program to watch his own DVDs on his Linux computer.

Under tremendous pressure from the Motion Picture Assn. of America, the Norwegian Economic Crime Unit charged Johansen with violating a Norwegian criminal code that outlaws breaking into another person's locked property to gain access to privileged data.

The case was the first time the Norwegian government had attempted to punish an individual for accessing his own property.

DeCSS, which is distributed for free, enables people to play DVDs without technological restrictions, such as forced watching of commercials imposed by movie studios.

The program widely became popular shortly after its dubious debut, being distributed online by thousands of individuals worldwide the first year it was posted.

**URGE TO MERGE**: Manatt Phelps & Phillips is on a roll.

Through its acquisition last month of New York litigation boutique Parcher Hayes & Snyder, Los Angelesbased Manatt is now arguably the largest bicoastal entertainment law firm in the world.

"This move greatly enhances our ability to serve our clients in New York and on a national scale," says **Paul H. Irving**, Manatt CEO/managing partner.

But word in the legal community is that the buying binge isn't over yet for this 290-lawyer powerhouse.

With a stunning 40 to 50 lawyers in its entertainment, media and advertising law practice, Manatt's A-list client roster includes the Rolling Stones, Bruce Springsteen, Barbra Streisand, Cher, Bob Dylan, Paul Simon, Eagles, Michael Douglas, Robin Williams, Time Warner, Sony, DreamWorks, Yahoo, ESPN and HBO.

Twelve Parcher attorneys have joined Manatt: partners Peter Parcher, Steven Hayes, Orin Snyder, Cynthia Arato and Gregory Clarick; counsels Andrew DeVore, Robert Jacobs and Alon Markowitz; and associates Marc Isserles, Avi Weitzman, Monica Youn and Elise Zealand. The move boosts Manatt's New York office to 65 lawyers.



## **IN STORES NOW** Armik Romantic Dreams A brand new romantic release from world renowned flamenco guitarist, Armik. From beautiful sunsets to romantic nights, *Romantic Dreams* will ignite passions in everyone's heart. Armik gives all lovers <u>11</u> reasons to rejoice in his wonderful new recording. Experience Armik's guitar mastery & his captivating inimitable style. With his third release on Bolero Records, Armik has emerged as one of the leaders of the flamenco nuevo movement. Also available from Bolero Records, by Armik. Amor De Guitarra Lost In Paradise Distributed by Nav 18653 Ventura Elvd. Suite 314, Tarzana, CA 91356 U.S.A. T: 818-888-1059 F: 818-884-0395 Info@bolero-records.com · www.bolero-records.com 1-800-728-4000 For international inquiries please contact Balero Records at 1-818-888-1059 or by e-mail. into@bolero-records.com

BILLBOARD JANUARY 24, 2004



### "Move over, industry, because this runaway train is coming through" was the response of MCG Records president **James Bullard** after his topselling act, **Lee Williams & the Spiri**-



**tual QC's**, pocketed five trophies at the 19th annual Stellar Gospel Music Awards, held Jan. 10 in Houston.

The group beat out the likes of **Rance Allen** and **Mary Mary** to be named the year's top group/duo for its work on its current CD, "Right on Time: Live in Memphis." Williams was also named traditional male vocalist of the year.

Bullard insisted that the win helps bring "modern classic gospel" center stage. A humbled Williams only said, "God has shone favor. I'm sure that the Stellars will have some impact, and for that I'm grateful."

Vickie Winans, who led in nominations with eight, earned four awards (five if you count the award her album won for its packaging), including artist of the year. She hopes to parlay the momentum into excitement for her latest endeavor, a stage play she'll produce and star in, titled "Torn Between

Two Lovers," and set to kick off nine months of touring March 2 in Lafayette, La.

Winans said, "As an artist, I don't know what I do to receive an award, but it feels good when the industry at large pats you on the back." Also among the

night's big winners was **Byron Cage**, who took home four golden-flamed statuettes, including male vocalist of the year and song of the year for "The Presence of the Lord Is Here." More than 3,000 people attended the two-hour event, hosted by **Kirk Franklin, Yolanda Adams** and **Donnie** 



**McClurkin**. The show was taped for broadcast in syndication and will air between Jan. 26 and Feb. 22. Highlights included the induction of Franklin into the Stellar Gospel Music Hall of Fame, with **Smokey Robinson** doing the honors; **Patti LaBelle's** presentation of the esteemed James Cleveland Award to **Shirley Caesar**, as Adams sang a hymn-medley tribute; and performances from **CeCe Winans**, Mary Mary, **Hezekiah Walker** and **Tonex**, who with **Sheila E.** on percussion brought down the house.

A complete list of award winners may be found at stellarawards.com.

**SIGNING OFF:** This column will be my last for *Billboard*. In signing off, I want to thank my co-workers at the magazine, my editor **Ken Schlager** (from whom I have learned so much) and all my friends and constituents in gospel who have helped keep me in the spirit. God bless you all. Peace.

## Latin Acts

Continued from page 11

ket but who can be global," Estefan says.

"Obviously, the possibility of a crossover [to English] opens the door to an American market, and that's beneficial," says John Echevarría, president of Universal Music Latino. "But it's a double-edged sword. Do it well, and it's marvelous. Do it wrong, and it can hurt your fan base."

Martin did it well with his 1999 selftitled English-language debut. According to Nielsen SoundScan, it has sold 7 million units in the U.S. alone. Enrique Iglesias' 2001 "Escape," his second English-language album, sold 3.4 million copies, while Shakira's 2002 English-language debut, "Laundry Service," sold 3.3 million. Perhaps more importantly, all these albums racked up impressive global sales as well.

"To me, being Latino is an advantage," Iglesias says. "In the world of Anglo pop, where there aren't that many Latinos, I look at it as an advantage. I think it's cool. It has opened my mind musically in so many ways. Even if my music doesn't sound Latin."

But buyers are fickle, and success in one language doesn't guarantee success in another.

Iglesias' most recent English-language album, "7," has sold only 260,000 copies since its release last November, only slightly more than his 2001 Spanish-language release, "Quizás," which scanned 241,000 copies. Those numbers are considered high for a Spanish-language release but not for a major English-language artist, and not for an artist who is supposed to have two fan bases.

Similarly, Thalía's self-titled Spanishlanguage disc scanned 179,000 copies, while her English debut of the same name has scanned only 184,000 copies since its release last summer, although it debuted at No. 7 on The Billboard 200. Rubio scanned 480,000 copies of her

2000 Spanish-language album "Paulina." It was the biggest-selling Spanishlanguage album for 2001, according to the *Billboard* year-end charts. But her English-language debut, "Border Girl," has scanned 270,000 copies.

### LATIN EXPLOSION?

Crossover acts, of course, are not new. Long before Martin or Estefan, there were many cases of Latin artists recording in English and vice versa, from Jose Feliciano, Xavier Cugat and Julio Iglesias to Eydie Gorme and Paul Anka.

But the new wave of crossovers from the late 1990s was dubbed the "Latin explosion" by the media and garnered unprecedented worldwide attention. Even in the best of cases, replicating that type of buzz and success is difficult. The current crop of artists is under an unprecedented media spotlight.

"It was a moment in time and a sentiment, and it's something we very consciously and deliberately and by design tried to create, and it worked," says Thomas D. Mottola, chairman/CEO of Casablanca Records and Champion Entertainment. Mottola, who until last year was chairman/CEO of Sony Music Entertainment, was behind the careers of many of the most successful crossovers, including those of Martin. Anthony and Shakira.

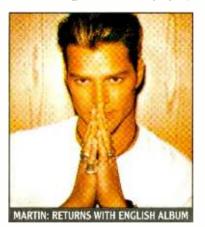
But the term "Latin explosion," he says, was simply coined by the media and used by labels to market their acts.

"There never really was a Latin explosion," Mottola says. "It was a mirage. And two of the biggest stars [Marc Anthony and Jennifer Lope2] were from the Bronx, N.Y. But we used it to take gigantic advantage of it, and lots of our stars benefited from that."

In the aftermath of that era, sustaining a career in two languages is absolutely possible, he adds. "The essence of our business has never changed. It all depends on the quality of your material and the records and the performances the artists give." But admittedly, it's tricky.

### **TROUBLE AT HOME**

There are many reasons why an album doesn't sell as well as expected. But when it comes to crossover acts, part of the problem is that the artist's core market—the Latin buyer—may not be buying the English album. And it isn't doing so, sources say, because some artists no longer have time to properly



promote in that market because the artist is trying to serve two masters.

"The Latin market, from radio to media to the public, feels abandoned," one executive says. "They feel betrayed. There are artists who do nothing with Spanish media [when they're promoting an English album]. And everyone who made that artist into a star in the first place then feels pushed aside."

Not so fast, says Kevin Lawrie, president of Sony Music Norte. "People are always looking for an excuse to justify when an album didn't do well. I think it has to do more with the music and the moment than anything else."

Crossing over, Lawrie adds, can absolutely be a good thing for any artist in any language. "The more people you reach, the better. And as long as the

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music isn't compromised or bastardized, it will work in another language."

#### HOW IT WORKS

Traditionally, when Latin artists record in English, they do so with a mainstream label, often the affiliate of the Latin label that signed the act. The mainstream label assumes all costs and generally collects all sales revenue. Likewise, when the act records in Spanish, the Latin label releases the album, assumes all costs and collects revenue.

Shakira, for example, releases her Spanish-language albums on Sony Norte and her English albums on Epic. Iglesias releases in English through Interscope and in Spanish through Universal Music Latino.

As noted, when artists record in English, they typically include at least one Spanish version of a song to promote to Spanish-language radio. This is done precisely to permit promotion in the Latin market, so as not to abandon an artist's core fans.

Labels deal with this in different ways. But for the most part, the English-language label will give the Latin label a budget to promote the artist. The Latin label usually does not profit financially, but the effort is seen as beneficial to the artist's long-term career and the sale of future albums.

"It's not onerous," Lawrie says. "It's good for the [Latin] label, and it's good for the artist."

However, many staffers at Latin labels chafe at having to promote a single for an artist who is unavailable to go to Spanish-language radio or perform at Spanish-station shows.

"It's a lot of work, and it's very draining," one label promoter says.

Rarely, the pop label will promote the single to the Spanish market. For example, Iglesias' current single, "Adicto," the Spanish version of "Addicted," is being worked directly by Interscope instead of Universal Music Latino. The track rallied this week, rising from No. 21 to No. 9 on the Hot Latin Tracks chart.

Artists who work two markets have unusually busy schedules, because they have to promote in multiple markets and in two languages, regardless of whether the album they're promoting is in English or Spanish.

"No one is ever completely happy," says Diana Baron, an independent publicist who worked Shakira's "Laundry Service" for English and Spanish press, explaining the hectic schedule of transcontinental interviews. "It would take 72 hours a day to make everyone happy."

Additionally, international artists tend to be absent for long periods of time as they promote their albums abroad. Compound that with promoting an album in an entirely different language, and you have an act that is truly out of sight for months, or years.

That's why it's necessary to have a solid fan base in place before crossing over, in any direction.

Universal's Echevarría is counting on that solid fan base and a constant presence in the media to make Rubio's upcoming album, "Pau-Latina" (out Feb. 10), a success among her Latin fans.

"She might not have sold as much as, say, Shakira in English, but they did good groundwork with her, and she didn't abandon her Latin fan base," Echevarría says.

Universal has also renewed Rubio's contract to record in English, an indication that, despite the challenges, bilingual acts won't disappear.

"It's like both my arms," Anthony told *Billboard* in 2001, describing what it's like to record in English and Spanish. "I was born and raised in East Harlem. The [Spanish] music that my grandmother and mother would play at home wasn't the [English] music that I would hear on the corner when I would hang out with my friends. When you say 'crossover,' that means you're crossing over and you don't belong. I don't believe that. I am both, I am both, I am both."

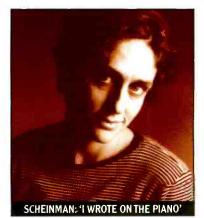


## Scheinman Collaborates With Pal On 'Shalagaster'

Forward-thinking, genre-bending violinist/composer Jenny Scheinman this week releases "Shalagaster," her second superb disc on John Zorn's Tzadik imprint and third overall for the saxophonist's adventurous underground label (her "Live at Yoshi's" CD was issued on Avant).

Like the album's namesake—a mythical guardian with a dolphin's body and bird wings-Scheinman's 11-track creation is a captivating improvisational collection built with a kaleidoscope of musical elements, from folk to world to avant-garde.

While her band features trumpeter Russ Johnson, bassist Trevor Dunn and drummer Kenny Wollesen, the heart of the CD belongs to the rich collaboration between Scheinman and her good friend Myra Melford,



who paints the pieces with piano and harmonium colors.

"Myra was a friend of a friend I knew in Berkeley," says Schein-man, who moved from the San Francisco Bay Area to New York in 1999. "I looked her up, and we connected immediately. We became sandbox buddies.'

Even so, "Shalagaster" is their first recording together. "I wrote a whole lot of material quickly for the project," Scheinman says. "So we agreed to have it be under my name, even though we plan to collaborate on a joint record in the future." Still, the virtuoso violinist, who was a serious piano player who attended Oberlin Conservatory, had her keyboard friend in mind while she was composing.

"I wrote on the piano, which was exciting. It was a reuniting with an instrument that I know even better than the violin."

"Shalagaster" is part of Tzadik's Oracles series, which celebrates women composers. Scheinman first hooked up with Zorn when he enlisted her to work on a Cobra date in San Francisco. "John approached me to contribute to the Oracles series. He has always been very open and interested. When musicians send him records to consider for his label. he listens."

While she will be touring this year to support the CD, Scheinman also

keeps busy performing with guitarist Bill Frisell in his Intercontinentals band, doing duo dates with Norah Jones' guitarist Adam Levy and has recently launched an exciting and unusual Django Reinhardt covers band with guitarist Marc Ribot.



THE OSBY YEAR: Saxophonist Greg **Osby's** new year's resolution for 2003was to connect with as many fellow musicians as possible.

"I decided to dedicate myself to collaborating, performing and recording with a host of people I've had respect for from afar but end up only relating to in passing at airports," Osby told this reporter last year.

For the first time, Osby recorded with trumpeter Nicholas Payton on the former's "St. Louis Shoes" CD

(Blue Note) and shared a stage with Wynton Marsalis in a Jazz Standard gig led by drummer Ali Jackson. Osby also continued to foster a relationship with Phil Lesh & Friends, a new group fronted by the former Grateful Dead bassist.

"Phil's band is the most liberal environment I've found myself in. improvisationally speaking," Osby told me. "In between his country. bluesy, folky tunes are lengthy improvisations that are, to me, a lot more captivating than the songs themselves. It's straight communication with a hodgepodge of

activity, movement and motives."

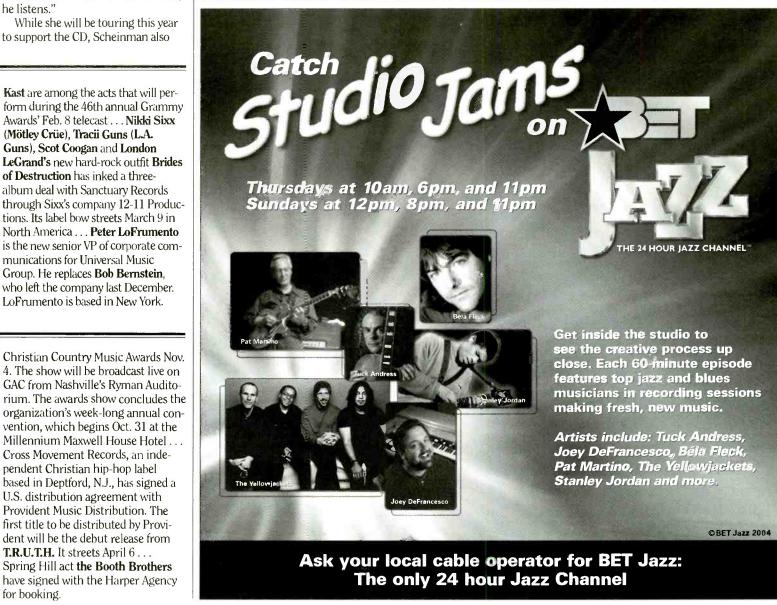
In the waning hours of last year, at Lesh's request, Osby was onstage with Grateful Dead spinoff band the Dead for its annual New Year's Eve stand on Dec. 30 and 31 in Oakland, Calif.

Osby says of the gig, "There was a strong connection, especially during the second-set jams.'

Lesh adds, "Having Greg sit in with us for New Year's inspired us to play some of the most outside stuff. For me, it was probably the best New

Years' Eve show ever, For sure, it was the most adventurous.

THREE DOT LOUNGE: The daughter of João Gilberto and Brazilian singer Miucha, vocalist Bebel Gilberto recorded her first album, "Tanto Tempo," in 2000. It sold nearly 1 million copies worldwide. Her as-vetuntitled follow-up, produced by Marius DeVries (Rufus Wainwright, Madonna, Björk). will be released in May by Ziriguiboom/Six Degrees .... On Jan. 27, septuagenarian saxophonist James Moody will release his debut Savoy Jazz album, "Homage," produced by Bob Belden and executive-produced by Steve Backer. Veteran fusion group Jazz Crusaders, piloted by founding member and funky multi-instrumentalist Wayne Henderson, will release its new album, "Soul Axess," on True Life Entertainment. Streeting Jan. 27, the CD features guest appearances by smooth jazz aces Philip Ingram, Everette Harp, Ronnie Laws and Roy Ayers . . . Contemporary jazz guitarist Peter White will release his ninth solo album, "Confidential," on March 23. The Columbia disc features guest spots by Chris Botti, Brian Culbertson and Mindi Abair.



## The Beat

Continued from page 11

and body care products called Dessert. The perfume, whipped body cream, bubble bath, body gloss and other products are supposedly edible and come in three scents: Creamy, Dreamy and Juicy. Simpson partnered with D'lish Fragrance in the deal.

BITS: Justin Timberlake, Christina Aguilera, the White Stripes and Out-

**Higher Ground** 

Continued from page 12

Red Sea is distributed by Hendersonville, Tenn.-based New Day Christian Distribution.

Red Sea artists are nominated in two Grammy categories this year. "Red Letterz" by Fresh I.E. is nominated for best rock gospel album, and "Reveal His Glory" is up for best Native American music album.

**NEWS NOTES:** The Christian Country Music Assn. will hold its 10th annual

Kast are among the acts that will perform during the 46th annual Grammy Awards' Feb. 8 telecast . . . Nikki Sixx (Mötley Crüe), Tracii Guns (L.A. Guns), Scot Coogan and London LeGrand's new hard-rock outfit Brides of Destruction has inked a threealbum deal with Sanctuary Records through Sixx's company 12-11 Productions. Its label bow streets March 9 in North America ... Peter LoFrumento is the new senior VP of corporate communications for Universal Music Group. He replaces Bob Bernstein, who left the company last December. LoFrumento is based in New York.

4. The show will be broadcast live on

GAC from Nashville's Ryman Audito-

vention, which begins Oct. 31 at the

Millennium Maxwell House Hotel ....

Cross Movement Records, an inde-

based in Deptford, N.J., has signed a

U.S. distribution agreement with

Provident Music Distribution. The

first title to be distributed by Provi-

dent will be the debut release from

Spring Hill act the Booth Brothers

have signed with the Harper Agency

T.R.U.T.H. It streets April 6 . . .

for booking.

pendent Christian hip-hop label

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## **MUSIC** Louring

## Linkin Park Sets 2004 Touring Standard

#### **BY RAY WADDELL**

Linkin Park is flexing some serious box-office muscle on its current Meteora tour, solidifying the band's stature as a major arena-level act.

With strong support from P.O.D., Hoobastank and Story of the Year, Linkin Park is headlining the top hard music package out in the early going of 2004, demonstrating health for the genre and the band's own staving power.

The tour is named after the band's current album, which has sold 3.5 million copies, according to Nielsen SoundScan.

The Meteora tour bodes well for both. "This is a big-league headlining tour, no question," says Michael Belkin, executive VP of the Midwest region for Clear Channel Entertainment. "There's no gray area here-this is a home run.'

Belkin bases that claim on how well his own dates have performed. The Jan. 21 show at Cleveland's Convocation Center sold out in advance, and a Jan. 25 Columbus, Obio, concert at Nationwide Arena is "selling at a healthy clip on a daily basis," Belkin says.

The band cut deals with individual promoters in each market, including CCE, Jam Productions and Another Planet. In its best markets, the tour is not just selling out but selling out quickly, exceeding already high expectations.

According to Jim Glancy, executive VP of CCE in New York, Linkin Park's Jan. 18 date at Nassau Coliseum on Long Island sold out in one day in mid-December. "We thought it would be good, and it was fantastic," he says.

That appears to be a trend. "We're sold out in almost every market for the first three or four weeks of the tour," says Michael Arfin, Linkin Park's agent at Writers & Artists Group International. "There's a lot of fire on this tour.'

**STAYING POWER** 

That holds true on the West Coast, where Linkin Park will play HP Pavilion in San Jose, Calif., Feb. 16 and ARCO Arena in Sacramento, Calif., Feb. 18. Gregg Perloff, promoter of both shows as president of Another Planet, expects two sellouts. Perloff says Linkin Park's set on

Metallica's Summer Sanitarium tour last summer at Candlestick Park in San Francisco was a strong indicator of how well the band could do in his market.

"When they played with Metallica in the stadium show, the audience went

wild," Perloff says. "When five acts are playing and you see an act that breaks out like that, it's very exciting, and Linkin Park absolutely did that in front of 50,000 people."

Indeed, the story is not so much that Linkin Park is selling out some



large arenas; the band turned that trick on its first album tour in 2002. What's more important is that the band is exhibiting much-valued legs as a touring entity.

"It's nice to see this audience continuing on with unwavering support for this band," Belkin says. "These days, you don't know from album to album what kind of support you'll see [for an act]."

Arfin adds, "It's becoming evident that Linkin Park is developing into a career band that will be here for some time.'

Glancy agrees. "This feels like the real deal. We may have a majorarena headliner in this band for years to come."

The tour is also scoring points with promoters for the way it is routed, booked and presented. "This tour is old-school . . . hands-on agenting by Michael Arfin and strong management by Rob Mc-Dermott [at the Firm] and of course, a great promoter," says Dave Marsden. senior VP of CCE Boston, promoter of the tour's

sold-out date at the Centrum in Worcester, Mass. Marsden says a combination of venue (the Cen-

trum welcomes generaladmission shows), support, a \$34.50 ticket and timing are all in the show's favor. "This is the first big show of the new year." he points out, adding that great radio support comes from WBCN and WAAF in Boston.

### NICE PACKAGE

From the beginning, Linkin Park tapped the benefits of prudent packaging and pricing. The band's debut arena tour, billed as Project Revolution, featured Cypress Hill, Adema and DJ Z-Trip. That trek grossed more than \$6 million in just four weeks of dates, with tickets priced at \$29.50.

A second Project Revolution tour last spring-which played mostly secondary markets with Mudvayne, Xzibit and Blindside-also performed well, though not as strongly as the previous tour.

But this time out, Linkin Park, P.O.D. and Hoobastank are all riding hot albums, and Story of the Year is regarded as a real comer. Even with such a strong lineup, though, the package is priced all-in at \$34.50.

"A very reasonable ticket price is a key factor," Arfin says. "And we really worked hard at putting together an amazing package. Linkin Park as a band are very involved in the process and in tune with what's happening."

The Meteora tour wraps March 6 at Phillips Arena in Atlanta. Next up for the band is another Project Revolution tour for the summer, with the package currently being put together. Whether the band will play indoors or out is still being determined.

Linkin Park will stay mostly stateside in 2004, after successfully touring Asia last October. Arfin says the hand sold out three Budokan Hall shows in Tokyo, drew 9,000 in Korea and sold out Osaka and Yokohama, Japan, before playing to 25,000 headlining an outdoor fest in Kuala Lumpur, Malaysia.

## **Venue Tests Ticket-Forwarding Program**

#### **BY SUSANNE AULT**

LOS ANGELES-Taking a leap in the name of customer service, the Jacksonville Veterans Memorial Arena will be the first Ticketmaster venue to allow its 1,100 elite club seat patrons to forward their unused tickets for non-sporting events.

The Feb. 12 George Strait show at Jacksonville will be the guinea-pig concert for the arena's Ticket Forwarding software.

Since January 2002, Ticketmaster has provided its forwarding option to any building clients already offering print-at-home ticketing technology to patrons.

With the new Ticket Forwarding. ticket buyers can e-mail their purchased print-at-home tickets to anyone they choose. The recipient prints out the bar-code-embedded ticket. which is scanned at the venue for entry. Ticketmaster charges \$1.95 per ticket for the forwarding service.

A number of sports season-ticketholders can already forward tickets. In 2002, 14,379 Ticketmaster tickets were forwarded by fans of a number of basketball franchises, including the San Antonio Spurs and Utah Jazz.

Yet the possibility of repeat financial transactions on tickets-where

buyers sometimes resell them for more than face value-has dogged the concert industry's adoption of advanced ticketing software that steps into this secondary market (Billboard, May 24, 2003). Typically, tour organizers and artists reap revenue solely from the primary ticketing market.

#### ADDED CONVENIENCE

In Jacksonville Arena's case, strict Florida anti-scalping laws-where buyers are forbidden to resell their tickets for more than face valuemandate that club patrons forward tickets at no cost to their chosen recipients.

That means "it has nothing to do with the secondary market," notes Glenn Mon. senior VP of stadiums and arenas for Jacksonville's management company, SMG.

Instead, Mon says, the decision to implement forwarding has everything to do with supporting customer needs.

'We're constantly looking at products that will make it easier for patrons to acquire tickets to our events. The convenience is what we're looking for-the more convenient you make it, the more you'll generate greater ticket sales."

Mon is monitoring how the soft-

ware rolls out at Jacksonville to determine if SMG should introduce forwarding for concerts at its other buildings.

'Rather than having to [physically] mail the ticket, [the club seat-holder] does so electronically. The portability of the ticket increases," Mon says.



**IOW IS PART OF SOFTWARE TEST** 

If Jacksonville premium seat-holders are caught trying to forward tickets for extra cash. their season contracts will be revoked, says Nan Coyle,

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director of sales and marketing at Jacksonville Arena. Open since November, the arena has sold all of its 1,100 club seats in three- or five-year deals, she adds. These members get first dibs on purchasing tickets to all the building's live events.

This is really a service to those folks who have membership with our club-making it easy for them [by a simple e-mail] to accommodate clients they happen to be entertaining," Coyle explains.

### MANAGEMENT DISCRETION

David Goldberg, executive VP of strategy and business development at Ticketmaster, says it is up to the venue manager what rules they want to pin on their forwarding systems. If a manager approves it, there could be situations where ticket buyers could forward concert tickets at a price above face value.

'It's up to the client. We've built the products to comply with different sets of regulations that can match different client needs," Goldberg says.

Because Jacksonville is limiting the forwarding option to its club seat holders, Mon says, tour organizersincluding those for the Strait showwere not included in the conversations to install the software. Extra

revenue attached to premium seats is usually kept out of promoters' share of the gross anyway, according to Louis Messina, TMG/AEG Live promoter for the Strait concert.

Yet Messina believes that if venue patrons used ticket forwarding for financial gain, it would be "morally wrong.

"That's scalping to me. [With repeat ticket sales], the artist doesn't participate," he says. "My personal view is that artists should share in all the revenue that is generated."

He adds that venues that offer patrons the chance to scalp tickets by forwarding may miss out. "The artist has the option to not play that building. That's where you put on a poker face and say, 'We're not going to play'-it's like 'Who's calling whose bluff?' "

Goldberg hopes that Jacksonville's Ticket Forwarding launch will spur more of its clients to embrace the software.

"We are going to be happy to point to any successes in the marketplace. And certainly this is one," he says. With any new technology, there is an adoption curve that goes along with it. There will be early adopters and [there will be] those who wait and see and follow later."

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## Music Louring

## For Sure: Stones Were Tops Last Year

Bruce Springsteen and his mighty E Street Band put up some huge numbers on the road in 2003.

The record-setting Rising tour kicked some major stadium-level tail all over the world. Springsteen even threw in a world-record stand in his home state of New Jersey. At 54, he put together the topgrossing run of his 30-plus years of national touring. The Rising tour,

the Jersey stand and Springsteen's remarkable year of touring were well-chronicled in these pages. We love Bruce.

**But Springsteen** was not the top touring artist of 2003, despite numerous media claims to the contrary. Any way you look at it, the Rolling Stones grossed far

more than Springsteen did last year (Billboard, Dec. 27, 2003).

From start to finish, the Stones' Licks tour grossed \$299,520,230 from 113 shows dating back to September 2002 (Billboard, Dec. 6, 2002). We lumped the entire tour into 2003's Billboard Boxscore stats because we received them all at once from promoter Michael Cohl's office at the end of the tour. We do not estimate.

For the year, Springsteen's reported grosses totaled \$181.7 million worldwide. If you take away the \$90 million or so the Stones did in fall 2002, the band still easily outpaced Springsteen. The Boss' tour grossed \$221.5 million from 121 shows, so tour for tour, the Stones also topped Springsteen's by more than \$70 million.

There is no sin in being outgrossed by the Rolling Stones, particularly when they charged significantly more per ticket than Springsteen did. The Stones top the list every time they go out. They are the No. 1 touring act of all time.

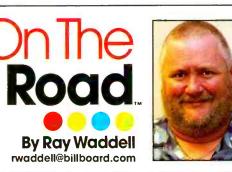
In just about any other year, Springsteen would have far and away been the No. 1 touring act. Clearly, there is more to a tour's success than how much money it makes, like critical acclaim, attendance, creativity and profit margin. But Billboard ranks tours by box office. And in 2003, the Rolling Stones performed better at the box office than any act in the world.

SEC KEGGERS: With his holiday tan firmly in place, Kenny Chesney will tune up for a busy year of touring with a brief run through Southeastern Conference (SEC) school markets paired with Uncle Kracker.

Chesney will play small venues in SEC markets beginning later

this month. While production will be lo-fi and venues will be very small, Chesney will take his full band with him. Proceeds will benefit local charities.

According to Chesney's manager, Clint Higham, the tour is about "getting back to grassroots. A lot of Kenny's audience is college-age kids, and we wanted to reach them first.



Higham says Chesney met Uncle Kracker through the latter's association with Kid Rock, who appeared at Chesney's Knoxville, Tenn., Neyland Stadium show last summer. "They formed a strong friendship, and Kenny felt like giving something different to the fans this year," says Higham, adding that Chesney's audience is open to all types of music. "I don't really think we're competing with the Alan Jacksons of the world.'

Uncle Kracker, who is featured on the title cut of Chesney's Feb. 3 release, "When the Sun Goes Down," will also open Chesney's much-anticipated summer tour with Rascal Flatts (Billboard, Dec. 27, 2003).



IMAGINE THAT: The Imagine tour, featuring MercyMe, Amy Grant and Bebo Norman, will begin Jan. 30 at the Curb Center and hit about 25 markets before concluding March 8 at the Salem (Va.) Civic Center. The tour was booked by Third Coast Artist Agency, the agent for MercyMe.

## JANUARY 24 Rilloord BOXSCORE

2004	DI			<b>I</b> O	CO	N
ARTIST(S)	- 25		10 10 10 10 10 10 10 10 10 10 10 10 10 1	VENUE/ DATE		GR
CLOUSEAU				Sportpa Antwerr Dec. 2-2	p, Belgium	<b>\$7</b> , (€6 \$38
CHER, KC & TH VILLAGE PEOR		HINE B	AND,	MGM G Las Veg Jan. 2-3		<b>\$3</b> , \$23
PHISH				America Miami Dec. 28-	anAirlines Arena, 31	<b>\$3</b> , \$49
CELINE DION					osseum at Caesars Las Vegas 1	<b>\$2</b> . \$22
SIMON & GAR THE EVERLY B				Philips Atlanta Dec. 20	Arena,	<b>\$1</b> , \$22
WIDESPREAD	PANIC			Philips Atlanta Dec. 30-		<b>\$1.</b> \$48
SHANIA TWAI	N, EMEF	RSON DI	RIVE	America Phoenix Dec. 19	a West Arena, c	<b>\$1</b> , \$80
TRANS-SIBERI	AN ORC	HESTRA		CSU Cor Clevela Dec. 21-		<b>\$1</b> , \$43
AEROSMITH 8 PORCH GHOU				Ford Cer Oklahor Dec. 14		<b>\$1</b> , \$1:
DAVE MATTHE REYNOLDS, T EMMYLOU HA	REY ANA	RIENDS, STASIO	, ТІМ ,	Madiso New Yo Dec. 17	n Square Garden, rk	<b>\$9</b> \$41
DAVE MATTHE REYNOLDS, TI EMMYLOU HA	REY AN/			FleetCe Boston Dec. 16	nter,	<b>\$8</b> \$52
TOBY KEITH, V BLAKE SHELTO ÉMERICK, CLE	ON, SCO	TTY		Gaylord Center, Dec. 31	Entertainment Nashville	\$87 \$77
DAVE MATTHI REYNOLDS, TI EMMYLOU HA	REY AN/			Hartford Hartford Dec. 19	l Civic Center, I, Conn.	<b>\$7</b> 9 \$50
TRANS-SIBERI	AN ORC	HESTRA		Giant Co Hershey Dec. 14		<b>\$7</b> : \$40
WGCI BIG JAN WOW, NICK C MURPHY LEE	4: BEY ANNON	ONCÉ, E I, MONI	BOW CA,	United ( Chicago Dec. 19		<b>\$7</b> \$6
BETTE MIDLER	2			Savvis ( St. Louis Dec. 15	Center, s	<b>\$6</b> \$1
BETTE MIDLER	र			Giant Co Hershey Dec. 29		<b>\$6</b> \$87
DAVE MATTHI REYNOLDS, TI EMMYLOU HA	REY AN/	RIENDS	, TIM	Dunkin' Provide Dec. 13	Donuts Center, nce, R.I.	<b>\$6</b> \$5
MANNHEIM S	TEAMRO	OLLER		Owest O Omaha, Dec. 26-	Neb.	<b>\$6</b> \$70
TRANS-SIBERI	AN ORC	HESTRA			r Center at the ont, Camden, N.J.	<b>\$5</b> \$4
BETTE MIDLEI	र			Bradley Milwau Dec. 17	Center, kee	<b>\$5</b> \$1
BETTE MIDLE	2				via Arena, Barre, Pa.	<b>\$5</b> \$71
MANNHEIM S	TEAMRO	OLLER		Xcel En St. Paul Nov. 29	ergy Center, , Minn.	<b>\$</b> 5 \$7
MANNHEIM S	TEAMRO	OLLER		Charlott Charlott Dec. 6	te Coliseum, te, N.C.	<b>\$4</b> \$8
COUNTING CI COLTON, THE				San Fra	<b>d Theatre,</b> ncisco 9, 12-13, 15-16	\$4 \$4
HARRY CONN	IICK JR.			Murat T Indiana Dec. 13	polis	<b>\$4</b> \$7
MANNHEIM S	TEAMR	OLLER		RBC Cer Raleigh Dec. 4		<b>\$4</b> \$8
TRANS-SIBERI	AN ORC	HESTRA		Toyota ( Houstor Dec. 14		<b>\$4</b> \$4
TRANS-SIBERI	AN ORC	HESTRA			del Arena, lapids, Mich.	<b>S4</b> S4
MANNHEIM S	TEAMR	OLLER		Toyota ( Houston Dec. 21		<b>\$3</b> \$8
KMJQ HOLIDAY FEATURING FR/ LEVERT, WILL D	ANKIE BE	VERLY, G	ERALD	Toyota ( Houstor Dec. 27		\$3 \$6
MONTGOMER CHARLIE DAN VASSAR, DIER	IIELS BA	ND, PHI		Rupp An Lexingt Dec. 31	rena, on, Ky.	<b>\$3</b> \$4
MAZE FEATUI BEVERLY, THE O'JAYS				Fox The Detroit Dec. 31	eatre,	<b>\$3</b> \$8
					A	60

2004 Bilboc	ra co	NCERT	GROS	SES
ARTIST(S)	VENUE/ DATE	GROSS/ TICKET PRICE(S)	ATTENDANCE/ CAPACITY	PROMOTER
CLOUSEAU	Sportpaleis, Antwerp, Belgium Dec. 2-29	<b>\$7,546,068</b> (£6,299,940) \$38,93/\$20.96	243,556 246,612 14 shows	PSE Belgium
CHER, KC & THE SUNSHINE BAND, VILLAGE PEOPLE	<b>MGM Grand Garden,</b> Las Vegas Jan. 2-3	<b>\$3,145,082</b> \$236.51/\$75.25	<b>21,281</b> 23,490 two shows	Clear Channel Entertainment, in-house
PHISH	AmericanAirlines Arena, Miami Dec. 28-31	<b>\$3,063,761</b> \$49.50/\$39.50	74,376 four sellouts	Clear Channel Entertainment
CELINE DION	The Colosseum at Caesars Palace, Las Vegas Jan. 7-11	<b>\$2,591,199</b> \$225/\$175/\$127.50/\$87.50	18,520 five sellouts	Concerts West
SIMON & GARFUNKEL, THE EVERLY BROTHERS	Philips Arena, Atlanta Dec. 20	<b>\$1.783.207</b> \$227/\$52	<b>17.161</b> sellout	Clear Channel Entertainment
WIDESPREAD PANIC	Philips Arena, Atlanta Dec. 30-31	<b>\$1.443.603</b> \$48.50	30,504 two sellouts	Clear Channel Entertainment
SHANIA TWAIN, EMERSON DRIVE	America West Arena, Phoenix Dec. 19	<b>\$1,120,175</b> \$80/\$65/\$45	<b>15,736</b> sellout	Beaver Productions, Frank Productions
TRANS-SIBERIAN ORCHESTRA	CSU Convocation Centre, Cleveland Dec. 21-22	<b>\$1,041,190</b> \$43,50/ <b>\$3</b> 0,50	27,053 28,298 three shows	Clear Channel Entertainment
AEROSMITH & KISS, PORCH GHOULS	Ford Center, Oklahoma City Dec. 14	<b>\$1,041,175</b> \$125/\$35	<b>11,259</b> 19,459	Clear Channel Entertainment
DAVE MATTHEWS & FRIENDS, TIM REYNOLDS, TREY ANASTASIO, EMMYLOU HARRIS	Madison Square Garden, New York Dec. 17	<b>\$901,632</b> \$48	<b>18,884</b> sellout	Clear Channel Entertainment
DAVE MATTHEWS & FRIENDS, TIM REYNOLDS, TREY ANASTASIO, EMMYLOU HARRIS	FleetCenter, Boston Dec. 16	<b>\$897.278</b> \$52.50	17.242 sellout	Clear Channel Entertainment
TOBY KEITH, WILLIE NELSON, BLAKE SHELTON, SCOTTY EMERICK, CLEDUS T. JUDD	Gaylord Entertainment Center, Nashville Dec. 31	<b>\$870,208</b> \$77.50/\$47.50	14,336 sellout	TBA Entertainment
DAVE MATTHEWS & FRIENDS, TIM REYNOLDS, TREY ANASTASIO, EMMYLOU HARRIS	Hartford Civic Center, Hartford, Conn. Dec. 19	<b>\$790,178</b> \$50.75	15,690 sellout	Clear Channel Entertainment
TRANS-SIBERIAN ORCHESTRA	Giant Center, Hershey, Pa. Dec. 14	<b>\$737,709</b> \$46.50/\$35	17,724 two sellouts	Clear Channel Entertainment
WGCI BIG JAM 4: BEYONCÉ, BOW WOW, NICK CANNON, MONICA, MURPHY LEE	United Center, Chicago Dec. 19	<b>\$702.201</b> \$65/\$25	<b>13.711</b> 19,338	Clear Channel Entertainment
BETTE MIDLER	Savvis Center, St. Louis Dec. 15	<b>\$686,670</b> \$150/\$39.50	<b>9,931</b> 13,147	Clear Channel Entertainment
BETTE MIDLER	Giant Center, Hershey, Pa. Dec. 29	<b>\$678.570</b> \$87.75/ <b>\$</b> 42.25	8,782 sellout	Clear Channel Entertainment
DAVE MATTHEWS & FRIENDS, TIM REYNOLDS, TREY ANASTASIO, EMMYLOU HARRIS	Dunkin' Donuts Center, Providence, R.I. Dec. 13	<b>\$665,090</b> \$52.50	12,770 sellout	Clear Channel Entertainment
MANNHEIM STEAMROLLER	Owest Center, Omaha, Neb. Dec. 26-27	<b>\$621,298</b> \$70/\$23	17.052 20,000 two shows	Sound Trak
TRANS-SIBERIAN ORCHESTRA	Tweeter Center at the Waterfront, Camden, N.J. Dec. 27	<b>\$568,972</b> \$47.50/\$39.50	<b>13,752</b> two sellouts	Clear Channet Entertainment, David Krebs
BETTE MIDLER	Bradley Center. Milwaukee Dec. 17	<b>\$568,885</b> \$152/\$41.50	<b>9,407</b> 13,715	Clear Channel Entertainment
BETTE MIDLER	Wachovia Arena, Wilkes-Barre, Pa. Dec. 27	<b>\$562,701</b> \$76.50/\$41	8,146 sellout	Clear Channel Entertainment
MANNHEIM STEAMROLLER	Xcel Energy Center, St. Paul, Minn. Nov. 29	<b>\$505.897</b> \$75/\$23.50	12,153 sellout	Hennepin Theatre Trust
MANNHEIM STEAMROLLER	Charlotte Coliseum, Charlotte, N.C. Dec. 6	<b>\$479.643</b> \$85/\$36	<b>8,30</b> 9 11,500	BACI Management
COUNTING CROWS, GRAHAM COLTON, THE WALLFLOWERS	Warfield Theatre, San Francisco Dec. 8-9, 12-13, 15-16	\$463.542 \$46	11,226 13,500 six shows	Clear Channel Entertainment
HARRY CONNICK JR.	Murat Theatre, Indianapolis Dec. 13-14	<b>\$456.737</b> \$71.50/\$31.50	7,079 7,350 three shows	Clear Channel Entertainment
MANNHEIM STEAMROLLER	RBC Center, Raleigh, N.C. Dec. 4	<b>\$434,312</b> \$85/\$36	<b>7.692</b> 8,800	BACI Management
TRANS-SIBERIAN ORCHESTRA	Toyota Center, Houston Dec. 14	<b>\$418.099</b> \$49.50/\$29.50	11,681 19,866 two shows	Clear Channel Entertainment
TRANS-SIBERIAN ORCHESTRA	Van Andel Arena, Grand Rapids, Mich. Dec. 19	<b>\$401,470</b> \$49.50/\$29.50	10.161 sellout	Clear Channel Entertainment
MANNHEIM STEAMROLLER	Toyota Center, Houston Dec. 21	<b>\$393,809</b> \$85/\$25	<b>9,785</b> 11,456	Clear Channel Entertainment JS Touring
KMJQ HOLIDAY CONCERT: MAZE FEATURING FRANKIE BEVERLY, GERALD LEVERT, WILL DOWNING, JAGGED EDGE	Toyota Center, Houston Dec. 27	<b>\$391,881</b> \$65/\$32.75	<b>7,483</b> 11,701	Clear Channel Entertainment
MONTGOMERY GENTRY, THE CHARLIE DANIELS BAND, PHIL VASSAR, DIERKS BENTLEY	Rupp Arena, Lexington, Ky. Dec. 31	<b>\$370,625</b> \$48.50/\$38.50	<b>8,648</b> 9,283	Clear Channel Entertainment
MAZE FEATURING FRANKIE BEVERLY, THE WHISPERS, THE O'JAYS	Fox Theatre, Detroit Dec. 31	<b>\$368,607</b> \$89.50/\$69.50	4.664 sellout	Clear Channel Entertainment
TRANS-SIBERIAN ORCHESTRA	Mellon Arena, Pittsburgh Dec. 23	<b>\$367,680</b> \$40.50/\$35.50	<b>9,879</b> 12,419	Clear Channel Entertainment
COUNTING CROWS, GRAHAM COLTON, THE WALLFLOWERS	Wiltern Theater, Los Angeles Dec. 19-20, 22-23	<b>\$362,441</b> \$48.50	<b>8,282</b> 9,985 four shows <sup>.</sup>	Clear Channel Entertainment
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## R&B/Hip-Hop Music

## **Stones Throw Taps L.A. Scene**

### **BY RASHAUN HALL**

These days, anyone can start an independent label. All it takes is a few dollars and a little know-how. Or so it seems.

With more entrepreneurs getting into the music business, what truly sets an indie label apart from the crowd?

For Los Angeles-based Stones Throw Records, it's all about sharing the musical vision of its founder/artist, Peanut Butter Wolf. Founded in 1996, the label serves as a vehicle for Wolf to share

his music and the music of like-minded artists. When I started, I felt like I had a lot of experience in all the different aspects [of the music business]-from working at record stores and with a record distributor to DJing at a radio station," Wolf says. "I just felt like I knew a lot of talented artists in the Bay Area, and it never really crossed my mind that there would have to be a plan B. I just really wanted to do this.

### **BUILDING THE BRAND**

The label's first release was Charizma & Peanut Butter Wolf's "My World Premier." The single paid homage to Wolf's partner Charizma, who passed away in 1993.

Once the label launched, Stones Throw quickly made a name for itself on the DJ circuit.

"One thing that worked to our advantage was that we were putting out a lot of breakbeat records," Wolf says. "We did one with DJ Babu [of Dilated Peoples] called 'Super Duck Breaks.' It seemed like every battle DJ was using this record.

"We had the Stones Throw label on the back of every record we did, so you would see this big Stones Throw label spinning around on the turntable. Just from that alone, all of the DJs began identifying with the label, [which] gave us credibility."

With a firm foundation in the DJ community that was established with 12-inch vinyl singles and breakbeat records, Stones



Throw soon began releasing full-length albums. In addition to his own music, Wolf has used Stones Throw to introduce acts like Lootpack, Egon, Breakestra and Madlib.

'I don't put out anything that I'm not really excited about personally," Wolf says. "When you're in this just as a business, you can say, 'Well, I really don't like this, but I know that it will sell.' I never really take that approach. I guess it's just my pride in the catalog and the label. I want it to be [respected] the way that Blue Note is with jazz or some of the other hip-hop labels I looked up to in the early years, like Def Jam and Tommy Boy when they first started releasing stuff."

Stones Throw's recent releases include Jaylib's "Champion Sound," which paired Madlib with equally renowned producer/MC Jaydee, and Wildchild's "Secondary Protocol." The albums have sold more than 16,000 units and 9,000 units, respectively, according to Nielsen SoundScan.

In December of last year, Stones Throw also released "Big Shots." the first full-length album by Charizma & Peanut Butter Wolf. It has sold more than 3,000 units.

Next up for the label is the Madvillian project, which combines the talents of Madlib with MF Doom.

As a fan and a label head, Wolf is always encouraging his artists to experiment and collaborate, and not just for Stones Throw.

Last year, Madlib was allowed to access the vaults of Blue Note Records to record "Shades of Blue" on Blue Note (Jazz Notes, Billboard, July 26, 2003).

"It was my idea for him to do the Blue Note thing," Wolf says. "I was speaking to the A&R guy at Blue Note, and I said, 'You guys should let Madlib go through your vaults and do a remix album.' He thought it was a good idea, and I asked Madlib if he would do it and he was all for it. For me, it's really important to get him out there as much as possible for music's sake."

(Continued on page 20)

## **Goapele Gets Columbia Joint Venture**

Borrowing a phrase from the movie "Bull Durham," independent artist Goapele is "going to the show." That's thanks to the recently announced joint venture between her label, Skyblaze Recordings, and Columbia/Sony Urban Music



"We've been growing as much as we can by ourselves," the Bay Areabased singer/songwriter says in her first interview since the announcement (Billboard Bulletin, Jan. 8). "But now we have more resources to expand and finally get international

distribution. We feel good about this being the right next step.'

Under the terms of the joint venture, Columbia/Sony Urban Music will rerelease Goapele's 2002 Skyblaze/RED debut, "Even Closer," Feb. 3. The reissued set will feature a bonus track: a remix of the cut "Childhood Drama." Columbia has also signed a production deal for future Goapele projects.

"Even Closer" has sold more than 61,000 copies in the U.S., according to Nielsen SoundScan.

The singer has also wrapped a video for lead single "Closer." Directed by Dave Meyers protégé Dave Dean, the video is slated to premiere in two weeks. The single is being serviced to urban AC stations and is featured on Elektra's "Honey" soundtrack. It reached No. 83 on the Billboard Hot R&B/Hip-Hop Singles & Tracks chart in the Aug. 9, 2003, issue.

This major-label pot of gold is the end of a rainbow that started with Goapele's 2001 EP, "Closer." Its "couple-thousand" independently sold copies paved the way for "Even Closer." But Goapele vows the joint venture won't alter her artistic vision.

"I did fear that originally and was mindful of that issue," she says. "But we've been patient regarding who we wanted to move forward with and

how we wanted to move forward so that who I am [artistically] still comes across.'

While Skyblaze expects to bow more acts in the future, it's all about Goapele right now. "We've learned a tremendous amount working independently," Skyblaze chief and Goapele manager Namane Mohlabane says. "Now we have a huge learning curve regarding being independent and in partnership with a major."

Future Goapele sightings include upcoming performances in New York (Joe's Pub) and a Feb. 14 "Soul Train" appearance.

ON THE RECORD: As noted earlier in this column, En Vogue drops its new album, "SoulFlower," Feb. 24. Its lead single is "Ooh Boy."

The trio (Cindy Herron, Terry Ellis and new member Rhona Bennett) dropped by Billboard's Los Angeles office last week to discuss the new album and future plans.

The album is on Herron and Ellis' label, Funky Girl, in association with producers Denzil Foster and Thomas McElroy's Beat Exchange label, distributed through Bayside.

There will be a promotional blitz tied to the album's release, including an appearance at Super Bowl

XXXVIII in Houston. And while original member Maxine Jones has been busy of late with motherhood, she plans to join the group on its next studio album.

Producer Jazze Pha (aka Phalon Alexander) plans to bow his "Big Love" solo album this spring on Atlantic. His protégées Jody Breeze

and Ciara are working on solo projects set to debut this summer on Pha's Aristadistributed Sho'Nuff Recordings . . . Hidden Beach Recordings' Jill Scott returns with her long-awaited new album this

summer. In the meantime, she appears in a four-episode arc on UPN's "Girlfriends" that kicked off Jan. 12 . . . Cee-Lo Green's (Goodie Mob) second solo set, "Cee-Lo Green Is the Soul Machine," lands in stores March 16 through Arista.

AWARDS MANIA: Following the Feb. 8 Grammy honors, the awards hoopla on the urban front continues with the 35th annual NAACP

Image Awards. The two-hour ceremony is being taped March 6 at Los Angeles' Universal Amphitheater. It will air March 11 on Fox. Leading the list of nominees are OutKast (with six nods), Beyoncé (five) and Luther Vandross (four). Those three acts will compete against each other in the cate-



gories of outstanding song and outstanding music video.

The National Assn. of Black Owned Broadcasters' 20th annual awards dinner is March 12 at Washington, D.C.'s Marriott Wardman Park Hotel.

The fourth annual BET Awards are locked in for June 29 at Hollywood's Kodak Theater. Returning for a second stint as host is comedienne/actress Mo'Nique.

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THIS WEEK	LAST WEEK	s, on		WEEK	WEEK	5.04		WEEK	LAST WEEK	S. 011	
Ē	LA5		TITLE ARTIST (IMPRINT/PROMOTION LABEL)	21112	LAST	ž	TITLE ARTIST (IMPRINT/PROMOTION LABEL)	THIS	LA:	ž	TITLE ARTIST (IMPRINT/PROMOTION LABEL)
0	1	13	You Don't Know My Name 6 WIS AL NO. 1 ALICIA KEYS (J/RMG)	26	36	14	Hotel Cassidy feat R Kelly (full Surface/J/RMG)	51	56	8	Them Jeans MASTER P (NEW NO LIMIT/KOCH)
	4	11	Słow Jamz twista (Atlantic)	27	29	10	Rubber Band Man T.I. (grand hustle/atlantic)	52	49	10	The Set Up Obie TRICE FEAT: NATE DOGG (SHADY/INTERSCOPE)
1	2	20	The Way You Move Outkast Feat. Sleepy Brown (Arista)	28	22	21	Holidae In CHINGY (DISTURBING THA PEACE/CAPITOL)	53	66	3	One Call Away CHINGY (DISTURBING THA PEACE/CAPITOL)
2	3	24	Walked Outta Heaven JAGGED EOGE (COLUMBIA/SUM)	29	38	7	In My Life JUVENILE FEAT. MANNIE FRESH (CASH MONEY/UMRG)	54	47	16	Pass That Dutch MISSY ELLIOTT (THE GOLD MINO/ELEKTRA/EEG)
3	7	25	Read Your Mind avant (magic Johnson/geffen)	30	26	10	Not Today MARY J. BLIGE FEAT. EVE (GEFFEN/INTERSCOPE)	55	51		Encore JAY-Z (ROC-A-FELLA/DEF JAM/IOJMG)
E	5	21	Milkshake Kelis (star trak/arista)	<b>5</b> 1	27	22	Wat Da Hook Gon Be MURPHY LEE (FO' REEL/UNIVERSAL/UMRG)	58	57	14	Touched A Dream R. KELLY (JIVE)
7	8	12	Me, Myself And I Beyonce (columbia/sum)	32	28	26	Clubbin MARQUES HOUSTON (T.U.G. (ELEKTRA/EEG)	57	67	8	Wanna Get 2 Know U G-UNIT FEAT. JOE (G-UNIT/INTERSCOPE)
8	6		Step In The Name Of Love R. KELLY (JIVE)	33	35	12	U Got That Love (Call It A Night) GERALD LEVERT (ELEKTRA EEG)	53	58	8	Think About You LUTHER VANDROSS (J/RMG)
5	11	11	Hey Ya! Dutkast (aristai	34	41	7	Dirt Off Your Shoulder JAY-Z (ROC-A-FELLA/DEF JAM/IDJMG)	57	53	10	L'II Be Around CEE-LO FEAT. TIMBALAND (ARISTA)
10	9	12	Change Clothes JAY-Z (ROC-A-FELLA/OEF JAM/IOJMG)	31	32	7	Badaboom B2K FEAT. FABOLOUS (T.U.G./EPIC/SUM)	60	61	15	Wonderful Aretha Franklin (Arista)
11)	20		Yeah USHER (ARISTA)	36	30	39	Baby Boy BEYONCE FEAT. SEAN PAUL (COLUMBIA/SUM)		54	10	Quick To Back Down BRAVEHEARTS (ILL WILL/COLUMBIA/SUM)
12	10	31	Damn! YDUNGBLODDZ FEAT. LIL JON (SO SO DEF/ARISTA)	37	37	41	Love Calls KEM (KEMISTRY/MOTOWN/UMRG)		50	12	Fallen MYA (A&M/INTERSCOPE)
13	13	10	Through The Wire KANYE WEST (ROC-A-FELLA/DEF JAM/IOJMG)	318	31	<i>a</i> 7	Rain On Me ASHANTI (MURDER INC/DEF JAM/IDJMG)	63	71	5	Diamond In Da Ruff JAHEIM (DIVINE MILL/WARNER BROS.)
13	19	6	Sorry 2004 RUBEN STUDDARD (J/RMG)	39	55		No Better Love YOUNG GUNZ FEAT. RELL IROC-A-FELLA/DEF JAM/IDJMG	64	63	3	Dude BEENIE MAN (SHOCKING VIBES/VIRGIN)
15	12	24	Stand Up LUDACRIS (DISTURBING THA PEACE/DEF JAM SOUTH/IDJMG)	40	39	41	Come Over AALIYAH (BLACKGROUND/UMRG)	65	64	13	Love Angel JS (DREAMWORKS/INTERSCOPE)
15	15	<b>87</b>	Salt Shaker YING YANG TWINS (COLLIPARK/TVT)	41	48	5	I'm Still In Love With You Sean Paul Feat Sasha (VP/ATLANTIC)		62	19	Backtight JAHEIM (DIVINE MILL/WARNER BROS.)
17	16	16	Runnin (Dying To Live) TUPAC FEAT. THE NOTORIOUS B.I.G. (AMARU/INTERSCOPE)	42	44	111	Neva Eva TRILLVILLE (BME/REPRISE/WARNER BROS.)	•7	65		One More Chance MICHAEL JACKSON (EPIC/SUM)
13	24	8	Splash Waterfalls LUDACRIS (DISTURBING THA PEACE/DEF JAM SOUTH/UMRG)	43	46	1	Gangsta Girl BIG TYMERS FEAT. R. KELLY (CASH MONEY/UMRG)	63	69		Back In The Day (Puff) ERYKAH BAOU (MOTOWN/UMRG)
17	17	18	More & More Joe (JIVEI	44	40	17.	Down For Me LOON FEAT MABIO WINANS (BAO BOY/UMRG)	62	70		Ride Wit U JDE FEAT. G-UNIT (JIVE)
2)	14	17	Stunt 101 G-UNIT (G-UNIT/INTERSCOPE)	45	42	2	Pop That Booty MARQUES HOUSTON (T.U.G./ELEKTRA/EEG)	70	73		She Is CARL THOMAS FEAT. LL COOL J (BAO BOY/UMRG)
21	21	13	My Baby BOW WOW FEAT. JAGGED EDGE (COLUMBIA/SUM)	46	34	40.	Right Thurr CHINGY (DISTURBING THA PEACE/CAPITOLI	Ð	-	1	Round Here Memphis Bleek (ROC-A-Fella/Def Jam/IOJMGI
22	18	42	Get Low LIL JON & THE EAST SIDE BOYZ (BME/TVT)	47	45	17	Love You More Ginuwine (EPIC/SUM)	72	72	44	A Million Ways WILL DOWNING (GRP/VERVE)
23	23	15	Forthenight Musia (DEF SOUL/IDJMG)	48	59	.3	Tipsy J KWON (SO SO DEF/ARISTA)	73	_		Right Here For U 112 (BAD BOY/DEF SOUL/IDJMG)
24	33	15	Gangsta Nation westside connection (hoo-bangin:/capitol)	419	43	21	Knock Knock Monica (J/RMG)	73	_	-	I Can't Wait SLEEPY BROWN FEAT. OUTKAST IOREAMWORKS/INTERSCOPE)
25	25	15	Gigolo NICK CANNON FEAT. R. KELLY (NICK/JIVE)	50	52	•	Freek-A-Leek PETEY PABLO (JIVE)	25	74	3	Smile G-UNIT (G-UNIT/INTERSCOPE)

Records with the greatest impressions increase. © 2004, VNU Business Media, Inc. All rights reserved. Compiled from a national samp a of airplay supplied by Nielsen Broadcast Data Systems' Radio track service. 142 stations are electronically monitored 24 hours a day 7 days a week. Songs ranked by gross impressions, computed by cross-referencing exact times of airplay with Arbitron listener data. This data is used to compile the Hot R&B/Hip-Hop Singles & Tracks ehart.

JA	NU 20	AR) 004	<sup>24</sup> Billboard	3	H	0	T R&B/HIP-HO	P	SI	N	GLES SALES
HIS WEEK	LAST WEEK	AKS. ON	TITLE ARTIST (IMPRINT/PROMOTION LABEL)	THIS WEEK	LAST WEEK	NO SXM	TITLE ARTIST (IMPRINT/PRÓMOT(ON LABEL)	14-188, 51911	LAST WEEK	WG. ON	TITLE ARTIST (IMPRINT/PROMOTION LABEL)
1	1	13	F**k It (1 Don't Want You Back) 4 Wis Al No. 1 EAMON (JIVE)	26	27	21	Stand Up LUDACRIS (DISTURBING THA PEACE/DEF JAM SOUTH/IDJMG)	51	18		In My Life JUVENILE FEAT. MANNIE FRESH (CASH MONEY/UMRG)
2	21	10	So Whassup JONELL FEAT, REDMAN (DEF SOUL/IOJMG)	27	68	18	It's All Real PITCH BLACK (TRAVIO/MOTOWN/UMRG)	52	34	24	Officially Missing You TAMIA (ELEKTRA/EEG)
3	2	11	Me, Myself And I BEYONCE (COLUMBIA/SUM)	28	50	10	Leave It All Behind SUNNY VALENTINE (DUNGEON BATZ/CAMP OAVIO)	53	41	6	Badaboom B2K FEAT. FABOLOUS (T.U.G./EPIC/SUM)
4	3	8	One More Chance MICHAEL JACKSON (EPIC/SUM)	29	32	5	Learn Chinese JIN FEAT WYCLEF JEAN (RUFF BYDERS/VIRGIN)	54	61	4	Iz U NELLY (FO: REEL/UNIVERSAL/UMRG)
5	4	18	The Way You Move/Hey Ya! OUTKAST FEAT SLEEPY BROWN (ARISTA)	30	-	1	The Set Up OBIE TRICE FEAT NATE DOGG (SHADY/INTERSCOPE)	55	26	36	Miss You Aaliyah (Blackground/Universal/Umrg)
E	7	12	Stand Up In It THEODIS EALEY (IFGAM)	31	71	2	UBIE TRICE FEAT NATE DOGG (SHADY/INTERSCOPE) Tipsy J-KWON (SO SO DEF/ARISTA)	58	57	14	Wat Da Hook Gon Be MURPHY LEE (FO REEL/UNIVERSAL/UMRG)
7	6	20	Milkshake Kelis (Star Trakvarista)	32	44	12	Salt Shaker YING YANG TWINS (COLLIPARK/TVT)	57	25	۰.	Pop That Booty MARQUES HOUSTON (T.U.G./ELEKTRA/EEG)
8	10	10	Neva Eva TRILLVILLE (BME/REPRISE/WARNER BROS.)	33	—	3	The Wreckoning BOOMKAT (DREAMWORKS/INTERSCOPE)	<b>E3</b>	-	3	Freek-A-Leek PETEY PABLO (JIVE)
\$	5	15	Read Your Mind AVANT (MAGIC JOHNSON/GEFFEN)	34	-	14	Gigolo NICK CANNON FEAT & KELLY (NICK/JIVE)	59	-	122	Big Poppa/Warning THE NOTORIOUS B.I.G. (BAD BOY/UMRG)
11	19	38	Get Low UL JON & THE EAST SIDE BOYZ (BME/TVT)	35	48	14	Clap Back/The Crown JA RULE (MURDER INC/DEF JAM/IDJMG)	(3)		18	Step Daddy HITMAN SAMMY SAM (ROCKY ROAO/COLLIPARK/UMRG)
11	13	9	Change Clothes JAY-Z (ROC A-FELLA/DEF JAM/IDJMG)	36	31	12	Runnin (Dying To Live) TUPAC FEAT THE NOTORIOUS B.I.G. (AMARU/INTERSCOPE)	61	56	34	Never Leave You - Uh Ooh, Uh Oooh! Lumidee (Universal/Umrg)
12	22	15	Through The Wire KANYE WEST (ROC-A-FELLA/DEF JAM/IDJMG)	37	-	7	Limbo Rock (Remixes) CHUBBY C & OD (TEEC)	62	39	5	Up Against All Odds TARRALYN RAMSEY (CASABLANCA/UMRG)
13	11	22	Walked Outta Heaven JAGGED EDGE (COLUMBIA/SUM)	38		3	Dirt Off Your Shoulder/Encore	63	-	1	Bezerkowitz BREEZE BREWIN DJ ELI SUB-CONSCIDUS (MATIC/FAT BEATS)
14	54	6	Slow Jamz Twista (Atlantic)	.39	58	31	Girlfriend B2N (TU G/EPIC/SUM)	œ.	-	33	In Da Club 50 CENT (SHADY/AFTERMATH/INTERSCOPE)
15	16	31	Frontin' PHARRELL FEAT JAY-Z (STAR TRAK/ARISTA)	10	-	17		63		2	Marathon DILATED PEOPLES (ABB)
10	33	6	I'II Be Around CEE-LD FEAT. TIMBALAND (ARISTA)	-41	62	20	I Love You Dru hill (def soul/idjmg)	60	52	25	Damn! YOUNGBLOOOZ FEAT LIL JON (SO SO DEF/ARISTA)
17	30	11	Immaculate SURVIVALIST (SLAVE)	42	37	9	No, No, No JAE MILLZ (WANNA BLOW/REPRISE/WARNER BROS.)	67	36	5	Gangstaz Roll MOBB DEEP (VIOLATOR/JIVE)
18	9	11	Pass That Dutch MISSY ELLIOTT (THE GOLD MIND/ELEKTRA/EEG)	-13	23	20	Calling All Girls ATL (NODNTIME/EPIC/SUM)	(3)	-	20	Na Na Na 112 FEAT, SUPER CAT (BAD BOY/DEF SOUL/IDJMG)
19	8	14	Stunt 101 G-UNIT (G-UNIT/INTERSCOPE)	-14	-	33	Right Thurr CHINGY (DISTURBING THA PEACE/CAPITOL)	67	-	15	Party & Bullsh*t 2003 RAH DIGGA (FLIPMODE/J/RMG)
20	63	8	Gangsta Nation westside connection (Hoo-Bangin/CaPitol)	45	20	24	Step In The Name Of Love	Ð	-	2	Crank It Up Oavid Banner (Src/UniverSal/UMRG)
21	15	12	Look Ya POP SHOP (GO GETTA)	46	-	13	Get It On The Floor DMX FEAT, SWIZZ BEATZ (RUFF RYDERS/DEF JAM/IDJMG)	60	-	1	Yo, Yo, Yo Dani stevenson (universal/umrg)
22	35	13	Hotel CASSIDY FEAT. R. KELLY (FULL SURFACE/J/RMG)	47	43	-18	Forthenight MUSIQ (DEF SOUL/10JMG)	Ð	-	23	Yeah Yeah U Know It KEITH MURRAY FEAT. DEF SQUAD (DEF JAM/IDJMG)
23	14	9	Fallen MYA (A&M/INTERSCOPE)	48	-	1	Keep Doin' It LIKWIT JUNKIES (ABB)	73	69	18	Hot & Wet 112 FEAT. LUDACRIS (BAD BOY/DEF SOUL/IDJMG)
24	17	12	I'm Still In Love With You SEAN PAUL FEAT, SASHA (VP/ATLANTIC)	-459	28	9	Splash Waterfalls LUDACRIS (DISTURBING THA PEACE/DEF JAM SOUTH/UMRG)	124	42	9	Thug Luv
25	12	13	Head Bussa LIL SCRAPPY (BME/REPRISE/WARNER BROS.)	50	24	19	Holidae In Chingy (Disturbing tha peace/capitol)	75	29	9	Quick To Back Down BRAVEHEARTS (ILL WILL/COLUMBIA/SUM)

Stones Throw

Continued from page 19

With his roots firmly entrenched in West Coast hip-hop, Wolf has secured a place for himself and his Stones Throw label as an institution in the hip-hop underground.

Music R&B/Hip-Hop

"I really came out of the turntable scene in the mid-'90s, even though I had been doing it for a lot longer than that." Wolf says. "In '95, I was a big part of this 'Return of the DJ' record with Qbert, and the Beat Junkies. I just feel like I'm tenured in the whole West Coast hip-hop movement

from having my first shot in those early years.

"There are a lot of kids who remember that record and have grown up on Stones Throw," he adds. "We just did a real slow build and never tried to compete with the majors in terms of units sold. By doing it for so long, we have really loyal fans now. We can do a show here in L.A. at the El Rey Theatre, which has a capacity of 1,000, and it can be sold out. There are a lot of major rock groups on major labels that can't sell that place out."

The label's influence is even recognized by fellow independent labels like ABB Records.

"Stones Throw has built a brand that DJs, artists and music fans alike appreciate for putting music first,"

ABB Records president Beni B. says. "Peanut Butter Wolf, Egon and Madlib have never been a fraid to take chances with the creative process. The end result which is good music and a great first impression speaks for itself.

"Their partners, Fat Beats Distribution and Caroline Distribution,

have also been instrumental in helping their brand reach tastemakers and fans worldwide," he adds. "Most importantly, and certainly not least, Stones Throw Records helped bring Madlib's musical visions to the world."

THIS WEEK	LAST WEEK	We star	Airplay monitored by Nielsen Broadcast Data Systems TITLE IMPRINT/PROMOTION LABEL Artist
1	2		部語 NUMBER 1 部語 1 Week At Number 1 SLOW JAMZ Twista Featuring Kanye West & Jamie Foxx な
2)	1	18	THE WAY YOU MOVE OutKast Featuring Sleepy Brown 😪
3	3	22	STAND UP Ludacris Featuring Shawnna 😪
4	4	26	DAMN! YoungBloodZ Featuring Lil Jon 🐄
5	7	9	SALT SHAKER Ying Yang Twins Featuring Lil Jon & The East Side Boyz 😪
6	5	11	CHANGE CLOTHES Jay-Z
7	10	8	THROUGH THE WIRE Kanye West TROC A-FELLA/DEF JAM/IOJMG
8	6	15	RUNNIN (DYING TO LIVE) Tupac Featuring The Notorious B.I.G.
9	11	10	GIGOLO Nick Cannon Featuring R. Kelly
10	8	98	GET LOW Lil Jon & The East Side Boyz Featuring Ying Yang Twins
11	9	20	HOLIDAE IN Chingy Featuring Ludacris & Snoop Dogg 🖙
2	16	11	GANGSTA NATION Westside Connection Featuring Nate Dogg 😪
13	12	14	STUNT 101 G-Unit S G-UNIT/INTERSCOPE
4	14	6	HOTEL Cassidy Featuring R. Kelly 😪
15	19	4	SPLASH WATERFALLS Ludacris
16	13	18	WAT DA HOOK GON BE Murphy Lee Featuring Jermaine Dupri
17	18	23	SUGA SUGA Baby Bash Featuring Frankie J 😪
18	15	10	MY BABY COLUMBARUM Bow Wow Featuring Jagged Edge 😪
19	17	36	RIGHT THURR Chingy %
20	21	3	IN MY LIFE Juvenile Featuring Mannie Fresh 😪
21)	20	5	RUBBER BAND MAN T.I.
22	22	3	DIRT OFF YOUR SHOULDER Jay-Z
23	N	W	TIPSY J-Kwon S0 S0 DEF/ARISTA
24	-	1	FREEK-A-LEEK Petey Pablo 😪
25	23	8	SHAKE THAT MONKEY Too Short Featuring Lil Jon & The East Side Boyz SHORT/JUVE

Records with the greatest sales gains. @ 2004. VNU Business Mi-dia, Inc. and Nielsen SoundScan, Inc. All rights reserved. Compiled by Nielsen SoundScan from a national subset panel of Core R&B/Hip-Hop stores. This data is used to compile the Hot R&B/Hip-Hop Singles & Tracks chart.



## **Christian King Sets Sights On Secular World**

### **BY LEILA COBO**

The name Marcos Witt may not ring any bells among fans of commercial Latin music, but in Latin Christian music, he reigns.

The No. 1-selling artist in the genre, Texas-born, Mexico-raised Witt has sold upwards of 7 million copies of his 22 albums, according to his label, CanZion.

Last year, he won a Latin Grammy for best Christian album.

Now the secular world will get a chance to hear what Witt is all about, thanks to a recently inked deal with Sony Music Norte.

The three-year agreement covers the marketing, promotion and distribution of Witt's albums to secular outlets worldwide.

The first album to be released under the Sony banner is "Recordando Otra Vez," a live disc recorded in November last year at the Los Angeles Sports Arena. It's slated for release March 2 in the U.S. and Latin America.

"It was an opportunity for an expansion and to get a broader audience for the music," Witt says of his decision to sign with Sony.

This isn't the first time Witt has expanded his horizons.

Last year, Houston-based CanZion, in which Witt is a major shareholder, struck a deal with Miami-based Vida Music that enabled Vida/Zondervan to distribute CanZion's 15 top-selling albums, both on the Chris-

tian Booksellers Assn. circuit and in the general market (*Billboard*, March 29, 2003).

At the time, Witt's presence at CanZion was a major factor in the deal. But his product was not distributed beyond the CBA arena.

Today, Vida/Zondervan will continue to distribute Witt's product on the CBA circuit, but Sony will distribute it in the secular world.

"This is going to be the first time that non-Christian accounts will have Marcos Witt," Sony Music Norte president Kevin Lawrie says. "He will be in places like Wal-Mart, Target and Best Buy."

The Sony agreement,

which also includes four other CanZion acts, does not cover CBA accounts. "We want to extend his secular reach," Lawrie says.

Lawrie, who took over the helm of Sony Music Norte upon its creation last year, first saw Witt perform at the



Los Angeles concert during which he recorded his upcoming album. Lawrie was bowled over. "When you

go to a stadium and you see 20,000 people and you're not part of that, you want to be involved," he says.

At first blush, the soft-spoken, bespectacled Witt does not fit the superstar mold, much less

that of a Latin superstar. Born in San Antonio, Texas, Witt moved to Durango, Mexico, with his missionary parents when he was barely one month old. Raised and educated in Mexico, he recorded the first of 22 albums in 1986.

Although recognized as the leader in the U.S. Latin Christian music field, Witt, who founded CanZion, had not seriously considered major-label representation until he signed a management deal with Mauricio Abaroa last year.

#### EXPANDING REACH

Abaroa, the former president of Crescent Moon Records, took Witt

to Sony. Now the label has plans to aggressively market Witt, both to his Christian base and to secular audiences. "Recordando Otra Vez" will be supported by a targeted TV campaign focused on specific regions and not necessarily exclusive to Hispanic broadcasters.

Witt will be given major visibility at retail, and although he'll be initially promoted on Christian radio, Sony also has plans to take him to commercial Spanish-language radio.

Witt, however, does not plan to change the kind of music he makes to better fit a non-Christian format. "I think the music really stands on its own," he says. "It's great music, and it's a great message."

The release of "Recordando Otra Vez" coincides with Witt's tour of the U.S., Latin America and Spain, which kicks off in February in San Juan, Puerto Rico. The 10-month stint will cover 30 concerts.

As is always the case with Witt's tours, a percentage of the proceeds will go toward opening music schools in Latin America.

The schools, called Instituto CanZion, fall under the umbrella of the CanZion group of companies, which also includes the CanZion, Pulso Records and Más Que Música labels. Branches of Instituto CanZion operate in Argentina, Paraguay, Guatemala, Mexico and the U.S.

## Sales Up, Shipments Down: So What's The Story?

It came as a surprise to many that according to Nielsen SoundScan, sales of Latin music for 2003 actually rose from the previous year (*Bill-board*, Jan. 17).

It's surprising because shipments of Latin music, according to the Recording Industry Assn. of America, declined.

To recap, according to SoundScan, sales of Spanish-language albums (excluding those of **Shakira** or **Gloria Estefan** in English, for example) for the year ended Dec. 28, 2003, climbed to 26.1 million units from 19.5 million units the previous year.

Total sales of all albums by Latin artists (this time including English albums

by Shakira and Estefan, for example) rose to 27.5 million units from 23.7 million in 2002.

In comparison—and keeping in mind that total year-end figures are not yet available—shipments of Latin music from January to September dipped to 29.7 million from 31.1 million the previous year, according to the RIAA. The drop was a little more than 4%, narrower than in previous years.

In any case, the fact remains that

an increasing number of Latins are buying their music at general-market accounts, and more mass merchants are adequately stocking Latin music—specifically, regional Mexican music—in their stores. That's reflected in SoundScan numbers and, quite frankly, it is cause



for celebration.

But let's be clear: As far as Latin music is concerned, RIAA numbers and SoundScan numbers are not always in synch.

In this case, they aren't even going in the same direction, for a variety of reasons.

First and foremost, because so much Latin music continues to be sold at mom-and-pop stores and such nontraditional outlets as flea markets, SoundScan cannot reflect

### all sales of the music.

So, why are SoundScan numbers up? Because sales of regional Mexican music have soared, according to both SoundScan and the RIAA. And that music is now found in more places tracked by SoundScan.

Indie Balboa, which does not report to the RIAA, for example, more than doubled its market share. In the Latin market, that jump makes a difference.

So does the fact that Fonovisa's market share climbed by more than two percentage points. Thanks to its distribution deal with Universal Music & Video Distribution, the label's product is now available at mainstream retailers that previously did not carry it, such as Tower.

Perhaps the most specific example of a shift to SoundScan accounts is that of **Grupo Montez de Durango**.

The group's first album on Disa, 2002's "El Sube y Baja," peaked at No. 43 on the *Billboard* Top Latin Albums chart, despite selling more than 300,000 copies to date, according to the label.

Last year, Disa made a concerted effort to take Montez's new album, "De Durango a Chicago," to mainstream accounts. As a result, the album debuted at No. 2 on the Top Latin Albums chart. All this does not negate the fact that the market is under duress and that sales of Latin music overall are down, as reflected by the RIAA's shipment figures.

Make no mistake: This is not a buoyant market. But it's changing in

of being recorded.

"The purpose is to fight piracy and to provide a different format that conforms with people's changing consuming habits," Marcovich says. Meanwhile, Discos Termita which Marcovich founded—is no



ways that were not anticipated. Here's to having a year with numbers that go up, together, in perfect harmony.

**FOR THE RECORD:** "Nocturnal," the recent, independently released EP by former **Caifanes** guitarist **Alejandro Marcovich**, is the first of three, each containing four tracks and retailing for about \$5 in Mexico. The next two EPs are in the process

longer associated with Sony (it was an amicable split). It will continue to function independently.

Discos Termita's first release is slated for March. Marcovich is not signed to Discos Termita.

**IN BRIEF:** Superstar **Luis Miguel** is set to launch the second leg of his world tour Jan. 15 with a series of 21 concerts at Mexico City's Auditorio Nacional.

LAST WEEK	S MIKE ACO	NU SA	Sales data compiled by Nielsen SoundScan	PEAK	THIS WEEK	LAST WEEK	2 WKS. AGU	N S		
LAS	INT C	AVELY'S		PEAK	THIS	LAST	××	ARTIST	Z/DISTRIBUTING LABEL	Title
3		4 7	ジング NUMBER 1 学会 5 Weeks At Number 1		49	47	57	B LOS ANGELES AZ FONOVISA 350953/UG (8.98/12.98	ULES/LOS ANGELES DE CHARLY	Encuentros De Angeles Vol. 2
			FONOVISA 351005/UG (9 98/13 98)		50		36	6 A.B. QUINTANILL EMI LATIN 40514 (16.98 CD)	A III PRESENTS KUMBIA KINGS	4
2	+	3 8	SURCO 017532/UNIVERSAL LATINO (16 98 CD) [H]	1	51	60	¥0	ANA GABRIEL SONY DISCOS 91087 (13.98 EQ.CC	)	Duice Y Salado
1	-	1	F0N0VISA 350950/UG (16.98 C0/0VD)	1	52	43	14	VARIOUS ARTISTS		Bachatahits 2004
4	1	2 1	EMI LATIN 93490 [2] 98 C0/DVD)	1	53	28	92	5 CELIA CRUZ SONY DISCOS 70620 (15 98 EQ.CD	))	Regalo Del Alma
5	+	58	WARNER LATINA 61046 (18 98 CD)	-	54	58 -		3 LOS PLAYER'S MUSART 2741/BALBOA (12.98 CD	)	Ranchero De
8	-	1 8	FONOVISA 350973/UG (9 98/13 90) Herencia Musical: 20 Boleros Romanticos	5	55		32 3	4 RICKY MARTIN A SDNY DISCOS 76439 (17.98 EQ CO	2	Almas Del Silencio
6	-		DISA 724088 (12.98 CD)	2	56			3 LOS ORIGINALES EMI LATIN 91728 (21.98 CO/DVD)	(M)	La Historia
7	1		SDNY DISCOS 91088 (17.98 EQ CD) [M]		57	49		2 TEGO CALDERON WHITE LION 53021/BMG LATIN {1	4.98 CD)	El Abayarde
9		3 1	SONY DISCOS 70633 (16 98 EQ CD) [M]	6	58			VI 450587 (14.98 CD) [M]		The Last Don
11	1	2 10	UNIVISION 310167/UG (9.98/13.98) [N]	7	59		1	SOUNDTRACK DG 474150/UNIVERSAL CLASSICS		Frida
31	2	0			60	69 .	-	DISA 726990 (16.98 CD/DVD)	NUEVO LEON	Paso A La Reina
	-		S0/VY DISCOS 93217 (16.98 EQ CO)		61			2 JERRY RIVERA ARIOLA 56502/BMG LATIN (15.98	CO)	Canto A Mi IdoloFrankie Ruiz
10			WARNER LATINA 60873 (18.98 CD)		62	72 -	1	MUSART 12808/BALBOA 112 98 CI	· · · · · · · · · · · · · · · · · · ·	Coleccion De Oro
14	-	3 3	MUSART 12887/BALBOA (8.98/13.98) [W]	13	63	64 -	- 2		ULES/LOS ANGELES DE CHARLY	Encuentros De Angeles Vol. 1
16	+	8 2	SONY DISCOS 70451 (15.98 EQ CD) [M]		64	73 -	-	J&N 93180/SONY 01SCOS (15.98 E	0.00)	Reggaetonhits 2004
18	1	9 5	OISA 724098 (13.38 CD)		65			2 LOS RIELEROS DE FONDVISA 350879/UG (9.98/12.98)	[H]	Abriendo Caminos
12	+	0 20	SONY DISCOS 70627 (16.98 EQ CO)	1	66	Con Provent		SONY DISCOS 70371 (15.98 EQ CD)	)	Solo Bolero
17	-	0 3	UNIVISION 310155/UG (13.98 CD) [M]	7	67		- 4	MUSART 12708/BALBOA (5.98/12.9	<b>AR</b> 98)	Con Tambora
13	+	6 3	VALE 066090/UNIVERSAL LATINO (13.98 CD) [W]	13	68		6 9	SONY DISCOS 84667 (10.98 EQ/16.9	98) [ <b>H</b> ]	Grandes Exitos
	3	12	SELLOS ASOCIADOS 550604/VI (14.98 CO) [H]	11	69		5 1	5 FITO OLIVARES UNIVISION 310174/UG (9.98/13.98)		30 Exitos Inolvidables
23	+	-	MUSART 2713/BALBOA (6.98 CD) [H]	12	70	RE-ENT	rv 2	PAQUITA LA DEL I MUSART 2889/BALBOA (12 98 CD)	BARRIO	Coleccion De Oro
	2 2	1	FONOVISA 350895/UG (9.98/13.98) [N]	3	71	67 3		2 JUAN GABRIEL ARIOLA 56423/BMG LATIN (17.98 C	100	Inocente De Ti
29	-		CRISTIAN Amar Es AriOLA 55195/BMG LATIN (17.98 CO) [H]	4	72	63 5	2 4	ALEXANDRE PIRE ARIOLA 50632/BMG LATIN (16 98 C	S () [M]	Estrella Guia
26		3 8	SONY DISCOS 70618 (15 98 EQ CD) [H]	1	73	71 -	- 1	9 LIMITE UNIVERSAL LATINO 000964 (15.98	CDI [M]	Gracias 1995-2003
27	-		FONDVISA 350871/UG (9,98/13.98)	1	74	59 6	8 2	CONTROL EMI LATIN 90878 (14.98 CD) [H]		La Historia
	1		UNIVERSAL LATINO 000756 (13.98 CO)	2	75	68 5	1 6	2 SHAKIRA A SONY DISCOS 87611 (15.98 EQ CD)		Grandes Exitos
40	-		UNIVISION 310127/UG (9.98/13.99) [H]	5		LATIN	I PO	P ALBUMS	TROPICAL ALBUMS	REGIONAL MEXICAN ALB
25	20	6 8	WARNER LATINA 61044 (18.98 CD)	16	1	JUANES	-		1 CELIA CRUZ	1 LOS TEMERARIOS
	IEW		HOT SHOT DEBUT     JAVIER TORRES     El Amor Y La Desgracia	28	2	-		URCO/UNIVERSAL LATINO)	EXITDS ETERNOS (UNIVERSAL LATINO)	TRIBUTO AL AMOR (FONDVIŠA/UG)
		-	F0N0VISA 350891/UG (13.99 CD)	_		-	A CONTI	NUA (FONOVISA/UG)	2 CELIA CRUZ HITS MIX (SONY DISCOS)	2 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 BOLEROS ROMANTICOS (FON
	20		UNIVERSAL LATINO 001403 (16 98 CD/DVO) [M]	3		LA HISTORI		III & KUMBIA KINGS Atini	3 VARIOUS ARTISTS BACHATAHITS 2004 (J&N/SONY DISCOS)	3 GRUPO MDNTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)
34	60	9	GREATEST GAINER     SE     GRUPO MONTEZ DE DURANGO/CONJUNTO ATARDECER     El Pasito De Durango	30		MANA ECLIPSE (N	_	LATINA)	4 CELIA CRUZ REGALO DEL ALMA (SONY DISCOS)	4 VICENTE Y ALEJANDRO FERNANDEZ EN VIVO. JUNTOS POR ULTIMA VEZ (SONY DISCO
	-	12	LIDERES 950540 (12.98 CO)	_		DE VIAJE	SONY DI	SCOS	5 JERRY RIVERA CANTO A MI IDOLOFRANKIE RUIZ IARIOLA/BMG LATIN)	5 PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)
54			WARNER LATINA 60516 (18.98 CD) [H]	2	6	JULID IGLE DIVORCIO		SCOS)	C VARIOUS ARTISTS REGGAETONHITS 2004 (J&N/SONY DISCOS)	6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBOA)
54 20	1		SONY DISCOS 87607 (14.98 EQ CD)	2		LUIS MIGU 33 (WARNI	R LATIN,		7 VARIOUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)	7 VARIOUS ARTISTS HISTORIA MUSICAL OEL PASITO DURANGUENSE
54 20 19	22		WARNER LATINA 61045 (18.98 CD)	13	8	LA OREJA LO QUE TE CO		GOGH TRAS TE HACIAS LA DORMIDA (SONY DISCOSI	8 LUNYTUNES & NORIEGA MAS FLOW (VI)	8 AKWIO PROYECTO AKWIO (UNIVISIONIUG)
54 20 19 24	22	2 9	LUPILLO RIVERA Live	26		SINCERD (		SCOS)	9 DIVINO TODO A SU TIEMPO (LUAR)	9 PANCHO BARRAZA LAS ROMANTICAS DE PANCHO BARRAZA (MUSARTA
54 20 19 24 32	22 25 42			2		DAVID BIS		VALE/UNIVERSAL LATINO)	10 GRUPO MANIA HOMBRES DE HONOR (UNIVERSAL LATINO)	10 LOS BUKIS 25 JOYAS MUSICALES: (FONOVISA/UG)
54 20 19 24 32 37	2: 2: 4: 3:	3 21	FONDVISA 350875/UG (9.98/163.38) [N]	3	10					11 LOS TIGRES DEL NORTE HERENCIA MUSICAL: 20 CORRIDOS INDLVIDABLES (FONC
54 20 19 24 32 37 42	2: 2: 4: 3: 50	3 21 0 35	FDNOVISA 350875/UG (9.98/163 98) [M] MARCO ANTONIO SOLIS FDNOVISA 350846/UG (9.98/15.98) Tu Amor 0 Tu Desprecio	1		CORAZON L		IS ASOCIADOS/VI)	11 OLGA TANON A PURO FUEGO (WEACARIBE/WARNER LATINA)	
54 20 19 24 32 37 42 38	22 2! 42 30 50 38	3 21 0 35 3 31	PONOVISA 350875/UG (9.98/163.98)         Tu Amor 0 Tu Desprecio           PONOVISA 35084/UG (9.98/15.98)         Tu Amor 0 Tu Desprecio           PEPE AGUILAR MUSART 289/BALBOA (12.98 CD)         Coleccion De Oro	1 30	11 12	CORAZON L GARGOLAS THE RETURI CRISTIAN	(SELLO		A PURO FUEGO IWEACARIBE/WARNER LATINA) 12 VARIOUS ARTISTS	12 LOS CADETES DE LINARES
54 20 19 24 32 37 42 38 33	2: 2: 4: 3: 5: 3: 4: 4: 4:	3 21 35 35 31 5 11	FONOVISA 350875/01 (9.89/16.3.99) [M]         MARCO ANTONIO SOLIS FONOVISA 350847/016 (9.89/15.90)         Tu Amor O Tu Desprecio FONOVISA 350847/016 (9.89/15.90)         PEPE AGUILAR MUSART 289/18ALBOA (12.96 CD)         CONJUNTO PRIMAVERA/PESADO UMINISTON 30175/016 (9.99/13.39)    Dos Romanticos De Corazon	1 30 16	11 12 13	CORAZON L GARGOLAS THE RETURI CRISTIAN AMAR ES ( EDNITA NA	ARIOLA/E	3MG LATIN)	A PURO FUEGO (WEACARIBE/WARNER LATINA)  2 VARIOUS ARTISTS SALSAHITS 2004 (J&N/SONY DISCOS)  3 CELIA CRUZ	30 INOLVIDABLES (UNIVISION/UG) 13 JAVIER TORRES
54 20 19 24 32 37 42 38 33 21	2: 2: 4: 3: 5: 3: 4: 4: 4: 14	3 21 3 35 3 31 5 11 4 7	FONOVISA 350875/UG (8.98/163.98) [M]         MARCO ANTONIO SOLIS FONOVISA 350847/UG (9.98/15.98)       Tu Amor 0 Tu Desprecio         PEPE AGUILAR MUSART 28/18ALBDA (12.98 CD)       Coleccion De Oro         CONJUNTO PRIMAVERA/PESADO       Dos Romanticos De Corazon         UNIVISION 310175/UG (9.98/13.98)       Serenata         UNIVISION 310175/UG (9.98/13.98)       Serenata	1 30 16 9	11 12 13 14	CORAZON L GARGOLAS THE RETURI CRISTIAN AMAR ES ( EDNITA NA POR TI (SO MANA	ARIOLAVE ZARIO ZARIO VY DISCO	BMG LATIN) DS)	A PURD FUEGO (WEACARIBE/WARNER LATINA)  2 VARIOUS ARTISTS SALSAHITS 2004 (JAN/SONY DISCOS)  3 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  4 NUEVA ERA	30 INOLVIDABLES (UNIVISION/UG)  13 JAVIER TORRES EL AMOR Y LA DESGRACIA (FONDVISA/UG)  14 GRUPO MONTEZ DE DURANGO/CONJUNTO ATAI
54 20 19 24 32 37 42 38 33 21 36	2: 2: 4: 3: 5: 3: 4: 4: 4: 3: 2: 4: 3: 3: 2: 2: 4: 3: 2: 4: 3: 2: 2: 4: 3: 2: 4: 3: 4: 3: 4: 5: 4: 3: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5:	3 21 35 3 31 5 11 4 7 20	PONOVISA 350875/01 (9.89/15.39)         MARCO ANTONIO SOLIS         TU Amor O Tu Desprecio         FONOVISA 3508/01/01 (9.89/15.80)         PEPE AGUILAR         MUSART 289/178A U12.98 (130)         Coleccion De Oro         UNIVISION 310175/03 (9.99/13.80)         MANNY MANUEL O         UNIVISION 310175/03 (13.98 (13.98)         Serenata         UNIVISION 310175/04 (14.98 (13.98)         MANNY MANUEL O         OBIE BERMUDEZ         EMI LATIN 8467 (14.88 (10)	1 30 16 9 29	11 12 13 14 15	CORAZON L GARGOLAS THE RETURI CRISTIAN AMAR ES ( EDNITA NA POR TI (SO MANA SOL (WARI LUIS FONSI	ARIOLAVE ZARIO VY DISCO	9MG LATIN) DS)	A PURD FUEGO (WEACARIBE/WARNER LATINA)  VARIOUS ARTISTS SALSAHITS 2004 (JB/N/SONY DISCOS)  CELIA CRUZ EL CARMAVAL DE LA VIDA (LIDERES)  NUEVA ERA MAKE WAY (OLE)  VARIOUS ARTISTS	30 INOLVIDABLES (UNIVISION/UG) 13 JAVER TORRES EL AMOR Y LA OESGRAČIA. (FONOVISA/UG) 14 GRUPO MONTEZ DE DURANGO/CONJUNTO ATAL EL PASITOE DURANGO (UDERES) 15 LUPILLO RIVERA
54 20 19 24 32 37 42 38 33 21 36 46	22 2! 4: 3: 5: 3: 4: 4: 4: 3: 4: 5: 4: 5: 4: 5: 6: 3: 6:3: 6:3:	3     21       3     35       3     31       5     11       4     7       7     20       3     37	PONOVISA 350875/UG (9.98/16.3.99) [M]         MARCO ANTONIO SOLIS FONOVISA 350840/UG (9.98/15.90)         PEPE AGUILAR MUSART 289/IBALBOA (12.98 CD)         CONJUNTO PRIMAVERA/PESADO UNIVISION 310175/UG (9.98/13.90)         MANNY MANUEL UNIVERALLATINO 001626 (13.98 CD)         MAINY MANUEL UNIVERALLATINO 00162 (13.98 CD)         MAINY MANUEL UNIVERALLATINO 00162 (13.98 CD)         MAINY MANUEL UNIVERALLATINO 00162 (13.98 CD)         Confesiones EMI LATINO 4647 (14.98 CD)         Confesiones EMI LATINO 4647 (14.98 CD)         Las Romanticas De Cuisillos MUSART 2709/BALBOA (6.98 CO)	1 30 16 9	11 12 13 14 15 16	CORAZON L GARGOLAS THE RETURI CRISTIAN AMARES EDNITA NA POR TI (SD MANA SOL (WARI LUIS FONS) ABRAZAR L ALEJANDR	ARIOLA/E ZARIO VY DISCO IER LATIO	RMG LATIN) JSJ NAJ UNIVERSAL LATIND)	A PURD FUEGO (WEACARIBE/WARNER LATINA)  2 VARIOUS ARTISTS SALSAHITS 2004 (JBA//SONY DISCOS)  3 CELCARNAVAL DE LA VIDA (LIDERES)  4 NUEVA ERA MAKE WAY (DLE)  5 VARIOUS ARTISTS MEREHHITS 2004 (JBA//SONY DISCOS)  16 VARIOUS ARTISTS	30 INOLVIDABLES (UNIVISION/UG) 13 JAVIER TORRES EL AMOR Y LA DESGRADIA (FONOVISA/UG) 14 GRUPO MONTEZ DE DURANGO/CONJUNTO ATAI EL PASITO DE DURANGO (LIDERES) 15 LUPILLO RIVERA LIVE (UNIVISION/UG) 16 CONJUNTO PRIMAVERA
54 20 19 24 32 37 42 38 33 21 36 46 35	2: 2: 4: 3: 5: 3: 4: 3: 4: 3: 4: 3: 4: 3: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 4: 4: 3: 4: 5: 4: 4: 4: 4: 4: 4: 4: 4: 4: 4: 4: 4: 4:	3     21       3     35       3     31       5     11       7     20       3     37       4     73	PONOVISA 350875/01 (9.98/15.89)         MARCO ANTONIO SOLIS         TONOVISA 350840/01 (9.98/15.80)         PEPE AGUILAR         MUSART 289/176AL BOA (12.98 (CD)         CONJUNTO PRIMAVERA/PESADO         UNIVISION 310175/03 (9.98/13.98)         MANNY MANUEL O         UNIVERSAL LATINO 001626 (13.98 (CD)         MANNY MANUEL O         Confesiones         EMILIARIN 48477 (14.90 (0)         MUSART 2000         Confesiones         Cuital CONSTRUCTION CONTRACTOR C	1 30 16 9 29 16 1	11 12 13 14 15 16 17	CORAZON L GARGOLAS THE RETURI CRISTIAN AMARES CONTA NA POR TI (SD MANA SOL (WARI LUIS FONSI ABRAZAR L ALEJANDR ND ES LO M MANA	ARIOLA/E ZARIO VY DISCO IER LATI/ VIDA ( SMO (V	BMG LA'IIN) 25) VA) UNIVERSAL LATIND) VARNER LATINA)	A PURD FUEGO (WEACARIBE/WARNER LATINA)           12         VARIOUS ARTISTS SALSAHITS 2004 (JAN/SONY DISCOS)           13         CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)           14         NUEVA ERA MARE WAY (DLE)           15         VARIOUS ARTISTS MERCHITS 2004 (JAN/SONY DISCOS)           16         VARIOUS ARTISTS BACHATAHITS 2003 (J&N/SONY DISCOS)           17         CELIA CRUZ	30 INOLVIDABLES (UNIVISION/UG)     JAVIER TORRES     EL AMOR Y LA DESGRADIA (FONOVISA/UG)     EL PASITO DE DURANGO (LIDERES)     LUPILLO RIVERA     LIVE (UNIVISION/UG)     CONJUNTO PRIMAVERA     OECIDE TU (FONOVISA/UG)     TA MARCO ANTONIO SOLIS
54 20 19 24 32 37 42 38 33 21 36 46 35 61	22 2! 4; 3: 5: 3: 4: 3: 4: 3: 4: 3: 4: 3: 4: 3: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 4: 2: 5: 4: 2: 5: 4: 3: 5: 4: 2: 5: 4: 2: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 4: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5: 5:	3     21       35     35       3     31       5     11       7     20       3     37       4     73       3     4	PONOVISA 350875/01 (9.89/16.390)         MARCO ANTONIO SOLIS         FONOVISA 35087/01/01 (9.89/15.80)         PEPE AGUILAR         MUSART 289/19ALBOA (12.96 CD)         CONJUNTO PRIMAVERA/PESADO         UMVISION 31075/01 (9.99/13.39)         MANNY MANUEL OUVINION (12.96 CD)         OBIE BERMUDEZ         EMILATIN 84647 (14.98 CD)         CUSILLOS         MUSART 2709/BALBOA (19.96 CD)         CUSILLOS         MUSART 2709/BALBOA (19.96 CD)         Confesiones         CUSILLOS         MUSART 2709/BALBOA (19.96 CD)         Revolucion De Amor         WARNA O         RICARDO ARJONA         SOVO DISCOS 70628 (15.98 ED CO)	1 30 16 9 29 16 1 43	11 12 13 14 15 16 17 18	CORAZON L GARGOLAS THE RETURI CRISTIAN AMARES ( EDNITA NA POR TI (SD MANA SOL (WARI LUIS FONS) ABRAZAR L ALEJANDR ND ES LO M MANA LUNA (WA	ARIOLAVE ZARIO VY DISCO VY DISCO VY DISCO VIDA ( VIDA ( SMO ( VIDA ( VIDA ( SMO ( VIDA (	9MG LATIN) DSJ VAJ UNIVERSAL LATIND) VARNER LATINA)	A PURD FUEGO (WEACARIBE/WARNER LATINA)  VARIOUS ARTISTS SALSAHITS 2004 (JBA//SONY DISCOS)  CELIA CRN2 EL CARNAVAL DE LA VIDA (LIDERES)  VARIOUS ARTISTS MERCHITS 2004 (JBA//SONY DISCOS)  VARIOUS ARTISTS BACHATAHITS 2003 (JBA//SONY DISCOS)  CELIA CRUZ EXITOS ERENOS II (UNIVERSAL LATINO)  CELIA CRUZ	30 INOLVIDABLES (UNIVISION/UG) 13 JAVIER TORRES EL AMOR Y LA DESGRADIA (FONOVISA/UG) 14 GRUPO MONTEZ DE DURANGO/CONJUNTO ATAI EL PASITO DE DURANGO (LIDERES) 15 LUPILLO RIVERA LIVE (UNIVISION/UG) 16 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)
54 20 19 24 32 37 42 38 33 21 36 46 35 61 48	22 21 33 50 38 45 14 39 63 24 58 61	3     21       3     35       3     21       5     11       7     20       3     37       4     73       3     4       17	PONOVISA 350875/01 (9.98/15.89)       Tu Amor O Tu Desprecio         PONOVISA 350870/02 (9.89/15.80)       Tu Amor O Tu Desprecio         PEPE AGUILAR       Coleccion De Oro         MUSART 289/176AL8DA (12.98 (CD)       Dos Romanticos De Corazon         UNIVISION 310175/02 (9.89/13.89)       Dos Romanticos De Corazon         UNIVISION 310175/02 (9.89/13.89)       Serenata         UNIVISION 310158/03 (9.89/13.89)       Revolucion De Amor         MUSART 20087AL80A (6.38 (0.9)       Lados B         SOVY DISCOS 7662 (15.88 E0 CO)       Lados B         JAE-P       Ni De Aqui Ni De Alla         UNIVISION 310168/02 (13.98 E0 CO)       Ni De Aqui Ni De Alla	1 30 16 9 29 16 1 43 25	11 12 13 14 15 16 17 18	CORAZON L GARGOLAS THE RETURI CRISTIAN AMARES ( EDNITA NA POR TI (SD MANA SOL (WARI LUIS FONS) ABRAZAR L ALEJANDR ND ES LO M MANA LUNA (WA	I (SELLC ARIOLAVE ZARIO VY DISCC VY DISCCC VY DISCC VY DISCCC VY DISCC VY DISCCC VY DISCC VY DISCCC VY DISCCCC VY DISCCCC VY DISCCCC VY DISCCCC VY DISCCCCCCCCC VY DISCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCC	BMG LA'IIN) 25) VA) UNIVERSAL LATIND) VARNER LATINA)	A PURD FUEGO (WEACARIBE/WARNER LATINA)  VARIOUS ARTISTS SALSAHITS 2004 (JBA/SONY DISCOS)  GLA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  VARIOUS ARTISTS MARE WAY (DLE)  VARIOUS ARTISTS BACHARIHTS 2004 (JBA/SONY DISCOS)  VARIOUS ARTISTS BACHARIHTS 2004 (JBA/SONY DISCOS)  CELIA CRUZ EXITOS ETERNOS II (UNIVERSAL LATINO)	30 INOLVIDABLES (UNIVISION/UG)           13 JAVER TORRES EL AMOR Y LA OESGRADIA (FONOVISA/UG)           14 GRUPO MONTEZ DE DURANGO/CONJUNTO ATAL EL PASITO DE DURANGO (LIDERES)           15 LUPILLO RIVERA LIVE (UNIVISION/UG)           16 CONJUNTO PRIMAVERA OECIDETU (FONOVISA/UG)           17 MARCO ANTONIO SOLIS TU AMOR O TU DESPRECID (FONOVISA/UG)           18 PEPE AGUILAR COLECCION DE ORO (MUSART/BALBOA)
54 20 19 24 32 37 42 38 33 21 36 46 35 61 48 52	22 23 42 33 50 38 45 45 45 45 45 63 24 58 61 62	3     21       3     35       3     31       5     11       7     20       3     37       3     4       177       2     21	PONOVISA 350875/01 (9.98/15.89)       Tu Amor 0 Tu Desprecio         PEPE AGUILAR       Coleccion De Oro         MUSART 289/IFBALBDA (12.98 (13.90)       Dos Romanticos De Corazon         UNIVISION 31015/010 (9.98/15.80)       Dos Romanticos De Corazon         UNIVISION 31015/010 (9.98/15.80)       Serenata         OBIE BERMUDEZ       Confesiones         EMI LATIN 8467 (14.98 (CD)       Las Romanticas De Cuisillos         MARNA ●       Revolucion De Amor         VARNER LATINA 46586 (19.98/18.98)       Revolucion De Amor         Store Ratina 46586 (19.98/18.98)       Lados B         SUMARNA ●       Ni De Aqui Ni De Alla         UNIVISION 31016/US (13.98 (CD)       Lados B	1 30 16 9 29 16 1 43	11 12 13 14 15 16 17 18 19	CORAZON L GARGOLAS THE RETURI CRISTIAN AMARES ( EDNITA NA PORT ( SOL WANA SOL (WARI LUIS FONSI ABRAZAR L ALEJANDR NO ES LO M MANA SERENATA DBIE BERM CONFESION	I (SELLO ARIOLAVE ZARIO IVY DISCO IER LATIN VIDA ( VIDA (	RMG LATIN) JSJ JAJ UNIVERSAL LATIND) VARINER LATINA) INA} SAL LATIND)	A PURD FUEGO (WEACARIBE/WARNER LATINA)         12 VARIOUS ARTISTS SALSAHTS 2004 (JAN/SONY DISCOS)         13 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)         14 NUEVA ERA MARE WAY (DEP)         15 VARIOUS ARTISTS MERENHTS 2004 (JAN/SONY DISCOS)         16 VARIOUS ARTISTS BACHATAHTS 2004 (JAN/SONY DISCOS)         17 CELIA CRUZ EXTIDS ETERNOS III (UNIVERSAL LATINO)         18 CELIA CRUZ LA MAS GRANDE HISTORIA JAMAS CANTADA (LIDERES)         19 TONO ROSARIO AMIED MIO: TOND Y SUS EXITOS (WEACARIBE/WARNER LATINA)	30 INOLVIDABLES (UNIVISION/UG)       13 JAVIER TORRES EL AMOR Y LA DESGRADIA (FONOVISA/UG)       14 GRUPO MONTEZ DE DURANGO (LIDERES)       15 LUPILLO RIVERA LIVE (UNIVISION/UG)       16 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)       17 MARCO ANTONIO SOLIS TU AMOR O TU DESPRECID (FONOVISA/UG)       18 PEPE AGUILAR CDLECCION DE ORO (MUSART/BALBOA)       19 CONJUNTO PRIMAVERA/PESADO DOS ROMANTICOS DE CORAZON (UNIVISION/UG)
54 20 19 24 32 37 42 38 33 21 36 46 35 61 48 52	22 2: 4: 3: 5: 3: 4: 3: 5: 4: 3: 4: 3: 4: 3: 6: 2: 4: 5: 6: 3: 6: 2: 4: 5: 6: 4: 5: 6: 4: 5: 6: 4: 5: 6: 4: 5: 6: 4: 5: 6: 6: 6: 6: 6: 6: 6: 6: 6: 6: 6: 6: 6:	3     21       3     35       3     31       5     11       4     7       2     20       3     37       4     73       3     4       17       2     21       2     21	PONOVISA 350875/01 (9.98/15.89)       Tu Amor 0 Tu Desprecio         PARCO ANTONIO SOLIS       Tu Amor 0 Tu Desprecio         PONOVISA 35086/010 (9.8/15.80)       Coleccion De 0ro         MUSART 289/16ALBDA (12.96 CD)       Dos Romanticos De Corazon         UNIVISION 310175/01 (9.98/13.80)       Dos Romanticos De Corazon         UNIVISION 310175/01 (9.98/13.80)       Serenata         UNIVISION 310175/01 (9.98/13.80 CD)       Las Romanticas De Cuisillos         OBIE BERMUDEZ       Confesiones         EMILATIN A6656 (10.98/18.98)       Revolucion De Amor         VARANA ●       Revolucion De Amor         VARANA ●       Lados B         JAE-P       Ni De Aqui Ni De Alla         UNIVISION 31018/010 (13.98 CD)       En Vivo Vol. 1         DISA 205871382 (13.98 CD/01 [M]       En Vivo Vol. 1         BANDA EL RECODO       Por Ti         PINOVISA 350886/010 (9.89/13.88) [M]       Por Ti	1 30 16 9 29 16 1 43 25	11 12 13 14 15 16 17 18 19 20	CORAZON L GARGOLAS THE RETURI CRISTIAN AMARES ( EDNITA NA POR TI (SD MANA SOL (WARI LUIS FONS) ALEJANDR NO ES LO M MANA LUNA (WA MANA SERENATA OBJE BERM CONFESION MANA REVOLUCIO	ARIOLAVE ARIOLAVE ZARIO LER LATIV VIDA ( D SANZ SSMO (V VIDA ( D SANZ SSMO (V VIDA ( LUNIVER LATIV VIDA ( LUNIVER LATIV VIDA ( LUNIVER LATIV VIDA ( LUNIVER LATIV VIDA ( LUNIVER) LATIV VIDA ( LUNIVER	3MG LATIN) VAI UNIVERSAL LATIND) VARNER LATINA) INA) SAL LATIND) LATIN) DR (WARNER LATINA)	A PURD FUEGO (WEACARIBE/WARNER LATINA)         12 VARIOUS ARTISTS SALSAHITS 2004 (JAN/SONY DISCOS)         13 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)         14 NUEVA ERA MARE WAY (TOLE)         15 VARIOUS ARTISTS MERENHITS 2004 (JAN/SONY DISCOS)         16 VARIOUS ARTISTS BACHATAHITS 2004 (JAN/SONY DISCOS)         17 CELIA CRUZ EXITOS ETENNOS III (UNIVERSAL LATINO)         18 CELIA CRUZ LA MAS GRANDE HISTORIA JAMAS CANTADA (LIDERES)         19 TONO ROSARIO	30 INOLVIDABLES (UNIVISION/UG)       13 LAVIER TORRES EL AMOR Y LA DESGRADIA (FONOVISA/UG)       14 GRUPO MONTEZ DE DURANGO (LIDERES)       15 LUPILLO RIVERA LIVE (UNIVISION/UG)       16 CONJUNTO PRIMAVERA DECIDETU (FONOVISA/UG)       17 MARCO ANTONIO SOLIS TU AMOR O TU DESPRECIO (FONDVISA/UG)       18 PEPE AGUILAR COLECCION DE ORO (MUSART/BALBOA)       19 CONJUNTO PRIMAVERA DOS GRMANTICOS DE CORAZON (UNIVISION/UG)       20 CUISILLOS LAS ROMANTICAS DE CUISILLOS (MUSART/BALB

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### BILLBOARD JANUARY 24, 2004

JAN	JAR) 2004	( 24	Bi	Ilboard <sup>®</sup> HOT LATIN T	RACK	S <sub>TM</sub>
THIS WEEK	LAST WEEK	WKS. AGO	WEEKS ON	Airplay monitored by Nielsen Broadcast Data Systems	Artist	PEAK Position
		2		PRODUCER (SONGWRITER) IMPR 学性能 NUMBER 1 学性能	2 Weeks At Number 1	80
	4	3	10	ME CANSE DE TI S.KRYS.J SOMEILLAN (0 BERMUDEZ.G MARCO)	Obie Bermudez EMI LATIN	1
2	1	1	37	MIENTES TAN BIEN A:BAQUEIRO,SIN BANDERA IL GARCIA)	Sin Bandera 4 SONY DISCOS	₹ 1
3	14	17	10	(۲۵) GREATEST GAINER (۲۵)     CUIDARTE EL ALMA LEODHDA IMIDURANDEAU(ZALLES)	Chayanne SONY DISCOS	3
4	2	7	29	ANTES S.KRYS.J.SOMEILLAN (O.BERMUDEZ)	Obie Bermudez	₹ 1
5	3	2	21	NOMAS POR TU CULPA LOS HURACANES DEL NORTE IS SERNA DEL RIO}	Los Huracanes Del Norte	₹ 2
6	9	9	9	TE LLAME R PEREZ, R LIVI (R LIVI, R PEREZ)	Cristian ARIOLA /BMG LATIN	5
7	7	4	15	QUIEN TE DIJO ESO? R.PEREZ IL FONSI,C.BRANT)	Luis Fonsi 9 UNIVERSAL LATINO	2 3
8	5	6	16	MAS QUE TU AMIGO MASOLISH PATRON, R.PEREZ (MASOLIS)	Marco Antonio Solis FONOVISA	5
9	21	23	10	ADICTO Eliglesias.C.Sorinkin (Eliglesias,PBarry,M.Taylor)	Enrique Iglesias	9
10	10	8	15	LAGRIMAS DE CRISTAL	Grupo Montez De Durango	₹ 8
11	23	22	5	Y TODO QUEDA EN NADA ESTEFAND (ESTEFAND, J. REVES)	Ricky Martin SONY DISCOS	11
12	8	11	16	LA PAGA GSANTAQUALAJUANES (JUANES)	Juanes 5 SURCO /UNIVER\$AL LATINO	
13	6	5	20	AVE CAUTIVA JGUILLEN (RGONZALEZ MORA)	Conjunto Primavera 5 FONOVISA	_
14	15	15	14	TE LLEVARE AL CIELO FHERA GONZALEZ (FHER)	Mana WARNER LATINA	7
15	11	20	23	HOY G ESTEFAN JR., SKRYS (G.MARCO)	Gloria Estefan 5 EPIC/SONY DISCOS	
16	13	16	18		David Bisbal %	
17 18	12	13	19		Luis Miguel WARNER LATINA	
18	19 22	19 21	12 9		Ednita Nazario Sony Discos	_
20		21 18	26			19
20	16 24	27	4	R.L.TOLEDO (F.OE VITA)	Chayanne Sony Discos	-
22	17	14	15	CERCA DE TI S MORALES (T SOOLS MORALES, O SIEGEL G DI MARCO) ROSAS	Thalia Virgin /emi latin La Dreja De Van Gogh %	21
23	20	10	16	QUE TE RUEGUE QUIEN TE QUIERA	Banda El Recodo	10
24	18	25	14		Juan Gabriel	11
25	26	29	8	CFARIAS (JIGABRIEL) REGALAME LA SILLA DONDE TE ESPERE	ARIOLA /BMG LATIN	23
26	28	28	7	A SANZL PEREZ (A SANZ)	WARNER LATINA Noelia	26
27	35	42	7	J GAVIRIA B OSSA FTOBON (J GAVIRIA B OSSA FTOBON) A PIERNA SUELTA	FONOVISA Pepe Aguilar	27
28	44	45	3		Yolanda Perez	28
29	30	31	6	MUSIDEAS (P.GARZA.J RAZO) AMOR DESCARADO	FONOVISA Los Tucanes De Tijuana	29
30	27	26	16	M QUINTERO LARA, G FELIX (M.QUINTERO LARA A SLESYNGER A PENA)	UNIVERSAL LATINO Jorge Luis Cabrera	25
31	31	30	16		DISA Banda Perla Del Pacífico	30
32	29	33	13	MIGENTE A.B. Quintanilla III & Kun	RCA /BMG LATIN nbia Kings Feat. Dzomatli %	2 28
33	32	36	22	A.B.OUINTANILLA III (A.B.OUINTANILLA III,A.SIERRA,J.YAMAGUCHI,R.PACHECO,J.PORELL GIRALDO,N.SEROUSS NO HACE FALTA	EMI LATIN Cristian %	
34	48		4	EESTEFAN JR. R.BARLDW (E.ESTEFAN, JR., R.BARLDW, N. TOVAR)	ARIDLA /BMG LATIN	34
35	37	38	14	LMIGUEL (A MANZANERO) MI LIBERTAD RSANCHEZ (A ZEALE CARIZO)	WARNER LÄTINA Jerry Rivera 🖙 Ariola BMG Latin	20
36	33	49	7	R SANCHEZ (PAZEALE CARRIZO) LOCA CONMIGO R CANASTA IW BRAZOBANI	Los Toros Band	.33
37	38	32	14	R CAMASTA IVY BRAZUBANI YA NO ME DUELE RPREZ, RIVI (RIVIR, REREZ)	UNIVERSAL LATINO Victoria '\$ MEGAMUSIC /UNIVERSAL LATINO	17
38	45	-	117		Gilberto Santa Rosa Sony Olscos	24
39	25	24	9	A JAENYLINEINIIUUZZI A FUEGO LENTO KSANTANDERJLARROVAVE (G.SANTANDERJLARROVAVE)	Jennifer Pena UNIVISION	21
40	36	37	10		Y Su Banda Tierra Santa EMI LATIN	31
41	39	40	10	AQUI EN CORTITO		29
42	46	43	6	SENTIMENTAL J.SEBASTIANI J.SEBASTIANI	Joan Sebastian MUSART (BALBOA	42
				新 HOT SHOT DEBUT 新		-
43	NE	w	1	HASTA QUE ME OLVIDE DE TI R PEREZ (R PEREZ, R LIVI)	Area 305 RPE/UNIVISION	43
44	RE-E	122 C	autre Co	AMIGO MIO N.NORIEGA (TCALDERON, N.NORIEGA)	Sario With Tego Calderon WEACARIBE /WARNER LATINA	44
45	49	39	20	ME CANSE DE MORIR POR TU AMOR LE PAYAN,M SANCHEZ (M MASS)	Adan Chalino Sanchez 🖙	18
46	NE	W	1	POR UN RATO LROORIGUEZ.FEHRLICH (A VEZZANI)	Aroma Fondvisa	46
47	RE-EI	A	6	CORAZON DE PAPEL JIGLESIAS,R.PEREZ,R.LIVI (R.LIVI,R.FERRO GARCIA,JIGLESIAS)	Julio Iglesias SONY DISCOS	35
48	41	35		MAS TERCO QUE UNA MULA GLIZARRAGA (LCABRERA)	German Lizarraga DISA	35
49	42	44	18	CAUSAME LA MUERTE LOS TIGRES DEL NORTE IJ MEZAI	Los Tigres Del Norte FONOVISA	16
50	RE-EI	23	2	DAME POR MUERTO PRIVERA (PRIVERA)	Lupillo Rivera	50

Compiled from a national sample of airplay supplied by Nielsen Broadcast Data Systems' Radio Track service. A panel of 98 stations (40 Latin Pop. 16 Tropical, 50 Regional Maxican) are decironically monitored 24 hrs. a day, 7 days a week. Songs ranked by Audience Impressions. Come Records showing an increase in audience over the previous week, regardless of chart movement. A record which has been on the chart for more than 20 weeks will generally not receive a bullet, even if t registers an increase in audience. Greatest Gainer indicates song with largest audience growth. If two records are lied in audience size, the record being played on more stations is placed 'irst. Records below the top 20 are removed from the chart after 26 weeks. Studence juvices and increase in audience size.

## LATIN POP AIRPLAY

THIS	LAST WEEK	1	Nielsen Broadcast Data Systems ARTIST	THIS WEEK	LAST WEEK	TITLE IMPRINT/PROMOTION LABEL	ARTIST
1	1	MIENTES TAN BIEN SONY DISCOS	SIN BANDERA		18	INOCENTE DE TI ARIOLA/BMG LATIN	JUAN GABRIEL
2	8	CUIDARTE EL ALMA SONY DISCOS	CHAYANNE	2	25	UN TE AMO WARNER LATINA	LUIS MIGUEL
3	3	ME CANSE DE TI EMILATIN	OBIE BERMUOEZ	23	24	UN AMOR PARA LA HISTORIA SONY DISCOS	GILBERTO SANTA ROSA
4	4	TE LLAME ARIOLA/BMG LATIN	CRISTIAN	24	28	HASTA QUE ME OLVIDE DE TI RPE/UNIVISION	AREA 305
5	15	ADICTO INTERSCOPE /UNIVERSAL LATINO	ENRIQUE IGLESIAS	25	23	NO HACE FALTA ARIOLA /BMG LATIN	CRISTIAN
6	2	QUIEN TE DIJO ESO? UNIVERSAL LATINO	LUIS FONSI	26	27	CORAZON DE PAPEL SONY DISCOS	JULIO IGLESIAS
7	6	ANTES EMILATIN	ÓBIE BERMUÓEZ	27	26	DONDE CORRE LA SANGRE CRESCENT MOON /SONY DISCOS	SHALIM
8	16	Y TODO QUEDA EN NADA SONY DISCOS	RICKY MARTIN	28	29	SOLO POR TI Emiliatin	SORAYA
9	5	LA PAGA SURCO /UNIVERSAL LATINO	JUANES	29	22	A FUEGD LENTO UNIVISION	JENNIFER PENA
10	12	TE LLEVARE AL CIELD WARNER LATINA	MANA	30	30	YA NO ME DUELE MEGAMUSIC /UNIVERSAL LATINO	VICTORIA
11	7	QUIERO PERDERME EN TU CUERPO VALE /UNIVERSAL LATINO	DAVID BISBAL	31	34	LA REINA Sony discos	ANA GABRIEL
12	9	TE NECESITO WARNER LATINA	LUIS MIGUEL	32	31	EN EL SILENCIO NEGRO DE LA NDCHE. ARIOLA. BMG LATIN	ALEXANDRE PIRES
13	11	SI NO ME AMAS SONY DISCOS	EDNITA NAZARIO	33	37	POR QUE NO LIDERES	TISUBY & GEORGINA
14	14	MAS QUE TU AMIGO FONOVISA	MARCO ANTONIO SOLIS	34	38	HEY YAI ARISTA	OUTKAST
15	13	UN SIGLO SIN TI SONY DISCOS	CHAYANNE	35	36	Y TE VOY A OLVIDAR MEGAMUSIC /UNIVERSAL LATINO	MARCO FLORES
16	17	VIRGIN EMI LATIN	THALIA	36	-	TODAVIA VIVA, UNIVERSAL LATINO	LA FACTORIA
17	10	ROSAS SONY DISCOS	LA OREJA DE VAN GOGH	37	35	YO LA AMO UNIVISION	PEPE AGUILAR
18		REGALAME LA SILLA DONDE TE ESPERI WARNER LATINA	E ALEJANORO SANZ	38	33	MI LIBERTAD ARIOLA / BMG LATIN	JERRY RIVERA
19	19	HOY EPIC /SONY DISCOS	GLDRIA ESTEFAN	39	-	SIN MIEDO A NADA WARNER LATINA	ALEX UBAGO
20	21	ENAMORADA FONOVISA	NOELIA	40	39	NO ES LO MISMO WARNER LATINA	ALEJANDRO SANZ

		TROPICA	L,	A	RPLAY
		Airplay monitored by Nielsen Broadcast Data Systems			
THIS	LAST	TITLÈ ARTIST	WEEK	LAST	TITLE ARTIST
	1	LOCA CONMIGO LOS TOROS BANO UNIVERSAL LATINO	21	19	LA CURA JOSE PENA, SUAZO Y LA BANDA GORDA RCC
2	4	AMIGO MIO TONO ROSARIO WITH TEGO CALDERON WEACARIBE /WARNER LATINA	22	36	LA PAGA TONNY TUŇ TUN KAREN /UNIVERSAL LATINO
3	10	MI LIBERTAD JERRY RIVERA ARIOLA /BMG LATIN	23	34	ADICTO ENRIQUE IGLESIAS INTERSCOPE JUNIVERSAL LATINO
4	14	ME CANSE DE TI OBIE BERMUDEZ	24	28	NOCHE DE ESTRELLAS YANI CAMARENA DLE
5	2	QUITEMONOS LA ROPA NG2 SONY DISCOS	25	30	PARA MI BARRIO VICO C FEATURING TONY TOUCH & D'MINGO EMI LATIN
6		A DONDE IRE HUEY OUNBAR SONY DISCOS	2ъ	29	VEN ANTHONY CRUZ M.P.
7	7	INTENTALO TU JOE VERAS J&N	27	24	YO QUIERO BAILAR IVY QUEEN DIAMONO
8	5	HOY GLORIA ESTEFAN EPIC /SONY DISCOS	28	32	SUBE SUBE GRUPO MANIA UNIVERSAL LATINO
9	9	VOY A TENER QUE OLVIDARTE ANDY ANDY SONY DISCOS	29		PEQUENO DETALLE COSTA BRAVA
10	6	HERMANITA AVENTURA PREMIUM LATIN	30		FOTOGRAFIA JUANES WITH NELLY FURTADO SURCO /UNIVERSAL LATINO
-11	16	ELLA TIENE FUEGO CELIA CRUZ SONY DISCOS	31	23	LA PAGA JUANES SURCO UNIVERSAL LATINO
12	3	ENAMORAME PAPI SANCHEZ J&N	32	-	EL REFRAN SE TE OLVIOO GILBERTO SANTA ROSA SONY DISCOS
13	15	ANTES OBIE BERMUOEZ	33	20	WE BELONG TOGETHER NUEVA ERA
14	18	EL GALLO NO OLVIDA TITO ROJAS M.P.	34	33	YA NO ME DUELE VICTORIA MEGAMUSIC /UNIVERSAL LATINO
15	_	DILE DON OMAR	35	-	NO PODRAS CHON ARAUZA Y LA FURIA COLOMBIANA DISA
16	13	DOCTOR PUERTO RICAN POWER J&N	36	22	DALE DON DALE DON OMAR
17	12	AY AMOR HECTOR & TITO FEATURING VICTOR MANUELLE VI	37	—	POR UN RATO AROMA FONOVISA
18	26	ASI TE AMO ELVIS MARTINEZ PREMIUM LATIN	38	-	LA BOMBA AZUL AZUL SONY DISCOS
19	37	CUIDARTE EL ALMA CHAYANNE SONY DISCOS	39	-	TE LLEVARE AL CIELO MANA WARNER LATINA MANA
20	21	SUENA JOSE PENA SUAZO Y LA BANDA GORDA	40	-	LA TORTILLA CHARLIE VALENS

## **REGIONAL MEXICAN AIRPLAY**

THI3 WEEK	LAST WEEK	Airplay monitored by Nielsen Broadcast Data Systems INTLE IMPRINT/PROMOTION LABEL	THIS WEEK	LAST WEEK	TITLE IMPRINT/PROMOTION LABEL	ARTIST
	1	NOMAS POR TU CULPA LOS HURACANES DEL NORTE	21	28	DALO POR HECHO FONOVISA	BRONCO EL GIGANTE DE AMERICA
2	3	LAGRIMAS DE CRISTAL GRUPO MONTEZ DE DURANGO DISA	2	36	HAZME DLVIDARLA FONOVISA	CONJUNTO PRIMAVERA
3	2	AVE CAUTIVA CONJUNTO PRIMAVERA	23	16	PARA MORIR IGUALES NICO RCA. BMG LATIN	FLORES Y SU BANDA PURO MAZATLAN
4	5	SOY UN NOVATO INTOCABLE	24	26	POR UN RATO FONOVISA	AROMA
5	4	OUE TE RUEGUE QUIEN TE OUIERA BANDA EL RECODO FONOVISA	25	25	PORQUE ME HACES LLORAR PLATING /FONOVISA	BRISEYDA
6	7	AMOR DESCARADO LOS TUCANES DE TIJUANA UNIVERSAL LATINO	26	27	SOLO LOS TONTOS LA SIERRA	EL CHALINILLO
	18	ESTOY ENAMORADA YOLANDA PEREZ FONOVISA	27	24	MATAME WEAMEX WARNER LATINA	PESAOD
8	6	EN REALIDAD JORGE LUIS CABRERA DISA	28	32	TITERE EN TUS MANDS RA FREDDIE	MON AYALA Y SUS BRAVOS DEL NORTE
9	8	TE RETO A QUE ME OLVIDES JULIO PRECIADO Y SU BANDA PERLA DEL PACIFICO RCA / BMG LATIN	29	31	ND PDDRAS C	HON ARAUZA Y LA FURIA COLOMBIANA
10	11	A PIERNA SUELTA PEPE AGUILAR UNIVISION	30	21	BANDIDO FONOVISA	ANA BARBARA
11	10	ME VDY A IR EL COYOTE Y SU 8ANDA TIERRA SANTA EMILATIN	31	-	QUIEN LAS QUIELE ARIDLA /BMG LATIN	LOS RAZOS
12	12	AQUI EN CORTITO LOS RIELEROS OEL NORTE FONOVISA	32	30	ABRAZAME DISA	GRUPO BRYNDIS
13	17	SENTIMENTAL JDAN SEBASTIAN MUSART BALBOA	33	29	Y DICEN UNIVERSAL LATINO	LA DINASTIA DE TUZANTLA
14	9	MI GENTE A.B. QUINTANILLA III & KUMBIA KINGS FEAT. OZOMATLI EMI LATIN	34	33	QUE ME LLEVE EL DIABLD PLATINO /FONDVISA	ADOLFO URIAS Y SU LOBO NORTENO
15	19	ME CANSE DE MORIR POR TU AMOR ADAN CHALINO SANCHEZ	35	-	COMD PUDE ENAMORARME DE TI TERRAZAS	PATRULLA 81
16	13	MAS TERCO QUE UNA MULA GERMAN LIZARRAGA DISA	36	35	LAS MULAS DE MORENO MUSART /BALBOA	ADAN CUEN
17	15	CAUSAME LA MUERTE LOS TIGRES DEL NORTE FONDVISA	37	38	EL AGUACATERO MICHOACANO EMILIATIN	LOS ORIGINALES DE SAN JUAN
18	23	DAME POR MUERTO LUPILLO RIVERA UNIVISION	38	-	UN MINUTO MAS UNIVISION	OUELO
19	22	MI FUNERAL VICTOR GARCIA SONY DISCOS	39	-	ELLA FONDVISA	LOS ACOSTA
20	14	MAS QUE TU AMIGO MARCO ANTONIO SOLIS FONOVISA	40	37	ESO DUELE Emilatin	INTOCABLE

## Music Dance

## **A&R Exec 'Thinks Fink' For New Launch**

### **BY MICHAEL PAOLETTA**

With numerous labels closing, downsizing or consolidating, two dance/electronic veterans are optimistically proceeding hand-in-hand into the future with new game plans.

Gladys Pizarro, former A&R director of the defunct Strictly Rhythm Records, is starting a new production company, Launch Entertainment.

Launch will work closely with Strictly Rhythm founder/CEO Mark Finkelstein, whose repertoire-management firm, Think Fink, will handle Launch's business affairs.

"With Launch, I will continue to do what I'm known for," Pizarro says. "I will be looking for all styles of dance music—from house to trance and all points in between—that I feel passionate about. Music that I believe has a shot of being embraced."

Launch—which is in the process of signing talent—will shop its repertoire to labels in the U.S. and abroad. Pizarro says she will be looking to secure singles deals or license the music for use on compilations.

With her international contacts and connections in the dance/ electronic community, many in the industry acknowledge that Pizarro has what it takes to get the music into the hands of dealsigning executives.

"This is an excellent service for many DJs, producers and artists," says Craig Roseberry, founder of New York-based management, marketing and consulting firm Shifty Entertainment. "Because of Gladys' reputation, Launch is beneficial for newcomers as well as more established figures. She can cut through the layers of bullshit."

In today's business environment where there is more talent than there is opportunity—Roseberry and others stress the importance of compilations and looking abroad to secure distribution for dance/electronic music.

Pizarro should also focus on film soundtracks, TV ads, satellite radio and the gaming industry, Roseberry adds. "Like all of us, she must create a new model out of the old one—the one that no longer works. It's the only way to remain in business."

That said, one element from Strictly Rhythm's old business model will remain intact for Pizarro and Launch. "I'll handle the A&R, and Mark will take care of the business affairs," Pizarro says. "Sound familiar?"

It should. Throughout the '90s, Strictly Rhythm provided DJs and enthusiasts with a non-stop sched-



YZARRO: LOOKING FOR ALL STYLES OF DANCE

ule of 12-inch vinyl singles. Many were international hits, including Ultra Naté's "Free" and Reel 2 Real Featuring the Mad Stuntman's "I Like to Move It." Along the way, Pizarro discovered, nurtured and guided the careers of such globally recognized DJs/producers as Roger Sanchez, Erick Morillo, Armand van Helden and others.

After numerous hits—and misses —Strictly Rhythm created a 50/50 worldwide joint venture with Warner Music Group (*Billboard*, Dec. 16, 2000). Two years later, the New Yorkbased independent ceased operations (*Billboard*, Oct. 12, 2002).

Finkelstein remains in litigation with Warner Music Group. According to Finkelstein, the lawsuit involves disputes arising out of the formation and operation of the joint venture between Strictly Rhythm and Warner.

At the end of 2002, Finkelstein opened the doors to Think Fink (Beat Box, *Billboard*, Dec. 21, 2002). He currently manages the repertoire of several DJs/producers, including Lee Cabrerra and John Kano.

Last year, Finkelstein says he secured more than 20 licensing deals (encompassing singles and compilations) for Cabrerra's crossover hit "Shake It."

In addition to managing repertoire, Finkelstein also handles subpublishing deals in the U.S. for such labels as Italian dance imprint Energy.

Since Strictly Rhythm's closing, Pizarro says she has spent time "reevaluating things, figuring out where I'm headed and what I need to get there."

Eschewing the label route—particularly because of the expenses it would entail and incur—Pizarro focused on her A&R abilities.

Today's dance music business is in licensing, Pizarro notes. And while today's licensing fees are definitely lower than during the late-'90s licensing frenzy, "with less overhead, you need less in return," she adds.

Pizarro also stresses the importance of utilizing legitimate digital download services, which she and Finkelstein firmly believe are replacing the 12-inch vinyl store.

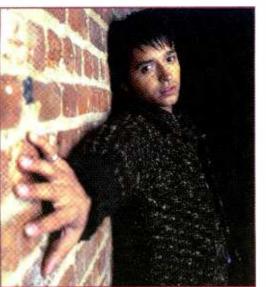
Of course, recent sales figures from digital download sites point to a rosy future for singles sales. And because dance music is predominantly a singles-oriented genre, the coming months could be an extremely exciting and lucrative time for those in the dance/electronic trenches.

"There is, and always will be, a need for dance music," Finkelstein says. "The genre will come back really strong within the next three years. Digital downloads will show the way."

## TV's Queer Guy Opts For The Musical Life

Jai Rodriguez, the culture maven of Bravo/NBC hit reality series "Queer Eye for the Straight Guy," is in the studio recording his debut album. If initial tracks are any indication, the full-length will encompass dance ("Love Is Good"), R&B ("Back to L.A.") and pop ("Shining Star"). And don't fret, Rodriguez can sing.

Prior to "Queer Eye," he spent time on Broadway and off-Broad-



RODRIGUEZ: 'I WANT TO BE KNOWN AS A PERFORMER'

way, performing in "Rent" and "Zanna, Don't!" respectively. Last March, Arrive at Eleven Productions issued "Love Is Good."

The track became a favorite in New York, prompting a performance by Rodriguez at the Roxy club. Then came "Queer Eye."

"I had been trucking along quite well before 'Queer Eye,'" Rodriguez says. "And while it's been a huge vehicle for me and I love working on it, I

want to be known as a performer, not solely as 'the culture guy.' "

Rodriguez says he wants the album to be complete by June. Until then, he'll continue recording, taping episodes of "Queer Eye" and shopping for a label deal.

"A few years ago, I never would have thought that a 24year-old gay man could have a chance in the world of music," he says. But the times have changed. Now, anything is possible."

### BEBEL BAUBLE: Fans

of **Bebel Gilberto's** genre-bending "Tanto Tempo" will be happy to learn that the Brazilian artist is putting the finishing touches on her followup disc, which continues to bridge the gap between electronic and jazz (see Jazz Notes, page 15).

Scheduled to arrive in spring,

the new Ziriguiboom/Six Degrees

Janeiro and New York and mixed

in London-finds Gilberto work-

album-recorded in Rio de

ing with producers Marius

DeVries (Björk, Rufus Wain-

wright), Guy Sigsworth (Seal, Britney Spears) and Pascal

Gabriel (Kylie Minogue, Dido).

COMFORT ZONE: Three years ago,

writer Astrid Suryanto crafted a

rough demo using audio software

that she had downloaded for free

(Love)," ended up in the hands of

Indonesian-born singer/song-

The song, "You Give Me

from the Internet.



\_\_\_\_\_

Swedish deep house producer Jonathan Axelsson (aka J. Axel), who added his own musical sensibilities to the track. Brooklynbased label Statra Recordings released the track in 2002.

Suryanto followed this with a collaboration with **Morgan Page** and **Gregory Shiff** ("All I Know" for Bedrock U.K.). Statra will issue her new single, the breath-takingly beautiful "Rainwater"—which was produced by the singer and **Victor Calderone** (with additional production by **Dave Micalizzi**)—Feb. 17.

In a surprising and most welcome turn, "Rainwater" finds Calderone eschewing his fondness for all things tribal. Here, Calderone mesmerizes with chilled-out house grooves and melancholic piano tinklings. Such a lush foundation provides the postcard-perfect foundation for Suryanto's sweet, yearning vocals.

"Rainwater" precedes the artist's debut album, due later this year. By the way, for those that absolutely need Calderone's signature tribalisms, a Calderone remix is included on the CD.

### CH-CH-CHANGES: Gladys

**Pizarro**, formerly of Strictly Rhythm Records, is opening the doors to new production company Launch (see story, above). She can be reached at 212-844-9400 or launchentinc@aol.com.

**TRACK OF THE WEEK:** The Machine Head rerub of "I Need More Love" by **Robert Randolph & the Family Band**. Remixers **Jason Bentley & Smitty's** have concocted a bootylicious atmosphere—one that is equal parts jam band and Sundaymorning revival, replete with soulful vocals, powerful handclaps and roof-raising rhythms. The original version appears on the act's 2003 Dare/Warner Bros. album "Unclassified."

www.billboard.com

15		UAR 2004		HOT DANCE	JA
Bi	lb	$\infty$	arc	SINGLES SALES.	Bi
THIS WFFK	LAST WEEK	2 WKS. AGO	WKS. UN	Sales data compiled by Nielsen SoundScan INPRINT & NUMBER/DISTRIBUTING LABEL	THIS WEEK
1	1	1	10	学習意 NUMBER 1 き営業 4 Weeks At Number 1 ME AGAINST THE MUSIC UNSTRICT/OMBA の  の	1
2	2	2	5		2
3	3	4	19	(THERE'S GOTTA BE) MORE TO LIFE Stacie Orrico 🖙	3
4	4	3	18	RUBBERNECKIN' (PAUL OAKENFOLD REMIX) Elvis Presley BMG STRAFEGIC MARKETINGRACA 54218/RMG 🏵 🕶	4
5	5	5	7	BREATHE (REMIXES) Michelle Branch 🖙	5
6	6	6	17	SYMPATHY FOR THE DEVIL (REMIXES) The Rolling Stones 😪	6
7	9	13	4	BORN TOO SLOW The Crystal Method	7
8	RE-E	NTRY	6	LIMBO ROCK (REMIXES) Chubby C & 0D Featuring Inner Circle 😪	8
9	7	10	27	THE DISTRICT SLEEPS ALONE TONIGHT The Postal Service 😪	9
10	11	11	26	OFFICIALLY MISSING YOU (REMIXES) Tamia 😪	10
11	13	14	9	YOU PROMISED ME (TU ES FOUTU) In-Grid BENZ STREET/WAAKD 75434/ZYX 😨 🐨	11
12	10	8	10	HAREM (REMIXES) Sarah Brightman	12
13	8	7	25	I'M GLAD (REMIXES) Jennifer Lopez ♀ EPIC 79952/SDNY MUSIC ④ ❶	13
14	17	17	5	ROCK YOUR BODY, ROCK Ferry Corsten	14
15	14	12	27	HOLLYWOOD (REMIXES) MAVERICK 42638/WARNER BROS 🐼 🖸	115
15	19	19	16	TIME OF OUR LIVES/CONNECTED     Paul Van Dyk Featuring Vega 4 %       MUTE 9225 The	116
17	16	15	49	THROUGH THE RAIN (HEX HECTOR/MAC QUAYLE REMIX) Mariah Carey 😪	17
18	15	18	18	PAVEMENT CRACKS (REMIXES) Annie Lennox	18
19	23	21	8	A TOAST TO MEN (F**K THE MEN) Willa Ford Featuring May 😪	19
20	21	20	13	WAITING FOR YOU (REMIXES) Seal 😪	20
21	18	22	-6	FLY AGAIN Kristine W 😪	21
22	12	9	32	STUCK (THUNDERPUSS REMIX) Stacie Orrico 😪	22
23	22	-	9	HYPNOTISED Paul Oakenfold	23
24	RE-E	NTRY	3	SLOW Kylie Minogue 😪	24
23	RE-E	NTRY	29	NOTHING BUT YOU Paul Van Dyk Featuring Hemstock & Jennings 🖙	25

ANCE	
<b>AIRPLAY</b>	ard <sup>®</sup> <b>RADIC</b>
Nielsen Broadcast Data Systems Artist	Airplay compiled by
	A SOMETHING HAPPENED ON TH
e Roc Project Featuring Tina Arena	the second se
OutKast	HEY YA!
Despina Vandi	GIA ULTRA
Lasgo	ALONE ROBBINS
Kelis	MILKSHAKE STAR TRAK/ARISTA
Beyonce Featuring Sean Paul	1 BABY BOY COLUMBIA
No Doubt	7 IT'S MY LIFE INTERSCOPE
EL LOVE) Laava	WHEREVER YOU ARE (I F
Celia Cruz	7 RIE Y LLORA
Daniel Bedingfield	IF YOU'RE NOT THE ONE
Justin Timberlake	BOCK YOUR BODY
FOUTU) In-Grid	6 YOU PROMISED ME (TU E BENZ STREET/WAAK0/ZYX
ETTER) Widelife With Simone Denny	ALL THINGS (JUST KEEP GETTING
Dannii Minogue	I BEGIN TO WONDER
Donna Summer	B YOU'RE SO BEAUTIFUL
Seal	WAITING FOR YOU
Kylie Minogue	3 SLOW CAPITOL
Milky	4 JUST THE WAY YOU ARE
Amuka Featuring Sheila Brody	1 APPRECIATE ME STAR 69
iio	3 AT THE END MADE
Motorcycle	AS THE RUSH COMES
Beyonce Featuring Jay-Z	CRAZY IN LOVE
Drunkenmunky	2 E ULTRA
Deepest Blue	DEEPEST BLUE

THIS WEEK	LAST WEEK	WEEKS ON	Sales data compiled by Nielsen SoundScan ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL
1	1	4	●営業 NUMBER 1 学習後 4 Weeks At Number SARAH MCLACHLAN Remixer NettWerk SørøsJARISTA
2	3	40	THE POSTAL SERVICE Give U SUB POP 595 [M]
3	2	13	MARIAH CAREY The Remixe
4	5	15	ENIGMA Voyage
5	4	8	LOUIE DEVITO DE VEE COORMUSICRAMA N.Y.C. Underground Party
6	6	12	BASEMENT JAXX Kish Kas XL 93878/JASTRALWERKS [H]
7	7	10	THE HAPPY BOYS Dance Party (Like It's 2004 ROBBINS 75041 [H]
8	8	15	THE CHEMICAL BROTHERS REESTVLE DUST/ASTRAL/VERKS \$2714 "VIRGIN Singles '93 - '0
9	10	20	VARIOUS ARTISTS Verve//Remixed
10	9	20	LOUIE DEVITO Louie DeVito Presents: Ultra.Dance 0
11	14	14	PRAFUL One Day Dee
12	12	15	PAUL OAKENFOLD Perfecto Presents Great Wa
13	13	8	VARIOUS ARTISTS Ministry Of Sound: The Annual 200
14	11	8	MOBY 18: B Sides + DV
15	19	5	MIKE RIZZO WEBSTER HALL NYC 35 Webster Hall's New York Dance CD V.
16	18	24	THE HAPPY BOYS Trance Party (Volume Three Part
17	21	8	UNDERWORLD Underworld 1992-200
18	17	23	BT Emotional Technolog
19	15	14	PAUL VAN DYK Reflection
20	20	17	BOND Bond: Remixe Bond: Remixe
21	16	39	VARIOUS ARTISTS 30th Anniversary Collection: Ultimate Disc
22	22	23	BJORK Greatest Hit
23	24	6	KINKY Atla:
24	RE-E	NTRY	THIEVERY CORPORATION The Richest Man In Babylo EIGHTEENTH STREET LOUNGE DBO" [H]
25	25	12	STEPHANE POMPOUGNAC Hotel Costes V: PSCHENT/WAGRAM 28936/MSI

### Is The prices marked EQ, and all other CD prices, are equivalent prices. Which are projected from wholesale prices [Im] not called space of present reastseever rule. This and valuables media, inc. And injunity teserver. JANUARY 24 2004 тм ¥ 8

JANUARY 24

THIS WEFK LAST WEEE 2 WKS. AG WKS. UN	TITLE IMPRINT & NUMBER/PROMOTION LABEL Artist	THIS WEE	LAST WEE 2 WKS. AG	WKS. ON	TITLE IMPRINT & NUMBERIOISTRIBUTING LABEL Artist
	学習家 NUMBER 1 学習家 1 Week At Number 1	26	28 34	6	1000 YEARS TOMMY BOY SILVER LABEL 2430/TOMMY BOY Arthur Baker Featuring Astrid Williamson
1 2 3 11	STONED (DEEP DISH REMIX) ARISTA 56070 Dido	27	17 14	12	NOBODY KNOWS ME (P. RAUHOFER, ABOVE & BEYOND, MOUNT SIMS MIXES) MANERICK ABARAMARER BROS MAdonna
2 4 7 10	WONDERFUL (S. KLEINENBERG & D. AUDE MIXES) JPROMOREMG Annie Lennox	28	24 12	11	BABY, I'M IN LOVE (BORIS & BECK, NORTY COTTO MIXES) EMILATIN 38872/VIRGIN Thalia
3 8 13 6	NOTHING FAILS (REMIXES) MAVERICK 42582/WARNER BROS Madonna	29	31 38	5	KISS MY EYES STAR BE 1273 Bob Sinclair
4 6 8 10	ADDICTED (REMIXES) INTERSCOPE PROMO Enrique Iglesias 🗫	30	29 3	5	ROCK YOUR BODY, ROCK MOONSHINE 88492 Ferry Corsten
5 1 2 10	A THOUSAND BEAUTIFUL THINGS (RAUHOFER, G&D, BIMBO JONES) JPROMORMS Annie Lennox	31	35 43	3	HARU (WIDELIFE MIX) ROMANN PROMO Haru
6 11 16 7	BREATHE (REMIXES) MAVERICK 42889/WARNER/BROS. Michelle Branch 🖙	32	34 40	5	ONENESS (FRED JORIO REMIXES) NAIMAD 001 Damian Featuring Sasha Lazard
<b>7</b> 12 15 8	FALLEN (REMIXES) ARISTA PROMO Sarah McLachlan 😪	33	23 1	13	WAITING FOR YOU (THICK DICK, PASSENGERZ, 29 PALMS, D. CARTER) WARNER BROS. 42556 Seal 😪
8 3 4 11	LUCKY STAR XL 38878 ASTRALWERKS Basement Jaxx Featuring Dizzee Rascal	34	46 —	2	FACE TO FACE VIRGIM PROMO Daft Punk
9 16 22 6	FAKE SIMPLYRED.COM PROMO/RED INK Simply Red	35	40 45	3	INTO THE LIGHT LIQUEFACTION PROMO Cause And Effect
10 15 21 6	GIVE IT UP ROBBINS 72099 Kevin Aviance	36	42 -	2	SLIPPIN' AWAY NOSTALSIC 20001 Sweet Rains
<b>11</b> 7 9 10	RELEASE ME (RAUHOFER, MORRIS, CRUZ & BAGZ, MIDNIGHT SOCIETY) STAR 66 1270 Industry	37	33 30	9	FOREVER MIAOREAMWORLC 005 Mia
12 14 19 3	THE HURTING DEE VEE COT Mac Quayle Featuring Donna Delory	38	36 35	7	RIE Y LLORA (THE REMIXES) SONY DISCOS PROMO Celia Cruz
13 9 5 10	ME AGAINST THE MUSIC JIVE 57757 Britney Spears Featuring Madonna 😪		1.2		新作 HOT SHOT DEBUT 新作
14 10 1 13	ARE YOU READY FOR LOVE SOUTHERN FRIED 1177/ULTRA Elton John	39	NEW	1	BORN TOO SLOW (E. MORILLO, DEEPSKY, & NUBREED MIXES) V2SUBUSA OREGUBLIMINAL The Crystal Method
<b>15</b> 18 23 8	WALK ON BY DAYLIGHT PROMOZEPIC Cyndi Lauper	40	25 20	14	I'M WAITING VISH PROMO Aubrey Vs. Johnny Vicious
15 22 26 6	SLOW CAPITOL 53362 Kylie Minogue 😪	41	NEW	1	SIGH NCODED PROMO/RENDEZVOUS Praful
7 5 6 12	YOU'RE SO BEAUTIFUL MERCURY PROMOJUTV Donna Summer	42	41 36	9	BEAUTIFUL OUTSIDE (MINGE BINGE & E-SMOOVE MIXES) MEAN RED PROMO Velocity Code
<b>3</b> 20 24 <b>7</b>	GET IT OFF (THAT KID CHRIS REMIX) JPROMORMIG Monica	43	NEW	1	GIA ULTRA 1187 Despina Vandi 🖙
9 26 29 5	JUST A LITTLE MORE LOVE ASTRALWERKS 47592 David Guetta Featuring Chris Willis	44	NEW	1	POWERLESS (SAY WHAT YOU WANT) [WIDELIFE, JUNIOR, & CHAB MIXES] OREAMMORKS PROMO Nelly Furtado 🖘
27 33 5	BORN SLIPPY NUXX (P. OAKENFOLD & R. SMITH MIXES) JB0 27802/V2 Underworld	45	NEW	1	DEJA VU (IT'S HARD TO BELIEVE) TOMMY BOY SILVER LABEL 2455/TOMMY BOY The Roc Project Featuring Tina Novak
<b>1</b> 13 10 <b>13</b>	BELIEVE TOMMY BOY SILVER LABEL 2431/TOMMY BOY Murk	46	45 44	8	YOU GOT ME ACT 2 007 Giovanna
22 30 41 3	BURNING BENZ STREET/EPISODE 1253WAAKO Robbie Rivera & Axwell Feat. Suzan Brittan	47	32 28	12	GUAJIRA (ROGER SANCHEZ REMIX) UNIVERSAL LATINO PROMO Emmanuel
	🕸 POWER PICK 🏶	48	48 49	7	AS THE RUSH COMES ULTRA 1192 Motorcycle
23 37 — 2	ME, MYSELF AND I (JUNIOR'S REMIX) COLUMBIA PROMO Beyonce 🖙	49	39 31	16	FLY AGAIN (K&S PROJECT, R. ROSARIO, SCUMFROG, J. VASQUEZ MIXES) TOMMY BOYSIVER LABEL 2420 TOMMY BOY
4 19 17 14	MILKSHAKE (X-PRESS 2 & DJ ZINC MIXES) STAR TRAK PROMO/ARISTA Kelis 😪	50	38 25	16	MY LOVE IS ALWAYS UNCOMMON TRAX 003 Saffron Hill
25 21 18 <b>11</b>	DO U GOT FUNK? UNCOMMON TRAX 002 Big Bang Theory			-	

BILLBOARD JANUARY 24, 2004

## Music Country

## Set Recognizes Nashville's R&B Past

### **BY JIM BESSMAN**

NASHVILLE—Nashville's central position in country music history is a given, but its place in the annals of R&B is underappreciated.

Now, however, none other than the Country Music Hall of Fame and Museum is celebrating Music City's considerable contributions to the genre with the Feb. 24 release of "Night Train to Nashville: Music City Rhythm & Blues, 1945-1970" on CMF Records.

The two-disc set will be distributed through Lost Highway/Universal. It complements the Country Music Hall of Fame's exhibit of the same name, which is slated to open March 15. The 18-month schedule of public programs includes concerts, panel discussions, lectures and films.

"A single CD just wouldn't do it," Country Music Hall of Fame special projects director Kira Florita says.

She notes that the recordings were culled from more than 20 labels including Bullet, Nashville's first notable independent record company, and Excello, Music City's most important R&B label. The titles were recorded mostly in Nashville but also include outside recordings, such as Nashville native Bobby Hebb's 1966 pop smash "Sunny," which he cut in his thenhome base of New York.

### OUT-OF-TOWN ARTISTS

Other major artists from out of town are also featured on such local recordings as Etta James' 1963 version of Ray Charles' hit "What'd I Say," taped live at R&B nightspot the New Era Club, and Esquerita's 1958 Capitol recording of "Rockin' the Joint." Esquerita fan Little Richard is present with his 1956 Royal Crown Hairdressing spot for one-time Nashville R&B AM radio powerhouse WLAC.

As music critic Ron Wynn points out in his liner-note essay, Nashville's historic importance to African-American music has heretofore been relegated to awareness of the Fisk Jubilee Singers, early Grand Ole Opry star DeFord Bailey and country music legend Charley Pride.

But "Night Train to Nashville" brings to the fore such under-recognized local artists as Cecil Gant, whose 'Nashville Jumps" (1946) initiated Bullet's "sepia" line of early recordings from the likes of B.B. King, Wynonie Harris and Rufus Thomas; New Era Club house band Kid King's Combo, whose cuts like "Skip's Boogie" (1953) shaped the Excello label sound; Arthur Gunter, whose self-penned 1954 Excello hit "Baby Let's Play House" was covered that year by Elvis Presley at Sun for his first chart single; and Christine Kittrell, who recorded for the Tennessee/Republic Records family and whose included songs "L&N Special" (1953) and "Sittin' Here Drinking' (1952) place her in the company of R&B greats James and Ruth Brown.

Brown, meanwhile, is represented with a 1962 Nashville remake of her 1953 chart-topper "Mama, He Treats Your Daughter Mean," produced by Shelby Singleton and starring country legends Jerry Kennedy on guitar and Ray Stevens on piano. Arthur Alexander's 1962 hit "Anna (Go to Him)"—recorded with famed Nashville session musicians Charlie McCoy, Hargus "Pig" Robbins, Kenneth Buttrey and the Anita Kerr Singers—was soon covered by the Beatles, while Gene Allison's 1957 hit "You Can Make It If You Try" was later covered by the Rolling Stones.

Robert Knight's 1967 hit "Everlasting Love" was arranged and produced by its writers Buzz Cason and Mac Gayden and later covered by U2 and Gloria Estefan. Joe Simon's 1969 R&B and pop hit "The Chokin' Kind" was previously Waylon Jennings' Harlan Howard-penned country hit; also that year, New Orleans R&B ace Johnny Adams' biggest hit, "Reconsider Me," was produced by Singleton, again with Kennedy on guitar.



"We originally called it 'The Lost History of Nashville R&B,' "Florita says, "because people know very little about what went on here in R&B. But it was a very vibrant scene, and Nashville's role was integral to R&B in the South. And obviously, there was a connection with the country music industry. So many musicians, songwriters and studio session players and producers who worked on R&B records went on to become legends in country music—and vice versa."

Country Music Hall of Fame associate director of museum services Michael Gray co-produced the set and also contributed liner notes. He further delineates Nashville's country/ R&B relationship.

"Beginning in the late '40s and into the '50s and '60s, Nashville was a real hotbed for R&B," he says. "That's overshadowed by Nashville's identification today with country music, but to fully appreciate its rise as the capital of country music, you need to look at the context within which that emergence took place and the important role of R&B in Nashville becoming a recording center."

Gray also cites the "A-Team players" associated with Nashville's country music sessions who graced many of its R&B recordings and holds up Hebb's story as particularly illustrative of the intersecting genres.

"The whole Hebb family was one of the most famous musical families in Nashville in terms of R&B," Gray says, noting that Bobby performed as a youngster with his older brother Harold in a tap-dance revue at the Bijou Theater before playing spoons, singing and dancing in Roy Acuff's band in the early '50s.

"I was singing standards on [legendary Nashville Sound producer] Owen Bradley's [local variety] TV show every week, and Roy saw me and liked my act," Hebb recalls, noting that Acuff had previously employed Bailey.

"I sang hits of the time, including [Hank Williams'] 'Cold Cold Heart': I remember Hank telling me to keep on singing it—and believe it or not, I just recorded it in Germany last year. But country music in those days leaned a little closer to gospel: [Pioneering gospel composer] Thomas Dorsey wrote 'Peace in the Valley'—which his friend Red Foley recorded—and Nashville was a more experimental city at that particular time."

### WIDESPREAD PROMOTION

As the "Night Train to Nashville" set precedes the museum's exhibit, the Hall of Fame is using it to generate advance press. "The city of Nashville and the Convention and Visitors Bureau will be investing \$400,000 to market the exhibit regionally, and the CDs will be mentioned everywhere," Florita says, announcing a "strong" local print/radio media buy along with an "aggressive" outdoor billboard campaign together with bus benches and wraps.

"We're working on a media sponsorship and local, regional and national promotions with partners including the Grand Ole Opry and CMT," she adds. "We're exploring new opportunities with BET and others and will have an aggressive online promotional presence."

Co-promotions with Lost Highway are still being finalized, Florita says. "They'll utilize a point-of-purchase version of an art poster we've created for sale," she notes, "and they'll obviously try to engage the indie [retail] coalitions, especially in strong R&B markets."

In-store promotions and performances are also being planned for the museum's store, Florita says, and possibly at the local Tower Records outlets, "if we can do them without competing."

"Night Train to Nashville" is not CMF Records' first foray into black music. In 1998, the label, through Warner Bros., issued the three-CD anthology "From Where I Stand: The Black Experience in Country Music."

## 15 Years Later, Randy Owen Still Cares

This month marks the 15th anniversary of Country Cares for St. Jude Kids, a national fundraising program for St. Jude Children's Research Hospital in Memphis.

The country music industry has raised more than \$200 million for St. Jude since **Randy Owen** of the group **Alabama** founded the Country Cares program in 1989. St. Jude has been embraced by more than 200 country radio stations, nearly every country record label and scores of

artists and industry executives as their charity of choice. A meeting with actor and St.

Jude founder **Danny Thomas** inspired Owen to launch Country Cares. Thomas persuaded Owen to carry on his work raising money to help the hospital research diseases and treat children with catastrophic illnesses.

> "Danny mentioned to me he was an old man and he was tired," Owen recalls. "I think a lot of this was God's way of using me. He knew he had a willing servant to do that. He had one in Danny Thomas [too], and what a wonderful legacy." Early on, Owen was

a bit reluctant to use his leverage as the lead singer of a superstar country act to generate support for Country Cares at radio. He thought that "as an artist. I can't really lean on these people too much, because I don't want to make them mad," he says. "I finally made up my mind that we put the kids first and what I do with Alabama is second. That's the way I've done it since the

time I made that decision. I'm sure our career suffered a little bit because of that in some cases, but I never did." The work

strikes a personal chord for Owen. In junior high school he

became very ill, but he didn't go to a doctor because his family couldn't afford it. That memory is among the things that helped Owen make a connection with a hospital where patients' families are never asked to pay beyond what any insurance they have may cover.

"That always stuck with me," Owen says. "The thought of being



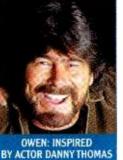
a child and not being able to afford the care that is out there."

He says his involvement with Country Cares has "made my life richer. It has made my heart different." **ON THE ROW:** Arista Nashville artist **Brad Paisley** has signed with Fitzgerald-Hartley for personal management. He previously was repped by **Jimmy Gilmer** of JAG Management in Nashville.

**Cindy Wunsch** has closed her Nashville artist management firm to return to school to pursue a master's degree in education. She had represented Lyric Street group **Shedaisy**, which now shifts to new manager **Scott Welch** at Nashvillebased Mosaic Media Group.

**Dolly Parton** will host the CMT Flameworthy 2004 Video Music Awards set for April 21 in Nashville. **Shania Twain** will perform on the show, set to be telecast live on CMT from 8 p.m.-10 p.m. (ET).

Phyllis Stark is on the industry advisory board for St. Jude Children's Research Hospital.



Y ACTOR DANNY THOMAS

JANI 2	UA 200		Billboard® TOP COUN			R	Y	7	ALBUMS	
LAST WEEK	2 WKS. AGO		Sales data compiled by S Nielsen SoundScan Title	PEAK	THIS WEEK	LAST WEEK	2 WKS. AGO		ARTIST Title	e
			学校: NUMBER 1 学校: 10 Weeks At Number 1		38		64	4	RON WHITE Drunk In Public	c
1	1	10	TOBY KEITH▲ <sup>2</sup> Shock'n Y'all	1	39	35	27	16	PARALLEU/HIP-0 001582/UME (12.58 CD) [H] VARIOUS ARTISTS Totally Country Vol. 3	3
2	2	2	OREAMWORKS 450435/INTERSCOPE (12.38/18.38) ALAN JACKSON ▲ <sup>2</sup> Greatest Hits Volume II And Some Other Stuff	1	40	42	41	16	WARNER BROS/BING/CURB/SONY MUSIC 73955/WARNER STRATEGIC MARKETING (18 98 CD) EMMYLOU HARRIS Stumble Into Grace	9
4	4	60	ARISTA NASHVILLE 53097/RLG (12.94/19.98)           SHANIA TWAIN ● <sup>™</sup>	1	41	40	48	29	NONESUCH 79805/AG (18.98 CD) JIMMY WAYNE Jimmy Wayne	9
6	6		MERCURY 170314/UMGN (12.98 C0) TOBY KEITH ▲ <sup>3</sup> Unleashed	1	42	39	35	14	DREAMWORKS 450355/INTERSCOPE (17.98 CD) ALABAMA The American Farewell Tour	r
8	17	7	JOSH TURNER	5	43	48	46	94	RCA 54371/RLG (14.98 CD) GEORGE STRAIT  The Best Of George Strait: 20th Century Masters The Millennium Collection	1
5	3		MCA NASHVILLE 000974/UM6N (4 98/9 98) [H] DIXIE CHICKS • Top Of The World Tour Live	3			-	-		1
3	5	;	MONUMENT/COLIMBIA 90794/SONY MUSIC (19 98 ED CD) MARTINA MCBRIDE  Martina	1	44	75	72		VARIOUS ARTISTS Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume One	e
7	7		RCA 54207/RLG (11.98/18.98)       LEANN RIMES •       Greatest Hits	3	45	37	39	18	GAITHER MUSIC 42459 (18:98 CD) VARIOUS ARTISTS CMT Presents: Most Wanted, Volume 1	ī
12	1	1 3	CURB 78829 (18 99 CD) TRACE ADKINS Comin' On Strong	3	46	41	43	18	CAPITOL \$3165 (18.58 CD) LYLE LOVETT My Baby Don't Tolerate	3
9	8	63	CAPITOL 40517 [12:98/18:98]  RASCAL FLATTS ▲ Melt	1	47	44	38	58	CURB 001162*/LOST HIGHWAY (12.98 CD) JOHNNY CASH The Essential Johnny Cash	1
21	29	9 4	LYRIC STREET 165031/HOLLYWOOD 112 98/18.98} ALAN JACKSON ▲ <sup>2</sup> Greatest Hits Volume II	11	48	47	40	19	LEGACY/COLUMBIA 88239(SONY MUSIC (17:38 EQ/24:38) JEFF FOXWORTHY The Best Of Jeff Foxworthy: Double Wide, Single Minded	ł
11	10	0 62	ARISTA NASHVILLE 54860/RLG (18 98 CD) JOHNNY CASH  A Merican IV: The Man Comes Around	2	49	49	44	72	WARNER BROS. 73903/RHINO 18 99 C0/DVDI	
13	9	90	AMERICAN 053339 'LLOST HIGHWAY (12.98 CD) KENNY CHESNEY A <sup>3</sup> No Shoes, No Shirt, No Problems	1	50	70		7	MONUMENT/COLUMBIA 86840*/SONY MUSIC (12 98 EQ/18.98)	_
14		B 66	BNA 67039/RLG (12:98/18:98) Golden Road	3	51	50		30	AMERICAN 001679/L05T HIGHWAY (79.98 CD) TOBY KEITH The Best Of Toby Keith: 20th Century Masters The Millennium Collection	
15			CAPITOL 32966 ft0 98/16 98/1 TIM MCGRAW ▲ <sup>2</sup> Tim McGraw And The Dancehall Doctors	2	52		53		BILL ENGVALL Here's Your Sign: Reloaded	_
10			CURB 78746 (12,98/18,98)	-	52	51	55		VARICE ARGS. 48534/VRN (18.98 CO) VARIOUS ARTISTS Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume Two	_
31	37	,	S GREATEST GAINER S VARIOUS ARTISTS Just Because I'm A Woman: Songs Of Dolly Parton	6	54	53	50		AATHER MUSIC 42460 (189 JG) Did Gatther Presents. A Gosper Didegrass nomeconning Volume two HANK WILLIAMS JR. I'm One Of You	
	20		SUGAR HILL 3980 (17.98 CO)	2	55	59	57	_	VARIOUS ARTISTS Classic Country: Queens Of Country	
10	-		GARY ALLAN See If I Care	2	56	65	74		VINIVERSAL MUSIC SPECIAL MARKETS 18949/TIME LIFE (18.98 CD) VARIOUS ARTISTS Livin' Lovin' Losin': Songs Of The Louvin Brothers	_
		-	BROOKS & DUNN  Red Dirt Road ARISTA NASHVILLE 57070/RLG (12.98/18.96)		57	52			JOHN MICHAEL MONTGOMERY The Very Best Of John Michael Montgomery	
23			ELVIS PRESLEY A ELVIS: 30 #1 Hits		58		50		RANDY TRAVIS  Rise And Shine Rise An	_
22		10.0	BRAD PAISLEY Mud On The Tires		59	67			WORD-CURB 86236/WARNER BRDS. [11.98/18.98]	
16	1		REBA MCENTIRE Room To Breathe	4			71		MERCURY 170325/UMGN [11.98/18.98]	
18	1	191	LONESTAR •         From There To Here: Greatest Hits           BNA 67076/RLG (12:99/18:98)         From There To Here: Greatest Hits	1	60	60		1.5	DIAMOND RIO  Completely ARISTA NASKVILLE 87049/RLG (11 98/17 98)	
20		121	MONTGOMERY GENTRY  My Town COLUMBIA 86520/SONY MUSIC (11:38 EQ17.38)	3	61	54			WILLIE NELSON The Essential Willie Neston LEGAC/VCDLUMBIA defaultion MUSIC (25.98 EQ.CD)	
	24	4	DIERKS BENTLEY CAPITOL 39814 (12 98/18.98) Dierks Bentley	4	62		67	18	PATTY LOVELESS On Your Way Home EPIC 08520/SONY MUSIC (11 98 EQ/18.98)	_
30			SOUNDTRACK Blue Collar Comedy Tour: The Movie WARNER BROS. 48424/WRN (18.98 CD)	25	63		58	74)	NICKEL CREEK  This Side SUGAR HILL 341 (18.98 CO)	
25	30	0	TRACE ADKINS CAPITOL 81512(10.98/18.98) Greatest Hits Collection, Volume I	1	64	62	-	23	WYNONNA What The World Needs Now Is Love CURB 78811 (12 38/18 98)	_
24	2:	3 41	CHRIS CAGLE  CAPITOL 40516 (11 98/18 98) Chris Cagle	1	65	61	66		RODNEY CARRINGTON Nut Sack	
26	20	6 0	RANDY TRAVIS Worship & Faith Worship & Faith	9	66	NE B		-	DOLLY PARTON Ultimate Dolly Parton RCA/BMG HERITAGE 52008/RLG (18.98 CD)	
28	3.	1 62	ALISON KRAUSS + UNION STATION ▲ Live	9	67	1.01	anar Mari	8	RODNEY CROWELL Fate's Right Hand DM2/EPIC 89082/SDNY MUSIC (12 98 EQ CD) [H]	
29	34	4 73	JOE NICHOLS  Man With A Memory UNIVERSAL SOUTH 170285 (8 98/12 98) [M]	9	68	71	-	•	RODNEY ATKINS CURB 78745 (18:98 CD) [M]	
27	25	5 26	PAT GREEN Wave On Wave Republic 000562/UNIVERSAL SOUTH (8.58/12.58)	2	69	58	65	38	DARRYL WORLEY  Have You Forgotten? Have You Forgotten?	
. NEW	ENTR	v 21	BERING STRAIT Bering Strait UNIVERSAL SOUTH 170218 (18.98 CO)	17	70	64	73	13	CLAY WALKER A Few Questions	
34	42	2 24	TRACY BYRD The Truth About Men AcA 57073/RLG (11.98/18.99)	5	71	57	62	12	MARK WILLS And The Crowd Goes Wild MERCURY 001012/UMGN (8:98/12:98)	Í
33	28	B	GEORGE STRAIT  Honkytonkville MCA NASHVILLE 000114/UMGN (8 58/12 38)	1	72	63	69	14	BILLY RAY CYRUS The Other Side WORD-CURB 86274/WARNER BROS. (18 98 CD)	
32	33	3 21	SARA EVANS Restless RCA 67074/RLG (12:98/18:98)	3	73	68	70	45	GEORGE STRAIT  For The Last Time: Live From The Astrodome MCA NASHVILLE 170319/UMGN (12.98/18.98)	Î
38	47	7 34	JO DEE MESSINA Greatest Hits CURB 78790 (18 88 CD)	1	74	RE-EN	(TRY	37	CRAIG MORGAN I Love It BROKEN BOW 77567 (13.98 CD) [M]	
36	32	2 28	BUDDY JEWELL Buddy Jewell COLUMBIA 99131/SQNY MUSIC (12.98 E0/18.98)	1	75	66	68	22	SHERRIE AUSTIN Streets Of Heaven	1

■ Albums with the greatest sales gains this week. ● Recording Industry Assn. Of America (RIAA) Certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Diamond). Numeral following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiples shipments by the number of discs and/or tapes. RIAA Lain awards: □ Certification for net shipment of 100,000 units (Dro). △ Certification of 200,000 units (Platino). ▲ 1 Certification of 400,000 units (Multi-Platinum). \* which are projected from wholesale prices. Greatest Gainer shows chart's largest unit increase. Pacesetter indicates biggest percentage growth. Heatseeker Impact shows albums removed from Heatseekers this week. [H] indicates past or present Heatseeker title. © 2004, VNU Business Media, Inc., and Nielsen SoundScan, Inc. All rights reserved.

## Billboard TOP COUNTRY CATALOG ALBURS

LAST WEE			TOTAL CHART WK	THIS WEEK	LAST WEE	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	TOTAL CHART WK
	1世に NUMBER 1 1世に	12 Weeks At Number 1	245	13	14	TOBY KEITH A <sup>2</sup> DREAMWORKS 450297/INTERSCOPE (12,98/18,98)	Pull My Chain	
		Greatest Hits	164	14	17	WILLIE NELSON A LEGACY/COLUMBIA 69322/SONY MUSIC (7.98 EQ/11.98)	16 Biggest Hits	278
		Greatest Hits	121	15	12	DIXIE CHICKS	Wide Open Spaces	310
		16 Biggest Hits	249	16	15	HANK WILLIAMS JR. A 5 CURB 77638 (5.98/9.98)	Greatest Hits, Vol. 1	488
		Greatest Hits	172	17	19	PATSY CLINE A 9 DECCA/MCA NASHVILLE 000012/UMGN (6.98/11.98)	12 Greatest Hits	813
5	SHANIA TWAIN 4 <sup>19</sup> MERCURY 536003/UMGN (8.98/12.98)	Come On Over	323	18	18	JOHN DENVER A MA0ACY 4750 (5 98/9 98)	The Best Of John Denver	277
		Lord, I Apologize	30	19	16	SOUNDTRACK A 3 CURB 78703 (11.98/17.98)	Coyote Ugly	174
		The Greatest Hits Collection	429	20	21	THE JUDDS • CURB 77965 (7.98/11.98)	Number One Hits	160
6	BROOKS & DUNN A <sup>3</sup> ARISTA NASHVILLE 18852/RLG (12 98/18 98)	The Greatest Hits Collection	330	21	20	GARTH BROOKS 4 <sup>15</sup> CAPITOL 97424 (19.98/26.98)	Double Live	220
10		O Brother, Where Art Thou?	162	22	22	DIXIE CHICKS 4 10 MONUMENT 69678/SONY MUSIC (12.98 EQ/18.98)	Fly	224
11	JOHNNY CASH A LEGACY/COLUMBIA 66773/SONY MUSIC (5 98 ED/9.98)	Super Hits	156	23	-		The BestSo Far	32
	TOBY KEITH A <sup>2</sup> MERCURY 558962/UMGN (8.98/12.98)	Greatest Hits Volume One	267	24	_	TIM MCGRAW A <sup>2</sup> CURB 78711 (12.98/18.98)	Set This Circus Down	124
9	RASCAL FLATTS A LYRIC STREET 165011/HOLLYWOOD (8.98/12.98) [H]	Rascal Flatts	188	25		ROY ORBISON LEGACY/MONUMENT 69738/SONY MUSIC (7.98 EQ/11.98)	16 Biggest Hits	71
	2 3 4 5 7 8 6 10 11 13	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL         Image: Source of the state of the stat	1       TIM MCGRAW ▲ <sup>4</sup> CURB 77978 (12 99/18 98)       12 Weeks At Number 1         2       MARTINA MCBRIDE ▲ <sup>2</sup> RCA 67012/RLG (12 99/18 98)       Greatest Hits         3       JOHNNY CASH ▲ LEGACY/COLUMBIA 98739/S0NY MUSIC (7 98 EQ/11 98)       Greatest Hits         4       KENNY CHESNEY ▲ <sup>2</sup> BNA 67919/RLG (12 99/18 98)       Greatest Hits         5       SHANIA TWAIN ◆ <sup>13</sup> MERCURY 530603/UMGN (6 98/12 98)       Greatest Hits         6       BROOKS & DUNN ◆ <sup>13</sup> MERCURY 530002/UMGN (6 98/12 98)       Come On Over         7       LARRY THE CABLE GUY ARK 21 80076 (11 98 0C0)       Lord, I Apologize         8       ALAN JACKSON ▲ <sup>3</sup> ARISTA NASHVILLE 18802/RLG (12 98/18 98)       The Greatest Hits Collection         6       BROOKS & DUNN ▲ <sup>3</sup> ARISTA NASHVILLE 18802/RLG (12 98/18 98)       The Greatest Hits Collection         10       SOUNDTRACK ▲ <sup>7</sup> LOST INGWARD(RY 170069/UMGN (6 98/12 98)       O Brother, Where Art Thou?         11       JOHNNY CASH ▲ LEGACY(COLUMBIA 66773/SDNY MUSIC (5 98 EQ/198)       Super Hits         13       TOBY KEITH ▲ <sup>2</sup> MERCURY 550852/UMGN (8 98/12 98)       Greatest Hits Volume One	SoundScan     Image: Constraint of the second	SoundScan     Image: SoundScan     Image: SoundScan       1     Title     Image: SoundScan     Image: SoundScan       1     JOHNNY CASH & Legacy: SoundScan SoundScan     Image: SoundScan SoundScan     Image: SoundScan SoundSc	50         SoundScan         50	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL       SoundScan       Title       P	5       SoundScan       1

Albums with the greatest sales gains this week. Catalog albums are 2-year-old titles that have fallen below No. 100 on The Billboard 200 or reissues of older albums. Total Chart Weeks column reflects combined weeks title has appeared on Top Country Albums and Top Country Catalog a Recording Industry Assn. Of America (RIAA) certification for net shipment of 1 million units (Diamond). Numeral-following Platinum or Diamond symbol incicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipment of 1 million units (Diamond). Numeral-following Platinum or Diamond symbol incicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipment of 1 million units (Diamond). Numeral-following Platinum inters LP is evailable. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. [W] indicates past Heatseeker title. © 2004, VNU Business Media, Inc., and Nielsen Sound/Scan. Inc. All rights reserved.

AL	NU. 2(	AR 204	Y 24,	Billboard <sup>®</sup> HOT COUNTR	Y		51	N		GLES & TRACKS	
THIS WELK	LAST WEEK	2 WKS. AG0	WEIKS ON	Airplay monitored by Nielsen Broadcast Data TITLE Systems Artist PRODUCER (SONGWRITER) IMPRINT & NUMBER/PROMOTION LABEL	PEAK POSITION	THIS WEEK	LAST WEEK	2 WKS. AGD	WEEKS ON	TITLE Artist PRODUCER (SONGWRITER) IMPRINT & NUMBER/PROMOTION LABEL	PEAK POSITION
				*営業 NUMBER 1 学習業 6 Weeks At Number 1		31	33	34	18	PAINT ME A BIRMINGHAM Tracy Lawrence J.STROUD (B.MODRE,G.OUFPY) DREAMWORKS ALBUM CUT	31
	1	1	nå	THERE GOES MY LIFE Kenny Chesney 😪	1	32	34	36	12	ON YOUR WAY HOME Patty Loveless 😴 Egordyur, Irisamuserin Bergi	32
2	2	2	ini.	REMEMBER WHEN Alan Jackson 😪	2	33	35	35	-17	DAYS OF OUR LIVES         James Otto           MWRIGHT (JOTTO,B.TERRY)         Image: Comparison of the com	33
3	3	3	110	YOU CAN'T TAKE THE HONKY TONK OUT OF THE GIRL (BROOKS & Dunn & ARISTA NASHVILLE ALBUM CUT ARISTA NASHVILLE ALBUM CUT	3	34	36	37	7	I CAN'T SLEEP Clay Walker JRITCHEY,CWALKER (CWALKER,CWRIGHT) RCA ALBUM CUT	34
4	5	6	21	I WANNA DO IT ALL Terri Clark 😪	4	35	37	38	13	THE FIRST CUT IS THE DEEPEST Sheryl Crow 🕫	35
5	8	12	10	AMERICAN SOLDIER Toby Keith 😪	5	36	39	39	10	NO REGRETS YET Sonya Isaacs DHUFF (S.ISAACS,D.BROWN) LYRIC STREET ALBUM CUT	36
6	9	8	13	WATCH THE WIND BLOW BY 6 GALLIMORE TMCGRAW(0.SMITH (A 0.SBORNE.0.ALTMAN) CURB ALBUM CUT	6	37	41	43	5	A GUY LIKE ME Pat Green D.MORRIS.T.BROWN (PGREEN,D.NEUHAUSER.THE PAT GREEN BANO) REPUBLIC ALBUM CUT/UNIVERSAL SOUTH	37
7	7	7	25	DRINKIN' BONE Tracy Byrd B.J.WALKER.JR., T. BYRG (C. BEATHARO,K.K.PHILLIPS) RCA ALBUM CUT	7	38	45	48		WILD WEST SHOW Big & Rich B KENNYJ.RICH,PWORLEY (B KENNYJ.RICH, B.DALY) WARNER BROS. ALBUM CUT/WRN	38
3	6	4	32	HONESTY (WRITE ME A LIST) Rodney Atkins 😪	4	39	42	44	7	THIS LOVE LeAnn Rimes D.HUFF (LRIMES,M.BEESON,J.COLLINS) ASYLUM-CURB ALBUM CUT	39
	10	11	21	LITTLE MOMENTS FROGERS (C. DUBDIS,B.P.AISLEY) ARISTA NASHVILLE ALBUM CUT	9	40	43	42	111	THAT'S A WOMAN Mark Wills C.LINDSEY,M WILLS IS 0.JONES,R RUTHERFORD) MERCURY ALBUM CUT	40
10	11	9	16	SHE'S NOT JUST A PREITY FACE Shania Twain 😪	9	41	40	41	15	HANDPRINTS ON THE WALL Kenny Rogers krogers.i.guess.i.chemay (N. Blanchard.s.P.INNES.C.PariShi DreamCatCher album Cut	40
11	4	5	22	I LOVE THIS BAR Toby Keith 😪	1	42	55	-	2	SOMEBODY Reba McEntire RMCENTIRE B CANNON, N WILSON (0. BERG. STATE A. TATE! MCA NASHVILLE ALBUM CUT	42
12	16	16	10	IN MY DAUGHTER'S EYES Martina McBride 😪 RCA ALBUM CUT RCA ALBUM CUT	12	43	44	51	5	DIDN'T ł Rachel Proctor Clindsey ik Bergsnes, B. NASH, M. POSTI BNA ALBUM CUT	43
13	15	17	23	LIOVE YOU THIS MUCH CLINDSEYJ STROUD (J WAYNEC: DUBDIS:0 SAMPSON) OD DREAMWORKS 001239	13	44	46	52	15	A YEAR AT A TIME Kevin Denney 🕫	44
14	14	14	18	HOT MAMA SJERNORICKSTBRUCE (C BEATHAROT, SHAPIRO) CAPITOL ALBUM CUT	14	45	51	-	2	HONK IF YOU HONKY TONK George Strait TBROWING, STRAIT (D. DIILLON, K.MELLONS, J. NORTHRUP) MCA NASHVILLE ALBUM CUT	45
15	12	10	25	COWBOYS LIKE US IBROWNLG STRAIT (A SMITH, B OIP IERO) George Strait O MCA NASHVILLE 001250	2					<b>◎</b> ♫៖ HOT SHOT DEBUT ◎♫៖	
16	20	20	19	PERFECT Sara Evans 😪	16	46	N	EW	3	LAST ONE STANDING Emerson Drive R.MARX (R.MARX,EWAYBILL) DREAMWORKS ALBUM CUT	46
17	18	19	27	I WISH Jo Dee Messina BGALIMORE.T.MCGRAW (TL.JAMES.E.HILL) CURB ALBUM CUT	15	47	59		2	LOCO DAvid Lee Murphy D LMURPHYK TRIBBLE (D LMURPHYK, TRIBBLE) AUDIUM ALBUM CUT	47
18	22	22	13	SWEET SOUTHERN COMFORT	18	43	48	-	4	YOU ARE CBROCK.D.S.MILLER (S.DEAN,W.NANCE.N. GORDON) BROKEN 80W AL8UM CUT	48
19	21	21	35	LONG BLACK TRAIN AIRPOWER Josh Turner 💬	19	49	49	58	13	I NEED A VACATION Rebecca Lynn Howard E GORDY.JR.J.NIEBANK IRL HOWARDJL SATCHER!	49
20	23	23	13	SPEND MY TIME Clint Black C EQUITY ALBUM CUT	20	50	1	ew:	1	FLIES ON THE BUTTER (YOU CAN'T GO HOME AGAIN) Wynonna With Naomi Judd DHUFEWYNDINA (CCANNON A: SHAMBLIN, A CUNNINGHAM) ASYLUM-CURB ALBUM CUT	50
B	25	25	8	YOU'LL THINK OF ME Keith Urban DHUFF,KURBAN (D.BROWN, TLACY,O.MATKOSKY) CAPITOL ALBUM CUT	21	51	56	-	2	DESPERATELY George Strait TBROWIN,G.STRAIT (B ROBISON,M.WAROEN) MCA NASHVILLE ALBUM CUT	51
22	26	26	10	SONGS ABOUT RAIN Gary Allan 🖙	22	52	52	59	5	I CAN ONLY IMAGINE MercyMe %	52
23	24	24	18	COOL TO BE A FOOL BROWAN (J.NICHOLS.S DEAN,W.NANCE) OU UNIVERSAL SOUTH (00137)	23	53	50	-	10	DO YOU STILL WANT TO BUY ME THAT DRINK (FRANK) Lorrie Morgan RLANDIS (BLAWSONJ MAITHEWS:R. DEAN) QUARTERBACK ALBUM CUT/IMAGE	50
24	27	27	1	GOOD LITTLE GIRLS Blue County 🖙 D.HUFFD.JOHNSON (T.SEALS,B.JONES) ASYLUM-CURB ALBUM CUT	24	54	53	-	8	I GOT A FEELIN' C.CHAMBERLAIN (B.CURRINGTON, C.CHAMBERLAIN, C.BEATHARO) MERCURY ALBUM CUT	2 53
25	28	28	24	EVERY FRIDAY AFTERNOON Craig Morgan "2" CMORGAN, PO DONNELL IN COTY J. MELTON BROKEN BOW ALBUM CUT	25	55	30	av	-	I WANNA MAKE YOU CRY Jeff Bates k BEARD.D MALLOY (K.BEARD.J BATES) RCA ALBUM CUT	55
26	29	29	14	MY LAST NAME Dierks Bentley 😴	26	56		CW.	1	98.6 DEGREES AND FALLIN' JIII King JRITCHEY, D.BASON IM.BERG.H HOWARD) BLUE DIAMOND ALBUM CUT/V-TO/NE	56
27	30	31	9	SIMPLE LIFE CAJOHNSON (CLINDSEY.H.LINDSEY.A MAYO.T.VERGES) Carolyn Dawn Johnson ANISTA NASHVILLE ALBUM CUT	27	57	60	-	8	CONSTANTLY Cross Canadian Ragweed (C Canada)	57
28	31	32	16	TEXAS PLATES Kellie Coffey DHUFF (K.COFFEY,B.JANAES) BNA ALBUM CUT	28	53	58	-	16	I'M IN LOVE WITH YOU BIIly Dean B.DEAN.L WHITE (B.DEAN.C CANNON) VIEW 2 ALBUM CUTIVIZE	52
29	38	50	- 4	MAYBERRY Rascal Flatts M.BRIGHT,M.WILLIAMS,RASCAL FLATTS (A. SMITH) LYRIC STREET ALBOW CUT	29	59	54	-		PAINT ME A BIRMINGHAM Ken Mellons KMELLONS,J.NORTHRUP (BLMOORE,G OUFFY) HOME ALBUM CUT	54
30	32	33	17	YOU'RE IN MY HEAD LREYNOLS(S, MINORJ, STEELE, CWALLIN) LYRIC STREET ALBUM CUT	30	60	1	ene i	1	TOUGHER THAN NAILS Joe Diffie LWILSONJ DIFFE (PO DDNNELLK MARVELLM T.BARNES) BROKEN 80W ALBUM CUT	60

Records showing an increase in detections over the previous week, regardless of chart movement. Compiled from a national sample of airplay supplied by Nielsen Broadcast Data Systems' radio track service, 128 Country Stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. Airpower awarded to songs appearing in the top 20 on both the BDS Airplay and Audience charts for the first time with increases in both detections and audience. Titles below the top 20 are removed from the chart after 20 weeks. 
 Videoclip availability. Catalog number is for CD Single, or Vinyl Single is unavailable.
 Or CD Single available.
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### **OP BLUEGRASS** JANUARY 24 Billboard®

THIS WEEK	AST WEEK		Sales data compiled by S Nielsen	
E.	LAS		ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL Tit	e
			※ 当 NUMBER 1 ※ 当 S9 Weeks At Number	- 1
	1	42	ALISON KRAUSS + UNION STATION A ROUNDER 610515	_
2	3	10	VARIOUS ARTISTS GAITHER MUSIC 42459 Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume On	
3	5	10	VARIOUS ARTISTS GAITHER MUSIC 42460 Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume Tw	0
6	2		NICKEL CREEK	e
5	6	261	EARL SCRUGGS/DOC WATSON/RICKY SKAGGS ROUNDER 610526 The Three Picker	rs
6	15	12	NATALIE MACMASTER ROUNDER 617056 Blueprin	nt
7	8	40	VARIOUS ARTISTS MADACY CHRISTIAN 3241/MADACY Best Of Bluegrass Gospe	el
ε	7	10	JUNE CARTER CASH DUALTONE 01142 Wildwood Flowe	er
9	10	100	THE DEL MCCOURY BAND MCCOURY MUSIC 0001/SUGAR HILL [H] It's Just The Nigh	ht
13	11	- 8	VARIOUS ARTISTS SMCMG 18940/TIME LIFE Heaven Bound: The Best Of Bluegrass Gospe	el
11	9	(2)	RHONDA VINCENT ROUNDER 610497 [H] One Step Ahea	d
12	TEI	144.94	RICKY SKAGGS & KENTUCKY THUNDER SKAGGS FAMILY/LYRIC STREET SOLOA/HOLLWWOOD [H] Live At The Charleston Music Ha	11
13	12		VARIOUS ARTISTS WARNER SPECIAL PRODUCTS 15828/TIME LIFE Bluegrass Toda	iγ
14	4	10.1	VARIOUS ARTISTS LOST HIGHWAY DOIO38/UMGN A Very Special Acoustic Christma	IS
15	13	79	VARIOUS ARTISTS UNIVERSAL SPECIAL PRODUCTS 1870//TIME LIFE Time-Life's Treasury Of Bluegras	55

## JANUARY 24 Billboard®

AST WEE	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL				WEEK		Sales data compiled by SS Nielsen		
- 1	6	- 2	1 NUMBER 1 部 59 Weeks At Number 1 ALISON KRAUSS + UNION STATION ▲ ROUNDER 610515 Live	I HIS W	LAST M	STEL CO	TITLE IMPRINT & NUMBER/DISTRIBUTING LABEL	Artist	
2 3		10	VARIOUS ARTISTS GAITHER MUSIC 42459 Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume One			-	《哲》 NUMBER 1 《哲》	5 Weeks At Number 1	
3 5	5	10	VARIOUS ARTISTS GAITHER MUSIC 42460 Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume Two		1		HURT A 2 AMERICAN 009770*/LOST HIGHWAY	Johnny Cash	
6 2	1		NICKEL CREEK      SUGAR HILL 3941	2	2	31	PICTURE  UNIVERSAL SOUTH 172274 Ki	d Rock Featuring Allison Moorer	
5 6	_	261	EARL SCRUGGS/DOC WATSON/RICKY SKAGGS ROUNGER 610526 The Three Pickers		3	-	I CAN'T TAKE YOU ANYWHERE OREAMWORKS 001581/INTERSCOPE	Scotty Emerick With Toby Keith	
6 15	_	124	NATALIE MACMASTER ROUNDER 617056 Blueprint		-				
7 8	_		VARIOUS ARTISTS MADACY CHRISTIAN 3241/MADACY Best Of Bluegrass Gospel	4	4	198	BROKENHEARTSVILLE UNIVERSAL SOUTH 000782	Joe Nichols	
ε 7	-	10	JUNE CARTER CASH DUALTONE 01142 Wildwood Flower	5	7	-15	THE IMPOSSIBLE UNIVERSAL SOUTH 172241	Joe Nichols	
9 10	_	22	THE DEL MCCOURY BAND MCCOURY MUSIC 0001/SUGAR HILL [H] It's Just The Night	5	6	30	STAY GONE OREAMWORKS 000345/INTERSCOPE	Jimmy Wayne	
13 11		( <b>x</b> )	VARIOUS ARTISTS SMCMG 18940/TIME LIFE Heaven Bound: The Best Of Bluegrass Gospel		-			Rodney Atkins	
11 9	7	077	RHONDA VINCENT ROUNDER 610497 [H] One Step Ahead	1	5	1027	HONESTY (WRITE ME A LIST) CURB 73149		
12	1.24	11	RICKY SKAGGS & KENTUCKY THUNDER SKAGGS FAMILY/LYRIC STREET SOLDAHOLLYWOOD [H] Live At The Charleston Music Hall	3	9	26	LONG BLACK TRAIN MCA NASHVILLE 000976/UMGN	Josh Turner	
13 12	2		VARIOUS ARTISTS WARNER SPECIAL PRODUCTS 15828/TIME LIFE Bluegrass Today	5	-	26	CAN YOU HEAR ME WHEN I TALK TO YOU? LYRIC STREET 164075/HOLLYWOOD	Ashley Gearing	
14 4	1	161	VARIOUS ARTISTS LOST HIGHWAY DO1038/UMGN A Very Special Acoustic Christmas					Billy Currington	
15 13	3	201	VARIOUS ARTISTS UNIVERSAL SPECIAL PRODUCTS 18701/TIME LIFE Time-Life's Treasury Of Bluegrass greatest sales gains this week.	10	-	1	WALK A LITTLE STRAIGHTER MERCURY 000972/UMGN		

## Billboard Picks Music

## ALBUMS

**Edited by Michael Paoletta** 

## <u>POP</u>

#### ANI DIFRANCO Educated Guess PRODUCER: Ani DiFranco Righteous Babe RBR034 RELEASE DATE: Jan. 20

After last year's impressive full-band album "Evolve," Ani DiFranco announced she was returning to her solo roots. With "Educated Guess," on her homespun Righteous Babe label, the renegade singer/songwriter/guitarist makes good on her minimalist promise by delivering a one-woman set recorded with overdubs on vintage reel-toreel equipment. She serves up four lit erate spoken-word pieces and several tunes that sound like they were journal-generated. In her singular style, DiFranco muses and strikes with poignancy, humor and political correctness. There is also the personal politics: the questioning of love (the lyrical "You Each Time"), the plaintive breakup (the gritty, blues/rock-charged "Bubble") and the act of independence (the best track of the collection, "Swim," with its clinky-clunky guitar line matched by the cadence of her vocals). Overall, DiFranco exhibits a strong-fingered guitar attack on the CD that is characterized by production rawness-for better (the immediacy of the performance) and worse (traces of off-key harmonies).-DO

#### THE CHURCH Forget Yourself PRODUCER: the Church SpinART 134 RELEASE DATE: Feb. 3

It has been a decade since the majorlabel heyday of this Australian quartet, but the Church continues to thrive artistically after nearly a quarter-century at work. The group's new self-produced effort sports a grand, appropriately cathedral-like sound. It also contains the band's familiar mix of Steve Kilbey's understated vocalizing, highly impressionistic lyrics and spacey pop psychedelia that effortlessly melds the supposedly incompatible styles of such progenitors as Pink Floyd and the Beach Boys. There is a wealth of superior tracks to select from here, with "Song in Space," "Appalatia," "Don't You Fall" and "Reversal" the strongest tunes. The Church falls between the cracks of established stateside rock radio formats, and the group's melodic trippiness may elude programmers. But longtime fans will find plenty to cherish on this very atmospheric and tuneful sortie.—*CM* 

### KATY ROSE Because I Can PRODUCER: Kim Bullard

V2 27170 RELEASE DATE: Jan. 27 Seventeen-year-old Katy Rose certainly has enviable pipes for her young age. That said, there is still some room for this singer/songwriter to grow into her

## ESSENTIAL REVIEWS



#### AMICI FOREVER The Opera Band PRODUCER: Nick Patrick Victor 82876-52739 RELEASE DATE: Jan. 13

Reportedly signed for £6 million (\$11 million), the five good-looking singers in U.K.-based "opera band" Amici Forever are the next Three Tenors-style hitmakers. At least that is the hope of their label, which has created a pop-length showcase platform ranging from a thunderous arrangement of Handel's Sarabande (now dubbed "Prayer in the Night") to a new arrangement of the theme from the HBO series "Band of Brothers." The set aims squarely to please with the pretty (albeit pretty bland) crossover that is in such vogue, jacked up by cloying arrangements and otherworldly engineering that makes the singers sound as if they are coming from another astral dimension. But unlike many crossover aspirants, these performers have had training and have some vocal maturity, which are real points in their favor. Only time will tell if their appeal crosses the Atlantic.--AT

material. Her voice, a soft sound containing an old soul, is impressively complicated. Yet much of "Because I Can," the artist's debut full-length disc, meanders into bland pop territory. However, Rose can be proud of riskier rock-flavored tracks like "Catch My Fall" and earlier-released single "Overdrive." The former blares to life by way of a screaming Rose, later settling into a wild but incredibly accessible beat. And the latter intelligently mixes pop accents into a hard guitar line. Considering even young music fans are not embracing teen pop as they have in the past, it should serve Rose well to step more heavily on the rock pedal in the future.-SA

## <u>R&B/HIP-HOP</u>

★ ROY AYERS Virgin Ubiquity: Unreleased Recordings 1976-1981 PRODUCER: not listed BBE/Rapster RR0026 RELEASE DATE: Jan. 27 Jazz vibraphonist Roy Ayers has been making music for more than three decades. His classic tracks—"Everybody Loves the Sunshine," "Evolution,"

"Get on Up, Get on Down" and "Run-

MINDY SMITH One Moment More PRODUCERS: Steve Buckingham, Mindy Smith Vanguard 79736 RELEASE DATE: Jan. 27

It seems the beginning of each year brings the bow of a bright new female singer/songwriter. Last year, it was Canada's Kathleen Edwards; this year, it's New York-born, Nashville-bred Mindy Smith. In October, Smith covered Dolly Parton's "Jolene" for Sugar Hill's Parton tribute album, "Just Because I'm a Woman." She made an impression among heavy company



(Norah Jones, Shania Twain, Shelby Lynne), and her debut is accompanied by a bright buzz. Smith's bell-like, slightly tremulous voice is the perfect vehicle for her introspective, largely subdued original tunes. "Falling," "Train Song" and "Amazing" are the most immediately engaging of a consistent package of songs, which should capture instant attention at Americana and public radio outlets. Don't discount pop prospects, though. Smith is a winner.—**CM** 

ning Away," among others-have influenced many DJs, producers and artists in the worlds of R&B, hip-hop, soul and dance. This collection is home to 13 unreleased gems, many of which dazzle in a disco-jazz hybrid that was popular in the mid- to late '70s, "Virgin Ubiquity" opens with the appropriately titled "Boogie Down"; featured vocalist Carla Vaughn does just that. Merry Clayton, who is responsible for the voice in the funky "What's the T?' proves that she, too, knows how to get down. In fact, it becomes readily apparent that Vaughn, Clayton and the disc's other featured female singer, Sylvia Cox ("Brand New Feeling"), are gettin' down for one reason: They were truly feeling the musically rich landscapes being created by Ayers and his musician friends. Put such artistry alongside today's so-called divas and the comparisons between then and now become incredibly far-reaching. Vaughn and Clayton can also be heard, separately, on other tracks, including "Mystic Voyage (Version)," "Sugar," "I Really Love You" and "Mystery of Love." Rounding out this essential package are liner notes penned by Ayers himself. Racked in the U.S. by Studio Distribution.-MP



#### YO-YO MA Obrigado Brazil—Live in Concert PRODUCER: Steve Epstein Sony Classical SK 90970 RELEASE DATE: Feb. 10

In this live recording of his successful and gorgeous "Obrigado Brazil" concept album, cellist Yo-Yo Ma has brought together most of the musical cast that accompanied him on the original studio recording. And that cast-including clarinetist Paquito D'Rivera, guitarist brothers Sergio and Odair Assad, singer Rosa Passos and percussionist Cyro Baptistacontinues to lend credibility and interpretative flair to this project. Classical crossovers are tricky. The specter of stiffness and triteness lords over most of them. But the tracks on "Obrigado"—many not included on the original recording-are effortless. Even the opening "Libertango," rendered a bit stiff with the crisp piano accompaniment, survives on sheer beauty. "Obrigado" live is more populist than its predecessor and has no qualms about including Ary Barroso's 'Aquarela do Brazil." It is but one example of how good taste can supersede what is overly familiar.-LC

## **DANCE/ELECTRONIC**

#### ► DAFT PUNK Daft Club PRODUCER: Daft Punk Virgin 94241 RELEASE DATE: Jan. 27

Perhaps you really cannot have too much of a good thing. For its remix disc, "Daft Club," French duo Daft Punk (Thomas Bangalter and Guy-Manuel De Homem Christo) showcases the work of others-specifically, DJ/producers who reconstructed songs primarily from the act's 2001 album, "Discovery." Two tracks ("Aerodynamic" and "Harder, Better, Faster, Stronger") are revisited more than once here. Fortunately, the various versions work. Slum Village adds an underground vibe to the originally ethereal "Aerodynamic." Guess what? These opposing forces bounce well off each other. Jess & Crabbe's deceptively simple rejigging of "Harder, Better" completely reinvigorates a song that was pretty much perfect to begin with. In the Neptunes' hands, "Harder, Better" becomes a lounge-styled track; this, too, strikes a great note. Other worthy mentions are Boris Dlugosh's

rerub of "Digital Love" and Basement Jaxx's retweaking of "Phoenix" (the only track here from Daft Punk's debut, "Homework"). First released overseas last December, "Daft Club" will hopefully help fans forgive the band for notoriously waiting years between album releases.—**54** 

## **COUNTRY**

THE FLATLANDERS Wheels of Fortune PRODUCER: Joe Ely New West 6049 RELEASE DATE: Jan. 27

Thirty years after first collaborating, the Flatlanders—Joe Ely, Butch Han-cock and Jimmie Dale Gilmore—fulfilled decades of pent-up demand with the release of their only "official" album, "Now Again," in 2002. Touring heavily in support of that critically acclaimed release, the Flatlanders obviously stoked a creative fire, with the result being "Wheels of Fortune." At least as great as the sum of their considerable parts, as a group, the Flatlanders are inspired, shifting songwriting and vocal duties like powerful gears. Hancock-penned cuts like the slow-rollin' "Baby Do You Love Me Still" and rhythmic "Wishin' for You" come off like a Lone Star Traveling Wilburys. Gilmore pines convincingly on the title cut and the philosophical "Once Followed by the Wind," while Ely kills on the atmospheric "Neon of Nashville." Singer and songwriter are seldom the same, with one artist interpreting another to remarkable effect. Their instincts are keen, bespeaking creative synergy and combined genius. Finally, the Flatlanders are more band than legend.—**RW** 

## <u>WORLD</u>

## \* PERU NEGRO

Jolgorio PRODUCERS: Rony Campos, Juan Morillo, Felipe Pumarada

### Times Square 9035 RELEASE DATE: Jan. 20

Peru Negro is the most well-known Afro-Peruvian music and dance company in Peru. Its music is a distinctive Latin American style, derived from West African influences that were evidently rediscovered through Afro-Cuban music. One of the unique Afro-Peruvian instruments, the cajón (a box drum), is a dominant percussive voice throughout "Jolgorio." Because Peru Negro is essentially a revivalist movement, bent on recovering the African cultural heritage of Peru, song lyrics frequently mock colonial practice. "De Espana," for instance, contains the lyric: "From Spain Christ arrived/But so did the master/And just like the master did with Christ/He took blacks and crucified them." The stylistic range here is mostly uptempo festejo, comparsa and zamacueca. The Peruvian tap dancing style—*zapateo*—is also featured in "Con Su Toque De Violin.' Despite the frequent colonial subject matter, the music is celebratory and beautifully performed. Racked in the U.S. by Koch.—**PVV** 

(Continued on page 32)

CONTRIBUTORS: Susanne Ault, Keith Caulfield, Leila Cobo, Deborah Evans Price, Chris Morris, Dan Ouellette, Michael Paoletta, Chuck Taylor, Anastasia Tsioulcas, Philip van Vleck, Ray Waddell. ESSENTIALS: Releases deemed by the review eitors to deserve special attention on the basis of musical merit and/or *Billboard* chart potential.VITAL REISSUES: Rereleased albums of special artistic, archival and commercial interest and outstanding collections of works by one or more artists. PICKS (): New releases predicted to hit the top half of the chart in the corresponding format. CRITICS' CHOICES (\*): New releases, regardless of chart potential, highly recommended because of their musical merit. All albums commercially available in the U.S. are eligible. Send album review copies and singles review copies to Michael Paoletta (*Billboard*, 770 Broadway, 6th floor, New York, N.Y. 10003) or to the writers in the appropriate bureaus.

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(Continued from page 31)

### ★ HABIB KOITÉ & BAMADA Fôly!—Live Around the World PRODUCER: Michael De Bock, Daniel Boivin World Village 468021

**RELEASE DATE: Jan. 13** Malian guitarist/singer Habib Koité is without question one of the most gifted and compelling performers on the contemporary Afropop scene-and this joyous, vibrant two-disc set serves as affirmation of his place of pride. Fusing gentle, almost singer/ songwriter-like vocals with high-energy playing that draws its inspiration from myriad Malian styles, Koité and his band Bamada soar through a collection of their hits. Highlights include the gently propulsive currents of "Ma Ya," the eminently danceable beats of "Nanale" and the sly wit of "Cigarette Abana" (the song that rocketed Koité to stardom across West Africa). This specially priced set lasts for well more than two hours. Of course, when spent in such good company, the time passes in a flash.-AT

## <u>JAZZ</u>

#### ★ DAVE DOUGLAS Strange Liberation PRODUCER: Dave Douglas Bluebird 82876-50818 RELEASE DATE: Jan. 27

Forty-one years old with 21 albums to his credit: That is a remarkable résumé for jazz's most adventurous trumpeter. Dave Douglas' sixth Bluebird outing, "Strange Liberation," is a reflective, whimsical and driving quintet date with guest Bill Frisell. It marks the first meeting of the fellow alchemists. The pairing is a perfect tonal match: Frisell's dreamy yet barbed guitar stylings harmonically mated to Douglas' trademark bumblebee trills and high-pitched wails. But the Frisell-Douglas partnership is only part of the CD's success story. Equally vital to its dynamism is Douglas' brilliant roadhoned band-tenor saxophonist Chris Potter, Fender Rhodes stylist Uri Caine, bassist James Genus, drummer Clarence Penn-who help cook up sweetly lyrical tunes ("A Single Sky"), swinging beauties (the Monk-inspired "Skeeter-ism"), a rousing rock-tilted jaunt (the playfully titled "Rock of Billy"), a tempo-shifting rush ("Seventeen") and a show-stopping ballad ("Just Say This").---DO

## **BLUES**

#### ★ KENNY NEAL AND BILLY BRANCH Double Take PRODUCER: Didier Tricard Alligator 4894

RELEASE DATE: Jan. 13 Louisiana blues guitarist Kenny Neal and Chicago harmonica ace Billy Branch have teamed to create this excellent acoustic blues record. Both gentlemen are exceptional players and vocalists, and they adhere to the original premise of the project. This is nothing but acoustic guitar, harp and voice. There will always be something alluring about elemental blues music. The listener can tap into this vibe on any of the dozen tracks and find a righteous tune. Seven of the songs, including "My Babe," "Mannish Boy' and "Don't Start Me Talking," are standards. Neal contributed four original numbers, and Branch added his song "Northern Man Blues." For a special moment among many, check out both takes of "The Son I Never Knew." With percussion and electricity stripped away, this album is all about feel and mood, and the tracks are ripe with both. "Double Take" is a tasty and soulful way to open blues year 2004.—**PVV** 

## **CHRISTIAN**

#### ► THE CRABB FAMILY Crabb Fest Live 2003 PRODUCERS: Gerald and Kathy Crabb Daywind 1418713802 RELEASE DATE: Feb. 10

Southern gospel artists are known for delivering exuberant performances. This 17-song collection captures the passion and enthusiasm that make Southern gospel gatherings such a huge draw. It accomplishes this by showcasing some of the genre's top acts doing what they do best. The Crabb Family is joined by Brian Free & Assurance, LordSong, Mike Bowling, the Hoskins Family, Gerald Crabb and the Perrys. This project was recorded in Owensboro, Ky., at Crabb Fest, the Crabb Family's annual homecoming event. Bowling's a cappella rendition of "The Call" is powerful. LordSong's "While I Wait" is a vibrant celebration of faith. The Perrys' "Calvary Answers for Me" is another highlight. And when Jason Crabb rips into "Through the Fire," everyone will want to stand and shout, "Hallelujah!" Accompanied by a VHS/DVD release, this recording is the next best thing to being there.—**DEP** 

## **CLASSICAL**

NIGEL KENNEDY; MEMBERS OF THE BERLIN PHILHARMONIC; DANIEL STABRAWA Vivaldi, The Four Seasons PRODUCER: David Groves

EMI Classics 7243 5 57666 0 1 RELEASE DATE: Jan. 13

Way back in the halcyon days of 1989, classical music's purported "bad boy," violinist Nigel Kennedy, released a barn-burning version of Vivaldi's Four Seasons that sold more than 2 million copies. Fifteen years later, Kennedy is back to the music that has buttered his bread—in a recording that offers disappointingly little new insight. Supposedly, this latest rendering is the first (limited-edition) entry in a whole Kennedy-Berlin Philharmonic series that will eventually explore Vivaldi's lesser-known output, which is in itself a welcome idea. Unfortunately, though, the A minor and D Major double violin concertos featured here (with Daniel Stabrawa) seem mere window dressing to the main event. If you have not had quite enough of Kennedy and the Four Seasons, check out the bonus DVD.-AT

## Billboard.com

- Stereolab, "Margerine Eclipse" (Elektra)
- Firewater, "Songs We Should Have Written" (Jetset)
- The Wannadies, "Before and After" (Parasol)

## SINGLES

**Edited by Michael Paoletta** 

## <u>POP</u>

JC CHASEZ Some Girls (Dance With Women) (3:54) PRODUCERS: Riprock 'N' Alex G, JC Chasez WRITERS: JC Chasez, A. Greggs, B. Daymond PUBLISHERS: JC Chasez Music, Alex Griggs Publishing, ASCAP; BMG Music Publishing Canada, SOCAN; Internash Songs, ASCAP

### Jive 57357 (CD promo)

While 'N Sync member Justin Timberlake was ruling pop radio last year, the group's other lead vocalist, JC Chasez, immersed himself in the dance/electronic scene. In 2003, he collaborated with BT and Basement Jaxx and released the under-appreciated, beat-heavy single "Blowin' Me Up (With Her Love)." Now, Chasez has returned with "Some Girls (Dance With Women)," a simmering, uptempo hip-pop track. Chasez's subtle and sexed-up vocals are coupled with lyrics that are guaranteed to react with listeners. The song wears well with repeat plays; by the the third time around, the chorus is fully lodged in the brain. Chasez's debut album, "Schizophrenic," is out next month.—*KC* 

## <u>ROCK</u>

#### ► THE STROKES Reptilia (3:35) PRODUCER: Gordon Raphael WRITER: Julian Casablancas PUBLISHER: the Strokes Band Music, ASCAP RCA 58274 (CD promo)

"Reptilia" should have been the first single off the Strokes' latest album, "Room on Fire." Sure, both "Reptilia" and the actual first single. "12:51," replicate the somewhat sloppy-but endearingly sonightlife melodies found on the band's debut, "Is This It." However, the adventurous jolt of a guitar solo half-way in, coupled with a knowing, sinister take on the partying life, makes "Reptilia" a more memorable song. When frontman Julian Casablancas drawls "please don't slow me down, if I'm going too fast," it feels right to root the guy on in his rebellion. Granted, the similarity between albums has bothered some critics when assessing "Room on Fire." Still, "Reptilia" stands tall as a legitimate addition to the Strokes' repertoire.-SA

## AC

#### MELISSA ETHERIDGE Breathe (3:15) PRODUCER: John Shanks WRITERS: R. Jordan, M. Wanninger, A. Dwiggins, D. Randall, B. Armstrong PUBLISHER: Through the Pink/EMI April/ EMI Music, ASCAP Island 15969 (CD promo)

Melissa Etheridge returns with "Breathe," the lead single from her eighth album, "Lucky" (due Feb. 10). The track is a cover of Greenwheel's minor 2002 hit. It reunites her with producer John Shanks, who worked with Etheridge on her 2001 effort, "Skin," and in 2003 helmed hits by Sheryl Crow and Michelle Branch.

## ESSENTIAL REVIEWS



HOOBASTANK The Reason (3:54) **PRODUCER: Howard Benson** WRITERS: D. Estrin, D. Robb PUBLISHERS: Spread Your Cheeks and Push Out the Music, ASCAP Island B0001488 (CD promo) As Hoobastank's top 10 "Out of Control" continues to howl loud and long at rock radio, the SoCal band tosses out a real left curve with the beautiful, affecting ballad, "The Reason," crafted to give the quartet its first sip of top 40 success. Amid a slow simmer of guitars and gently driving percussion, the theme here—regret—is simple and direct as lead singer/lyricist Douglass Robb laments, "I'm not a perfect person/There's many things I wish I didn't do/I've found a reason for me to change who I used to be/ And the reason is you." His delivery is soaked with suffering and the kind of inventive nuances that make this a natural for sing-along crooning. Like No Doubt's uncharacteristic "Don't Speak," this record is far from a sell-out; it showcases a previously unseen versatility, allowing Hoobastank instant cred. "Reason" enough?-CT

Etheridge's voice is always a comforting sound—warm and familiar and perfect for radio. The solid, rocking track combines her gutsy vocals with a killer guitar-driven chorus ("I'm alright/I'm alright/It only hurts when I breathe"). Adult-leaning stations are already onboard, but mainstream top 40 outlets should take note as well.—**KC** 

## **COUNTRY**

#### ► BIG & RICH Wild West Show (3:58) PRODUCERS: Big Kenny, John Rich, Paul Worley

WRITERS: Big Kenny, J. Rich, B. Daly PUBLISHERS: Big Love Music, Songs of Windswept Pacific, BMI; WB Music, ASCAP Warner Bros. 101210 (CD promo) Something that sounds different always attracts attention, and this debut single from Warner Bros. duo Big & Rich has a very distinct vibe that is unlike anything else on country radio right now. The song boasts a hauntingly beautiful melody and lots of quirky Western imagery. This tale of a troubled relationship is peppered with a "hey ya" chant (no relation to OutKast) that injects the song with a mysterious. Native American-hued flavor. John Rich, who previously had a solo deal on BNA, and Big Kenny have joined forces to create an intriguing new act, propelled by vibrant vocals and an innovative



LIZ PHAIR Extraordinary (3:24) **PRODUCER:** the Matrix WRITERS: Lauren Christy, Scott Spock, Graham Edwards, Liz Phair PUBLISHERS: not listed Capitol 7087 6 18260 (CD promo) With the release of "Liz Phair" last year, the sexy singer/songwriter surprised many. Unlike previous recordings, beginning with the artist's 1993 debut, "Exile in Guyville," "Liz Phair" ditched modern rock mannerisms for playful pop. The set has already spawned the biggest hit of Phair's career with "I Can't Stop." The infectious track was a top 10 hit on the Billboard Adult Top 40 chart; it also became the singer's first top 40 entry on The Billboard Hot 100. Apparently, Phair's surprise musical turn is being embraced by radio programmers and consumers alike. This should only continue with the ultracatchy and oh-so-buoyant "Extraordinary," which finds Phair telling a potential new boyfriend that she is simply "your ordinary average everyday sane psycho super goddess. Such a self-description perfectly captures the confusion surrounding Phair's pop pleasures.—MP

sound. "Wild West Show" previews the duo's forthcoming album, "Horse of a Different Color."—**DEP** 

## LATIN

#### ► PAULINA RUBIO TE Quise Tanto (4:06) PRODUCERS: Emilio Estefan Jr., Archie Peña WRITERS: Coti Sorokin, Andahi PUBLISHERS: Doble Acuarela Son, SGAE (ASCAP)

### Universal (CD promo)

Paulina Rubio's previous Spanishlanguage album, the mega-selling "Paulina" from 2000, was a mix of irresistibly fluffy pop and feminist affirmation-as well as a technomariachi track. Even her English-language debut could not match that. Now, one cannot help but wonder if her follow-up Spanish recording can do the trick. "Te Quise Tanto," the first single from "Pau-Latina" (due Feb. 10), follows the instantly catchy pattern of the "Paulina" tracks: a chorus that gets tattooed on your brain, thanks to relentless repetition, effortless groove and the maddeningly (although in a good way) easy-to-hum melody. Rubio continues to defy Latin radio's tradition of having big ballads pave the way for a new album. Accompanying her are surf-rock guitars blended with the ubiquitous Spanish guitar. Post-Ricky, it may not be the most innovative touch, but it serves its youthful intent and aim.-LC

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BMG Distribution revamps its branch management structure

KETING / HOME VIDEO / E-COMMERCE / DISTRIBUTION MERCHAN



## **Sprint's Music Tunes To Ring** With UMG, WMG Songs

### **BY CARLA HAY**

NEW YORK—Universal Music Group and Warner Music Group are the latest players in Sprint PCS Vision's blossoming Music Tones business.

UMG and WMG are making select songs available for downloadable purchase as part of Sprint's Music Tones, which are ring tones that use actual songs instead of simulations.

Sony music has been available for Music Tones since last July, while UMG songs debuted earlier this month.

WMG songs will become available within two or three months, says Nancy Sherrer, Sprint GM of wireless music (Billboard Bulletin, Jan. 13).

WMG tunes will include songs from Green Day, Seal and Jet, as well as select tracks from Jason Mraz ("You and

I Both"), Sonny & Cher ("I Got You Baze"), the Spinners ("I'll Be Around"), Yes ("Roundabout"), Grandmaster Flash ("White Lines") and Bobby Darin ("Mack the Knife").

UMG's Music Tones feature songs by Sheryl Crow ("C'Mon, C'Mon," "Over You"), Sting ("Send Your Love"),



Hoobastank. ("Crawling in the Dark," Running Away"), Black Eyed Peas ("Que Dices," "Fallin' Up"), Smash Mouth ("Yeu Are My Number One") and Andrew W.K. ("It's Time to Party," "Party Hard").

But the Sprint deal is "just the tip of the iceberg," says David Ring, UMG e-Labs VP of business development and business affairs. "It's the first of many such deals we will be doing with wireless companies. We're excited to see customers will buy downloadable ringers, and our goal is to bring the best content to as many (Continued on page 34)

## **Localism Keeps Chain Alive**

## Managers Have Loose Rein To Run Cat's/Pop Tunes

### BY CHRIS MORRIS

After a guarter of a century, the Cat's/Pop Tines chain keeps on keepin' on by keeping things local.

The 24-store retail operation is run by Nashville-based Music City Record Distributors (MCRD), the 50year-old wholesaler.

The lion's share of Cat's and Pop Tunes locations are in Tennessee, with Memphis and Nashville its top markets. Cat's shingles can also be found in Chattanooga, Dixon, Knoxville, Oak Ridge, Pigeon Forge, Johnson City and Kingsport.

MCRD purch ased the five-store Pop Tunes chain-including Memphis' historic Poplar Avenue store, where Elvis Fresley used to shop-in 2001. Three Cat's stores in the Charleston, S.C , area were acquired from Harbor Music in 1995. In early January, the company acquired Manifest Discs & Tapes' Charleston location (Retail Track, Billboard, Jan. 17).

Cat's and Pop Tunes maintain a strong hometown flavor by putting most of the purchasing in the hands of store managers, according to VP of retail Scott "Perk" Perkins.

We give them a lot of leeway," Perkins says. "We give them quarterly budgets. We'll set an inventory budget, and then we turn the

managers loose.

"Now, 99% of the time, that works beautifully for us, 'cause the managers are right there. [Unlike] somebody in the home office, they can react guickly to what the customers are asking for, and they know the personality of their store . . . They've got a better feel for that than somebody at the warehouse."

He continues, "Once in a blue moon, you get a manager who doesn't care or isn't paying attention, and it bites you in the butt. But nine times out of 10, it works.

### MANAGEMENT AUTONOMY

Perkins says the stores buy 98% of their product from MCRD, though they sometimes use outside vendors like one-stop Alliance Entertainment or, in Memphis, indie distributor Select-O-Hits.

But the home office generally tries to stay out of the managers' way.

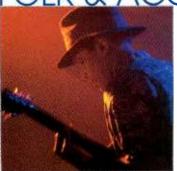
Perkins says, "There are some things we feel like we need to allocate out, or the label requests to make sure something gets out, or I bring in a lifestyle item-the incense or beaded curtains or candles, things we can actually make money on. Sometimes we'll do some [chain-wide] allocation [on things] like that. If we do a mid-(Continued on page 35)



THE CAT'S UNION AVENUE STORE, MEMPHIS: IN-STORES ARE A REGULAR FIXTURE



## FOLK & ACOUSTIC



Billboard's inaugural Folk & Acoustic Talent spotlight focuses on the genre's top acts and labels, and highlights the most notable releases. We'll also feature news surrounding the 16th Annual International Folk Alliance Conference taking place in San Diego from February 26-29.

issue date: february 21 · ad close: january 27 Joe Maimone 646.654.4694 • jmaimone@billboard.com



Billboard's British Talent spotlight focuses on the international markets where UK acts are achieving success. We'll provide a list of nominees for The BRIT Awards 2004 and note key UK talent to watch. We'll also look at the ties between British music and London Fashion Week and report on the latest news and developments in the marketplace.

issue date: february 21 · ad close: january 27 Frederic Fenucci 44.207.420.6075 • f.fenucci@eu.billboard.com

## MUSIC & MONEY 1



Billboard's Music & Money #1 spotlight coincides with the 2004 Music & Money Symposium and takes an in-depth look at the business behind making music. We report on survival strategies for distributors and labels selling into cash-challenged retail accounts and the continually rising value of music publishing assets.

issue date: march 6 · ad close: february 6 Joe Maimone 646.654.4694 • jmaimone@billboard.com

## UPCOMING SPECIALS

DANCE & ELECTRONIC #1 issue date: March 6 • ad close: February 6 ROCK + ROLL HALL OF FAME issue date: March 13 • ad close: February 17 PLATINUM STARS #3 issue date: March 13 • ad close: February 17 TOURING SPOTLIGHT #3 issue date: March 13 • ad close: February 17

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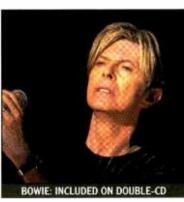
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## Retail **Retrospective Celebrates Ryko's 20-Year Anniversary**

Rykodisc will celebrate its 20th anniversary with a specially priced two-CD package set for release Feb. 3.

The 36-song collection, priced at \$16.98, ranges far and wide through the distinctive and highly eclectic Ryko catalog. It includes selections from acts signed by the label and tracks by notable performers who have been the subject of retrospective programs.

Featured acts include Sugar; Morphine; Kelly Willis; Kelly Joe Phelps; the Fire Theft; Josh Rouse; Medeski, Martin & Wood; Golden Smog; Ali Farka Toure & Ry Cooder; Cubanismo; Robert Cray; the Joe Jackson Band: David Bowie: Devo: Frank



Zappa; Mission of Burma; They Might Be Giants; the Replacements; Soul Asylum; Nick Drake; Big Star; Richard Thompson: Yoko Ono: Jimi Hendrix; Alejandro Escovedo; John Cale; Mickey Hart; the Jayhawks; and

Bruce Cockburn. The company promises the collection will include "an unflinching

SpinART Records has signed an exclusive U.S. distribution deal with Rvko Distribution in New York. Alternative Distribution Alliance formerly handled the label.

The first releases under the agreement will be two titles from Down Under: the Church's "Forget Yourself' (Feb. 3) and Paul Kelly's two-CD set "Ways and

Means" (Feb. 24). The label's roster also includes Frank Black & the Catholics, the Apples in Stereo and Clem Snide.

**SELECT-O-HITS SCORES:** Select-O-Hits in Memphis has inked some new exclusive distribution pacts.

Houston-based Dope House Records has joined the distributor's posse. The label was previously with now-defunct Southwest Wholesale. Coming March 23 will be a currently untitled album by rapper South Park Mexican.

Also on board is Baton Rouge, La.based Bogalusa Records, which is the stateside representative for the German label Real Music. Dancehall reggae star Sizzla's album "Speak of Jah" arrives Feb. 24 from Bogalusa/Real.

Burbank, Calif, based rock label Suburban Noize Records has arrived at Select-O-Hits. The company will release a new studio album by former Capitol act the Kottonmouth Kings. The Humble Gods' set "Born Free' was issued under the new deal Jan 13.

Finally, the distributor has picked up the World Class Gospel label. Releases from Tramaine Hawkins, Walter Hawkins, Ruby Terry and Moses Tyson Jr. are due in the first quarter.

BACK ON BOARD: Manny Simon has rejoined Artemis Records as director of promotion and international marketing.

Simon, who reports to Artemis president Daniel Glass, was most

Sprint recently announced that Beyoncé's "Crazy in Love" and "Baby Boy" have together surpassed 500,000 Music Tones downloads since they became

available less than six months ago. Music Tones cost about \$1.50-\$2.50 per song—considerably higher than the 99-cent-per-song downloads available through such services as Apple's iTunes.

Customers are willing to pay more for Music Tones, Sherrer says, because they place a premium on being able to personalize their wirelessphone ring tones.

"People are relying on their mobile devices more and more, and people are looking for their mobile phone to do more than it has in the past," Sherrer

recently manager at World Entertainment Group. He began his career at Glass' GlassNote Records in 1998 and was with Artemis from 1999-2002.



TRILOKA, ARTEMIS BOND: Artemis Records in New York has acquired the assets of Los Angeles-based Triloka Records/Karuna Music.

The relationship kicked off as a distribution agreement this summer, with the release of albums by M Path, Krishna Das and Samite.

Under the new deal, Artemis will market and distribute Triloka's releases both domestically and internationally. Triloka was previously distributed by Razor & Tie through BMG. Prior to that, the company was handled by Gold Circle Entertainment, through RED Distribution. Gold Circle exited the music business in 2002. Triloka president Mitchell Markus

now reports to Artemis chairman/CEO Danny Goldberg.

Forthcoming releases under the new arrangement include albums by Wasis Diop and Tarika, due in early 2004.

### IN THE MARKET: Scott Haidle exit-

ed his sales position with Navarre/BCI Jan. 9 and is seeking other opportunities. Haidle-formerly the head of Paulstarr Distribution in the Twin Cities-can be reached at 952-226-2233.

adds. "People want their mobile phones to define their unique musical tastes.'

### **PROMO OPPORTUNITY**

A bonus feature is that Sprint PCS customers can look up artist photos and bios on their wireless phones.

A growing trend involves music companies collaborating with wirelessphone companies to promote certain songs and time an album's promotion around its release date or when the song is serviced to radio, according to Sprint executives.

'The message that we have to get out is that we've got to make sure that these home-network and wireless systems support the legitimate music services," Ring says.

history of the label's ups and downs." That should make for interesting reading. ON THE MOVE: Brooklyn, N.Y.-based

## Sprint

Continued from page 33

mobile customers as possible." Sprint says it sold 20 million ringers and screensavers through PCS Vision in 2003. Sprint had 2.7 million PCS Vision customers at the end of thirdquarter 2003.

### **EYEING HIP-HOP**

UMG will make more hip-hop music available for Music Tones within the next month, Ring says. He notes that R&B/hip-hop is UMG's best-selling genre for wireless-phone ringers.

## **VEG, UMVD Patch Up JumpStart Disagreement**

The 24-unit Virgin Entertainment Group has ended its boycott of the JumpStart program and will now do business with Universal Music & Video Distribution again, sources say.

Although many applauded the theory behind JumpStart-especially the lowering of front-line pricing to \$9.09-



they also criticized its execution.

While accounts fell into several different camps, each seemingly aligned behind a different grievance, in the end nearly 99% of those buying direct from UMVD signed on to the program. The sole exception of the top 20 accounts was VEG, which started buying from one-stops and banned UMVD product from prime in-store positions.

Relations chilled between the two companies after that, with a little titfor-tat interplay occurring. But on Jan. 8 they had a détente-type meeting, which ultimately resulted in a normalization of business relations, sources say. UMVD executives were unavailable and Len Rokosz, the Seattle branch for comment; VEG did not return calls. (VEG chief executive Simon Wright comments on JumpStart

and more. See The Last Word, page 66.)

**RESHUFFLING:** Since June 2001, BMG Distribution has downsized its field staff by one-third. In response to dismal

market conditions, BMG Distribution's management has shrunk to six branch managers from nine.

Mike Tawa. the Boston manager, will now also oversee the New York office, replacing Dickie Zwirn, who left the company a few months ago.

Washington, D.C., branch manager Rob Mansfield will add the Atlanta

office to his mandate, while Los Angeles manager Jerry Silhan will now oversee the **TRANS WORLD** Seattle office too. ENTERTAINMENT As part of the shuffle, Susan

Luke, the Atlanta branch manager,

manager, are leaving the company. That leaves in place Tracy



Donihoo, who is still the branch manager in Dallas; Diane Steffens, the branch manager in Detroit; and Mark Van Gorp, the branch manager in Chicago, who is based in the Minneapolis satellite sales office.

All the branch managers report to Bob Morelli, senior VP of branch operations and marketing.

HOLIDAY CHEER: Music retail is still riding high from the strong Christmas selling season, as Trans World Entertainment announced that it posted a 4% same-store gain for the five weeks ended Jan. 3. Accordingly, the company has raised its fourthquarter earnings estimates to 80 cents per share from 75 cents.

For the 11 months ended Jan. 3, same-store sales rose 1%, while total sales rose 3%, to \$1.24 billion compared with \$1.20 billion last year.

In other Trans World news, the chain has closed another 19 Wherehouse stores, bringing total closures since its acquisition to 48. This means that there are now 92 stores still operating under that logo.

LOOKING AHEAD: Hastings Entertainment has announced estimates for the year ended Jan. 31. (Final results will be announced in the third week of March.) According to a Securities and Exchange Commission filing, the company expects to report pretax income of \$6 million on sales of \$511 million.

For the 12 months ended Oct. 31, 2003-which includes three months of results for the last fiscal year and nine months from the current fiscal year-earnings before interest, taxes, depreciation and amortization were \$46.5 million, or \$4.11 per share.

For the fiscal year, the company

expects total revenue to consist of 26% music, 23% books, 20% rental, 17% sell-through video, 7% videogames, 2% computer software and 5% other product.

Separately, Hastings said used and

Retai



budget product accounted for about 9% of its total revenue in the 10 months ended Nov. 30, 2003.

LOOKING BACK: Navarre Corp.'s stock price tripled in value, to \$6.08 per share Dec. 31, 2003, from \$2.01 one year earlier (Billboard, Jan. 17).

Borders Books & Music's stock climbed 36%, to \$21.92 from \$16.10, during the same period. Similarly, Circuit City closed 2003 up 36.5%, at \$10.13 per share, from \$7.42 the previous year.

In contrast, Hastings Entertainment's share price slid 13.9%, to \$4.23 per share, from \$4.91 one vear earlier.

## Localism

Continued from page 33

line promotion, we'll do some allocation there. But typically, we give the managers information [and] just count on them to buy from Music City.'

He adds, "It's as close as you can come to running your own store without it being your capital invested."

Cat's and Pop Tunes do not employ district managers but, in the case of Memphis, one local manager has a major say in the stores' purchasing.

"Steve Walker is the manager at the Union [Avenue] store and does a very good job of keeping his ear to the street," Perkins says. "He helps the other Memphis stores. He'll say: 'Hey, I'm bringing in a consignment on this piece. I think it's something that all the stores in Memphis need to have,' and he'll get the product out to the stores."

#### LIFESTYLE, URBAN ITEMS IMPORTANT

Not surprisingly for a company concentrated in the Mid-South and Southeast, the majority of Cat's and Pop Tunes' business is in urban music.

"Speaking generally, Memphis is my predominantly urban market,' Perkins says. "That said, I do have some stores where [local rap group] Three 6 Mafia doesn't mean that much in Memphis. In Nashville, I've got a couple of stores that I consider urban. My Chattanooga store is a very urban-oriented store. Knoxville and East Tennessee, I don't really have an urban store, short of what crosses over. In the Charleston area, I've got one store that does real good urban business.'

The chain is trying to deepen its business in lifestyle items and in used product—growth areas for many indie retailers (Billboard, Nov. 15, 2003).

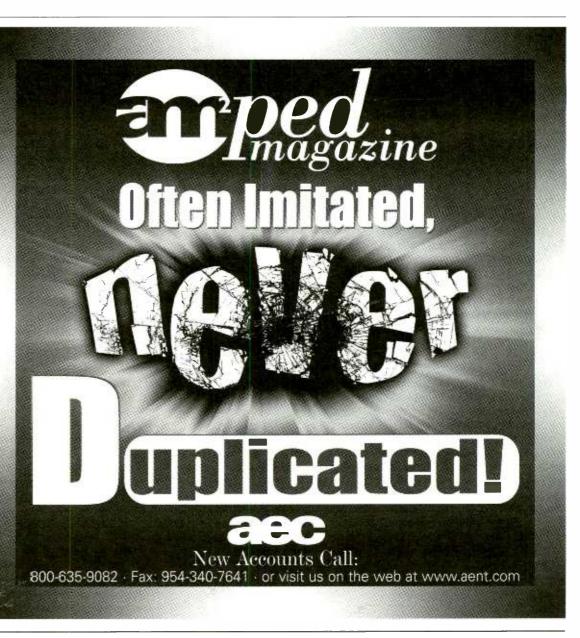
Concerning lifestyle merchandise, Perkins says, "The stores that do the least with it, it'll be 1% or 2% of their sales. My better stores will do anywhere between 5% and 7%. I'd love to see all the stores doing 10% or more in lifestyles, because the margins are so sweet.'

Used product is 5%-10% of the chain's business. Perkins says, "That's something I'd like to see over 10%.'

Like many an indie retailer squeezed in tough times, Cat's/Pop Tunes has signed on with a retail coalition, the 96-store Music Monitor Network (MMN) of small chains.

"We recently upgraded our kiosks out in the stores, which feature the [MMN's] 20 picks," Perkins says. They change every two months; there's a sampler disc. Now we've got video capability. It's touch-screen. They can hear all the songs on the CD and see promotional videos.

We have internal contests within the chains in the network to try to sell the most of those featured titles,' Perkins adds. "It tickled the stew out of me to get Al Green on that thing, because, hey, that's Memphis.



## **Retail Flome Video**

## **Glittering Jewel Cases Can Sell More DVDs**

### **BY JILL KIPNIS**

LOS ANGELES—Though the proverb says that you "can't judge a book by its cover," looks do matter when it comes to consumer purchases.

In the home video industry, a creative package can increase a DVD's collectibility factor. It can also garner more sales, home video executives say.

"We are competing for the consumer's eve and dollar, and if we're not releasing something like [Disney/ Pixar's] 'Finding Nemo,' we have to have something else to make a title special," Artisan Home Entertainment president Steve Beeks says. "Consumers definitely respond to packages. A package can have an impact on sales.'

Vince Szydlowski, senior director of product for Virgin Entertainment, says that "95% of the time when a DVD has unique packaging, it turns into a bigger winner than we could anticipate. Most importantly, it depends on what the actual content of the DVD is. An awesome combination is having great content and a great package.

### **UNIQUE DESIGNS**

Most DVDs are released in a plastic jewel case with front and back cover paper inserts. Increasingly, distributors are using the more versatile Digipak, which offers multiple DVD trays and can be covered with graphics on all parts of the package.

A number of companies-including Artisan, Anchor Bay Entertainment and New Line Entertainmentare moving beyond these options.

For example, Artisan's June 3, 2003, release of "T2-Extreme DVD" (\$29.98) featured a metal sculptureembossed package. Anchor Bay Entertainment released a rubber face package for "The Evil Dead-Book of the Dead Limited Edition" (March 5. 2002, \$49.98). Artisan's "Hot

Wheels-World Race" (Dec. 2, 2003, \$19.98) had a holographic cover, and New Line's Jan. 13 release "Freddy vs. Jason" (\$29.95) featured a mirror-style package.

The companies would not provide sales figures for these titles. Several upcoming

movies will also include unique packages. Anchor Bay has created special foil design for "Mirror Mirror" (March 6) and 'Osterman Weekend" (March 23). (Prices are not yet available.) New Line's "The Texas Chainsaw Massacre—Special Edition" (March 30, \$39.98) will feature a metal face plate on the front and an evidence kit inside.

Not every DVD warrants the extra expenditure of one-of-a-kind packaging. Companies spend more money to create them, which often translates into a higher suggested retail price.

"We do a lot of research before we do something like this," Beeks says. "We will look at consumers' purchase intent for that particular product. Special packages cost special money. You don't do it on every picture. You do it when the idea makes sense.'

New Line Home Entertainment VP of marketing Justine Brody says that in addition to being "fiscally responsible," the main factor that comes into play is whether a more unique package will

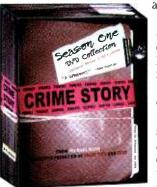
> These jewel cases for "The Evil Dead-Book of the Dead Limited Edition," left, and "Crime Story-Season One" show the innovative designs that are used to transform titles into collector's items

tures on the DVD," she explains.

"For example, we think that 'Blow [starring Johnny Depp and Penelope Cruz] was a great movie, but it did not get as much attention as it deserved in theaters. Because its package was so eye-catching, that really helped people take a second look and understand the value of its special features as well.'

"Blow," released Feb. 4, 2003, on DVD for \$19.98, had a mylar package that mimicked a mirror.

Anchor Bay Entertainment senior VP of marketing Sandy Weisenauer says that whether the company cre-



ates a special package depends first on the title's "margin goals."

Also, the kind of art that is available helps determine if special packaging is merited. "We have a title called 'Crime Story' with virtually no art," Weisenauer says. "We came up with something more creative. We did photography to create a crime file by using real police files

and copying them." "Crime Story-Season One," a fivedisc set, was released Nov. 4, 2003, for \$59.98.

### **CONSUMER DEMAND**

Industry executives sav that customers are going to start demanding interesting packaging and that video com-

panies may need to invest more into the packaging process to stay competitive.

"If you have a rabid niche audience. you need to deliver for them," says Brian Lucas, spokesperson for the Minneapolis-based Best Buy chain. "Collectors like the bells and whistles. More categories are going to start expanding into specialized packaging."

Horror and action films have been the primary beneficiaries of special packaging since DVD's debut.

"The horror genre warrants unique packaging and raises the bar for it," Brody says. "More categories may take advantage of this in the future, because we have to communicate that we are just as devoted to our properties as other companies are to their properties.

Lucas predicts that companies will tap into the competition and offer multiple packaging choices per title to consumers.

"When 'Seabiscuit' [Universal Studios Home Video] came out, there was the basic version and the specialedition version," he says. "The special-edition version had luxurious packaging. Consumers who are really into the movie will get the one with the cool package, but there is also another lower-priced choice. Special packages will never be an impulse buy.'

DVDs with special packages tend to take up more space on retail racks than traditionally packaged discs. This could become an issue, as more releases are competing for shelf space.

However, retailers are largely welcoming them with open arms.

"We are more than happy to display unique packages," Szydlowski says. "We have the fortunate luxury of having the space to display them.'

Some mass-market chains are also creating sections specifically to house larger packages. At the Best Buy chain, for example, special DVD packages are often found in a boxed-set section.

'Those sections have been created to handle bigger packages," Lucas says. "We want to carry these special packages to give us a lot of DVD selection for our customers.'

## Writers Guild Seeks More DVD Revenue

DVD revenue will play a large role in upcoming contract negotiations for the Writers Guild of America.

Before the contract expires May 2, the WGA will be negotiating with the Alliance of Motion Picture and Television Producers (AMPTP) to refine the minimum basic agreement already in place with studios and TV networks. In a letter sent to its members in December, the WGA pointed out that writers received "less than one-sixth of 1%" of DVD revenue in 2002. Of the \$11 billion generated that year, the WGA says that writers got \$18 million.

"Members have been bringing video residuals to our attention since 1995," WGA assistant executive director Charles Slocum says. "The reason it has become a higher priority now is that the revenue from DVDs is so obvious. The profit margin in the home video area is higher. There is money to be shared, in our point of view."

The current residual formula was created in the 1980s. Writers get 0.3% from the first \$5 million of a

project's wholesale sales. The percentage increases to 0.36% when a title generates more than \$5 million in such sales.

The AMPTP could not be reached for comment by press time.

### **DVD-COPYING SUIT:**

Copy-protection company Macrovision has filed a lawsuit against 321 Studios, claiming that 321's "DVD X Copy" software infringes upon Macrovision's patented copy-protection technology and violates the Digital Millennium Copyright Act (DMCA).

"DVD X Copy" products enable consumers to make a backup copy of a DVD.

"Everybody knows that the vast majority of consumers aren't using this software to make backup copies. They are ripping it," Macrovision CEO Bill Krepick says. "The DVD media itself has a 20-year life-

time, and they are sold on a singlecopy basis. We are very firm that there is no such thing as fair use or any requirement to make backup copies of DVDs.'

Macrovision claims that 321's product bypasses its patented copyprotection process without authorization and that the DMCA prohibits bypassing copy-protection mechanisms. In a statement, 321 president and founder Robert Moore said that Macrovision's copy-**O SUCH THING AS** protection device FAIR USE' FOR DVD COPYING "has absolutely noth-

> ing to do with any of 321 Studios' products. We are confident that 321 Studios does not infringe on Macrovision's patents and intend to defend ourselves vigorously and successfully."

SPRING KICK-OFF: The second guarter already has strong sales potential, with Warner Home Video's announcement that the final Matrix film, "The Matrix Revolutions," will be released April 6 for \$29.95 as a two-disc DVD.

"We found that the timetable of approximately five

months after theatrical release works well.' says Mark Horak, WHV executive VP of worldwide marketing. "This will be supported with one of the biggest television ad campaigns from Warner that rivals what you would see for a major theatrical release.'

Horak also says that "The Matrix" and "The Matrix Reloaded" will be repromoted prior to the "Revolutions" release, though he would not give exact details. He adds that there are not any specific plans for selling a "Matrix" boxed set as yet.

The film trilogy has grossed \$1.5 billion in worldwide box-office receipts, according to WHV. The

company also reports that "Revolutions" grossed \$310 million in its first 10 days of release.

RETAIL NEWS: The 2004 Home Entertainment convention sponsored by



the Video Software Dealers Assn. will return to the Venetian Resort Hotel Casino in Las Vegas this year. The event will take place July 14-16. Retail sales are already starting out strong this year. Universal Studios Home Video's "American Wedding" sold 3 million units in the three days after its Jan. 2 release,

according to the company.

www.americanradiohistory.com

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JANU. 20	ARY 2 004	4	Billboard® TOP DVD SAL	Ē	Бтм
			Sales data compiled by 💦 Nielsen		
THIS WEEK	AST WEEK	100	VideoScan TITLE Principal LABEL/DISTRIBUTING LABEL & NUMBER Performers	RATING	PRICE
Ŧ	ILA	-	Week At Number 1 Week At Number 1 Week At Number 1 Week At Number 1	BA	PR
1	ÍNI	W	S.W.A.T. (WIDESCREEN SPECIAL EDITION) COLUMBIA TRISTAR HOME ENTERTAINMENT 00824 Samuel L. Jackson	PG-13	28.98
2	N	aw.	AMERICAN WEDDING (WIDESCREEN UNRATED EXTENDED PARTY EDITION) Jason Biggs UNIVERSAL STUDIOS HOME VIDED 023799 Alyson Hannigan	NR	26.98
3	N	VI	S.W.A.T. (PAN & SCAN SPECIAL EDITION) COLUMBIA TRISTAR HOME ENTERTAINMENT 02288 Samuel L. Jackson	PG-13	28.98
4	190	W	AMERICAN WEDDING (PAN & SCAN UNRATED EXTENDED PARTY EDITION) Jason Biggs UNIVERSAL STUDIOS HOME VIDED 023800 Alyson Hannigan	NR	26.98
.5	1	8	PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL WALT DISNEY HOME ENTERTAINMENT IN A HOME ENTERTAINMENT 31653 JOHNNY DEPD Orlando Bloom	PG-13	29.98
6	3	10	FINDING NEMO WALI DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT.62155 Animated	G	29.98
7	2	3	FREAKY FRIDAY Jamie Lee Curtis Lindsay Lohan Lindsay Lohan	PG-13	29.9 <b>8</b>
8	NE	w	SEX AND THE CITY: THE COMPLETE FIFTH SEASON Sarah Jessica Parker Kim Cattrall	NR	49.98
9	4	4	BAD BOYS II: SPECIAL EDITION         Will Smith           COLUMBIA TRISTAR HOME ENTERTAINMENT 00519         Martin Lawrence	R	28.98
10	5	3	SEABISCUIT (WIDESCREEN) Jeff Bridges UNIVERSAL STUDIOS HOME VIDEO 023287 Tobey McGuire	PG-13	26.98
11	6	2	JEEPERS CREEPERS 2 Billy Aaron Brown MGM HDME ENTERTAINMENT 05335 Nicki Lynn Aycox	R	29.98
12	9	3	THE LEAGUE OF EXTRAORDINARY GENTELMEN (WIDESCREEN)         Sean Connery           20TH CENTURY F0X 2220180         Sean Connery	PG-13	27.98
13	8	7	THE LORD OF THE RINGS: THE TWO TOWERS EXTENDED EDITION (WIDESCREEN) Elijah Wood Ian McKellen	PG-13	39.98
14	10	6	BRUCE ALMIGHTY (PAN & SCAN) Jim Carrey UNIVERSAL STUDIOS HOME VIDEO 022822 Jennifer Aniston	PG-13	26.98
15	7	-	SEABISCUIT (PAN & SCAN) Jeff Bridges UNIVERSAL STUDIOS HOME VIDEO 022288 Tobey McGuire	PG-13	26.98
16	N	w	ORDER Heath Ledger	R	27.98
17	13	6	X2: X-MEN UNITED (WIDESCREEN) Hugh Jackman FOXVIDEO 08197	PG-13	29.98
18	11	3	THE LEAGUE OF EXTRAORDINARY GETLEMEN (PAN & SCAN) Sean Connery	PG-13	27.98
19	12	6	BRUCE ALMIGHTY (WIDESCREEN) Jim Carrey UNIVERSAL STUDIOS HOME VIDEO 022823 Jennifer Aniston	PG-13	26.98
20	RC-E	NTRY	MOULIN ROUGE Nicole Kidman 20TH CENTURY FOX 05/85 Ewan McGregor	PG-13	14.98
21	17	8	THE MEDALLION Jackie Chan COLUMBIA TRISTAR HOME ENTERTAINMENT 00502	PG-13	26.98
22	RE-E	NTRY	THE WEDDING PLANNER Jennifer Lopez COLUMBIA TRISTAR HOME ENTERTAINMENT 5157 Matthew McConaughey	PG-13	14.98
23	N	EW	EVER AFTER: A CINDERELLA STORY (REPACKAGED EDITION) Drew Barrymore FOXVIDED 05/51 Drew Barrymore Anjelica Huston	PG	14.98
24	N	W	AMERICAN WEDDING (WIDESCREEN) Jason Biggs UNIVERSAL STUDIOS HOME VIDEO 023474 Alyson Hannigan	R	26.98
25	N	BW	AMERICAN WEDDING (PAN & SCAN) Jason Biggs UNIVERSAL STUDIOS HOME VIDEO 023475 Alyson Hannigan	R	26.98
26	15	13	THE LION KING (PLATINUM EDITION)         Animated           WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 62174         Animated	G	29.98
27	21	.6	X2: X-MEN UNITED (PAN & SCAN)     Hugh Jackman       FOXVUOED 09306     Halle Berry	PG-13	29. <b>98</b>
28	16	12	SCARFACE (WIDESCREEN) SPECIAL EDITION Al Pacino UNIVERSALSTUDIOS HOME VIDEO 23/57 Michelle Pfeiffer	R	26.98
29		NTRY	TITANIC         Leonardo DiCaprio           PARAMOUNT HOME ENTERTAINMENT 155227         Kate Winslet           THE MATRIX         Keanu Reeves	PG-13	-
30	RE-E	2.500-	ROMEO & JULIET (WIDESCREEN SPECIAL EDITION)         Leonardo DiCaprio	R	19.98
31			FOXVIDED COMES CREEN SPECIAL EDITION) Claire Danes RUDY Sean Astin	PG-13	
32		NTRY	COLUMBIA TRISTAR HOME ENTERTAINMENT 80053727 DIRTY DANCING: ULTIMATE EDITION Patrick Swayze	PG-13	
33		NITRY ACTON	ARTISAN HOME ENTERTAINMENT 14699 Jennifer Grey TWO WEEKS NOTICE (PAN & SCAN) Sandra Bullock	PG-13	
34		NTRY	WARNER HOME VIDED 23311 Hugh Grant SPIDER-MAN (PAN & SCAN) Tobey Maguire	PG-13	
35 36	en		COLUMBIA TRISTAR HOME ENTERTAINMENT OB 190 Kirsten Dunst SCARFACE (PAN & SCAN) Al Pacino	PG-13	
36 37	22	an W	UNIVERSAL STUDIOS HOME VIDEO 23822 Michelle Pfeiffer CAST AWAY Tom Hanks	R	26.98
37	26		FDXV/0E0 03761 Helen Hunt TERMINATOR 3 - RISE OF THE MACHINES (WIDESCREEN) Arnold Schwarzenegger	PG-13 R	14.98 29.98
38			NEVER BEEN KISSED Drew Barrymore	н РG-13	
40	115.19	NTON	FOXVIDED 05762 David Arquette	PG-13	14.98
-			BLACK HAWK DOWN COLUMBIA TRISTAR HOME ENTERTAINMENT 06766 Jobs Hartnett Ewan McGregor	К	19.98

JAI	NUA 200	RY 24 )4	Billboard® TOP VHS SAL	ES	тм	
THIS WEEK	LAST WEEK	West Divicial	Sales data compiled by Nielsen TITLE VideoScan Principal LABEL/DISTRIBUTING LABEL & NUMBER Performers	YEAR OF RELEASE	RATING	PRICE
	1	4	Weeks At Number 1 2 2 3 Weeks At Number 1     FREAKY FRIDAY WALT DISNEY PICTURES/WALT DISNEY HOME VIDEO 318710     Jamie Lee Curtis Lindsay Lohan	2003	PG-13	24.98
2	3	3	SEABISCUIT Jeff Bridges UNIVERSAL STUDIOS HOME VIDED 061427 Tobey McGuire	2003	PG-13	22.98
3	2	9	FINDING NEMO Walt DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 30081 Animated	2003	G	24.98
\$	4		PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL Johnny Depp Orlando Bloom Orlando Bloom	2003	PG-13	24.98
5	5	3	RUGRATS GO WILD Animated NICKELODEON VIOEO/PARAMOUNT HOME ENTERTAINMENT 34052	2003	PG	19.98
6	7	6	BRUCE ALMIGHTY Jim Carrey UNIVERSAL STUDIOS HOME VIDEO 061278 Jennifer Aniston	2003	PG-13	22.98
7	-	w	AMERICAN WEDDING (UNRATED EXTENDED PARTY EDITION) UNIVERSAL STUDIOS HOME VIDEO 62083 Alyson Hannigan	2003	NR	22.98
8	10	7	SINBAD: LEGEND OF THE SEVEN SEAS UNIVERSAL STUDIOS HOME VIDEO 090840 Animated	2003	PG	24.98
9	11	6	X2: X-MEN UNITED (SPECIAL EDITION)         Hugh Jackman           F0XVI0E0 09210         Halle Berry	2003	PG-13	22.98
0	8	5	THE LAND BEFORE TIME X: THE GREAT LONGNECK MIGRATION Animated	2003	G	19.98
1	M	W	AMERICAN WEDDING Jason Biggs UNIVERSAL STUDIOS HOME VIDEO 61499 Alyson Hannigan	2003	R	22.9 <mark>8</mark>
2		*	DRAGONBALL GT - CALCULATIONS (UNCUT) Animated	2003	NR	19.9 <mark>8</mark>
3	-	w	DRAGONBALL GT - REVELATIONS Animated	2003	NR	19.98
4	6	7	THE SANTA CLAUSE 2 VALUE AND A VISTA HOME ENTERTAINMENT 31158 Tim Allen	2003	G	22.98
15	12	13	THE LION KING (PLATINUM EDITION)         Animated           WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 30/20         Animated	1994	G	24.98
6	21	7	TERMINATOR 3: RISE OF THE MACHINES Arnold Schwarzenegger	2003	R	22.98
7	-	W.	EVER AFTER: A CINDERELLA STORY (REPACKAGED EDITION) Drew Barrymore F0XV10E0 06753	1998	PG	6. <b>98</b>
8	13	10	THE HULK (SPECIAL EDITION)         Eric Bana           UNIVERSAL STUDIOS HOME VIDEO 60843         Jennifer Connelly	2003	PG-13	22.98
9	14	15	THE LORD OF THE RINGS: THE TWO TOWERS Elijah Wood New LINE HOME ENTERTAINMENT WARNER HOME VIOE0 06234 lan McKellen	2002	PG-13	22.98
0	NP (I	3 32	DADDY DAY CARE COLUMBIA TRISTAR HOME ENTERTAINMENT 10031 Eddie Murphy	2003	PG	14.98
1	17	10	DR. SEUSS: CAT IN THE HAT UNIVERSAL STUDIOS HOME VIDED 85002 Animated	1985	NR	9.98
2	18	6	MARY-KATE & ASHLEY OLSEN - THE CHALLENGE Mary-Kate & Ashley Olsen Mary-Kate & Ashley Olsen	2003	NR	14.98
3	9	16	BARBIE OF SWAN LAKE ARTISAN HOME ENTERTAINMENT 14470 Animated	2003	NR	19.98
4	ne-e	<b>HT</b> E	SLEEPING BEAUTY WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 29756 Animated	1959	G	24.98
15		NI N	MOULIN ROUGE Nicole Kidman Foxvideo 2003425 Ewan McGregor	2001	PG-13	6.98

IRIAA gold cert, for sales of 50,000 units or S1 million in sales at suggested retail. A RIAA platium cert, for sales of 100,000 units or S2 million in sales at suggested retail.
IRIAA gold cert, for sales of 100,000 units or S2 million in sales at suggested retail for theatrically released programs, or of at least 25,000 units or a dollar volume of S3 million at retail for theatrically released programs, or of at least 25,000 units or a dollar volume of S1 million at suggested retail for nontheatrical titles. IRMA platinum cert, for a minimum sale of 250,000 units or a dollar volume of S18 million at retail for theatrically released programs, and of at least 25,000 units and S2 million at suggested retail for nontheatrical titles. © 2004, VNU Business Media, Inc. and Nielsen VideoScan. All rights reserved.

	JARY 24	Billboard TOP DVD RENTALS	
THÍS WEEK	LAST WEEK	TITLE Provided by Home Video Essentials. © 2004, Rentrak Corporation. All rights Reserved. Principal LABEL/DISTRIBUTING LABEL & NUMBER Performers	RATING
		*営き NUMBER 1 学習話 1 Week At Number 1	
1	WEW	S.W.A.T. Colin Farrell COLUMBIA TRISTAR HOME ENTERTAINMENT 00624 Samuel L. Jackson	PG-13
2	3 3	THE LEAGUE OF EXTRAORDINARY GENTELMEN (WIDESCREEN) Sean Connery 20TH CENTURY FOX 220140	PG-13
3	1 3	SEABISCUIT (WIDESCREEN) Jeff Bridges UNIVERSAL STUDIOS HOME VIDEO Tobey McGuire	PG-13
14*	NEW	AMERICAN WEDDING Jason Biggs UNIVERSAL STUDIOS HOME VIDEO 023474 Alyson Hannigan	R
5	2 3	FREAKY FRIDAY         Jamie Lee Curtis           walt disney home entertainment/walt disney home video         Lindsay Lohan	PG-13
6	8 2	JEEPERS CREEPERS 2 Billy Aaron Brown MGM HOME ENTERTAINMENT 05335 Nicki Lynn Aycox	R
7	NEW	ORDER Heath Ledger	R
8	4 5	PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL Johnny Depp Walt disney home entertainment/BUENA vista home entertainment 31663 Orlando Bloom	PG-13
9	5 4	BAD BOYS II Will Smith COLUMBIA TRISTAR HOME ENTERTAINMENT 00619 Martin Lawrence	R
10	NEW	ALEX & EMMA Kate Hudson Luke Wilson	PG-13

TOP VHS RENTALS... Billboard JANUARY Corporation. All rights Reserved. Principal Principal Performers TITLE Provided by Home Video Est LABEL/DISTRIBUTING LABEL & NUMBER Provided by Ho ne Video Essentials @ **ATING** AST 治 NUMBER 1 治治 1 Week At Number 1 S.W.A.T. Colin Farrell Samuel L. Jackson PG-13 Jeff Bridges Tobey McGuire PG-13 SEABISCUIT 1 THE LEAGUE OF EXTRAORDINARY GENTELMEN (WIDESCREEN) Sean Connery 3 PG-13 FREAKY FRIDAY Jamie Lee Curtis Lindsay Lohan PG-13 2 4 Jason Biggs Alyson Hannigan AMERICAN WEDDING R 5 PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL Johnny Depp Orlando Bloom PG-13 4 6 Billy Aaron Brown Nicki Lynn Aycox JEEPERS CREEPERS 2 7 R BRUCE ALMIGHTY Jim Carrey Jennifer Aniston 6 8 BAD BOYS II COLUMBIA TRISTAR HOME ENTERTAINMENT 00618 Will Smith Martin Lawrence 5 9 R Heath Ledger ORDER R 10 ◆ IRMA gold certification a minimum sale of 250,000 µ nmum of 15,000 units or a dollar volume of \$9 million at retail for theatmcally released programs, or of at least 25,000 units and \$1 million at suggested retail for nontheatrical bles 🚫 IPMA platinum icollar volume of \$18 million at retail for theatrically released programs, and of at least, 50,000 units and \$2 million at suggested retail for nontheatrical totes 🖏 2004, VNU Business Media, Inc. At rights

# Beckbeat People/Places/Events

# EXECUTIVE TURNTABLE



**PUBLISHING: ASCAP promotes** Lynne Lummel to senior VP and Seth Saltzman to senior VP of member management in New York. They were, respectively, VP and VP of member management. ASCAP also names Harry Poloner VP of membership in New York. He was VP of creative for EMI Music Publishing.

**DIRECT MARKETING: Herb Agner** is promoted to VP of EMI Music catalog marketing for EMI Music Marketing in Los Angeles. He was senior director of marketing.

EMI Music Marketing also names Julia Michels VP of soundtracks and Kenny Di Dia VP of marketing in Los Angeles. They were, respectively, VP of creative affairs for 20th Century Fox Music and VP of marketing for Warner Bros. Records



**RETAIL: Craig Braasch** is named chief marketing officer for Gibson Guitar in Nashville. He was VP of global advertising and youth marketing for Burger King.

FILM MUSIC: New Line Cinema in Los Angeles promotes Jason Linn to executive VP of music development. He adds that title to his current responsibilities as head of New Line Records.

RADIO: Irving Der is named manager of publicity and communications for Radio Disney in Los Angeles. He was senior publicist for the DuVernay Agency.

MUSIC VIDEO: MTV in Santa Monica, Calif., promotes Lois Curren to executive VP of series entertainment. She was executive VP of series and movie development.



The People's Choice Music stars made their presence known at the 30th annual People's Choice Awards Jan. 11 at the Pasadena (Calif.) Civic Auditorium. CBS aired a live broadcast of the show. Mandy Moore was one of the awards show presenters. At right, Reba McEntire congratulates Toby Keith on winning the favorite music video award for "I Love This Bar." Other musical winners included Tim McGraw (favorite male musical performer), Beyoncé and Faith Hill (who tied for favorite female musical performer) and Matchbox Twenty, winner of favorite musical group or band. (Photos: Kevin Mazur/Wirelmage.com)





Hit Factory R. Kelly's

latest studio album of new material, "Chocolate Factory" (Jive Records), was recently certified double-platinum by the Recording Industry Assn. of America. Kelly was presented with a plaque commemorating this achievement backstage at the 2003 Billboard Music Awards in LasVegas, where Kelly was a performer and multiple winner. Pictured, from left, are live senior VP of U.S. record labels Peter Thea, Jive VP of A&R Wayne Williams, Jive president Barry Weiss, Jive senior VP of R&B promotion and marketing Larry Khan, Kelly, Jive GM/senior VP of sales and marketing Tom Carrabba, Jive senior VP of artist marketing Janet Kleinbaum and Kelly's business manager, Derrel McDavid of Winkler & David.



Norah Goes 'Home' Grammy Award-winning singer Norah Jones spent time at Sear Sound studio in New York to put the finishing touches on her new album, "Feels Like Home," due Feb. 10 on Blue Note Records. For "Feels Like Home," Jones once again teamed with producer Arif Mardin and engineer Jay Newland, who worked with Jones on her breakout debut album, "Come Away With Me." Pictured, from left, are Sear Sound owner Walter Sear, bass player Lee Alexander, Jones, Sear Sound assistant/ProTools engineer Steve Mazur, Mardin and Newland.



Winter Season Edgar Winter and his band visited the studios of syndicated radio program "Rockline" for an interview and live performance. Winter played some of his classics, including "Free Ride," "Dying to Live" and "Frankenstein." Pictured, from left, are "Rockline" host Bob Coburn, Winter, Ventura Distribution product manager Jill Schlesinger and Winter's manager, Jake Hooker.



## Music Laws

Savoy Jazz artist Hubert Laws, seated, recently hung out in the studio with record-label executives during the making of his new album, "Moondance," which Savoy will release March 9. Standing behind Laws are Savoy Label Group VP of A&R Guy Eckstine, left, and Savoy Label Group president Steve Vining.

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41 Spanish hiphop artist La Mala Rodríguez is living up to name

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McLACHLAN: NEW DISC BOOSTED HOLIDAY-SEASON SALES

# Catalog Sales Buoy Canada's Christmas

#### **BY LARRY LeBLANC**

TORONTO—Hampered by slow sales in 2003, Canada's major music retailers were happy with strong Christmas gains. However, no retailer experienced music sales increases over 2002.

"Sales were flat throughout the year, but the last few weeks were great," reports Bruce MacKenzie, senior buyer at Pindoff Record Sales, which operates the 90-store Music World chain in Canada.

Other retailers agree. "Sales kicked in and didn't stop. People really wanted to shop this year," says Tim Baker of Sunrise Records, which

#### has 32 stores in Ontario.

Humphrey Kadaner, president of HMV Canada, which operates 100 stores nationally, adds, "When kids got out of school Dec. 19, a real uplift [in sales] really began. DVD had big growth during Christmas, but CDs performed well."

#### CATALOG IS KING

For the full year, total Canadian album sales fell 9% to 33.1 million units scanned from 36.7 million one year earlier, according to Nielsen SoundScan.

For the month of December, Canadian album *(Continued on page 42)* 

Korea Opens Up

### Market Set For Japanese Repertoire Influx

#### **BY MARK RUSSELL**

SEOUL, South Korea—With the new year bringing an end to remaining restrictions on Japanese culture in South Korea, local labels are rushing to get releases by Japan's leading acts to the domestic market.

The South Korean government has been slowly loosening its post-World War II restrictions on Japanese culture in Korea since 1998.

The latest deregulation, effective Jan. 1, was the largest single step to date. It meant that the distribution of Japanese music, videogames, movies and TV dramas was no longer illegal in South Korea.

"We submitted our Japanese artists' [repertoire] to the Korea Media Rating Board right away on Jan. 2," EMI Korea marketing representative Jenny Kim says.

The Korea Media Rating Board is a government-funded body. Among its responsibilities is approving and classifying entertainment product before its release in Korea.

Kim says EMI expects each batch of albums submitted for scrutiny to take two or three weeks to be approved.

EMI hopes to have released 12 Japanese albums in South Korea by March, and other leading labels confirm they have similar release schedules.

Seoul-based SM Entertainment is the South Korean licensee for Japanese label Avex. Tokyobased Avex head of international Haji Taniguchi says the company plans to release between 20 and 40 albums in South Korea by mid-January, sub-

ject to the approval of the rating board.

Major changes

to follow the

departure of

EMI Denmark

Michael Ritto

president

Avex chairman Tom Yoda is also chairman of the Recording Industry Assn. of Japan. Speaking Jan. 5 at an RIAJ event in Tokyo, Yoda reiterated the association's determination to fight for a change to existing law that would give its member companies the right to ban imports of Japanese product pressed overseas.

CDs are priced significantly lower in South Korea than in Japan, where labels are still able to set retail prices for a period following release because of the

country's *saihan* fixed-price system. The imports issue is a major concern on the part of Japanese labels in the face of Seoul's removal of the remaining restrictions on J-pop.

Chris Lee, executive director of South Korea's music retail market-leading chain Synnara, says, "We had several trips to Japan and met several companies regarding the opening of Japanese culture in Korea. Starting February, we will stock a few titles, *(Continued on page 48)* 

## MidemNet To Emphasize Upside Of Digital Music

YODA: FIGHTING FOR LAW CHANGE

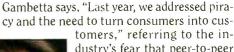
#### **BY JULIANA KORANTENG**

LONDON—Organizers of the Jan. 24 MidemNet conference in Cannes, France, are putting a positive spin on the still-emerging digital-music sector after a relatively downbeat meeting in 2003.

"Music & Technology: Back on Track!" is the title of this year's MidemNet, whose organizers urge the music industry to embrace technology, not fear it.

Or, as the MidemNet program notes: "If what doesn't kill you makes you stronger, then perhaps

technology can finally put the music industry on the path to success." MidemNet conference director Stephane



dustry's fear that peer-to-peer technology had persuaded consumers that music should be free.

"But this year," Gambetta continues, "we wanted to say we're seeing positive things about technology."

He points to developments that suggest technology can help as well as hurt the troubled music industry: Apple's success with its iTunes Music Store, Roxio's resurrection of

Napster as a commercial venture, the (Continued on page 48)



JANUARY 24 2004 Bilboard	HITS OF	IHE WO	RLD. 🍩
JAPAN	UNITED KINGDOM	FRANCE	GERMANY
(DEMPA PUBLICATIONS INC.) 01/14/04 SINGLES	ITHE OFFICIAL UK CHARTS CO.) 01/12/04	SINGLES	MEDIA CONTROLI 01/14/04 SINGLES
1     1     SEKAI NI HITOTSUDAKE NO HANA SMAP VICTOR       2     4     JUPITER AVAKA HIRANARA DREA MUSIC       3     3     SAKURA (DOKUSYO) NAOTARO MORIYAMA UNIVERSAL	NEW         ALL THIS TIME MICHELLE MEMANUS S/BMG           2         1         MAD WORLD MICHAEL ANDREWS FT. GARY JULES ADVENTURE/SANCTUARY           3         NEW         MILKSHAKE KELIS VIRGIN	1     8     SEXY POUR MOI TRAGEDIE UP MUSIC       2     1     L'ORANGE ET WOT STARACADEMY 3 MERCURY       3     2     WEEK-END LORIE EPIC	1     1     SHUT UP BLACK EYED PEAS INTERSCOPE       2     2     BEHIND BLUE EYES LUMP BIZKIT INTERSCOPE       3     3     FREE LIKE THE WIND ALEXANDER HANSA
4 NEW SWEET CANDY RIAN YOSHILOVINSON TOSHIBA/EMI 5 2 TENOHIRA/KURUMI MR. CHILDREN JOY'S FACTORY 6 NEW TAIYO/KOE NADTARO MORIYAMA UNIVERSAL 7 5 NADA SOUSOU	4     2     CHANGES DZY'8 KELLYOSBOURNE SANCTUARY       5     NEW     SOMEBODY TO LOVE BODGE PIMPS DATA       6     NEW     I'M STILL IN LOVE WITH YOU SEAN PAUL ATLANTIC       7     3     THIS GROOVE/LET YOUR HEAD GO VICTORIA BECKHAM 19/TELSTAR	4     3     ON N'OUBLIE JAMAIS RIEN HELENE SEGARA ORLANDO/EAST WEST       5     19     SI DEMAIN (TURN AROUND) ANTONN KAREEN & BONNIE TYLER EPIC       6     4     LA BAMBA STAR ACAEMY 3 MERCURY       7     11     IN THE SHADOWS	4 4 LOVE'S DIVINE SEAL WEA 5 7 MY IMMORTAL EVANESCENCE WIND-UP/EPIC 6 10 HEY YA! OUTKAST ARISTA 7 5 MUSIC IS THE KEY
8       6       SAKURA KYOGO KAWAGUCHI WARNER MUSIC JAPAN         9       18       SHIAWASE NI NAROUYO TSUYOSHI NAGABUCHI FOR LIFE         10       7       YUKI NO HANA MIKA NAKASHIMA SONYMUSIC ASSOCIATED RECORDS	VICTORIA BECKHAM 19/TELSTAR 8 4 SHUT UP BLACK EYED PEAS INTERSCOPE 9 14 HEY YA! OUTKAST ARISTA 10 6 LEAVE RIGHT NOW WILLYOUNG S/BMG	THE RASMUS       UNIVERSAL         8       57       SO YESTERDAY         HILARY DUFF       WEA         9       9       REVIENS (OU TE CACHES-TU?)         GAROU       COLUMBIA         10       6       C'EST TROP         SINGUILA HOSTILE       SINGUILA HOSTILE	SARAH CONNOR FT. NATURALLY 7. X-CELL/COLUMBIA       8     16       DU BIST NICHT ALLEIN ZEICHEN OER ZEIT BEATSA       9     11       17'S MY LIFE NO DOUBT INTERSCOPE       10     15       POISON GROVE COVERAGE URBAN
ALBUMS           1         MAI KURAKI           2         4           3         NEW           0         DREAMAIL ORMET SOME TRUE           1         NEW	ALBUMS 1 2 DIDO UFE FOR RENT CHEEKY/ARISTA 2 1 WILL YOUNG FRIDAY'S CHILD S/BMG 3 4 BLACK EYED PEAS	ALBUMS       1     NEW       1     NEW       3.6.3     COLUMBIA       2     1       STAR ACADEMY 3 LES MENUERS MOMENTS       3     4       TRAGEDIE	ALBUMS       1     ROBBIE WILLIAMS LIVE AT KNEBWORTH CAPITOL       2     8       DICK BRAVE & THE BLACKBEARDS DICK THISI WEA       3     2       DIO
4 3 HITOMI SHIMATANI DEUCIOUSI-THE BEST DF AVEX TRAX 2 AYUMI HAMASAKI MEMORIAL ADDRESS AVEX TRAX 6 5 EXILE EXILE ENTERTAINMENT RHYTHM ZONE EXILE FOR CONCOUNT DODX	4 3 MICHAEL JACKSON NUMBER OKES EPIC 5 7 EVANESCENCE Fallen WINDUP/EPIC 6 5 R.E.M. IN TIME 1988-2003 WARNER BROS.	4     3     CALOGERO CALOGERO CALOGENO MERCURY       5     6     GAROU REVIENS COLUMBIA       6     2     KYO LE CHEMIN JIVE	4 3 SEAL IV WARKER BROS 5 5 EVANESCENCE FALLEN WIND/FEIDC 6 NEW PETERN DUP/EPIDC 6 NEW TIBALUGA-ODER DIE REISE ZUR VERNUNFT ARIOLA
7     NEW     SKOOP ON SOMEBODY       9     7     MIKA NAKASHIMA       LOVE SDAV     9       9     8     DREAMSCOME TRUE       0 REAMAGE-LOVE BALLAD COLLECTION     EPIC       10     6     KEN SHAR DEFSTAR	7     6     RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.       8     9     DIDO NO ANGEL CHEEKY/ARISTA       9     22     KATLE MELUA CALL OFF THE SEARCH DRAMATICO.       10     11     SUGABABES THREE ISLAND	7     9     M       8     5     CELINE DION UNE FILLE ET 4 TYPES COLUMBIA       9     8     VARIOUS ARTISTS GENERATION RAP & R&B BARCLAY       10     7     DIDO UIEF FOR RENT BMG	7     6     BLACK EYED PEAS ELEPHUNK INTERSCOPE       8     4     RED HOT CHILI PEPPERS GREATEST HITS WARNER BRDS.       9     7     SHANIA TWAIN UP! MERCURY       10     9     R.E.M. IN TIME 1988-2003 WARNER BRDS.
CANADA	ITALY	SPAIN	AUSTRALIA
HI SDUNDSCAN) 01/24/04	KEY KENNO1/12/04	XEIX STATE XEIX STATE (APYVE/MEDIA CONTROL) 01/14/04	K K K K K K K K K K K K K K K K K K K
SINGLES       1     1     HEY YA!       DUTKAST ARISTA/BMG       2     5     MEME LES ANGES       AU DE MONTIGNY VIK/BMG	1     1     OBSESION AVENTURA PLANET       2     2     IN THE SHADOWS THE RASMUS EDEL	SINGLES           1         3         UNO MAS UNO SON SIETE           FRAN PEREA GLABOMEDIA         2           5         DEVUELVEME EL AIRE           BUSTAMANTE VALE MUSIC         2	SINGLES       1     1       SHUT UP BLACK EVED PEAS A&M       2     2       HEY YA! DUTKAST ARISTA
3     2     SOMETHING MORE RYAN MALCOLM     Vik/BMG       4     4     BABY BOY BEVONCE FT, SEAN PAUL     COLUMBIA/SONY MUSIC       5     3     ME AGAINST THE MUSIC BRITHEY SPEARS FT, MADONNA     JVE/ZOMBA	3     4     REMIXED & REVISITED MADONNA MAVERICK/WARNER BRDS.       4     5     BROKEN ELISA SUGAR       5     3     HEY YA! OUTKAST ARISTA	3     1     MOTIVOS DE UN SENTIMIENTO JDAQUIN SABINA BMG/ARIDIA       4     7     PECOS COLLECTION PECOS SONY       5     9     ROSAS LA DREJA DE VAN GOGH SONY	3     3     PREDICTABLE DELTA GOODREM EPIC       4     4     BEHIND BLUE EPICS LIMP BIZKIT INTERSCOPE       5     7     BE FAITHFUL FAITMAN SCOOP FT. GROOKLYN CLAN MERCURY
<ul> <li>6 7 2+2=5 RADIOHEAD PARLOPHONE/EMI</li> <li>7 6 TROUBLE PINK ARISTA/BMG</li> <li>8 SUNRISE SIMPLY RED UNIVERSAL</li> <li>9 or PLUBERENECKIN'</li> </ul>	6     6     LOVE PROFUSION MADONNA MAVERICKWARNER BRDS.       7     8     ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADONNA JIVE       8     13     SEXED UP ROBBIE WILLIAMS CAPITOL	6     4     NOTHING FAILS MADUNNA MAVERICKWARNER BROS.       7     8     SON DE AMORES ANDY& LUCAS ARIOLA	6 5 ME AGAINST THE MUSIC BRITNEY SPEARS PT MADONNA JIVE 7 8 IT'S MY LIFE NO DOUBT INTERSCOPE
		8 10 ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADONNA JIVE	8 10 BABY BOY BIG BROVAZ EPIC
10 NEW ELVIS PRESLEY BMG HERITAGE/RCA/BMG ME, MYSELF AND I BEYONCE COLUMBIA/SONY MUSIC ALBUMS	9 7 ALMENTO STAVOLTA NEK WEA 10 14 IT'S MY LIFE NO DOUBT INTERSCOPE ALBUMS	8     10     ME AGAINST THE MUSIC BRITNEY SPEARS IT. MADONNA JIVE       9     11     RAINMAKER IRON MAIDEN EMI       10     12     SLOW KYLLE MINOGUE PARLOPHONE       ALBUMS       1     2     ALEX UBAGO	8     10     BABY BOY BIG BROVAZ EPIC       9     6     BABY BOY BEYONCE FI SEAN PAUL COLUMBIA       10     9     P.I.M.P. SUCENT INTERSCOPE
10       NEW       EUVIS PRESIEV       BMG HERITAGE/RCABMG         10       NEW       MES, MYSELF AND I BEYONCE       DI BEYONCE         1       3       EVANESCENCE         1       3       EVANESCENCE         2       2       SHERYL CROW THE VERY BEST OF SHERVL CROW         3       4       SARAH MCLACHLAN AFTERGLOW NETWERK/BMG	9     7     ALMENTO STAVOLTA NEK WEA       10     14     IT'S MY LIFE IN DOUBT INTERSCOPE       ALBUMS       1     1     LIGABUE GIRD DITALIA WEA       2     4     TIZIANO FERRO INITERTO BINE CAPITOL       3     2     ELISA LOTUS SUGAR       4     5     GIGI D'ALESSIO	8     10     ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADONNA JIVE       9     11     RAINMAKER IRON MAIDEN EMI       10     12     SLOW KYLLE MINOGUE PARLOPHONE       ALEUMS       1     2       4     ALEX UBAGO FANTASIA O REALDAO ORO LOS LUNNIS LOS UNNIS NOS VAMOS A LA CAMA SONY       3     3     EUROJUNIOR EUROJUNIOR FESTIVAL VALE MUSIC	8     10     BABY BOY BIG BROVAZ EPIC       9     6     BABY BOY BEYONCE FT. SEAN PAUL COLUMBIA       10     9     P.I.M.P. SUCENT INTERSCOPE       ALBUMS       1     2     DELTA GOODREM INNOCENT EYES EPIC       2     3     RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.       3     1     GUY SEBASTIAN JUST AS IAM BMG       4     5     DIDO
10       NEW       EUVIS PRESIEV       BMG HERITAGE/RCA/BMG         10       NEW       MES, MYSELF, AND I         BEYONCE       COLUMBIA/SONY MUSIC         1       3       EVANESCENCE         1       3       EVANESCENCE         2       2       SHERYL CROW         3       4       SARAH MCLACHLAN         AFTERGLOW NETTWERK/BMG       4         4       1       VARIOUS ARTISTS         5       RE       JOSH GROBAN         CLOSER 143/REPRISE/MARNER       8         6       8       ELEPHUWK A&MINTERSCOPE/UNIVERSAL         7       6       NO DOUBT         7       6       NO DOUBT	9       7       ALMENTO STAVOLTA NEK WEA         10       14       IT'S MY LIFE NO DOUBT INTERSCOPE         ALBUMS         1       1       LIGABUE GIRO DITALIA WEA         2       4       TIZIANO FERRO III CENTO DIVEC CAPITOL         3       2       ELISAA LIDTUS SUGAR         4       5       GIGI D'ALESSIO BUONAVITA RCA         5       7       EROS RAMAZZOTTI 9 ARIOLA         6       3       ZERO RENATO CATTURA EPIC GRATEST HITS WARNER BROS.	8       10       ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADONNA JIVE         9       11       RAINMAKER IRON MAIDEN EMI         10       12       SLOW KYLLE MINOGUE PARLOPHONE         ALEUMS         1       2         1       2       ALEX UBAGO FANTASIA O REALIDAO DRO         1       2       ALEX UBAGO FANTASIA O REALIDAO DRO         2       1       LOS LUNNIS LOS LUNNIS NOS VAMOS A LA CAMA SDNY         3       3       EUROJUNIOR EUROJUNIOR FESTIVAL VALE MUSIC         4       5       BUSTAMANTE ASI SOY VALE MUSIC         5       4       FRAN PEREA LA CHICA DE LA HABITACION DE AL LADO DRO         6       7       JULIO IGLESIAS DIVORCIO COLUMBIA         7       8       LA OREJA DE VAN GOGH LO QUE CONTE MIENTRAS EPIC/SONY	8       10       BABY BOY BIG BROWA2 EPIC         9       6       BABY BOY BEYONCE FT. SEAN PAUL COLUMBIA         10       9       PLI.M.P. SUCENT INTERSCOPE         ALBUMS         1       2       DELTA GOODREM INNOCENT EVES EPIC         2       3       RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.         3       1       GUY SEBASTIAN JUST ASTAM BMG         4       5       DIDO LIFE FOR RENT BMG         5       4       POWDERFINGER VULTURE STREET UNIVERSAL         6       13       EVANCES CENCE FALLEN WIND UP/EPIC         7       7       MICHAEL JACKSON NUMBER ONES EPIC
10       NEW       EUVIS PRESIEV       BMG HERITAGE/RCA/BMG         10       NEW       MYSELF AND I         BEYONCE       COLUMBIA/SONY MUSIC         1       3       EVANESCENCE         1       3       EVANESCENCE         2       SHERYL CROW       FALLEN WIND-UP//EPIC/SONY MUSIC         2       SHERYL CROW         11       SARAH MCLAC/LLAN         3       4         SARAH MCLAC/LLAN         AFTERBLOW       NETWERK/BMG         4       1         VARIOUS ARTISTS         MUCHOBANCE 2004 UNIVERSAL         5       RE         JOSH GROBAN         6       BLACK EYED PEAS         LEPHUNK       AAM/INTERSCOPE/UNIVERSAL         7       6       NO DOUBT	9       7       ALMENTO STAVOLTA NEK WEA         10       14       IT'S MY LIFE NO DOUBT INTERSCOPE         ALBUMS         1       1       LIGABUE GIRO DITALIA WEA         2       4       TIZIANO FERRO ITICENTO ONE CAPITOL         3       2       ELISA LOTUS SUGAR         4       5       GIGI D'ALESSIO BUONA VITA RCA         5       7       EROS RAMAZZOTTI 9         6       3       ZERO RENATO CATURA EPIC         7       8       RED HOT CHILI PEPPERS	8     10     ME AGAINST THE MUSIC BRITNEY SPEARS FT MADDONNA JIVE       9     11     RAINMAKER IRON MAIDEN EMI ISON MAIDEN EMI SLOW       10     12     SLOW KYUE MINOGUE PARLOPHONE       ALEX UBAGO FANTASIA O REALIDAO ORO       2     ALEX UBAGO FANTASIA O REALIDAO ORO       2     1     LOS LUNNIS LOS LUNNIS NOS VAMOS A LA CAMA SONY       3     EUROJUNIOR EUROJUNIOR FESTIVAL VALE MUSIC       4     5     BUSTAMANTE ASI SOY YO VALE MUSIC       5     4     FRAN PEREA LA CHICA DE LA HABITACION DE AL LADO DIVORCIO COLUMBIA	8     10     BABY BOY BIG BROVAZ EPIC       9     6     BABY BOY BEYONCE FT SEAN PAUL COLUMBIA       10     9     P.I.M.P. SO CENT INTERSCOPE       ALBUMS       1     2     DELTA GOODREM INNDCENT EYES EPIC       2     3     RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.       3     1     GUY SEBASTIAN JUST ASI AM BMG       4     5     DIDO LIFF FOR RENT BMG       5     4     POWDERFINGER YULTURE STREET UNIVERSAL       6     13     EVANESCENCE FALLEN WIND UP/EPIC
10       NEW       EUVIS PRESIEV       BMG HERITAGE/RCARMG         11       ME, MYSELF AND I       BEYONCE       COLUMBIA/SONY MUSIC         12       ALBUMS       ALBUMS         13       EVANESCENCE       FALEN WIND-UP/REPIC/SONY MUSIC         22       SHERYL CROW       This Very BEST OF SHERYL CROW ABM/INTERSCOPE/UNIVERSAL         34       SARAH MCLACHLAN         AFTERBLOW NETTWERK/BMG       VARIOUS ARTISTS         MUCHODANCE 2004 UNIVERSAL       CLOSER I HA/JREPRISE/WARANER         5       RE       JOSH GROBAN         7       6       BLACK EYED PEAS         14       SINGLES 1992-2003 INTERSCOPE/UNIVERSAL         7       6       NO DOUBT         7       6       NO DOUBT         7       6       ODUBO         14F60R NENT ARISTA/BMG       9         9       9       OUTKAST         9       9       OUTKAST	9       7       ALMENTO STAVOLTA NEK WEA         10       14       IT'S MY LIFE NO DOUBT INTERSCOPE         1       1       LIGABUE GIRO DITALIA WEA         2       4       TIZIANO FERRO ITICINO NCE CAPITOL         3       2       ELISA LOTUS SUGAR         4       5       GIGI D'ALESSIO BUONA VITA RCA         5       7       EROS RAMAZZOTTI 9         6       3       ZERO RENATO CATURA EPIC         7       8       RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.         8       11       LE VIBRAZIONI ILE VIBRAZIONI PICORDI         9       6       R.E.M. IN TIME 1989-2003 WARNER BROS.         10       10       NEK THE BEST OF. L'ANNO ZERO WEA	8       10       ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADDONNA JIVE         9       11       RAINMAKER IRON MAIDEN EMI         10       12       SLOW         YULE MINOGUE PARLOPHONE         ALEUMS         1       2         ALEX UBAGO FANTASIA O REALIDAO ORO         2       1         2       ALEX UBAGO FANTASIA O REALIDAO ORO         3       EUROJUNIOR EUROJUNIOR FESTIVAL VALE MUSIC         4       5         4       5         5       4         6       7         1       10 GLESIAS DIVORCIO COLUMBIA         7       8         14       ALEJANDE VAN GOGH LOQUECONTE MIENTRAS EPIC/SONY         8       14         4       ALEJANDRO SANZ NO ES LO MISMO WEA         9       13       CAFE CULJANO	8       10       BABY BOY BIG BROWA2 EPIC         9       6       BABY BOY BEVONCE FT. SEAN PAUL COLUMBIA         10       9       P.I.M.P. SUCENT INTERSCOPE         COLUMBIA COLUMBIA         10       9         P.I.M.P. SUCENT INTERSCOPE         COLUMBIA COLUMBIA         10       9         P.I.M.P. SUCENT INTERSCOPE         COLUMBIA         1         2         ALBUMS         1         2         3         GUETA GOODREM INNOCENT EYES EPIC         3         3         GUE BASTIAN JUST ASI AM BMG         JUST ASI AM BMG         4         4         POWDERFINGER         VULTURE STREET UNIVERSAL         6         BLACK SON NUMBER ONES EPIC         8         BLACK EYED PEAS ELEPHUNK INTERSCOPE         9         COLDPLAY ARUSH OF BLOOD TO THE HEAD PARLOPHONE
10       NEW       EWIS PRESIEV       EMIS CHERTAGE/RCARMG         11       MS       EVANESCENCE         12       SHERYL CROW       MUND-UP/REPIC/SONY MUSIC         13       FALLEN WIND-UP/REPIC/SONY MUSIC         14       SHERYL CROW         15       SHERYL CROW         16       VARIOUS ARTISTS         17       JOSH GROBAN         18       LOSER HS/RERSEAMARNER         19       BLACK EYED PEAS         10       DOUTKAST         11       STIME GOES BY GREAT AMERICAN SONGBOOK VOL II         19       RE         10       NO STEMOXX/THE LOVE BELOW ARISTA/BMG         10       RE         10       RE         10       RE         10       DIDO         11       STIME GOES BY GREAT AMERICAN SONGBOOK VOL II         10       RE         11       ROD STEWART         12       STIME GOES BY GREAT AMERICAN SONGBOOK VOL II         13       HEGA CHARTS BV) DI/12/04	9       7       ALMENTO STAVOLTA NEK WEA         10       14       IT'S MY LIFE NO DOUBT INTERSCOPE         1       15       ISABUE GIRO DITALIA WEA         2       4       TIZIANO FERRO INTICENTO NICE CAPITOL         3       2       ELISA LOTUS SUGAR         4       5       GIGI D'ALESSIO BUOMA VITA RCA         5       7       ERO RAMAZZOTTI 9         6       3       ZERO RENATO CATTURA EPIC         7       8       RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.         8       11       LE VIBRAZIONI LE VIBRAZIONI RICORDI         9       6       R.E.M. INTIME 1988-2001 WARNER BROS.         10       10       NEK IME DEST DF. L'ANNO ZERO WEA	8       10       ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADDONNA JIVE         9       11       RAINMAKER IRON MAIDEN EMI         10       12       SLOW         YULE MINOGUE PARLOPHONE       ALEUMS         1       2       ALEX UBAGO FANTASIA O REALIDAO ORO         2       1       2         4       5       AUNNIS LUS LUNNIS LUS LUNNIS LUS LUNNIS LUS LUNNIS CURJUNIOR FESTIVAL VALE MUSIC         5       4       FRAN PEREA LA CHICA DE LA HABITACION DE AL LADO DIVORCIO COLUMBIA         6       7       JULIO IGLESIAS DIVORCIO COLUMBIA         7       8       LA OREJA DE VAN GOGH LO QUE CONTE MIENTRAS. EPIC/SONY         8       14       ALEJANDRO SANZ NOES LOMISMO WARA         9       13       CAFE QUIJANO GUE GRANDE ESE SOT DELAMOR WARNER BROS.         10       12       ROSA AHORA VALE MUSIC	8       10       BABY BOY BIG BROWA2 EPIC         9       6       BABY BOY BEVONCE FT. SEAN PAUL COLUMBIA         10       9       PLI.M.P. SUCENT INTERSCOPE         ALBUMS         1       2       DELTA GOODREM INNOCENT EVES EPIC         2       3       RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.         3       1       GUY AS LABASTIAN JUST AS LAM BMG         4       5       DIDO UIFFOR RENT BMG         5       4       POWDERFINGER YULTURE STREET UNIVERSAL         6       13       EVANESCENCE FALLEN WIND UP/FPIC         7       7       MICHAEL JACKSON NUMBER ONES EPIC         8       6       BLACK EYED PEAS ELEPHUNK INTERSCOPE         9       COLDPLAY ARUSH OF BLODO TO THE HEAD PARLOPHONE         10       11       JET GET BORN CAPITOL
10       NEW       EWIS PRESIEV       EMISE INERITACE/RCARMG         11       3       EVANESCENCE         12       SHERYL CROW       FALLEN         13       EVANESCENCE         14       SHERYL CROW         15       RE         16       VARIOUS ARTISTS         17       VARIOUS ARTISTS         18       MUCHARLE VED VERVERAL         19       VARIOUS ARTISTS         10       VARIOUS ARTISTS         10       VARIOUS ARTISTS         11       JOSH GROBAN         12       LUSSER HAMANTERSCOPE/UNIVERSAL         14       VARIOUS ARTISTS         11       VARIOUS ARTISTS         11       VARIOUS ARTISTS         12       JOSH GROBAN         14       VARIOUS ARTISTS         15       RE         10       DUDO         11       THSTRUERS INVERSAL         10       DIDO         114FEOR RENT ARISTA/BMG         10       DIFEOR RENT ARISTA/BMG         11       RE ROD STEWART         12       ASTIME GOES BY GREAT AMERICAN SONGBOOK VOL, IL J/BMG         10       RE         11       MEGA CHARTS BY)01//1204<	9       7       ALMENTO STAVOLTA NEK WEA         10       14       IT'S MY LIFE NO DOUBT INTERSCOPE         1       1       LIGABUE GIRO DITALIA WEA         2       4       TIZIANO FERRO ILICANO PERRO ILICENTO NORE CAPITOL         3       2       ELISA LOTUS SUGAR         4       5       GICD J'ALESSIO BUONA VITA RCA         5       7       EROS RAMAZZOTTI 9 ARIOLA         6       3       ZERO RENATO CATURA EPIC         7       8       RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.         8       11       LE VIBRAZIONI ILE VIBRAZIONI RICOROI         9       6       R.E.M. IN TIME 1989-2003 WARNER BROS.         10       NEK THE BEST DE L'ANNO ZERO WEA         SWEDEN         SWEDEN         STARKARE SARA LOFOREN MARIANN 2         2       5         3       1         2       5         STARKARE SARA LOFOREN MARIANN         2       5         3       1         2       5         SHOLC PERS         STARKARE SARA LOFOREN MARIANN         2       5         3       1		

Hits of the World is compiled at *Billboard*/London.

www.americanradiohistory.com

NEW = New Entry RE = Re-Entry



	Î	AUSTRIA		BE	LGIUM/FLANDERS			
THIS WEEK	LAST WEEK	(AUSTRIAN IFPI/AUSTRIA TOP 40) 01/12/04.	THIS WEEK	LAST WEEK	(PROMUVI) 01/14/04			d <sup>®</sup> EUROCHARTS Eurocharts are compiled by <i>Billboard</i> from the
1	1	SINGLES MAMA (ANA AHABAK) CHRISTINA UNIVERSAL	1	1		HIS WEEK	E /	national singles and album sales charts of 18 European countries. 01/14/04
2	2	SHUT UP BLACK EYED PEAS A&M	2	3	BLACK EYED PEAS INTERSCOPE AFSCHEID NEMEN BESTAAT NIET MARCO BORSATO UNIVERSAL	1	1	SINGLES SALES
3 4	4	BEHIND BLUE EYES LIMP BIZKIT INTERSCOPE POISON	3	2	I'VE ONLY BEGUN TO FIGHT NATALIA ARIOLA YOU ARE THE REASON	2	6	BLACK EYED PEAS INTERSCOPE
5	11	GROOVE COVERAGE UNIVERSAL HEY YA! OUTKAST ARISTA	5	5	SARAH & KOEN WAUTERS EMI TURN ME ON KEVIN LYTTLE ATLANTIC	3	NEW	OUTKAST ARISTA ALL THIS TIME MICHELLE MCMANUS S
1	NEW	ALBUMS RICARDO MUTI & WIENER PHILHARMONIKER	1	1	ALBUMS SPRING	4 S	3 38	L'ORANGE ET WOT STAR ACADEMY 3 MERCURY SEXY POUR MOI
2	1	NEUJAHRSKONZERT 2004 UNIVERSAL CHRISTINA FREIER FALL UNIVERSAL	2	2	SPRING STUDIO 100 RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.	6	2	TRAGEDIE UP MUSIC LOVE'S DIVINE SEAL WEA
3 4	4 13	ROBBIE WILLIAMS LIVE AT KNEBWORTH CAPITOL KIDDY CONTEST FINALISTEN	3	4 S	R.E.M. IN TIME 1988-2003 WARNER BRDS. HELMUT LOTTI	7	S	BEHIND BLUE EYES
5	2	RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.	5	3	POP CLASSICS IN SYMPHONY PIET ROELEN DIDO LIFE FOR RENT BMG	8 9	4	MAD WORLD MICHAEL ANDREWS FL. GARY JULES ADVENTURE/SANCTUARY WEEK-END LORIE EPIC
		DENMARK			PORTUGAL	10 11	NEW	
Ek Ek	LAST WEEK		EEK	WEFK	450,000	12	11	EVANESCENCE WIND-UP/EPIC FREE LIKE THE WIND ALEXANDER HANSA
H	W	(IFPI/NIELSEN MARKETING RESEARCH) 01/13/04	TH	MI	(AFP) 01/13/04 SINGLES	13	8	ON N'OUBLIE JAMAIS RIEN HELENE SEGARA ORLANDO/EAST WEST
1	1 2	TAKING BACK MY HEART MARIA LUCIA CAPITOL SHUT UP	1	6	LOSE YOURSELF EMINEM INTERSCOPE REMIXED & REVISITED	14 15	13	THE VOICE WITHIN CHRISTINA AGUILERA RCA CHANGES
3	10	BLACK EYED PEAS INTERSCOPE TURN ME ON KEVIN LYTTLE GRAND HUSTLE/ATLANTIC	3	8	MADONNA MAVERICK/WARNER BROS. KA-CHING SHANIA TWAIN MERCURY	16	19	OZZY & KELLY OSBOURNE SANCTUARY IN THE SHADOWS THE RASMUS PLAYGROUND
4	17	BEHIND BLUE EYES	4	2	SING FOR THE MOMENT	17	20	IT'S MY LIFE NO DOUBT INTERSCOPE
5	4	THE MAGIC KEY ONE-T & COOL-T POLYDOR	5	3	UM POUCO MAIS DE AZUL MODERADOS DE PARANHOS EMI	18 19	1S NEW	ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADONNA JIVE SOMEBODY TO LOVE
1	2	ALBUMS KIM LARSEN & KJUKKEN 7-9-13 CAPITOL	1	8	ALBUMS MARIA RITA MARIA RITA WARNER BROS.	20	16	BOOGIE PIMPS DATA BE FAITHFUL FATMAN SCOOP FF. CROOKLYN CLAN DEF JAM/MERCURY
2	1	GASOLIN THE BLACK BOX SONY MUSIC	2 3	1 2	RUI VELOSO O CONCERTD ACUSTICO VIRGIN ROBBIE WILLIAMS	1	1	ALBUM SALES
3	4	BIG FAT SNAKE ONE NIGHT OF SIN CMC R.E.M.	4	5		2	5	LIFE FOR RENT CHEEKY/ARISTA BLACK EYED PEAS
5	3	IN TIME 1988-2003 WARNER BROS. BLACK EYED PEAS ELEPHUNK INTERSCOPE	5	3	AO VIVO NO PAVILHAO ATLANTICO ESPACIAL TRIBALISTAS TRIBALISTAS VIRGIN	3	2	ELEPHUNK INTERSCOPE RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.
	-			-	FINLAND	4	6	EVANESCENCE FALLEN WIND-UP/EPIC
	L×	IRELAND	~	L×		5	4 3	ROBBIE WILLIAMS LIVE AT KNEBWORTH CAPITOL R.E.M.
TH	LAST	(IRMA/CHART TRACK) 01/09/04	THIS	WEE	(YLE) 01/12/04 SINGLES	7	9	IN TIME 1988-2003 WARNER BROS. ALICIA KEYS THE DIARY DF ALICIA KEYS J
1	1	SINGLES LEAVE RIGHT NOW WILL YOUNG S/BMG	1	1	BLACK NIGHT ERI ESITTAJIA POKO	8	8	SEAL
2	3 2	SHUT UP BLACK EYED PEAS INTERSCOPE MAD WORLD	2	3		9 10	10	MICHAEL JACKSON NUMBER ONES EPIC WILL YOUNG FRIDAY'S CHILD S
3	5	MICHAEL ANDREWS FT.GARY JULES SANCTUARY THE VOICE WITHIN	4	4	OTA MUT RIPSIPIIRAKKA MERCURY STILL ALIVE NEGATIVE GBFAM	11	14	FRIDAY'S CHILD S NO DOUBT THE SINGLES 1992-2003 INTERSCOPE
5	NEW	CHRISTINA AGUILERA RCA ALL THIS TIME MICHELLE MCMANUS S/BMG	5	6	READ MY SCARS DIABLO GAGA GOODIES	12	39	DICK BRAVE & THE BLACKBEARDS
1	1	ALBUMS	1	18	ALBUMS NO DOUBT	13 14	16 11	SOUNDTRACK LORD OF THE RINGS: RETURN OF THE KING REPRISE CHRISTINA AGUILERA
2	3	LIFE FOR RENT CHEEKY/ARISTA RED HOT CHILI PEPPERS GREATEST HITS WEA	2	3	THE SINGLES 1992-2003 INTERSCOPE ZEN CAFE JATTILAINEN EVIDENCE	15	12	STRIPPEO RCA LINKIN PARK LIVE IN TEXAS WARNER BROS.
3	2	MICHAEL JACKSON	3	4 19	TIKTAK YMPYRAA POLYDOR BLACK EXED BEAS	16	13	PINK TRY THIS ARISTA
4	5	PADDY CASEY LIVING COLUMBIA R.E.M.	4 5	31	BLACK EYED PEAS ELEPHUNK INTERSCOPE SOUNDTRACK	17 18	18 NEW	NORAH JONES COME AWAY WITH ME BLUE NOTE INDOCHINE
		IN TIME 1988-2003 WARNER BROS.			LOTR: RETURN OF THE KING REPRISE	19	17	3.6.3 COLUMBIA GAROU REVIENS COLUMBIA
	_×	HUNGARY	5 Miles	노동	POLAND	20	19	SUGABABES THREE ISLAND
THIS	LAST WEEK	(MAHASZ) 01/09/04	THIS	UAST	(ZWI ZEK PRODUCENTOW AUDIO VIDEO) 01/09/04	ÆK	VECK	RADIO AIRPLAY Monitored Radio Arrplay information from 17 Euro- pean countries as monitored and
1	1	SZEXT RGY TANKCSAPDA SONY MUSIC	1	1	ANITA LIPNICKA & JOHN PORTER NIEPRZYZWDITE PIOSENKI POMATDN	THIS WEEK	LAST WEEK	abulated by Music Control. 01/14/04 music control
2	2	ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADONNA JIVE JIGGA JIGGA!	2 3	9	BOGUSLAW MORKA BOGUSLAW MORKA I PRZYJACIELE POLSKI RADIO GAROU	1	1	SHUT UP BLACK EYED PEAS INTERSCOPE
4	8	JIGGA JIGGA! SCOOTER EDEL CAN'T HOLD US DOWN CHRISTINA AGUILERA FT. LIL'KIM RCA	4	2	REVIENS COLUMBIA	2	2	IT'S MY LIFE NO DOUBT MCA WHITE FLAG
5	NEW	CEVED UD	5	11	FARAT IZABELIN	4	6	
1	1	ALBUMS MCHAWER FT. TEKKO KIMEGYEK A TEMETOBE MAGNEOTON	6	4	MYSLI I SLOWA POMATON ROD STEWART AS TIME GOES BY, GREAT AMERICAN SONGBOOK VOL 2 RCA	5	5	LOVE'S DIVINE SEAL EAST WEST
2	2	MARIO SARGAROZSA ROZSA RECORDS	7	21	VARIOUS ARTISTS RADID ZET-TYLKD WIELKIE PRZEBOJE MAGIC	6 7	3	HEY YA! OUTKAST ARISTA WHERE IS THE LOVE?
3	3	MATYI ES AN HEGEDUS NECSI-NECSI EMI ZAMBO JIMMY	- 8 -	15 6	VARIOUS ARTISTS SMDOTH JAZZ CAFE (BOXED SET) IZABELIN DIDO	8	21	BLACK EYED PEAS INTERSCOPE IN THE SHADOWS THE RASMUS PLAYGROUND
5	6	ZAMBO JIMMY EML, KALBUM MAGNEDTON TNT EGVETLEN SZO MAGNEDTON	10	0 13	LIFE FOR RENT CHEEKY/ARISTA	9	7	HOLE IN THE HEAD SUGABABES ISLAND
			CLU			10 11	10 9	BABY BOY BEYONCE FT. SEAN PAUL COLUMBIA SEXED UP
		COMMON A weekly scorecard of albums simult				12	13	ROBBIE WILLIAMS CAPITOL SUPERSTAR JAMELIA PARLOPHONE
		in three or more lea Repertoire owner: 8: BMG, E: EMI, I. Inde	ding wo	rld ma	rkets.	13	22	SIGNED, SEALED, DELIVERED
5	RTIST	USA JPN	UK GE			14 15	24 17	J'AI DES CHOSES A TE DIRE PEARL SMALL/EPIC BE FAITHFUL
Blac Elep DID	hunk (l	d Peas	3 7		6 8	16	19	FATMAN SCOOP MERCURY YOU DON'T KNOW MY NAME ALICIA KEYS J
Life	for Ren		1 3		0 8 4 9	17	18	GUILTY BLUE INNOCENT/VIGIN
Red	Hot	Chili Peppers	5 5		1 6 5	18 19	20 14	MANDY WESTLIFE S/BMG SLOW
Grea	atest Hi	ts (W)	7 8		2 7 7	20	15	KYLIE MINOGUE PARLOPHONE

More Wave-Makers For The New Year AS INTERSCOPE The second of a three-part look at some of the new acts from around the globe likely to make an impact in 2004. BAD GIRL DONE GOOD: Spanish hiphop artist La Mala ("bad girl") Rod-SLUE EYES ríguez endeavors to live up to her RLD FT. GARY JULES ADVENTURE/SANCTU name. "I lose control sometimes, WIND-UP/EPIC THE WIND BLIE JAMAIS RIEN SBOURNE SANCTUAR NST THE MUSIC DY TO LOVE CLAN DEF JAM CHEEKY/ARISTA CHILI PEPPERS MALA: READY FOR THE NEXT STEP VILLIAMS she says, "but never without reason. I defend what I am and fight for it." 03 WARNER BROS She began rapping at age 15 on the EYS ALICIA KEYS J streets of Seville, Spain, and released an album, "Lujo Ibérico," on indie JACKSON label Zona Bruta in 2000. It won critical approval and sold 50,000 units. BT 992-2003 INTERSCOPE /E & THE BLACKBEARDS Polydor bought the rights and waited RACK for the follow-up. A AGUILERA Instead, La Mala dis-WARNER BROS. appeared and went to work as a wait-ONES ress. "I wasn't well, but I don't talk about it," is all she will say. Now 24, La Mala's moment seems to have arrived. Universal Spain released her second album, "Alevosía," at the end \* of 2003 in Spain. A 12-track CD called "La Niña," compiling songs from EAS INTERSCOPE I**FE** CA both albums, has been released in the

she is ready for the 2004 international launch Universal has planned. HOWELL LLEWELLYN DOUBLE TIP: Two bands look set to have a big impact on the Japanese music scene. Remioromen. a fourpiece from the city of Maebashi, has a great pop-rock sound and original songs. The act recently signed to Tokyo-based label Victor Entertainment. Fuji Fabric was founded by Takavuki Watanahe and Masahiko Shimura, who met while attending junior high school in Fujiyoshida and began making music in a hodgepodge of styles. To their rock template the group adds elements of jazz, Japanese

kayokoku pop, soul, samba. folk and

albums, "A la Carte" and "A la Mode.

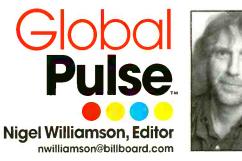
even disco, heard on two mini-

U.S. and Mexico. La Mala promises

The act's Victor Entertainment debut STEVE McCLURE is expected soon.

NEW KID ON THE BLOCK: 2004 could be the breakthrough year for Simple Kid, the County Cork, Ireland, youngster who has already been widely compared to Badly Drawn Boy. Jan. 19 sees the U.K. release of new single "Truck On" (2M Recordings), and the following night he launches a three-night Simple Club residency at London's 12 Bar Club. Songs from his intriguing debut album, "1," will be performed in five different styles/personas: as Skiffle Kid (banjos and violins), Sample Kid (techno), Simple Kid-Brother (acoustic with big brother Al Mc-Feely), Complicated Kid (solo but playing a different instrument on each song) and Karaoke Kid (the fans sing). He has a refreshingly irreverent attitude to the industry. "A&R? Marketing? In the real world, nobody cares." he says. "They just appreciate a really good song." STEVE ADAMS

WINTER WARMER: Take a pinch of the Pixies, a dose of Serge Gainsbourg and a sprinkling of French spite and you get "Thomas Winter and Bogue" (Source/Virgin), the self-titled debut album from an unlikely pair of urban poets. Thomas Winter is the elder



brother of Daft Punk manager Pedro Winter, but the duo favors a strippeddown approach with only a passing glance toward electronica. The album was released at the end of 2003 in France, Releases in Belgium and Switzerland are scheduled, with other territories to follow. JAMES MARTIN

PHONE-IN SIGNING: EMI Italy VP of A&R Fabrizio Giannini savs Amalia Grè is the label's "absolute priority for 2004." The self-titled debut from the 30-something singer/songwriter was released in Italy at the end of November. "I first heard her on a late-night radio show," Giannini says. "They were playing a track she produced herself, and I called the station, got her number, met her and signed her." He defines Grè's music as "a curious mix of jazz and melodic Italian pop with an appeal to a more mature, sophisticated audience." She also sings in English, which should increase her chances of breakout success. MARK WORDEN

**BILLBOARD JANUARY 24, 2004** 

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R.E.M. In Time 1988-2003: Best of... (W)

TOO LOST IN YOU

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# Global

# Danish Execs Form Label

Former EMI Denmark Staffers To Run Copenhagen Records

#### **BY CHARLES FERRO**

COPENHAGEN—Four senior executives from EMI Recorded Music Denmark are leaving the company to form a new independent label, Copenhagen Records (CR).

News of the label's launch came within days of EMI president Michael Ritto confirming that he was to leave his post at the end of February (Billboard Bulletin, Dec. 22, 2003). The new company began trading Jan. 5 from a temporary office in Copenhagen.

Capitol/Medley labels GM Mik Christensen, Medley marketing manager Jakob Sørensen, EMI Denmark head of A&R Nick Foss and A&R manager Christian Bachman are the co-founders and main owners of CR.

"We'll start up in two phases," Christensen says. "Jakob and Christian are setting up operations; Nick and I will join them from April 1. Nick and I remain under contract until March 31 and have some projects to complete."

Christensen says he will take the main administrative role in CR, and the other co-founders will "continue to do what they're good at doing." He declines to elaborate on the financial details of CR's structure and ownership or whether Ritto might work with CR in some future capacity.

Ritto founded Danish indie label Medley Records in 1978; EMI acquired it in 1992. Ritto is also chairman of the local International Federation of the Phonographic Industrv affiliate.

EMI is the dominant player in the country, claiming about a 40% share of the total music market in 2003 through Medley (which concentrates on local repertoire), Capitol and Virgin labels and special marketing arm CMC. EMI is acknowledged by industry observers here as being exceptionally strong in local repertoire.

Although unavailable for comment on his departure at

press time, Ritto said in a statement that it had "not been an easy decision." He added: "I feel the time is right; EMI Music Denmark is enjoying considerable success at the moment, even though the market remains difficult. Moreover, the company has just celebrated its 100-year anniversary, so in many ways it seems like a good time to hand it over.'

CR has not yet inked a distribution deal or signed any acts. However, Christensen says, "we do not plan to take artists away from EMI. [CR aims] to recruit and develop quality Danish musicians. Sales of Danish artists have not dipped nearly as much as international acts [in Denmark].'

Christensen and Foss have worked at Medley for 19 years. "[Foss] and I have wanted to start a new company for a long



FROM LEFT, SØRENSEN, FOSS, BACHMAN AND RISTENSEN: DEVELOPING 'QUALITY DANISH ACTS

time, but Michael persuaded us to stay," Christensen says. "EMI attempted to get us to stay, but after 12 good years with EMI, it's time to move on.

Lars Toft takes over as managing director of EMI March 1, reporting to London-based EMI Music Continental Europe COO Thomas Hedstrom.

Since 2002, Toft has been executive VP of sales and marketing at Danish furniture company Fritz Hansen. He first joined the EMI-Medley operation in 1992 as sales

and marketing director, then became BMG Denmark managing director in 1994. He moved to Munich as BMG Classics managing director Europe in 1998.

EMI Music Denmark commercial director Michael Wermuth will oversee the company's day-to-day operations until Toft assumes his new post.

The company's director of international exploitation, Ole Mortensen, takes over from Christensen as Medley GM. He will continue in his current role until a replacement is found. Capitol marketing director Morten Myrup is named Capitol/Virgin GM. Virgin GM Jonathan Fanø has left the com-

pany. Further changes are expected.

### Canadian **Sales**

Continued from page 39

sales were 9.04 million this year vs. the 9.11 million scanned last year in the corresponding period, according to Nielsen SoundScan. That's a decrease of 0.7%.

Canadian retailers report that it was a catalog Christmas but could not point to a dominant title.

"Catalog sales in the last two weeks were like I haven't seen in years,' MacKenzie says. "Sales were across the board.

Several retailers cite Universal Music Canada's price-reduction policy for the sales spikes. The Canadian initiative is similar to Universal Music Group's JumpStart program in the U.S. (Billboard, Sept. 13).

"Universal's market share with us has dramatically risen," Baker says.

According to MacKenzie,"People shop catalog more [in the week

after Christmas], but once they got here and started seeing Universal's pricing, catalog went nuts.

New titles boosting the 2003 holiday season were Universal's compilations "MuchDance 2004" and "Big Shiny Tunes 8" and titles by Sheryl Crow, Evanescence and Sarah McLachlan. "MuchDance 2004" started 2004 at No. 1 on Nielsen SoundScan's album chart. It is the second MuchDance compilation (after "MuchDance 2000") to reach the top spot.

#### **'BEST-OF' LINEUPS RULE**

"The big artist winners were Sarah McLachlan and Josh Groban," Mac-Kenzie says.

Also performing strongly were titles from international acts Dido, OutKast, Rod Stewart and Linkin Park and Canadians Fefe Dobson, Michael Bublé and "Canadian Idol" star Ryan Malcolm.

Crow's "best-of" was cited by several merchants as the season's unexpected sales winner. "That surprised me," MacKenzie says. "It was strong right through Christmas. Dido was also unexpected."

"We did well with Britney Spears,

which I didn't expect," says Ken Kozey, purchasing manager at Handleman Co. of Canada-which racks the 166-store Wal-Mart Canada chain and the 302store Zellers department chain. "But we also did well with Ryan Malcolm."

All Canadian merchants report that for the third consecutive year, there was increased public enthusiasm for DVDs during Christmas. Top sales titles included "Pirates of the Caribbean," "Finding Nemo" and "The Lord of the Rings (Extended Version)."

We saw growth in entertainment software, and it was driven by DVD movies and gaming; music CDs were steady," says Lori Decou, director of corporate communications at Future Shop. which operates 105 Future Shop outlets, and Best Buy's 14 Canadian stores.

"DVDs were huge for us," MacKenzie says. "Even bigger than in 2002." Kozey sees music video as the music industry's future bright spot.

'Music DVDs like [those from] Coldplay and Shania Twain played a big role in our Christmas season," he says. "DVD seems to be the software of choice out there, and we're trying to wake labels up to get a piece of that action.'

# THE INTERNATIONAL WEEK IN BRIEF

**The U.K. government** has formed a task force to support the live-music industry in England and Wales. Feargal Sharkey, former vocalist with 1970s/1980s U.K. hitmakers the Undertones, will chair the forum. Representatives of the music industry, the Arts Council, local authorities, small-venue owners and the U.K. government will take part in the two-year project. The inaugural meeting of the forum is scheduled for Feb. 3. The group aims to identify barriers to the commercial success of live music and investigate why some venues thrive while others fail. British ministers first committed to examining the live-music scene during the July passage of the 2003 Licensing Act. LARS BRANDLE

**Eros Ramazzotti's "9"** (Ariola/BMG Ricordi) was the top-selling album in Italy of 2003, according to annual listings prepared for labels body FIMI. The year-end charts are based on over-the-counter sales monitored by the Italian arm of research company ACNielsen. Giorgia's 'Gocce di Memoria" (Dischi di Cioccolata/BMG Ricordi) was the topselling single. The multi-artist collection "Festivalbar Blu 2003" (Columbia) headed the compilation charts, while Vasco Rossi's "@San Siro 03" (EMI Music) was the best-selling music-related DVD. Billboard sister company ACNielsen analyzed results from 275 points of sale, ranging from specialist record stores to hypermarkets. MARK WORDEN



Fran Nevrkla has signed a new, three-year contract as chairman/CEO of British collection society Phonographic Performance Ltd. The former director of commercial and business affairs at Warner Music U.K. joined PPL in 2000. Nevrkla says he has more to accomplish at the society. "A lot of the dirty work has been done in terms of cutting costs, improving the efficiency of the organization and creating better systems . . . but there's still a lot to do," he says. Nevrkla says a priority for the

coming years is to improve the collection of rev-

enue from overseas. Also high on his agenda is the collection of performance rights from new-media companies. "There has been a seven-year window during which they have used our repertoire without paying," he says. "They have to be disciplined, and they have to pay us. EMMANUEL LEGRAND

Dido's "Life for Rent" (Cheeky/Arista) earned its fourth Platinum Europe Award from the International Federation of the Phonographic Industry in December, marking Pan-European shipments of 4 million units. Christina Aguilera's "Stripped" (RCA), Evanescence's "Fallen" (Wind-up/Epic), R.E.M.'s "In Time: The Best of R.E.M. 1988-2003" (Warner Bros.) and Robbie Williams' "Live at Knebworth" (Chrysalis/EMI) each passed the 2 million European shipments mark in December. Black Eyed Peas' "Elephunk" (A&M), Busted's "A Present for Everyone" (Universal), Florent Pagny's "Ailleurs Land" (Mercury), Michael Jackson's "Number Ones" (Epic), Pink's "Try This" (Arista) and Westlife's "Turnaround" (S/BMG) also passed the platinum milestone that month. LARS BRANDLE

The debut DVD by Australian singer/songwriter Delta Goodrem, "Delta," has become the country's biggest-shipping music DVD ever. The title has shipped more than 165,000 units since its October release, according to Sony Music Entertainment Australia. It has overtaken the Eagles' 1999 Warner Vision Australia DVD release of "Hell Freezes Over," which that label says has shipped 157,000 units to date. Shipments of Goodrem's 2003 debut album, "Innocent Eyes" (Epic), are approaching the 1 million mark in Australia. The album yielded five No. 1 singles on the Australian Record Industry Assn. chart in 2003. Only the Beatles have notched more chart-toppers Down Under in one calendar year, with seven in 1964. Sony says "Innocent Eyes" has shipped 2 million units worldwide. **CHRISTIE ELIEZER** 

As expected, BMG U.K. and Ireland has inked a long-term joint-venture deal with Hugh Goldsmith, former managing director of Virgin U.K. imprint Innocent Records (Billboard Bulletin, Dec. 2, 2003). The currently unnamed 50/50 venture "goes beyond records and incorporates publishing, management and consultancy," according to a BMG statement. Goldsmith was at RCA in the U.K. as marketing director, then managing director before exiting in 1997 to set up Innocent, where he has enjoyed success with pop acts Blue, Atomic Kitten and Billie Piper. LARS BRANDLE

# MIDEM Billooard

# **MIDEM Reflects New Opportunities**

## Technology, Mobile Phone Exhibitors Highlight Growing Revenue Streams

#### **BY EMMANUEL LEGRAND**

LONDON-For international music executives attending MIDEM 2004 Jan. 25-28 in Cannes, France, the key topics on the agenda will include finding new revenue streams, exploring new business opportunities and taking advantage of technology.

MIDEM, the international music market, will showcase new music technology as well as play its traditional role as a global gathering for music licensing. Technology companies offering exhibits this year include Microsoft, OD2. Yahoo, Real Networks and Roxio. Joining them will be mobile phone companies NTT DoCoMo, T-Mobile, Vodafone Global, Nokia Entertainment and Universal Music Mobile.

#### **NEW ATTRACTIONS**

MIDEM director Dominique Leguern says organizers put a lot o effort into attracting companies with an increasing involvement in music "Mobile services, downloading and streaming are new [revenue] for the industry, and all the major players

OMIDEN

will be at MIDEM," she savs.

Along with MidemNet on Jan. 24, which will focus on the digital music sector, this year MIDEM has added a Music Mobile Forum on Jan. 26. during which repertoire owners will be able to meet and talk with mobile-services representatives.

Another innovation-and a reflection of the development of an additional new revenue stream for the industry-is the Music for Images session that will focus on music licensing for videogames. This will include a listening session of tracks pitched for Electronic Arts' forthcoming game "FISA 2005."

Leguern says these developments-along with the decision by Reed Midem, organizer of the conference, to freeze registration rates at 2003 prices-offer participants a cost-effective gathering. The moves apparently have paid off. Last month. Reed Midem reported an increasing number of registrants and companies compared with

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2003, as well as representation from a greater number of countries.

This is a vindication of our pricing strategy," Leguern says. "And it is also proof that more than ever, people in this industry need to meet and do business."

#### DENMARK, FINLAND: ON THE RISE

Among MIDEM participants from outside the U.S.. one country that exemplifies the spirit of the moment is Denmark, according to Leguern. In recent years, this nation of 10 million has become an important source of repertoire and is aggressively trying to export its artists.

"It's a small market but a very dynamic one when it comes to exporting," Leguern says. "It has a very deep export culture, and I am very happy that a country like Der mark invests so much into its local music scene.'

Denmark will host the openingnight party for delegates at the Martinez Hotel.

During the past year, MIDEM has hosted numerous collective stands, presenting companies from a given country, city or national trade group. Music Export Finland (MEF) is an example of a trade group that will host a national stand this year.

MEF director Paulina Ahokas reports that the number of Finnish companies attending MIDEM 2004 is at its highest ever, with more than 20 participating in the national stand.

"In addition to the companies that have already attended MIDEM, we have some new labels

and entrepreneurs who are quite fresh in this business but who understand the need to export,' Ahokas says.

She admits that "going to MIDEM is an investment. MIDEM is [an] expensive platform for business, but it is the most efficient marketplace and the only truly global market."

Ahokas says that the labels attending MIDEM cover a wide range of music genres-from rock and dance to world and classical. And she surmises that there is an increasing interest in Finland's talent, following recent international success from such acts as rock outfit the Rasmus, hip-hop duo Bomfunk MC's and trance act Darude. (Continued on page 44)

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Super Audio CD

## MIDEM

### **Opportunities**

Continued from page 43

"Of course, success brings more attention," she says. "People in the industry realize now that Finland covers a wide range of genres and that there's a vast pool of talent here.'

One of the most notable Finnish companies present on the MEF stand will be mobile-phone manufacturer Nokia. Ahokas says that Nokia's pres-

ence alongside labels is a clear sign that "they want to work with the music business as a partner-it is a statement for them.'

But as the number of collective stands

grows, some companies have decided to set themselves apart with their own exhibit. For example, leading French independent distributor Wagram will take its own stand. Wagram president Stephan Bourdoiseau says it is time to broaden his company's profile.

"At a time when the market seems to be getting even more concentrated-with major companies restructuring and merging-indies are more attractive, so it made sense for us to [have] our own stand," Bourdoiseau says.

Bourdoiseau hopes to attract labels searching for distribution in France and to add to a stable that already includes Tommy Boy, SPV, One Little Indian and Cooking Vinyl. And he is seeking new artists to sign recording and publishing deals. "We launched our publishing unit in 2003 and are now getting ready to expand," he says.

Bourdoiseau is also looking for international partners to release music from Wagram artist Corneille. "He is a survivor from Rwanda who tells his story in a very touching way.'

#### VALE RETURNS—AT LEAST THIS YEAR

Among other MIDEM participants from Europe, Barcelona-based Vale Music has grown in recent years from a tiny newcomer into a heavyweight. Vale has released recordings spun off from "Operación Triunfo," Spain's "American Idol"-style TV talent show, including hit CDs from such artists as David Bisbal, Manu Tenorio and Rosa.

Vale, however, began as a dance label. So international exploitation director Dani Molina says he will not be pushing its "Operación Triunfo" artists at MIDEM, as the label wants to concentrate on its dance niche.

"Our aim is to present and license our [dance] products and acquire the best songs for our compilations," Molina says. "MIDEM is not the place to push our big artists-such as David Bisbal, Bustamante and David Civera—but to seek out the best local dance product from the different countries present.

'Our aim is to continue being Spain's No. 1 dance company and to stay in the top 50 worldwide," Molina continues. "Dance has been our business base since day one, and we hope to tighten relations and find new business alternatives with other outstanding [dance] labels from around the world.'

Vale will review its participation at MIDEM if this year's fair does not generate more business, Molina

more than ever.

and do business.

says. Vale executives have attend-*'This is proof that'* ed every MIDEM since January 1998, following people need to meet the creation of the company the previous year. "But as things -DOMINIQUE LEGUERN, MIDEM stand, we are

> weighing the possibility of not going next year, as business opportunities have fallen substantially," Molina says.

#### SWAT NEEDS TEAM

Former Zomba International managing director Stuart Watson, who relaunched his SWAT company in 2003 after leaving Zomba, will also attend MIDEM. Watson has targeted the emerging ring-tone business. seeking repertoire and partnerships for this new revenue stream. "We are [working with] the telephone companies," he says, "sourcing songs from where they want.'

SWAT began in 1994 as an independent marketing and promotion service for independent labels in the emerging markets of the Asia-Pacific region. Watson says his contract with Zomba allowed him to regain control of the SWAT name. "So I took it back and relaunched with Tommy Boy and V2," he says. "With Tommy Boy, we put together license deals and helped with marketing coordination, and for V2 we do marketing coordination in Southeast Asia, [excluding] Japan.'

Watson says his goal is "to work for the repertoire owners-be they management companies, publishers, software companies-who want to concentrate their resources on the major markets of the world and leave the rest [to independent partners] because they don't have the staff for the smaller markets. We are on the spot in those markets and allow them to focus on the major markets.

Watson says the key territories he focuses on are South Africa, Russia, China and India. At MIDEM, he adds. he aims to connect international companies seeking to do business in those markets and local operators.

"Recently, an American manager went to Southeast Asia, and it cost [the company] \$30,000," he recalls. "We could have provided the input and arranged meetings for them at MIDEM or Singapore, where everyone could have flown in for a third of the price.

Additional reporting from Howell Llewellyn and Adam Howorth.

### **Confab Boosts U.S. Indies**

#### **BY STEVE TRAIMAN**

More U.S. independent labels, distributors and management firms will have exhibits at this year's MIDEM, including several important new participants.

The indie label/distribution sector had a 16.7% total U.S. market share for 2003, leading all major distributors except Universal, and up from 16.4% for 2002.

Indie distributors collectively ranked first in classical, jazz, gospel and new age. They ranked second in catalog & music video.

Because of this, "participation from the independent sector is definitely up," says Bill Craig, U.S. market sales VP for MIDEM.

Although the Assn. for Independent Music (AFIM) will not have a stand this year, it will most likely be represented through a member company, says its chairman, Clay Pasternak. He is running the indie group on an interim basis, along with board members Duncan Browne (Newbury Comics) and Bruce Iglauer (Alligator Records).

The American Dance Labels stand at MIDEM was put together by Craig and Jane Rodriguez so the dance independents could have a significant presence. Such imprints as Psychobaby Records, Robbins Entertainment and Tommy Boy Records are the first confirmed participants.

"Last year, MIDEM was very successful for Psychobaby," says the label's president, Richard Rees. "This year's goals are to cultivate licensing relationships in foreign territories for our artists-Morel, D:Fuse, Blowoff [Bob Mould and Richard Morel] and Core—and to promote label and artist representation services.

Robbins Entertainment also had a good year, president Cory Robbins notes. "We had a top 40 single with 'Something' by Lasgo from Belgium, and licensed our first game music to Konami from DJ Sammy for 'Heaven' and several tracks from Jan Van Doll," Robbins says. "We're very open to more game opportunities."

He is going to MIDEM to find global dance music hits, since about 75% of the records the label releases originate in Europe.

Tommy Boy owner/chairman Tom Silverman observes, "We're interested in licensing singles and albums in the areas of dance, hip-hop and everything in between. We're especially looking for artists who are stars and music that pushes the envelope."

On the distributor side, Koch Entertainment CEO Michael Koch reports that the distribution operation had increased 2003 sales—with major additions Artemis Records and Compendia Music Group-and now has four of the top seven U.S. indie labels.

Koch Records registered another year of healthy growth "and further cemented its position as the No. 1 independent label in America," Koch says.

"MIDEM is the perfect opportunity for us to meet with our international licensees and partners and to look for licensing opportunities,' Koch says. "This year, we'll release albums in the U.S. by such established international artists as the Cardigans, Junkie XL and Lamb.

RED Distribution president Ken Antonelli points to "an unbelievable year, where we've solidified our hard rock legacy, diversified with successes in country [with Dualtone and Craig Morgan] and in jazz [with Savoy and Rendevouzl, and exploded our DVD/home video business.'

Priorities for RED at MIDEM are to strengthen the distribution roster and expand further into these newer areas.

Navarre Entertainment Media's contingent is headed by senior VP/GM Steve Pritchitt, whose primary goals are to meet with current European-based label partners and find new North American distribu-



tion opportunities. Its overseas roster includes SVP. !k7/Raster. One Little Indian, Windsong, Raven, Ace, the Beat Goes On, Snapper, Bear Family, Escape, United States of Distribution and JSP.

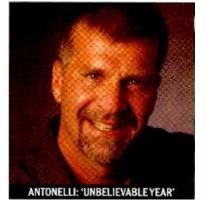
Along with Navarre Canada managing director Peter Piasecki, Pritchitt notes, "We'll especially be looking for product for our Canadian operation and seek label partners with both audio and DVD products."

#### **CROSS-SECTION OF LABELS**

Another first-time Midem exhibitor is Roxio, the company that recently acquired Napster. CEO Chris Gorog will keynote MidemNet Jan. 24. He will share the company's plans on re-creating Napster 2.0 with other music professionals. Napster worldwide business development VP Brad Duea says.

The new, legal Napster 2.0 music service will be introduced, with an announcement of European market entry, this year.

In conjunction with business partner Malaco Records, Tiffany Couch will actively pursue new labels for



North American distribution and licensing arrangements for various proprietary labels. Director Tommy Couch Jr. will be exploring licensing deals for Malaco, Select-O-Hits and 40 West and its new jazz group Voodoo Village. "We're also actively involved with the Memphis Music Commission's delegation," Phillips says. Voodoo Village producer/leader Niko Lyras will be Select-O-Hits representative with MMC.

Putumayo World Music CEO Dan Storper plans to meet with about 40 global distributors at MIDEM to review the pros and cons of 2003 and outline a program for the new year focused on improved international release schedule coordination and promotion.

"We'll announce that, beginning in April, all our CDs will include liner notes in English, Spanish and French," he says.

Another important goal for the company is a search for new music, plus music videos and documentary and performance footage for a DVD series to be launched in May.

"MIDEM 2003 was one of our most productive in years," Rounder Records VP Paul Foley claims. "We closed a deal involving some great DVD titles that by the end of 2003 contributed to more than 10% of our total sales."

As a strong supporter of all legitimate digital delivery services, the company will be working to expand that strategy in all markets at this year's MIDEM. Another priority is to improve touring opportunities for its U.S. artists, as the few bands that have successfully toured outside the States have proven that their music will sell.

"We want to identify markets and promoters that are willing and able to work with us to make this viable for more of our artists," Foley says.

Concord Records GM Gene Rumsey reports "a truly remarkable year in the U.S., as we continue to raise our profile and build our reputation for quality adult market music."

Concord's focus at this year's MIDEM is on fulfilling some distribution needs in key markets and generating excitement on such 2004 projects as new releases from (Continued on page 46)







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# **MIDEM**

# **U.S. Publishers Meet The World**

#### BY JIM BESSMAN

For music publishers, MIDEM remains the key gathering place for making and maintaining business contacts and relationships and addressing mutual issues of concern.

"Our business is quite complex at the moment, and we need to maintain personal contact with all of the people we work with," says Windswept Music Publishing CEO Evan Medow. "Most of the people I need to see will be at MIDEM, so I can accomplish guite a bit in a few days. Also, I find that by going, I put myself in the stream of traffic, and something always comes up that I didn't expect."

According to Fox Music senior VP/GM Mary Jo Mennella, MIDEM is "the only global music forum of its kind," and continued attendance and support by Fox Music remains crucial.

"Since the [industry] players and companies are always changing, MIDEM serves as the marketplace to meet and establish new relationships around the world," she notes. "This is particularly critical for an independent music publishing operation [that does not have] regional offices.'

The priority for pubberies, including Universal Music Publishing Group, then, is for executives to network, negotiate new deals and interact with current clients, "plus have meetings with societies," says senior director of marketing and new media Rebekah Alperin.

"We're sending various international executives to MIDEM, including senior VP of international busi-

ness and legal affairs Crispin Evans, VP of international Kim Frankiewicz and managing director of Australia Bob Aird," Alperin continues. "Evans will be meeting with various music executives and societies on industry issues, while Frankiewicz and Aird will meet with the clients we represent for sub-publishing around the world."

Sub-publishing is commonly cited among the chief goals of pubthe company has since signed a subpublishing agreement. "We're always investigating territories where we don't [already] have subpublishing deals, in hopes of opening up our catalogs to new markets," he savs.

Bug Music's executive VP David Hirshland appreciates the opportunity afforded by MIDEM to "review in depth" the past year's activities with its sub-publishers, as well as



lisher attendees.

"MIDEM [is always] a universal meeting place for all my sub-pub-lishers from around the world," says Roy Orbison Music president Barbara Orbison. "It saves me lots of trips because I do a lot of [global] business.'

Marshall Chess, owner of Arc Music Group, echoes Orbison's goals.

"We always look forward to MIDEM as a place to meet with our international sub-publishers," he says. "Although many of them travel to [Arc's headquarters in] New York, [some] don't. It is convenient to meet in Cannes, have everyone trade ideas and network with each other.'

Chess notes that at last year's confab, Arc was introduced to India's Deep Emotions Music, with whom

go over expectations for the coming year.

"As usual, this year I will be joined by our VP of international Mark Anders, who runs our U.K. office, and the head of our German office, Doris Schloesser-Berster," Hirshland says. "In addition, Garry Velletri, who runs our New York office, will be attending. As Garry has been focusing on writer-publisher clients with primarily an international following-particularly in the dance and electronic genres—he will have the ability to liaise directly with our overseas partners whose attention to these catalogs is essential.'

#### **BUILDING RELATIONSHIPS**

Having only recently set up a U.S. branch of London's Notting Hill Music Group in Los Angeles, president Peter Chalcraft says he'll be looking at sub-publishing opportunities at MIDEM and for European companies that may need representation in the U.S. and Canada.

'That [is] one of our big things, because we have the capacity to administer ex-U.S. companies here and work their catalog, Chalcraft says.

MIDEM veteran attendee Dan Ekbäck, VP of operations for Bluewater Music Services Corp., is also centering on administration matters. "My main focus this year is to continue to expand and develop our administration division by meeting with attorneys and publishers to introduce our worldwide administration services," he says.

Ryko Group president Arthur Mann, whose domain includes its Rykomusic publishing arm, also looks to "massage the relationships" with the company's administration clientele. Another interest, one which he shares with other MIDEM publisher participants, is in the area of synchronization.

"It's a big part of our agenda," Mann says. "We create a synch presentation every year with highlights of our national TV advertising campaigns and film and TV programming placements in both the U.S. and Europe, and part of our staff will be focused on meeting with our network of synch agents and sub-publishers."

Chess also points to promoting synch rights at MIDEM.

'This is the second year that I am traveling with [Arc's VP of finance and Latin music operations] Juan Carlos Barguil to promote our one-stop shopping of both masters and synch of our Latin catalog, which includes Discos Fuentes, Maria Victoria and various European acts," Chess says.

Cherry Lane Music Publishing VP of marketing and licensing Rich Stumpf also speaks of "the more traditional publishing business,' specifically catching up with subpublishers and licensing companyowned and -administered masters to international labels and newmedia companies.

Also on the new-media side, Stumpf expects to be updated on current events in the international community regarding digital distribution. "Especially ring tones, which is a growing market, and videogames," he says. "We just basically want to find out what's available for our compositions."

Likewise, Mennella seeks to "monetize our catalog through creative ventures with wireless and Internet partners," she says.

But "the key business issue" that MIDEM should continue to address, Mennella says, is combating piracy and establishing educational platforms for consumers about copyright.

Ekbäck adds, "Of course, the never-ending issues of illegal downloads, digital distribution, piracy, declining sales and centralized licensing will be on the forefront of all discussions and panels."

Orbison is particularly hopeful that piracy problems will be dealt with.

"My catalog of masters gets bootlegged to the tune of 3 million units a year—and I got this [figure] from a bootlegger!" says Orbison, who holds the copyrights to her late husband's classic hits.

"They really don't address this issue at MIDEM," she continues, referring to piracy of older catalog. "Thev alwavs think of current artists, but now, of course, back catalog is what everybody tries to [release]—and now [that is] what is supporting all those [record] companies."

Conceding that "I probably sound like a broken record," Hirshland joins in the anti-piracy charge. "Piracy is still the industry's No. 1 problem-both [in] physical [prod-



uct] and via the Internet. Since the marketplace is essentially global. everyone attending MIDEM needs to think of global solutions."

#### LOOKING AT THE FUTURE

But Hirshland looks beyond the ever-encompassing piracy problem.

"For years we have all decried the lack of developing new talent as a major contributor to the downturn of the business," he says. "I would love to see increased discussion at MIDEM about creating a more supportive global environment for young, developing artists.'

Chalcraft adds that since the Internet is now "slowly but surely being policed in the right way, my main worry is addressing the fact that copyright is important. We should be looking at long-term careers rather than short-term records, and record companies should work closely with publishers because the day of the record company and the publisher being one [company] is really fragmented now.'

Looking at the long-term, Chalcraft wonders, "Why worry about Elvis catalog being sold on the Internet? Shouldn't we worry about finding the new Elvis?"

To this end, Chess is introducing "the next generation of the Chess family" to the world music community at MIDEM.

"I am bringing my son Jamar to present his current projects," Chess says. "He's been developing Italian/English hip-hop act dropAflo and Spanish/English female MC Nahdi, and he will be presenting their recently finished recordings and videos."

Arc will also present music from Brooklyn producer/artist Burk Wainright. "He's begun reinventing the Arc Music catalog with new versions of [blues/R&B] classics 'Boom Boom,' 'Suzie Q' and 'Who Do You Love,' " Chess says.

eventually replace the CD?

For Red's Antonelli, piracy is the obvious concern. "How are we going to get our listeners to not abandon music for other forms of entertainment?" he asks. "In this era of megamergers and with the time and energy it takes to get the governmental approval to close them, how are key execs going to focus on finding and developing the talent to drive our business into the future?"

Navarre's Pritchitt hopes that participants get the opportunity to better understand the characteristics of today's music market "and to focus on bringing value to the consumer through great music in a great package at the right price.'

Rounder's Foley is in full agreement and would like to see MIDEM address the stabilization of music prices. "Our music does not need to be given away," he emphasizes, "and a global campaign to promote the value of music would be a worthwhile direction.

Indies

Continued from page 44

jazz phenom Peter Cincotti, Karrin Allyson and Ozomatli; a muchanticipated Ray Charles duets CD; and "Ultimate Mancini," the rerecorded collection of Henry Mancini classics.

Tommy Boy's Silverman hopes MIDEM addresses what he calls "the new realities of the music business."

He points to four big questions: Can digital download sites save the record labels? With publishing mechanicals taking a bigger piece of the revenue pie in the digital domain and in long-term revenue, if publishers want to take more, will they begin to contribute to A&R and marketing costs to reduce risks for labels? How will mobile-phone revenue change record label economics? And what new physical music format will





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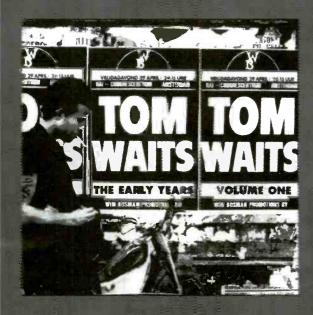
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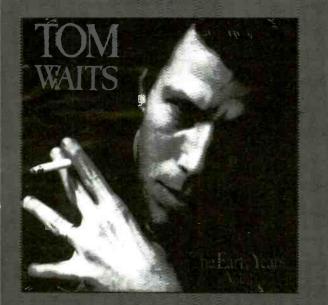
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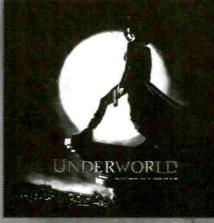
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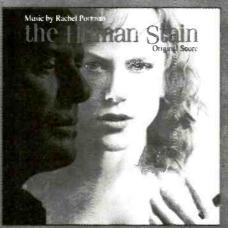
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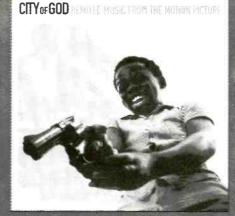
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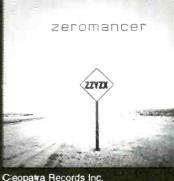
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# BRITISH TALENT

Billboard's British Talent spotlight focuses on the international markets where UK acts are achieving success. We'll provide a list of nominees for The BRIT Awards 2004 and note key UK talent to watch. We'll also look at the ties between British music and London Fashion Week and report on the latest news and developments in the marketplace.

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Global

## MidemNet

Continued from page 39

increased use of such alternative disc formats as Super Audio CD (SACD) and the ability to listen to music through gaming consoles.

News that Microsoft and Dell Computers are becoming music vendors illustrates how symbiotic technology and music are becoming, Gambetta says.

Representatives of content owners and technology providers will offer their perspectives. Scheduled Midem-Net participants include EMI Music senior VP of digital development and distribution Ted Cohen; Charles Grimsdale, CEO of digital music service provider, OD2; Oliver Sichel, CEO of French Internet service provider Wanadoo; Julia Miller, director at Microsoft's computer games consolemaker Xbox Live; and Nora Rothrock, senior VP of new media at Clear Channel Entertainment Europe. Attendees from the wireless world include Nokia Mobile Phone's Timo Pastila and Kent Thexton from U.K. cell-phone operator mmO2.

Apple VP of applications and Internet services Eddy Cue and Chris Gorog, chairman/CEO of U.S. digital service provider Roxio, will chair two question-and-answer sessions.

Roxio has acquired and legitimized Napster, the once-notorious P2P pioneer that enabled rampant access to free, unauthorized music.

MidemNet will feature several panel discussions. "Sale of the Century—A View From the Top" will examine how digital music is entering consumers' mainstream consciousness. "What's Coming Next: New Formats, New Products" will analyze whether the SACD and DVD-A disc formats have become viable commercial platforms for music.

And "Technology Face-Off: DRM vs. Unrestricted Content" will examine how effective digital-rights management systems can encourage consumers to pay for digital music.

## MidemNet Attendees: Our 2004 Priorities

#### **BY JULIANA KORANTENG**

Three leading music industry executives participating in MidemNet commented on their business priorities for this year and the primary issues they hope to see addressed at the conference:

• Nora Rothrock, senior VP of new media for concert promoter Clear Channel Entertainment Europe: "What I'm focusing on is new-media consumer marketing. We've a strong database of customers who are critical to our future, and we use that to promote our live entertainment, including concerts, via technology.

"Because we work with artists promoting albums while touring, we can use that database to promote new acts. I'm also looking for new ways to use technology to enhance the live-event experience."

• Charles Grimsdale, CEO of digital music service provider OD2: "We've decided to have a fairly sizeable presence compared to previous years. Our

Korea

#### Continued from page 39

especially J-Pop and *enka* [traditional Japanese ballads]. We have already made contracts with a few companies.

"Japanese music will not start big, but [it will] gradually increase," Lee adds. "We expect it will take six months or more to gain popularity."

Former Warner Music Korea director of marketing Catherine Park is main priority is to look for new online retail partners to sell music on our catalogs.

"We've licensed 1 million titles, of which 230,000 are live [for digital distribution]. We're keen to talk to independent labels and help them get their catalogs online. I think [digital] rights are still restrictive, and we need to work out the complex payment landscape in Europe, as not everyone in Europe carries credit cards."

• Jerry Roest, CEO of song-recognition service provider Shazam Entertainment: "This is my first MIDEM, although the company came last year. There are several senior head honchos that I would like to talk to about Shazam's technology [that enables consumers to use mobile phones to identify music they hear anywhere]. We shall also be introducing our new head of music. The one big problem the music industry still needs to discuss is piracy, by creating one consortium that talks to technology people."

now head of international sales at movie production and distribution company Tube Entertainment in Seoul. Tube holds the South Korean rights to some 20 Japanese films. The opening of the South Korean

The opening of the South Korean market to Japanese culture is "a ringing of the bell for the ignorant and lazy" in the country's domestic entertainment industry, Park suggests. "Unless they are competitive and creative, they will lose ground."

Additional reporting by Steve McClure in Tokyo.

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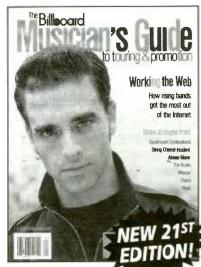
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# Ardent Sees Potential In School Partnership

#### **BY CHRISTOPHER WALSH**

Ardent Studios and the Visible School (both in Memphis) are grabbing a trend and running with it.

While some commercial recording studios have recently started



RECORDS E SCHOOL FOUNDER KEN STEORT

providing education in the recording arts—or partnering with recording schools-the recently announced partnership between Ardent and Visible goes beyond the traditional arrangement.

The Visible School, founded in 2000, offers one- and two-year certificate programs in recording, live sound production, vocal and instrumental performance and songwriting.

Among the Visible School and Visible Media Group's existing learning centers is an independently owned digital project studio—Sounds Eternal—and 818 Studios, a Web design and new-media studio.

Ardent Studios, founded by owner John Fry in 1966, adds considerably to the Visible School's offerings. With three recording/mix studios featuring Neve and Solid State Logic consoles-plus a mastering studio and a client list that includes ZZ Top, Led Zeppelin, Stevie Ray Vaughan, Jimmie Vaughan and Travis Tritt—Ardent adds a high-end, professional environment to the Visible School experience.

'We had been talking to them about two things," says Fry, who has taught at the University of Memphis and serves as vice chairman of the Memphis and Shelby County Music Commission.

"One was helping them expand their program, because it was initially a one-year program: nine months of classes plus a threemonth, summer, practical-application exercise of some kind. They had people saying, 'We want more.'

"Plus, while the Visible School itself has a uniquely Christian mission—it's directed toward people who want to be in Christian music

—we also wanted to develop an independent path that would be very similar to the course content it presently has, but for persons who were not directed toward specifically working in Christian music.'

Ken Steorts, founder of the Visible School, has a long history with Ardent. Once an intern at the studio, Steorts later served as guitarist in Skillet, a group on the studio's Ardent Records label.

Steorts says Ardent "is definitely a more large-scale music environment and [is involved with] mainstream music. We do a lot with Christian music in our facility, but there's a lot more real-world experience at Ardent."

First-year students enrolled in recording programs, Steorts explains, might spend 30% of their time at Ardent, with that figure doubling for upper-level students.

In addition to the education that Visible School students will get in large-format consoles and professional music recording at Ardent, Fry feels that, given the ascendance of digital audio workstation-based recording and home or project studios, education is more important than ever.

'The fact of the matter is, there are an awful lot more people that want to do music recording and various kinds of video and media work in settings and for purposes that didn't exist in the past.

These folks really want or need to be able to do this work themselves." Fry adds, "but they need to know what it is that they're doing. It's great for this equipment to be affordable, but it still requires skillful and knowledgeable use."

with sounds on which their

Further, Pringle adds, "the

careers were based.'

# **Grammys Recognize SSL's Technical Contributions**

As reported in this column last week, Solid State Logic (SSL), manufacturer of analog and digital consoles for the music recording,

DILLDOADD'S NO. 4 SINGLES / JANUADV 43

film, postproduction and broadcast industries, will be co-recipient of the Technical Grammy at the 46th Grammy Awards. The

Billboard PRODUCTION CREDITS

Oxford, England-based company joins previously honored equipment manufacturers including Shure, Apple Computer, AMS Neve and Digidesign.

Today, there are more than 3,000 SSL-equipped facilities, from multi-room commercial studios in major cities throughout the world to top artists' private recording studios.

Founded in 1969 by the late Colin Sanders, SSL initially produced solid state switching equipment for pipe organ control. Since the introduction of its first recording console-the 4000 B Series, in 1977-SSL has grown to its current status, employing more than 380 people and maintaining regional offices in New York, Los Angeles, Milan, Paris and Tokyo.

The 4000 B Series, SSL managing director Colin Pringle says, "came up with this concept of an in-line channel strip, where you



NGLE: AUTOMATION ENHANCES REFINEMENT

had all of the equalization and dynamics in each channel. When it came out, people thought, 'That's decadent, why would anybody want all that processing on every channel?'

"Then," Pringle continues,

consoles were becoming more sophisticated along with the growth in multitrack recording-tape machines and the number of tracks were growing exponentially-it was taking sev-

automation aspects allowed people to refine their work much more than they had been able to in the past, including revisiting a mix.

Mon

**By Christopher Walsh** 

cwalsh@billboard.com

"because the

eral people to stand next to the

console and push faders up and

down. So the company developed

its own computer automation sys-

The console really embodied all of

attempting to do as the number of tracks went up. Signal processing

and automation became available

the 4000 G Series, the Super Ana-

log 9000 J Series and, more recent-

ly, the XL 9000 K Series, have dra-

matically influenced the sound of

cessing allowed people to do

things a bit more radically with

says. "A number of well-known

engineers using that dynamics

processing were able to come up

things like drum sounds," Pringle

"Providing all of that signal pro-

SSL's analog consoles, including

tem and integrated that as well.

those things that people were

to them.'

recorded music.

Previously, that was impossible; suddenly, it became practical to come back and set up a mix and take it from where you last were." In 2003, SSL introduced the

C200 digital console, based on its large-format MTP consoles, as well as the C100 digital broadcast console.

At the 115th Audio Engineering Society Convention, held last October in New York, SSL introduced the XLogic line of signal processing equipment, allowing the quality of its console components to be brought into new settings, such as digital audio workstationbased recording environments.

The Technical Grammy, Pringle says, "is a great honor. For a company that prides itself on the design and manufacturing quality of its products, to get something in that company is an important thing."

CATEGORY	HOT 100	R&B	COUNTRY	
TITLE Artisti Producer (Lebel)	HEY YA! DutKast/ Andre 3000 (Arīsta)	YOU DON'T KNOW MY NAME Alicia Keys/ A. Keys, K. West (J/RMG)	THERE GOES MY LIFE Kenny Chesney/ B. Cannon, K. Chesney (BNA)	
RECORDING STUDIO(S) (Location) Engineer(s)	STANKONIA (Atlanta, GA) TREE SOUND (Norcross, GA) LARRABEE NORTH (Universal City, CA) LARRABEE EAST (West Hollywood, CA) John Frye, Robert Hannon, Pete Novak	QUAD RECORDING (New York) Tony Black KAMPO (New York) Ann Mincieli	THE TRACKING ROOM EMERALD (Nashville, TN) Billy Sherrill	
CONSOLE(S)/ DAW(S)	SSL 4000 G, SSL 4064 G+, SSL 9000 J, Neve 8078	SSL 9000 J, SSL 4096 G+	SSL 9000 J	
MULTITRACK RECORDER/SUPLAYBACK MEDIA	Pro Tools, Pro Tools HD	Pro Tools	Sony 3348	
RECORDING MEDIA	Pro Tools, Pro Tools HD. Glyph EZQuest	Pro Tools	Quantegy 467	
MIX DOWN STUDIO(S) (Location) Engineer(s)	HIT FACTORY (New York) LARRABEE WEST (West Hollywood, CA) Neal Pogue, Kevin "KD" Davis	LARRABEE NORTH (Universal City, CA) Manny Marroquin	LOUD {Nashville, TN} Kevin Beamish	
CONSOLEIS//DAW(S)	SSL 9000 K, SSL E/G	SSL 9000 J	Sony Oxford OXF-R3	
MIXDOWN Recorder(s)/Media	Ampex ATR 102, Pro Tools	Pro Tools	Pro Tools	
MIX DOWN MEDIA	Quantegy 499, Pro Tools Mix Plus, BASF GP9	Pro Tools	Pro Tools	
MASTERING (Location) Engineer	BERNIE GRUNDMAN (Los Angeles) Brian Gardner	HIT FACTORY (New York) Herb Powers, Jr.	MASTERMIX (Nashville, TN) Hank Williams	
CD/CASSETTE	BMG	BMG	BMG	

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## rogramming

# 'World Idol' Names Norwegian No. 1

The first "World Idol" competition has come and gone, and Norway's Kurt Nilsen emerged as the winner.

The TV talent contest featured "Idol" winners from around the world. Voting was done by audiences in the various countries where "World Idol" aired.

Judges gushed over Nilsen's performance of U2's "Beautiful Day." Some even predicted Nilsen would be the underdog to win the race.

The rankings for the other "World Idol" contestants were as follows:

Kelly Clarkson from the U.S. in second place; Peter Evrard from Belgium in third place; Heinz Winckler from South Africa in fourth place; Will Young from the U.K. in fifth place; Ryan Malcolm from Canada in sixth place; Guy Sebastian from Australia in seventh place; Alicja "Alex" Janosz in eighth place; Germany's Alexander Klaws and the Pan-Arabic region's Diana Karazon tying for ninth place; and Jamai Loman from the Netherlands in last place.

The international exposure no doubt helped the contestants. although at press time, 19 Entertainment (the company behind the "Idol" franchise) had no comment on whether there were plans to make the "World Idol" contestants' records available in more countries.

Nilsen's debut album, "I," went platinum in Norway (50,000 copies sold) on the day it was released in September 2003. It has sold 75,000 units so far in that country, according

to Ariola/BMG, which released the alhum

So how did viewers take to 'World Idol"?

The two-part show got mediocre ratings in the U.S. where it aired on the Fox network, but was a hit in many other countries.

According to Nielsen Media Research, the first part of the U.S. broadcast of "World Idol"-which aired Dec. 25, 2003-got a 2.3 rating/7 share, or 6.5 million U.S. viewers. In TV terms,

NILSEN: 'WORLD' VICTOR



According to the respective networks that aired "World Idol," international ratings for part one of "World Idol" included a 22.5 share in Germany on the RTL network. In other countries, that "World

Idol" episode was No. 1 in its time slot, including Poland (28.6 share on the Polsat network) and the Netherlands (25.8 share on the RTLA network).

In other countries, part one of "World Idol" was the most-watched show of the day, including Belgium (a whopping 42.1 share on the VTM network), Canada (nearly 2 million viewers on CTV) and Australia (2.4 million viewers on Network 10).

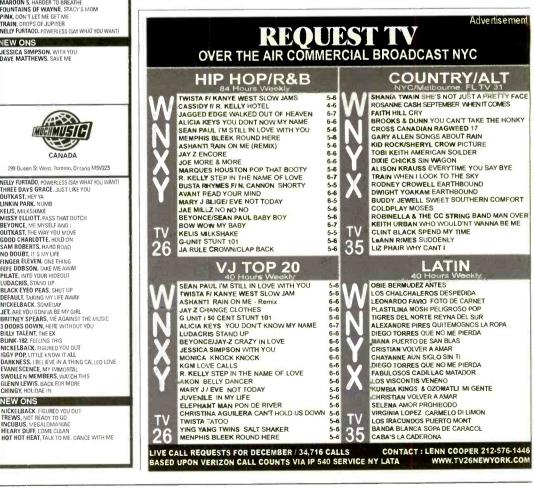
Michelle McManus was named the winner of the second season of the U.K.'s "Pop Idol" in the Dec. 20, 2003, broadcast of the show. McManus' first single, "All This Time," was released Jan. 5 on S/BMG and went straight to No. 1 in the U.K.

Meanwhile, Singapore will get its own local version of the "Idol" TV contest franchise.

"Singapore Idol" will premiere on MediaCorp TV Channel 5 later this year.



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**58** Ella Fitzgerald and company replace Harry Connick Jr. atop Jazz list





**bU** Josh Turner makes record slow climb to Hot Country's top 20

#### SALES / AIRPLAY / TRENDS / ANALYSIS

# Groban Gets His No. 1

The chilly sales climate of January and a hot promotion at a major chain of department stores is just the combination **Josh Groban** needed to notch the first No. 1 album of his young career. And he's just getting started.

Thanks to juice from a Target Stores campaign, Groban's



"Closer" scores The Billboard 200's Greatest Gainer award. More than that, it also becomes only the sixth album in the Nielsen SoundScan era and the first since 2001 to leap from a rank below No. 10 to the chart's highest rung (see Chart Beat, this page).

In this transitional week, when store traffic continues to settle from the high torque of the holiday frames, Groban

and **Beyoncé** were the only artists of the six featured in the Target sale to realize actual increases, and his gain is substantially larger (up 28,000 copies, compared with a 2,500-unit uptick for her "Dangerously in Love"). Thus, he flies 11-1 with a total for the week of 111,000, up 34% over the prior chart.

Groban's ascent to the penthouse comes just prior to the Jan. 22 start of his tour, which begins with sold-out shows in Boise, Idaho; Seattle; and Portland, Ore.

Amid his road dates comes the high profile of CBS' Feb. 1 telecast of Super Bowl XXXVIII, where Groban will perform a pregame tribute to the crew of the Columbia space shuttle, just moments before Beyoncé delivers the National Anthem. That exposure could be especially beneficial, as Groban's two earlier albums always soared in the wake of TV appearances.

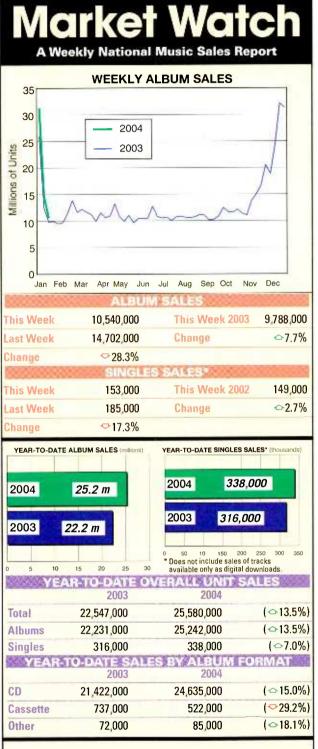


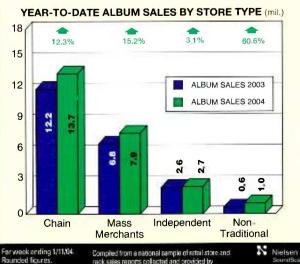
**ON TARGET:** Here's the recipe for the aforementioned Target promotion. Take six popular albums and tout them in a widely distributed circular. Allow consumers to buy any combination of two advertised CDs and/or DVDs for \$20. Simmer in 1,107 stores nationwide and watch it cook.

Each of the half-dozen albums in the campaign rank among the week's top 12 titles, five move to higher chart positions and the four that sell less than they did the week before each see much smaller declines than the album market's 28.3% erosion from the prior-week sales.

Target's scheme helps explain why 70.2% of **Josh Groban's** chart-topping sum comes from mass merchants this week, even though a majority of his career sales have come from traditional music stores (50.7% of 1.96 million on "Closer," 62.4% of 571,000 for the 2002 CD/DVD combo "In Concert" and 59.5% of his 2001 freshman album).

Similarly, in a week when a 4.6% gain jumps **Beyoncé** 23-11 on the big chart, the department-store sector accounts for almost 66% of her current total. That is in contrast to the 53% *(Continued on page 56)* 





# 'Titanic' Leap For 'Closer'

For only the second time this century, an album moves to No. 1 on The Billboard 200 from outside the top 10. Making this rare leap is "Closer" (143/Reprise), the third album by **Josh Groban**. With an 11-1 jump, "Closer" becomes Groban's first chart-topping title (see Over the Counter, this page).

The only other 21st century release to move to pole position from outside the top 10 was **Aaliyah's** self-titled 2001 CD. In the wake of her death in a plane crash, the album took a 19-1 jump.

Before "Aaliyah," the last album to reach the summit from a position below No. 10 was the soundtrack to "Titanic," which, like "Closer," made an 11-1 leap. Coincidentally, the "Titanic" move was made on the chart dated Jan. 24, 1998, exactly six years ago.

Before "Titanic," the last album to move 11-1 was "Double Fantasy" by **John Lennon/Yoko Ono**. That move happened the week of Dec. 27, 1980, following Lennon's murder Dec. 8. After an eight-week reign, "Double Fantasy" moved to No. 2, the spot it occupied on Feb. 27, 1981, the day Groban was born.

**WITCHY WOMAN:** Broadway cast albums are infrequent visitors to The Billboard 200. After a two-year gap where no Broadway cast albums debuted, there have now been Broadway cast album debuts for five consecutive years. Keeping the run going is "Wicked" (Decca Broadway/Universal Classics Group), the musical that reveals the back story of the Wicked Witch of the West and Glinda, the Good Witch.

"Wicked" is the eighth Broadway cast album to chart this century and the first since the **Bernadette Peters** version of "Gypsy" debuted in September 2003. The highest-ranked Broadway cast album of the past 20 years is "Rent," which peaked at No. 19 in September 1996.



**BLACK IS BACK:** Next month marks the 15th anniversary of **Clint Black's** debut on Hot Country Singles & Tracks. His first single, "Better Man," was a new entry the week of Feb. 18, 1989, and went on to spend one week at No. 1. This issue, Black has his first top 20 hit since "Been There" peaked at No. 5 in April 2000. "Spend My Time" (Equity) moves 23-20.

**LIKE IT 'GOES':** "There Goes My Life" (BNA) is No. 1 on Hot Country Singles & Tracks for the sixth week. It's the third **Kenny Chesney** song to remain on top for six weeks or more, making him the first artist since Nielsen Broadcast Data Systems technology was introduced in 1991 to have three songs stay at No. 1 for six weeks or more.

**OBIE ONE:** Singer/songwriter **Obie Bermudez** has two songs in the top five of Hot Latin Tracks. His "Me Canse De Ti" (EMI Latin) returns to No. 1, while "Antes" falls 2-4. Bermudez is the first artist to have two simultaneous top five hits since Jan. 13, 2001, when **Son by Four** was No. 4 with "A Puro Dolor" and No. 5 with "Cuando Seas Mia." Bermudez is the sixth artist to have two top five hits at once on this chart. Aside from Son by Four, the others are **Alejandro Fernandez**, **Selena**, **Los Bukis** and **Julio Iglesias**.

NUAF 2004	24 4	<sup>4</sup> Billboard	• THE BI				3		DARD. 200.	
LAST WEEK 2 WKS AGD	and and	Sales data con	Nielsen SoundScan Title	PEAK Position			2 WKS. AGO	EEKS ON	ARTIST	
2 12			BEL EATEST GAINER 診営 1 Week At Number 1	a d	50	-	<b>N</b> 70	3	IMPRINT & NUMBER/DISTRIBUTING LABEL JOE And Then	
11 6			Closer	1	54	51	62		JIVE 53707/Z0MBA (18.98 CD)	_
2 2		143/REPRISE 48450/WARNER BROS. (18.98 CD)	The Diary Of Alicia Keys	1	52	41		5	RDC-A-FELLA/DEF JAM 003220°/IDJMG (8.38/12.38) THE OFFSPRING Splinter	
1 1		J 55712*/RMG (15.98/18.98) OUTKAST ▲ 7	Speakerboxxx/The Love Below	1	53		71	-	COLUMBIA 89026*/SONY MUSIC (16:98 E0:CO) COUNTING CROWS Films About Ghosts: The Best Of	_
5 8		ARISTA 50133* (22 98 CD)	The Singles 1992-2003	2	54		74		GEFFEN 001676/INTERSCOPE (12 98 CO)	
		INTERSCOPE 001495 (12.98 CD)		-				00	AUDIOSLAVE A <sup>2</sup> Audioslave	
9 3		TOBY KEITH 2 DREAMWORKS (NASHVILLE) 450435//NTERSCOPE (12.98/18.9		1	55	45	37	8	LINKIN PARK  Live In Texas WARNER BRDS. 48553 (21 98 CD/DVD)	-
4 5	10	A&M 001521/INTERSCOPE (12.98 CO)	The Very Best Of Sheryl Crow	4	56	56	26	3	THE BEATLES Let It Be Naked	
3 4	T	COLUMBIA/UNIVERSAL/EMI/ZOMBA 90753/SONY MUSIC (18.	.98 EQ CD) Now 14	3	57		145	35	MAROONS  Songs About Jane OCTONE/J 50001/RMG (11.98 CD] [H]	
10 9	5	RUBEN STUDDARD A J 54639*/RMG (12.98/18.98)	Soulful	1	58	52	45	7	PUDDLE OF MUDD Life On Display GEFFEN 0010801/NTERSCOPE (8:98/12:98)	
7 16	5 43	5 EVANESCENCE <sup>3</sup> WIND-UP 13063 (18.98 CD)	Fallen	3	59	47	50	63	LIL JON & THE EAST SIDE BOYZ Kings Of Crunk	
6 12	2	JAY-Z ROC-A FELLA/DEF JAM 001528*/IDJMG (8.98/12.98)	The Black Album	1	90	54	49	67	GOOD CHARLOTTE A <sup>2</sup> The Young And The Hopeless	
23 17	7	BEYONCE 2 COLUMBIA 86386*/SONY MUSIC (12 98 E0/18.98)	Dangerously In Love	1	51	73	48	77	TOBY KEITH ▲ <sup>3</sup> Unleashed DREAMWORKS (NASHVILLE) 450255/INTERSCOPE (11 98/18 98)	
16 25	5		Meteora	1	62	68	79	16	R. KELLY A The R. In R&B Collection: Volume One	
8 1	1	WARNER BROS. 48186* (19.98 CD) G-UNIT ▲ <sup>2</sup>	Beg For Mercy	2	65	66	69		JIVE 55077/ZOMBA (18:58 CD) CHRISTINA AGUILERA ▲ <sup>3</sup> Stripped	
15 13	3 5	G-UNIT 001593*/INTERSCOPE (8.98/12.98)	Afterglow	2	64	79	67	25	RCA 68037 / IRMG (12 98/18.98) MICHAEL MCDONALD ● Motown	
39 66	5	ARISTA 50150 (12.98/18.98) MICHAEL JACKSON ●	Number Ones	13	65	60	94	24	MOTOWN 000651/UMRG (12.58 CD) Freaky Friday	
14 10		MJJ/EPIC 88998/SDNY MUSIC (12.98/18.98)	In The Zone	1	66	55		7	HOLLYWOOD 152404 (18 38 CD) MISSY ELLIOTT  This Is Not A Test!	-
18 23	1	JIVE 53748/ZOMBA (12,98/18.98)	The Long Road	6	67		111		THE GOLD MIND/ELEKTRA 62905*/EEG (12.98/18.98)	_
		ROADRUNNER 618400/IDJMG (18.98 CD)			2.10				COLLIPARK 2480°/TVT (17.98 CD)	
19 33		RED HOT CHILI PEPPERS  WARNER BROS. 48545 (18.98 CD)	Greatest Hits	18	80-		64	16	LIMP BIZKIT  Results May Vary FLIP 001235*/INTERSCOPE (12.98 CD)	
27 21		ALAN JACKSON 2 ARISTA NASHVILLE 53097/RLG (12 98/19.98)	Greatest Hits Volume II And Some Other Stuff	1	69	53	63	49	50 CENT 🏠 <sup>6</sup> Get Rich Or Die Tryin' SHADY/AFTERMATH 493544*/INTERSCOPE (8 98/12 98)	
13 7	20	BUENA VISTA 861006/HOLLYWOOD (18.98 CD)	Metamorphosis	1	70	70	61	15	STING A Sacred Love	
21 18	3 12	2 ROD STEWART ▲ <sup>2</sup> J 55710°/RMG (15.98/18.98)	As Time Goes By The Great American Songbook Vol. II	2	71	97	146	18	JOSH TURNER  Long Black Train MCA NASHVILLE 000914/UMGN (A 58/9.98) [M]	
25 31	12	2 EAGLES A 2 WARNER STRATEGIC MARKETING 73971 (25.98 CD)	The Very Best Of	3	72	88	54	16	DAVE MATTHEWS ▲ Some Devil RCA 55167/RM6 [18 98 CD]	-
28 38	3 5	WESTSIDE CONNECTION ●	Terrorist Threats	16	73	71	106	10	BOB SEGER   Greatest Hits 2	7
17 20		H00-BANGIN' 24030'/CAPITOL (7.98/18.98)	Chicken*N*Beer	1	74	72	39	8	CAPITOL 52772 (17.58 CD) DIXIE CHICKS  Top Of The World Tour Live	-
12 14	1	DISTURBING THA PEACE/DEF JAM SDUTH 000930*/IDJMG 18.	98/12.98} Blink-182	3	75	57	108	42	MONUMENT/COLUMBIA 90794/SONY MUSIC (19.98 ED CD) SWITCHFOOT  The Beautiful Letdown	_
26 24	1	GEFFEN 001334/INTERSCOPE (12.98 CD)	Life For Rent	4	76	59		3	COLUMBIA 71083/RED INK 19.98 CD) SOUNDTRACK You Got Served	_
34 30		ARISTA 50137 (18.98 CD)	Come Away With Me	1	77	63			T.U.G./EPIC 90744/SONY MUSIC (18:98 EQ CO)	_
31 27		BLUE NOTE 32088* (17 98 CD) [H]					and the second se		RCA (NASHVILLE) 54207/RLG (11.98/18.98)	
_	1	3 DOORS DOWN ▲ 3 REPUBLIC/UNIVERSAL 064395/UMRG (8.98/12.98)	Away From The Sun	8	78		68	68	MATCHBOX TWENTY 4 <sup>2</sup> More Than You Think You Are MELISMA/ATLANTIC 8361/2/AG (12 98/18 98)	
20 22		CHINGY A DISTURBING THA PEACE 82976"/CAPITOL (11.98/18 98)	Jackpot	2	79		77		DAVID BANNER MTA2: Baptized In Dirty Water SRC/UNIVERSAL 001720*/UMR6 (12:98 CD)	
38 59	1	JESSICA SIMPSON O COLUMBIA 86560/SONY MUSIC (12.98 ED CO)	In This Skin	10	<b>#</b> 0	65	91	7	LIL JON & THE EAST SIDE BOYZ Part II BME 2378/TVT (11.98 CD/DVD) Part II	_
32 32	2 2	JUVENILE CASH MONEY 001718*/UMRG (12.98 CD)	Juve The Great	31	81	82	86	16	BABY BASH Tha Smokin' Nephew UNIVERSAL 001258/UMRG (12.98 CD)	
22 15	13	CLAY AIKEN ▲ 2 RCA 54638/RMG (18.98 CD)	Measure Of A Man	1	82	90	95	7	NELLY FURTADO Folkiore	
30 36	5 72	COLDPLAY 12 98/18.98	A Rush Of Blood To The Head	5	83	77	42	1.8	JOHN MAYER A Heavier Things	
24 19	9 9	SOUNDTRACK A AMARU 001533*/INTERSCOPE (12.98 CD)	Tupac: Resurrection	2	84	76	55	10	COLDPLAY  Coldplay Live 2003	+
40 41	22		The Cheetah Girls (EP)	33	-85	101	129	41	CAPITOL 99014 (24 98 0V0/CD) CHER ▲ <sup>2</sup> The Very Best Of Cher	-
33 28	7	WALT DISNEY 860126 (6.98 CD)	Da Derrty Versions - The Reinvention	12	56	83	93	41	GEFFEN/MCA/WARNER BROS. 73852/WARNER STRATEGIC MARKETING (18.58 CO) THE WHITE STRIPES	
42 51		FO' REEL/UNIVERSAL 001665*/UMRG (8.98/12.98)	Tasty	27	-87	67		51	THRD MAN 27148*/V2 (18.98 CD) TRAPT ▲ Trapt	-
44 53	3 5	STAR TRAK 52132*/ARISTA (12 98/18.98) MUSIQ	soulstar	13	88		72	8	WARNER BROS. 45296 (18.98 CD) [M]	-
-	1	DEF SOUL 001616*/IDJMG (8.98/12.98)	CESETTER IN		89		Y	6	TRACE ADKINS Comin' On Strong	-
92 17	3	THE DARKNESS	CESEITER 308 Permission To Land	39	50		52	0	CAPITOL (NASHVILLE) 40517 (12.98/18.98)	
36 46	191	ATLANTIC 60817/AG (12.98 CO) [M]	The Lord Of The Rings: The Return Of The King		30.2				PINK A Try This	
_		REPRISE/WMG SDUNDTRACKS 48521/WARNER BROS. (19.98 0	CO)	36	91	91		14.	THREE DAYS GRACE Three Days Grace	
35 40	-	SIMPLE PLAN A LAVA 83534/AG (7.98/12.98) [H]	No Pads, No HelmetsJust Balls	35	§2	-	89	13	JAGGED EDGE Hard	
29 35	3	KORN A IMMORTAL/EPIC 90335*/SDNY MUSIC (18.98 EQ CD)	Take A Look In The Mirror	9	93		82	3	BRAVEHEARTS Bravehearted	
74 113	3 14	JET ELEKTRA 62892/EEG (12.98 CD)	Get Born	43	54	114	-	2	SOUNDTRACK Cold Mountain DM2/COLUMBIA 88843/SONY MUSIC 118:98 EQ.CO)	
64 44	60	SHANIA TWAIN	Up!	1	-				ジル HOT SHOT DEBUT ジル	
43 56	1	AVANT MAGIC JOHNSON/GEFFEN 001567*/INTERSCOPE (8.98/12.98)	Private Room	18	95	in in	-	-1	PHANTOM PLANET Phantom Planet DAYLIGHT/EPIC 85564/SDNY MUSIC (12 98 EQ CD)	
58 65	64	<b>ROD STEWART</b> ▲ <sup>2</sup> J 20039/RMG (12.98/18.98)	It Had To Be You The Great American Songbook	4	96	124	100	31	LUTHER VANDROSS  Dance With My Father Dance With My Father	+
		120039/RM5 (12.98/18.98) HOOBASTANK ISLAND 001488/IDJMG (12.98 CD)	The Reason	45	57	81	102	9	J 51885/RMG (12 98/18 98) 3 DOORS DOWN CRUICING TRANSPORT	-
50 78		12 12 12 12 12 12 12 12 12 12 12 12 12 1		1	0.3				REPUBLIC/UNIVERSAL 001603/UMRG (9.98 CD)	
50 78 37 29		KID ROCK A TOP DDG/ATLANTIC 83685"/AG (18.98,CD)	Kid Rock	8	98	85	123	14	OBIE TRICE  Cheers SHADY 001105*/INTERSCOPE (12.98 CD)	

EEK FEEK DN		-	Ŧ	EX	AGO		-
THIS WEEK LAST WEEK 2 WKS. AGO WEEKS DN	ARTIST Title	PEAK	THIS WEEK	LAST WEEK	2 WKS. H	ARTIST Title IMPRINT & NUMBER/DISTRIBUTING LABEL	PEAK
100 100 80 63	RASCAL FLATTS  Melt VRIC STREET (5503)/HOLLYWOOD (12 39/18 38)	5	151 1	47 1	83 19	T.I. O GRAND HUSTLE/ATLANTIC 83650"/AG (9 98/14 98)	4
101 126 179 5	FEFE DOBSON Fefe Dobson	101	152 1	169 1	55 15	GARY ALLAN See If I Care	17
<b>102</b> 94 81 8	DAVE MATTHEWS BAND  The Central Park Concert BANA RAGS/RCA 5750//RMG (19.98 CD)	14	153 1	07 1	14 26	BROOKS & DUNN  Red Dirt Road ARISTA NASHVILLE 6/070/0RLG (12.89/18.98)	4
103 174 199	ALAN JACKSON ▲ <sup>2</sup> ARISTA NASHVILLE SHERORLE (18.38 CD) Greatest Hits Volume II	103	154 1	161	73 🚺	ELVIS PRESLEY ELVIS: 2nd To None Elvis: 2nd To None	3
104 110 96 52	AND IN NAME AND A CONTRACT OF	22	155 1	51 1	65 13	JONNY LANG Long Time Coming	17
105 117 121 18	AMERICAN USSUS 7101 MIRROAM (12.38 CD) SEAL  Seal IV WARKE BR05. 47947 (18.98 CD)	3	156 1	32 1	54 16	ROB ZOMBIE Past, Present & Future GEFFEN 001041/UME (12.98 CD//OVD)	11
106 102 84 27	MICHAEL BUBLE  Michael Buble	47	157 1	39 1	61 9	STONE TEMPLE PILOTS Thank You ATLANTIC 83586/AG (18 98 CD)	26
107 93 119 5	143/REPRISE 48376WARNER BRDS. (18.58 CD) [M]       VARIOUS ARTISTS       Der JAM DDIA/HDJMG (12.98 CD)	89	158 1	105	99 18	BARBRA STREISAND  The Movie Album Columbia 80016/SONY MUSIC (1888 Ed Col)	5
103 104 144 8	Hot & Wet BAD BDY/DEF SOLI (20927*/JUMRG (8 98/12 98)	22	159 1	96 1	60 63	ELVIS PRESLEY A <sup>3</sup> Elv1s: 30 #1 Hits RCA 68079'/RMG (12 89/19 98)	1
109 103 105 29	MICHELLE BRANCH A Hotel Paper	2	160 1	133 1	16 39	KELLY CLARKSON ▲ <sup>2</sup> Thankful RCA 68159/RMG (18.98 CD)	1
110 96 112 34	MAVERICK 49426/WARNER BROS (18 98 CD) STAIND  14 Shades Of Grey	1	161 1	30 1	62 86	HEMINE (153 CD1     EMINE	1
111 128 87 90	FUP/ELEKTRA 67882/EEG (18.93 CD) KENNY CHESNEY ▲ 3 No Shoes, No Shirt, No Problems	1	162 1	137 1	30 10	BON JOVI ISLAND OUTSo/10J/MG (8,88/12,98) This Left Feels Right	14
112 135 148 66	BNA 67038/RLG (12:98/18:98) KEITH URBAN A Golden Road	11	163 1	44 1	69 35	AFI  Sing The Sorrow NITRO/DELAWORKS 450380*/INTERSCOPE (9.58 CD)	5
113 109 115 16	CAPITOL (INASHVILLE) 32936 (10.98/18.98) MURPHY LEE ● Da Skool Boy Presents Murphy's Law	8	164 1	175 1	58 25	BRAD PAISLEY  Mud On The Tires	8
114 106 97 9	FO: REEL/UNIVERSAL 801132/UMRG (12.98 CD) SOUNDTRACK  Love Actually	39	165 1	176	- 12	ARISTA NASHVILE SossSrRLG (12.98/18.98)         Best Of Bowie           DAVID BOWIE         Best Of Bowie           EMI 4193/VIGIN (18.8 CD)         Best Of Bowie	70
115 145 153 31	J 50760/RMG (18.98 CD) THE BEACH BOYS ● The Very Best Of The Beach Boys: Sounds Of Summer	16	166 1	150 1	18 8	REBA MCENTIRE Room To Breathe	25
116 146 104 14	CAPITOL 82710 (1838 CD) WOW Hits 2004	51	167 1	158 1	42 5	MCA NASHVILLE 000451/UMGN (8 98/12 98) NICK CANNON Nick Cannon Nick Cannon	83
17 153 - 5	PROVIDENT/WORD-CURB/EMI CHRISTIAN 90852/SPARROW (21 98 CO) STORY OF THE YEAR Page Avenue	104	<b>-168</b> 1	157 1	37 32	NICKJUVE 48500/ZDMBA (18.98 CD) LONESTAR ● From There To Here: Greatest Hits	7
118 RE-ENTRY 11	MAVERICK 48438/WARNER BRDS. (12.98 CD) [H] CECE WINANS Throne Room	32	169 1	148 1	39 8	BNA 67076/RLG (12.98/18.98) CYNDI LAUPER At Last	38
119 131 122 94	PURESPRINGS GOSPEL/INO 50361/SONY MUSIC (11.98 EQ/18.98)  MERCYME A  Almost There	37	170 1	159 1	198 21	DAYLIGHT/EPIC 90760/SONY MUSIC (18.99 EQ CD) BRAND NEW Deja Entendu	63
120 118 124 61	IND 86133(CURB 116 98 CD) [H] SEAN PAUL ▲ <sup>2</sup> Dutty Rock	9	171 1	172 1	51 62	TRIPLE CROWN 82896'/RAZOR & TIE (13.98 CD) MONTGOMERY GENTRY  My Town	26
121 87 136 17	VP/ATLANTIC 88520*/AG (12.58/18.98)  DMX ▲ Grand Champ	1	172 1	152 1	97 18	COLUMBIA (NASHVILLE) 85520/SONY MUSIC (11 98 EQ/17.98) YOUNGBLOODZ  Drankin' Patnaz	5
122 142 117 59	RUFF RYDERS/DEF JAM 063369*/10JMG (8.98/12.98) TIM MCGRAW A 2 Tim McGraw And The Dancehall Doctors	2	173 1	164 1	68 19	SO SD DEF 50155*/ARISTA (12.98/18.98) MARY J. BLIGE	1
123 149 109 15	CURB 78746 (1298/1898) BETTE MIDLER ● Bette Midler Sings The Rosemary Clooney Songbook	14		178	_ 11	GEFFEN 000956-7/INTERSCOPE (8:98/12:98) JOSS STONE The Soul Sessions (EP)	128
124 BC CHTRY 8	Collimate association wulsic (18.98 EQ. CD) VARIOUS ARTISTS Just Because I'm A Woman: Songs Of Dolly Parton	_	175	1.121	- N 3	S-CURVE 42234 (938 CD) [H] CASTING CROWNS Casting Crowns	165
125 113 132 17	SUGAR HILL 3980 (17.98 CD) A PERFECT CIRCLE  Thirteenth Step	2		166	and the second	BEACH STREET 10723/REUNION (18.58 CO) [M] KIDZ BOP KIDS ● Kids Bop 4	14
<b>126</b> 141 159 29	VIRGIN 48918* (18.88 CD) JAMES TAYLOR ● The Best Of James Taylor	11		138 1		RAZOR & TIE 89074 (11 98/18 98) VARIOUS ARTISTS ● Totally Hits 2003	13
127 173 164 6	VARRER BROS. 2837/WARNER STRATEG.C MARKETING (18.98 CD) AL GREEN I Can't Stop	53		143		BMG STRATEGIC MARKETING/WARNER MUSIC GROUP 55777/RMG (18.99 CO) JA RULE Blood in My Eye	6
128 181 157 84	BLUE NOTE \$9556' (18.98 CD) AVRIL LAVIGNE ▲ <sup>6</sup> Let Go	2	179 1	160 1	50	MURDER INC/DEF JAM 001577*/IDJMG (8 98/12 98) PEARL JAM Lost Dogs	15
129 115 88 7	ARISTA 14740 (17.98 CD) ENRIQUE IGLESIAS Seven	31	180	167 '	166 🕄	EPIC 85738/SONY MUSIC (19 98 EQ CO) TORI AMOS Tales Of A Librarian: A Tori Amos Collection	40
130 122 140	INTERSCOPE 001711 (12.98 CD) JASON MRAZ  Waiting For My Rocket To Come	55	181 1	171 1	171 4	ATLANTIC 83655/AG (19 98 CD) RAEKWON The Lex Diamond Story	102
131) RE-ENTRY 16	ELEKTRA 63829/EE6 (12.98 CD) [H] ROONEY Rooney	131	182	154 <sup>-</sup>	182 21	ICE WATER/UNIVERSAL 001716/UMRG 112.98 CO) DIERKS BENTLEY Dierks Bentley	26
132 129 186 15	CEFFFF N00222/INTERSCOP2 (9.98 CD) [H] ANTHONY HAMILTON Comin' From Where I'm From	33	183	IE-EN		CAPITOL (NASHVILLE) 3981-1 (12.98/18.98) KEM Kemistry	90
	SD SD DEF 52/07/ARISTA 1/2/98 (C) BOW WOW ● Bow Wow: Unleashed	3	and a	180	_ 18	MOTOWN 067516/UMRG (8.98/12.98) [H] SOUNDTRACK Pirates Of The Caribbean: The Curse Of The Black Pearl	75
133         125         83         21           134         127         134         47	CoLUMBA STO/SONY MUSIC (11.98 EQ.18.98) R. KELLY ▲ <sup>2</sup> Chocolate Factory	1	185	E EN		WALT DISNEY 660089 (18 98 CD) SOUNDTRACK American Wedding	23
134     127     134     47       135     123     98     62	R. NELLI a Gildeniae Factory JUE 118/2006A(1899 cD) JUSTIN TIMBERLAKE ▲ <sup>3</sup> Justified	2		189	-	UNIVERSAL 000744/UMRG (18.98 CD) LED ZEPPELIN Early Days & Latter Days: The Best Of Led Zeppelin Volume One And Two	110
135 123 98 02 135 134 177 3	JUE 1823 720MBA (12 808) SOUNDTRACK Mona Lisa Smile	134	187	NE	1	ATLANTIC 83519/AG (19.98 CD) ORIGINAL BROADWAY CAST RECORDING Wicked	187
137 98 92 10	PIC 007 SOLVE TRACK	9		INE 198	2000	DECCA BROADWAY 001682/UNIVERSAL CLASSICS GROUP (18 88 CD) ELTON JOHN <sup>2</sup> Greatest Hits 1970-2002	12
<b>138</b> 108 135 22	P.O.D. Payable Of Death ATLANTIC 8876:/AG (19:98 CD) DASHBOARD CONFESSIONAL ● A Mark, A Mission, A Brand, A Scar	2		170	-	ROCKET/UTV 06378/UME (19.98 CD) SOUNDTRACK Dirty Dancing: Ultimate Dirty Dancing	114
138 108 135 22 139 121 126 42	A Mark, A Missioli, A Braili, A Scar ViceRant cost (18 98 CO) STACIE ORRICO Stacie Orrico	59		182		RCA 5552/BMG STRATEGIC MARKETING GROUP (18.98 CD)  GODSMACK  Faceless	1
139 121 126 42 340 112 103 11	STACLE ORRICO ● Stacle Orrico FOREFRONT 32589/IRGIN 12.98/IS 991 [N]. R.E.M. In Time 1988-2003: The Best Of R.E.M.	8	190	are saided	TRY 5	REPUBLICUNIVERSAL 067854/UMRG (8 98/12 98) TOO SHORT Married To The Game	49
141 95 131 11	WARNER BROS. 48381 (18.98 CD)	4		188	1	VARIOUS ARTISTS Crunk And Disorderly	161
147 95 131 11	THE STROKES     Room On Fire       RCA 55497'RMG (18 98 CD)     SOMETHING CORPORATE	24			110 28	ASHANTI A Chapter II	1
	ORIVE-THRU/GEFFEN 001190/INTERSCOPE (12.38 CD)	14		163		AURDERING (B 98/12.98) SOUNDTRACK Honey	105
<b>143</b> 119 85 9	BRUCE SPRINGSTEEN ▲ The Essential Bruce Springsteen LEGACY/COLUMBIA 90773/SDNY MUSIC (25 98 €0 CD) MANDY MOORE Coverage	14		195	10	Story         Story           ELKTRAG925/FEG (IBS 00)         Young Hearts: Complete Greatest Hits	37
<b>144</b> 170 181 <b>145</b> 136 178	YELLOWCARD         Ocean Avenue	99		186		CAPTO 3859 (18.28 CD) FUEL Natural Selection	15
	CAPTOL 3984 (128 CD) SOUNDTRACK Something's Gotta Give	146		_		PIC 65392/SONY MUSIC (18 98 CD) RYAN ADAMS Rock N Roll	33
146 162 - 2	COLUMBIA 50911/SONY MUSIC (18.98 EQ.CO)		197			GAVIN DEGRAW Chariot	18
147 111 90 3	WALT DISNEY 8600580 (18 98 CD)	6				JOSH KELLEY For The Ride Home	15
148 184 187	JACK JOHNSON O On And On JACK JOHNSON 075012'/UMRG (18.98 CO)	3	199	RE-EN		SOUNDTRACK Blue Collar Comedy Tour: The Movie	200
149 155 141 32	TRAIN  My Private Nation COLUMBIA 66593/SONY MUSIC (18.96 EQ CO)	6	200	NE		SOUNDTRACK Brue Contai Conteny Four. The wrote	
150 RE-ENTRY 45	VARIOUS ARTISTS Worship Together: I Could Sing Of Your Love Forever	39	1				

• Albums with the greatest sales gains this week. • Recording Industry Assn. 0f America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). • RIAA certification for net shipment of 10 million units (Diamond). Numeral following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. RIAA Latin awards: ○ Certification for net shipment of 100,000 units (Diamond). A Certification of 200,000 units (Platinot). A

ANUARY 2 2004	Billboard® TOP INTERNET ALBUM SAL	ES.⊶	JANU 20	ARY 24	Billboard TOP SOUNDTRACKS
LAST WEEK	Sales data and internet sales reports compiled by S Nielsen SoundScan	RULBOARD 200 RANK		AST WEEK	Sales data compiled by Nielsen SoundScan
1 101	I Week At Number 1 MICHAEL JACKSON ● MJJ/EPIC 88998/SONY MUSIC Number Ones	15	1	1	部営管 NUMBER 1 診営管 9 Weeks At Number TUPAC: RESURRECTION ▲ AMARU 001533*/INTERSCO
2	THE BENS EPIC 90644/SONY MUSIC The Bens (EP)		2	3	THE CHEETAH GIRLS (EP)  WALT DISNEY 860
3 10	EAGLES ▲ <sup>2</sup> WARNER STRATEGIC MARKETING 73971 The Very Best Of	22	10 million (10	2	THE LORD OF THE RINGS: THE RETURN OF THE KING REPRISE/WMG SOUNDTRACKS 48521/WARNER BR
4 3337	PETE YORN COLUMBIA 90897/SONY MUSIC Live From New Jersey	-	4	5	FREAKY FRIDAY  HOLLYWOOD 162
5 7 10	JOSH GROBAN ▲ <sup>2</sup> 143/REPRISE 48450/WARNER BROS. Closer	1	5	4	YOU GOT SERVED T.U.G./EPIC 90744/SONY MU
6 1 3	SENSES FAIL DRIVE-THRU 000155/MCA [W] From The Depths Of Dreams (EP)	- 1	6	8	COLD MOUNTAIN 0MZ/COLUMBIA 86843/SONY MU
7 3	THE EARLY NOVEMBER DRIVE-THRU/GEFFEN DD148D/INTERSCOPE [M] The Room's Too Cold	-	7	6 -	LOVE ACTUALLY J 56760/P
8 2 🖑	SHERYL CROW A A&M 001521/INTERSCOPE The Very Best Of Sheryl Crow	6	8	9	MONA LISA SMILE EPIC 90737/SONY MU
9 4	SARAH MCLACHLAN A ARISTA 50150 Afterglow	14	9	10	SOMETHING'S GOTTA GIVE COLUMBIA 9091 1/SONY MU
10 5	OUTKAST ▲ <sup>7</sup> ARISTA 50133* Speakerboxxx/The Love Below	3	10	7	THE LIZZIE MCGUIRE MOVIE MWALT DISNEY 860
1 6 7	NO DOUBT INTERSCOPE 001495 The Singles 1992-2003	4	11	14	PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL WALT DISNEY 860
2 13 🛃	THE STARTING LINE DRIVE-THRU/GEFFEN 001596/INTERSCOPE [M] The Make Yourself At Home (EP)	- 1	12	31.01	AMERICAN WEDDING UNIVERSAL 000744/UN
3 8	SOUNDTRACK REPRISE/WING SOUNDTRACKS 48521/WARNER BROS The Lord Of The Rings: The Return Of The King	40	13	13	DIRTY DANCING: ULTIMATE DIRTY DANCING RCA 55525/BMG STRATEGIC MARKETING GRO
4 11	THE EARLY NOVEMBER DRIVE-THRU 060081/MCA [N] For All Of This (EP)	-	14	11	HONEY ELEKTRA 62925/
5 14	EVANESCENCE A <sup>3</sup> WIND-UP 13063 Fallen	9	15	21	BLUE COLLAR COMEDY TOUR: THE MOVIE WARNER BRDS (NASHVILLE) 48424/V
6 15-13176	EVA CASSIDY BLIX STREET 10045 Songbird	-	16	15	CHICAGO A <sup>2</sup> EPIC 87018/SONY MU
17 18 🖂	HIDDEN IN PLAIN VIEW DRIVE-THRU/GEFFEN 001618/INTERSCOPE Hidden In Plain View (EP)	-	17	12	BAD BOYS II A BAO BOY 000716*/UN
18 22 2	RED HOT CHILI PEPPERS • WARNER BROS. 48545 Greatest Hits	18	18	16	CONCERT FOR GEORGE WARNER STRATEGIC MARKETING 74
19 16 🕖	NORAH JONES A <sup>8</sup> BLUE NOTE 32088* [M] Come Away With Me	27	19	7. 5	LOVE DON'T COST A THING HOLLYWOOD 1623
20 12 1	DIDO A ARISTA 50137 Life For Rent	26	20	Contraction in succession.	THE LORD OF THE RINGS: THE TWO TOWERS • WMG SOUNDTRACKS/REPRISE 48379/WARNER BRI
21 23 2	JAMES TAYLOR • WARNER BROS 73837/WARNER STRATEGIC MARKETING The Best Of James Taylor	126	21 2	22	THICKER THAN WATER BRUSHFIRE 001674/UM
2 9	THE BEATLES A APPLE 95713/CAPITOL Let It Be Naked	56	TA PRINT TO	8	A WALK TO REMEMBER  EPIC 86311/SONY MU
23 15 2	SOUNDTRACK DMZ/COLUMBIA 86843/SONY MUSIC Cold Mountain	94	23	10000	O BROTHER, WHERE ART THOU? ▲7 LOST HIGHWAY/MERCURY 170069/IDJ
24 153811	CHER A <sup>2</sup> GEFFEN/MCA/WARNER BRDS 73852/WARNER STRATEGIC MARKETING The Very Best Of Cher	85	24	- NEWC	BIG FISH SONY CLASSICAL 93094/SONY MU
25 Result	STING A A&M 001141/INTERSCOPE Sacred Love	70	25	25	THE LORD OF THE RINGS: THE FELLOWSHIP OF THE RING A REPRISE 48110/WARNER BRO

Top Internet Album Sales reflects physical albums ordered through Internet merchants, based on data collected by Nielsen SoundScan. Unlike most Billboard album charts, catalog titles are included on the Internet and Soundtrack charts. Albums with the greatest sales gain this week. Recording Industry Assn. Of America (RIAA) certification for net shipment of 500,000 album units (Gold). RIAA certification for net shipment of 1 million units (Platinum). RIAA certification for net shipment of 10 million units (Diamond). Numeral following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiples shipments by the number of discs and/or tapes. RIAA Latin awards: Certification for net shipment of 100,000 units (Oro.) Certification of 200,000 units (Platino). Scentification of 400,000 units (Multi-Platino). \*Asterisk indicates vinyl available. **IMJ** indicates past or present Heatseeker title © 2004, VNU Business Media, Inc. and Nielsen SoundScan, Inc. All rights reserved.

#### THE BILLBOARD 200 A-Z (LISTED BY ARTISTS)

112 108 3 Doors Down 28,97 50 Cent 69 Ryan Adams 197 Trace Adkins 89 AFI 163 Christina Aguilera 63 Clay Aiken 32 Gary Allan 152 Tori Arnos 180 Ashanti 193 Audioslave 54 Avant 45 Baby Bash 81 David Banner 79 The Beatch Boys 115 The Beatles 56 Dierks Bentley 182 Big Tymers 49 Black Eyed Peas 99 Mary J. Bilge 173 Blink-182 25 Bon Jovi 162 David Bowie 165 Bow Wow 133 Michelle Branch 109 Brand New 170Fuel 196Bravehearts 93Nelly Furtado 82Brooks & Dunn 153Godsmack 190Michael Buble 106Good Charlotte 60Nick Cannon 167Al Green 127Johnny Cash 104Josh Groban 1Casting Crowns 175G-Unit 13Cher 85Anthony Hamilton 132Kenny Chesney 111Anthony Hamilton 132Chingy 29Hobastank 47Coldplay 33, 84Alan Jackson 19, 103Counting Crows 53Jagged Edge 92Jake Control ConstrontionJae 20Dido 26Joe 50Dido 26Joe 50Dido 26Joe 50Dido 27Juvenile 31Edgles 22Toby Keith 5, 61Missy Elliott 66Kelis 37Emiser 29Rulet 199Systelliott 66Kelis 37Eminem 161Josh Kelley 199Evanescence 9R. Kelly 62, 134

Kem 183 Alicia Keys 2 Kid Rock 48 Kidz Bop Kids 176 Beyonce 11 Korn 42 Jonny Lang 155 Cyndi Lauper 169 Avril Lavigne 128 Led Zeppelin 186 Murphy Lee 113 Lil Jon & The East Side Boyz 59, 80 Limkin Park 12, 55 Lonestar 168 Ludacris 24 Maroon 5 57 matchbox twenty 78 Dave Matthews Band 102 Dave Matthews Band 102 Dave Matthews 72 John Mayer 83 Martina McBride 77 Michael McDonald 64 Reba McEntire 166 Tim McErat 122 Sarah McLachlan 14

Memphis Bleek 51 MercyMe 119 Bette Midler 123 Steve Miller Band 195 Montgomery Gentry 171 Mandy Moore 144 Jason Mraz 130 Musig 38 Nelly 36 Nickelback 17 No Doubt 4 The Offspring 52 CAST RECORDINGS Wicked 187 Stacie Orrico 139 OutKast 3 Brad Paisley 164 Pearl Jam 179 A Perfect Circle 125 Phantom Planet 95 Pink 90 P.O.D. 137 Elvis Presley 154, 159 Puddle Of Mudd 58 R.E.M. 140 Raekwon 181 Rascal Flatts 100 Red Hot Chill Peppers 18 LeAnn Rimes 88 Rooney 131 Sean Paul 120 Bob Seger 73 Simple Plan 41 Jessica Simpson 30 Something Corporate 142 SOUNDTRACK American Wedding 185 Blue Collar Comedy Tour: The Movie 200 The Cheetah Girls (EP) 35 Cold Mountain 94 Dirty Dancing: Ultimate Dirty Dancing 189 Freaky Friday 65 Honey 194 The Lozie McGuire Movie 147 The Lord Of The Rings: The Return Of The King 40 Love Actually 114 Mona Lisa Smile 136

Pirates Of The Caribbean: The Curse Of The Black Pearl 184 Something's Gotta Give 146 Tupac: Resurrection 34 You Got Served 76 Britce Springsteen 143 Staind 110 Rod Stewart 21, 46 Sting 70 Joss Stone 174 Stone Temple Pilots 157 Story Of The Year 117 Barbra Streisand 158 The Strokes 141 Ruben Studdard 8 Switchfoot 75 James Taylor 126 Three Days Grace 91 T.I. 151 Justin Timberlake 135 Too Short 191 Trajin 487 Obie Trice 98 Josh Turner 71 Shania Twain 44

Keith Urban 112 Luther Vandross 96 VARIOUS ARTISTS Crunk And Disorderly 192 Just Because I'm A Woman: Songs Of Dolly Parton 124 Now 14 7 The Source Presents Hip Hop Hits Vol. 7 107 Totally Hits 2003 177 Worship Together: I Could Sing Of Your Love Forever 150 WOW Hits 2004 116 Westside Connection 23 The White Stripes 86 CeCe Winans 118 Yellowcard 145 Ying Yang Twins 67 YoungBloodZ 172 Rob Zombie 156

# Over The Counter

Continued from page 53

share that traditional retailers hold of the 2.6 million copies her solo album has sold to date.

The percentage declines that the other four titles in the Target promotion experience from prior-week sales are the smallest among the big chart's top 40 albums. **Toby Keith** drops by a scant 2.4% (9-5), **No Doubt** by 10.5% (5-4), **Alicia Keys** by 12% (No. 2), and **Linkin Park** by 13.6% (16-12).

**HAPPY NEW YEAR, PART DEUX:** The upbeat tone of the year's first frame continues in the second, as album sales are 7.7% ahead of the same

week last year, and cumulative sales from the first two weeks are 13.5% ahead of the year-to-date pace in early 2003.

Album sales have now beaten those of the comparative prior-year frame in 14 of the past 18 weeks. Pinch yourself.

The top of The Billboard 200 displays that vitality, where three titles beat 100,000 copies, compared with just one on the same 2003 chart. Each of this week's top 10—and in fact most—albums on the chart sell more than the titles that were at the same rank one year ago.

Further, there are 16 titles showing gains over prior-week sales, compared with 13 in the comparative 2003 week.

As we did last issue, with the market continuing to shift from the fourth-quarter blast, our sales charts award bullets to titles with smallerthan-average declines from priorweek sales. **STARTIN' SOMETHIN':** Sony Music used CBS' Jan. 2 telecast of **Michael Jackson's** entertainment special as a springboard for direct marketing sales on "Number Ones," an effort that yields a 22% gain and a 39-15 jump (47,000).

That's the album's highest rank since it bowed at No. 13 eight weeks ago amid headlines of the latest child molestation allegations against him.

Sony says close to 20,000 orders flowed from the effort, from Internet or phone sales, with most consumers opting for a combo offer in which they could buy the "Number Ones" CD and DVD. He thus claims No. 1 on both Top Internet Albums (11,000 copies) and Top Music Videos (26,500).

On another network, rock band **Rooney** was all over an episode of hot night soap "The O.C," not only having four songs played but actually taking lines in the script, as band members interacted with characters. Off that, Rooney's sales almost triple, good for a 31-3 jump on Top Heatseekers and a re-entry at No. 131 on the big chart.



It was not one show but several that helped **Julio Iglesias** win Pacesetter stripes on Top Latin Albums (up 64%). During the tracking week, he was seen on "Live With Regis & Kelly," "Today," "The View" and CNN.

# **THEN THERE WERE SIX:** In the last *Billboard* of 2003, TVT made news by distributing the top five albums on Top Independent Albums for the second time in three weeks (Billboard Bulletin, Dec. 18, 2003).

Last issue, TVT extended the chart's record by one more, locking up the indie list's top six slots. Providing the winning hand: two by Lil Jon & the East Side Boyz, Ying Yang Twins, Dashboard Confessional, Default and multi-act "Crunk and Disorderly."

A rerun of "The Oprah Winfrey Show" helps break up the TVT party, as the show featuring **Dolly Parton**, **Shania Twain** and **Melissa Etheridge** has Sugar Hill's Parton tribute album travel 13-4 with a 70% gain.

The multi-act Parton set gets Greatest Gainer honors on this chart and Top Country Albums (31-16) while re-entering the big chart at No. 124.

JA	NŬ	ARY	24	TOD DOD CUTULOC
Ri	h	04 0		• TOP POP. CATALOG.
		_		Sales data compiled by S.
HIMS	AST WEEK	WKS. AGO	A. WY	ARTIST SoundScan Title
<b>1</b>	LAS	2 W	8	IMPRINT & NUMBER/DISTRIBUTING LABEL
1	2	3	145	SUMPER 1 SUMPLES At Number 1 THE BEATLES ▲ <sup>8</sup> 1
	-		1000	APPLE 29325/CAPITOL (12.98/18.98)
3	5	7	109	JOSH GROBAN A <sup>3</sup> Josh Groban 143/REPRISE 48154/WARNER BROS. 118 98 CO) [M] BOB SEGER & THE SILVER BULLET BAND A <sup>6</sup> Greatest Hits
3 4	1	11	97A9	CAPITDL 30334 (10 98/15 98)
	3	5	168.	LINKIN PARK ▲ <sup>®</sup> [Hybrid Theory] WARNER BR05.47755  12.98/18.98} [Hybrid Theory]
5	<mark>1</mark> 8	_	2	VARIOUS ARTISTS The Most Relaxing Classical Album In The WorldEver! CIRCA 44890/VIRGIN (19.98/22.98)
6	8	19	47	FRANK SINATRA  Classic Sinatra: His Great Performances 1953-1960 CAPITOL 23502 (11 98/17 98)
7	4	8	107	JOHN MAYER 3 Room For Squares
8	9	6	164	TIM MCGRAW A <sup>4</sup> Greatest Hits CURB 77976 (12.98/18.98)
?	11	9	121	MARTINA MCBRIDE ▲ <sup>2</sup> Greatest Hits. RCA (NASHVILLE) 67012/RLG (12.98/18.98)
10	7	13	124	COLDPLAY A <sup>2</sup> Parachutes
11	6	14	1354	PINK FLOYD 4 <sup>15</sup> Dark Side Of The Moon
12	10	12	112	KID ROCK         4         Cocky           LAVA 83482*/AG (12.98/18.98)         Cocky
13	12	10	63	JOHNNY CASH A 16 Biggest Hits LEGACY/COLUMBIA (NASHVILLE) 68739/SONY MUSIC (7 98 EQ/11.98)
14	13	20	745	BOB MARLEY AND THE WAILERS (*) <sup>10</sup> Legend TUFF GONG/ISLAND 548904/IDJMG (8.98/12.98)
15	15	24	476	AC/DC <sup>19</sup> Back In Black LEGACY/EPIC 80207*/SONY MUSIC [18:98 EQ CD]
16	<mark>1</mark> 6	23	5	ROD STEWART  The Very Best Of Rod Stewart WARNER BROS, 78328 (12, 98/18, 98)
17	20	26	194	CELINE DION ▲ <sup>6</sup> All The WayA Decade Of Song 550 MUSIC/EPIC 63760/SONY MUSIC 112 98 EQ/18.98)
18	17	15	172	KENNY CHESNEY ▲ <sup>3</sup> Greatest Hits BNA 67976/RLG (12.98/18.98)
19	14	25	637	METALLICA ♠ <sup>14</sup> Metallica ELEKTRA 61113'/EEG (11.98/17.98}
20	22	39	3339	ABBA ▲ <sup>6</sup> POLYDOR/UNIVERSAL 517007/UMRG (12.98/18.98) Gold – Greatest Hits
21	21	22	322	SHANIA TWAIN <sup>19</sup> Come On Over MERCURY 536003/UMGN (8.98/12.98)
22	10.0	SUN	66	ORIGINAL BROADWAY CAST RECORDING  Mamma Mia!
23	27	40	176	AL GREEN A Greatest Hits
24	47	-	2	DEAN MARTIN  Greatest Hits Greatest Hits
25	31	47	218	PHIL COLLINS 4 <sup>2</sup> Hits
26	29		67	BARRY WHITE A All Time Greatest Hits
27	28	35	Бŧ	QUEEN A 7 Greatest Hits
28	e e	enn)	28	MICHAEL JACKSON Greatest Hits: HIStory – Volume 1 EPIC 85250(SONV MUSIC 118 88 EQ. CD)
				JE HOT SHOT DEBUT
29		ew/	8	LARRY THE CABLE GUY Lord, I Apologize
30	40	41	93	JACK JOHNSON ▲ Brushfire Fairytales
31	25	36	248	KID ROCK <sup>1</sup> Devil Without A Cause Devil Without A Cause
32	43		562	JOURNEY <sup>10</sup> JOURNEY <sup>10</sup> Journey's Greatest Hits COLUMBIA 44439/SONY MUSIC (11.98 EQ/17.98)
33	26	-	120	U2 4 <sup>2</sup> ISLAND 524613/IDJMG (12 98/18 98) The Best Of 1980-1990
34	30	-	.45	EVA CASSIDY Songbird
35	39	-	7445	MADONNA ♠ <sup>10</sup> The Immaculate Collection SIRE 26440 <sup>r</sup> /WARNER BRDS. (13.98/18.98)
36	24	42	187	DISTURBED ▲ <sup>3</sup> The Sickness GIANT 24738/WARKER BROS. (11.98/17.98) [₩]
37	лă	armı	2118	ALAN JACKSON ▲ <sup>5</sup> The Greatest Hits Collection
38	50	-	205	BROOKS & DUNN ▲ <sup>3</sup> The Greatest Hits Collection ANISTA NASHVILLE 1885/RLD (12.98/18.96)
39	45	31	466	JAMES TAYLOR 11 Greatest Hits
40		<b>A</b>	20	JOHN LENNON C Lennon Legend – The Very Best Of John Lennon PARLOPHORE 21554" (CAPITOL (10.58/16.58)
.41	38	34	355	THE BEATLES $\phi^{11}$ Sqt. Pepper's Lonely Hearts Club Band APPLE 48-427(CAPITOL (11.98/17.98)
42	33	38	96	PINK A <sup>5</sup> M!ssundaztood
43	36	-	86	AINS LA 147/18 1/2.5010.500 STAIND & 5 FUIP/FLEKTRA 52252/EEG (12.98/18.98) Break The Cycle
44	44	49	72	ALICIA KERS ▲ <sup>6</sup> Songs In A Minor J2002/MG (12.99/18.99)
45	49	-	101	J 20002/HMG (12 98/18 98)           LENNY KRAVITZ ▲ <sup>3</sup> Greatest Hits           VIRGIN 50316 (12 98/18 98)         Greatest Hits
46	46	-	469	VIRGIN 50/316 112 59/18 59/3 TOM PETTY AND THE HEARTBREAKERS ◆ <sup>10</sup> Greatest Hits MCA 110813 (12 59/18.38)
47	32	-	545	GUNS N <sup>4</sup> ROSES <sup>15</sup> GEFEN 448/INTERSCOPE (12,98/18,98)
48		i. N	95	DIDO ▲ <sup>4</sup> No Angel Alista 1925* (12.98/18.98) No Angel
49	1			SADE ▲ <sup>4</sup> The Best Of Sade
50	23	48	150	EPIC 85287/SONY MUSIC (12:98 EQ/18:98) EMINEM 4 <sup>8</sup> The Marshall Mathers LP
-		1		WEB/AFTERMATH 490629"/INTERSCOPE (8.98/12.98)

Ji		JAR	Y 2	
R		2004		TOP HEATSEEKERS
		1000 C 11		Sales data compiled by R.
	I WEEK	(S. AG0	1	ARTIST Nielsen SoundScan Title
SIH!	LAST	2 WKS.	-	IMPRINT & NUMBER/DISTRIBUTING LABEL
		c		部での目的では、「NUMBER 1 学習を含む Weeks At Number 1
1	1	5	3	FEFE DOBSON         Fefe Dobson           ISLAND 001244/IDJMG (12.98 CD)         Fefe Dobson
2	2	6	17	STORY OF THE YEAR Page Avenue MAVERICK 48438/WARNER BROS. (12 98 CD)
and a				S GREATEST GAINER
3	31	50	21	ROONEY Rooney GEFFEN 000242/INTERSCOPE (9.98 CD)
4	4	7	12	JOSS STONE S-CURVE 42234 (9 98 CO)
5	8	8	15	CASTING CROWNS BEACH STREET 10733/REUNION (18.98 CD)
6-	16	23	25	GAVIN DEGRAW Chariot
	12	19		JOSH KELLEY For The Ride Home
8	3	4	1	FOUNTAINS OF WAYNE Welcome Interstate Managers S-CURVE 30875 (18.98 CD)
2	44	34	10	JOSHUA BELL SONY CLASSICAL 87894/SONY MUSIC (18:98 EQ CD)
10	19	36		FINGER ELEVEN Finger Eleven
11	5	10	Εf.	DAMIEN RICE O DRM/VECTOR 4850/WARNER BROS. (18.98 CD)
12	7	9	84	JUANES UNIVERSAL LATINO (16.98 CD)
13	10	14	27	SURE POSTAL SERVICE         Give Up           SUB POP 595 (14 39 CD)         Give Up
4	<mark>1</mark> 5	21	-50	HIM Razorblade Romance
5	29	44	34	JIMMY FRANKS/UNIVERSAL 001428/UMRG (12.98 CD) DWELE Subject
6	23	15	26	VIRGIN 80919" (9.98 CD) JEREMY CAMP Stay
7	14	17	4	BEC 40456 (16.98 CD) DSGB DOWN SOUTH GEORGIA BOYS 'Til Death Do Us Part
3	17	28		UNIVERSAL 001541*/UMRG (12.98 CD) RON WHITE Drunk In Public
2	21	16		PARALLEL/HIP-0 001582/UME (12:98 CD) VICENTE Y ALEJANDRO FERNANDEZ En Vivo: Juntos Por Ultima Vez
0	27	25	18	SONY DISCOS 91088 (17.98 EG CD) SIN BANDERA De Viaje
21	9	12	50	SUNY DISCOS 70633 (16:98 EQ CD) TAKING BACK SUNDAY Tell All Your Friends
2	7 20	39	-	SENSES FAIL From The Depths Of Dreams (EP)
3		11		DRIVE-THRU 000155/MCA (7.98 CD)
	6			MAVERICK 48323/WARNER BROS. (12.98 CD)
24	25	43		ORIVE-THRU/GEFFEN 001480/INTERSCOPE (12.98 CD)
25	26	26		LOS LONELY BOYS Los Lonely Boys
276	22	-		THE THRILLS So Much For The City
2	11	18	50	THE STARTING LINE Say It Like You Mean It
28	30	-	2	MITCH HEDBERG Mitch All Together
29				DARLENE ZSCHECH EXTRAVAGANT WORSHIPIND 90669/SDNY MUSIC (12.98 EQ CD)
50)	40	32	10	PEPE AGUILAR Con Orgullo Por Herencia
n	18	27	308	HOT HOT HEAT Make Up The Breakdown
12)		anna.	21	VICKIE WINANS VERITY 43214/ZOMBA (11.98/18 98) Bringing It All Together
13	24	33	2	THE STARTING LINE The Make Yourself At Home (EP) DRIVE-THRU/GEFFEN 001596/INTERSCOPE (6.98 CD)
14	28	31	8	THE RAPTURE Echoes
15	33	42	15	SHINEDOWN Leave A Whisper
36	39	40	18	ROBERT RANDOLPH & THE FAMILY BAND Unclassified DARE 48472/WARNER BRDS. (18:98 CD)
<b>17</b>	13	20	14	DAVE KOZ Saxophonic
38	34	30	5	DANE COOK COMEDY CENTRAL 30017 (16.98 CD/DVD) Harmful If Swallowed
9	NEW C	NYAY	2	JOAN SEBASTIAN Coleccion De Oro
10	37	41	12	MY MORNING JACKET It Still Moves
				ADE HOT SHOT DEBUT
1	2.16	89	1	LA OREJA DE VAN GOGH Lo Que Te Conte Mientras Te Hacias La Dormida SONV DISCOS 70451 (15.98 EQ CD)
2	RE-E	NTRY	7	THE WIGGLES Yummy Yummy KDCH 8626 (11.98 CD)
13	42	24	5	BOB & TOM Camel Toe
4	No.	NIN	7	SKILLET Collide
-5	35	-	7	BASEMENT JAXX Kish Kash XL 938/87/ASTRALWERKS (18.96 CD)
46	36	-	59	INTERPOL Turn On The Bright Lights
\$7	<mark>4</mark> 7	-	87	KINDRED THE FAMILY SOUL NIDDEN BEACH/EPIC 88491/SONY MUSIC (1398 ED CD)
18	38	-	45	KINGS OF LEON Youth & Young Manhood
49	41	-	6	THE HAPPY BOYS ROBBINS 75041 (18 98 CD) Dance Party (Like It's 2004)
50	ALC:	nnio/	24	AKWID (1398 CD) Proyecto Akwid UNIVISION310155/UG (1398 CD)
				Unitytatum aturbaruul (1a.ad (U)

رد Bil		JAR 2004	rd	• TOP INDEPENDENT ALBUMS
THIS WEEK	LAST WEEK	2 WKS. AGD	Were the	Sales data compiled by Nielsen SoundScan IMPRINT & NUMBER/DISTRIBUTING LABEL
1	1	1	64	State         NUMBER 1         State         31 Weeks At Number 1           LIL JON & THE EAST SIDE BOYZ ▲         Kings Of Crunk           MME 2200 /// (13,389) / 200         State         Kings Of Crunk
2	3	3	17	YING YANG TWINS         Me & My Brother           COLLIPARK 2489 (/VT (17.38 CD)         Me & My Brother
3	2	2		LILI JON & THE EAST SIDE BOYZ Part II BME 2387UTV (11.98 CD/0VD)
4	13	9	18	SS GREATEST GAINER SS VARIOUS ARTISTS Just Because I'm A Woman: Songs Of Dolly Parton SUGAR HILL 3880 (17.98 CD)
5	4	4	22	DASHBOARD CONFESSIONAL  A Mark, A Mission, A Brand, A Scar VAGRANT 0365 (18 98 CD)
6	6	8	8	VADANT USB (1535 LUT) VARIOUS ARTISTS TVT 2500 (1798 CD)
7	7	5	20	WARREN ZEVON The Wind
8	5	10	7	DEFAULT Elocation
9	10	13	12	THE SHINS SUB PDP 70625" (15.98 CD) Chutes Too Narrow
10	14	16	47	THE POSTAL SERVICE Give Up SUB PDP 555 (14 38 CD) [M]
-11	16	17		DEATH CAB FOR CUTIE Transatlanticism
12	9	11	14	SEVENDUST Seasons V/r 5993 (17 98 CD)
13	12	14	14	COHEED AND CAMBRIA In Keeping Secrets Of Silent Earth: 3 EQUAL VISION 87 (13 98 CO)
14	8	6	Ŵ	MICHAEL BOLTON Vintage
15	Net	in hi	710	SOUNDTRACK LAKESHORE 33781 (18.98 CD)
16	18	32	đ	EVA CASSIDY BLX STREF1 10079 (17 98 CD) American Tune
17	15	7	16	Perc         Nu-Mixx Klazzics           DEATH ROW 9530*/KOCH (18.58 CD)         Nu-Mixx Klazzics
18	11	12	61	TAKING BACK SUNDAY Tell All Your Friends
19	22	27	20	VICTORY 176 (12.38 CD) (M) SIMPLY RED Home
20	20	23	21	SIMPLYRED.CDM 0001/RED INK (18.98 CD) LOS LONELY BOYS Los Lonely Boys
21	17	19		DR 80305 (13.98 CD) [M] LOUIE DEVITO N.Y.C. Underground Party 6
22	24	37		DEE VEE 0008/MUSICRAMA (18.98 CD) MITCH HEDBERG Mitch All Together
23	23	25	16	COMEDV CENTRAL 30024 (17.98 CD/DVD) [H] ATMOSPHERE Seven's Travels
-24	19	24	46	RHYMESAVERS ENTERTAINMENT/FAT BEATS 86690'/EPITAPH (17.98 CD) HOT HOT HEAT Make Up The Breakdown
25	26	29	33	SUB POP 70599* (12.98 CO) [M] DANE COOK Harmful If Swallowed
26	41			COMEDY CENTRAL 30017 (16 98 CD/DVD) [H] JOAN SEBASTIAN Coleccion De Oro
27	31	18		MUSART 12887/BALBOA (8 98/13.38) [M] THE PETER MALICK GROUP FEATURING NORAH JONES New York City
28	47	33		KOCH 8678 (13:98 CD) THE WIGGLES Yummy Yummy
29	29	22		KOCH 8626 (11.98 CO) [M] BOB & TOM Camel Toe
30	27	41		FRIGGEMALL 5071 (27.98 CO) [M] Turn On The Bright Lights
-81	21	26		MATADOR 545" (16 98 CD) [M] Internet of the Dright English VARIOUS ARTISTS Vans Warped Tour 2003 Compilation
32	40	20 48		SOUNDTRACK Lost In Translation
33	40 36	48 34		EMPERDR NDRTON 7068* (17.98 CD)
	_	_		PUNAHELE 11229 (16.98 CD) [H]
34 35	37	31		JOE STRUMMER & THE MESCALEROS Streetcore HELICAT 80454(EPITAPH (18 98 CD) AS I LAY DYING Frail Words Collapse
	39 49			METAL BLADE 14441 (9.98 CD) [M]
36			197	AVENGED SEVENFOLD Waking The Fallen HOPELESS 671 (14.98 CD) [H] This Side
37	35	21		NICKEL CREEK  This Side SUGAR HILL 3941 (19:98 CD)
38		25	- 10	PANCHO BARRAZA Las Romanticas De Pancho Barraza MUSART 2713/BALBOA (6.98 CO) [M]
39	30	35		LIL JON & THE EAST SIDE BOYZ Certified Crunk
40	32	40	2	ANTI-FLAG The Terror State
41	N	w	1	FALL OUT BOY FUELED BY RAMEN GEI (12:38:CO)
42	28	20		VARIOUS ARTISTS Psychopathics From Outer Space Part 2!
43	HE S	smr	36	EVA CASSIDY Imagine BLIX STREET 10075 (16.98 CD)
44	118	W	1	MARTHA MUNIZZI MARTHA MUNIZZI 0001 (16 38 CD) The Best Is Yet To Come
45	25	30	14	SAVES THE DAY In Reverie
46	44	-	18	BRIGHT EYES Lifted or The Story Is In The Soil, Keep Your Ear To The Ground SADDLE CREEK 45' (15 SB CD) [M]
	46	-	7	ADDUE CHEK 18 (15.396 LD) (17) PROJECT PAT HYPNOTIZE MINDS 3609/STREET LEVEL (13.98 CD) The Appeal Mix Tape
47				THE REPORT OF A CONTRACT OF A
47 48	48	-	15	LOUIE DEVITO Louie DeVito Presents: Ultra.Dance 04
	48 86-0	NI R F	15 40	LOUIE DEVITO Louie DeVito Presents: Ultra.Dance 04 ULTRA 1175 (1938 CD) CRAIG MORGAN BROKEN 800 77567 (1338 CD) [M]

Catalog albums are 2-year-old titles that have fallen below No. 100 on The Billboard 200 or re-issues of older albums. Total Weeks column reflects combined weeks title has appeared on The Billboard 200 and Top Pop Catalog Albums. The Heatseekers chart is the best-seling albums by new and developing artists, defined as those who have never appeared in the top 100 of The Billboard 200. If a Heatseekers that reaches that ever, it and the acts subsequent albums are immediately ineligible to appear on the Heatseekers chart. Top independent Albums are current titles that are sold via independent distribution, including those that are fulfilled via major branch distributors.  $\textcircled{Albums with the great$ est alse gains this week. Becording industry Asso. DF America RINAA certification for net shipment of 1 million units (Daimond). Numeral following Platinum ro Diamond symbol indicates album's multi-platinum level.For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiples shipments by the number of discs and/or tapes. RIAA Latin awards. O Certification for net shipment of 100,000 units (Platino). A' Certification of 1400,000 units (Platino). A' Certification of 200,000 units (Platino). A' Certification of process marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. Greatest Gainer Shows chart's largest unit increase.**[M]**indicates past or present Heatseeker title. © 2004, VNU Business Media, Inc., and Nielsen SoundScan, Inc. Alting the reserved.

### Billboard TOP JAZZ ALBUMS

E.	WEEK		Sales data compiled by S Nielsen
I.W.	M		SoundScan
J.	LAST		ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL Title
100			1 Week At Number 1
1	2	36	VARIOUS ARTISTS CAPITOL 80738 Lady Sings The Blues
, <b>2</b>	5	άŻ.	DIANA KRALL • Live In Paris
8	3	12	VARIOUS ARTISTS The Definitive American Songbook A - I Vol. 1 CAPITOL 92819
4	4	2	VARIOUS ARTISTS The Definitive American Songbook J - K Vol. 2 CAPITOL 92820
5	6	163	STEVE TYRELL This Guy's In Love CDLUMBIA 89238/SONY MUSIC [M]
۲	7	146	CASSANDRA WILSON Glamoured
7	9	44	PETER CINCOTTI Peter Cincotti CONCORD 2159 [M]
	8	16	ELVIS COSTELLO North DEUTSCHE GRAMMOPHON 000996/UNIVERSAL CLASSICS GROUP
	1	14	HARRY CONNICK, JR.      Harry For The Holidays COLUMBIA 90550/SONY MUSIC
10	10	20	AARON NEVILLE Nature Boy: The Standards Album
(1=)	15	-	TONY BENNETT & K.D. LANG  A Wonderful World RPM/COLUMBIA 86734/SONY MUSIC
12	11	12	DAVID SANBORN timeagain
(13)	18	16	LOU RAWLS Rawls Sings Sinatra SAVOY JAZZ 17284
19	17	30	VARIOUS ARTISTS Jazz After Dark PLAYBOY JAZZ 7507/CONCORO
邗	14	17	PONCHO SANCHEZ Out Of Sight
16	12	-	VINCE GUARALDI The Charlie Brown Suite & Other Favorites BLUEBIRD 53300/AAL
17	13	- 20	PAT METHENY One Quiet Night WARNER BR05. 48473
15	240		THE BAD PLUS These Are The Vistas CDLUMBIA #7040/SONY MUSIC
19	16	et	DIANNE REEVES A Little Moonlight BLUE NOTE 80252
20	20	18	VARIOUS ARTISTS Verve//Unmixed2
21	19		JANE MONHEIT Live At The Rainbow Room
22	21	16	THE MANHATTAN TRANSFER Couldn't Be Hotter TELARC 83586
23	24	36	BOZ SCAGGS But Beautiful: Standards Volume 1 GRAY CAT 4000/MAILBOAT
24	22	16	STACEY KENT The Boy Next Door CANDID 79797
25		any.	NINA SIMONE Anthology BMG HERITAGE 53015.

		-		EMPORARY
JAN	2004	24	Billboard <b>A</b>	77
				A CONTRACTOR OF CONTRACTOR OFO
	VEEK	8	Nielser	
1	LAST WEEK		SoundSo	can Title
1	-		◎管 NUMBER 1 1营	
1	1	14	NORAH JONES A <sup>8</sup> BLUE NOTE 32088* [M]	Come Away With Me
2	3	18	WILL DOWNING GRP 000529/VG	Emotions
3	4	31	KENNY G BMG HERITAGE 50997/ARISTA	Ultimate Kenny G
4	2	164		Saxophonic
5	5	15	CHRIS BOTTI COLUMBIA 90535/SONY MUSIC [H]	A Thousand Kisses Deep
6	6	39	VARIOUS ARTISTS	Verve//Remixed2
7	7	22	PRAFUL N-COOE0 4244/RENOEZVOUS	One Day Deep
8	9	-18	NAJEE N-CODEO 4248/WARLOCK	Embrace
9	8	24		The Journey Within
10	10	35	LIZZ WRIGHT VERVE 589933/VG [H]	Salt
11	14	-141		Right Here, Right Now
12	11	44	MINDI ABAIR GRP 065229/VG	It Just Happens That Way
(3)	18	27	GEORGE BENSON WARNER BROS. 78284/RHIN 0	The Greatest Hits Of All
14	13	16	VARIOUS ARTISTS	A Twist Of Motown
15	15	23	THE JAZZMASTERS TRIPPIN 'N RHYTHM/HARDCASTLE 90513/V2	The Jazzmasters 4
16	16	20	RICK BRAUN WARNER BROS. 48280	Esperanto
17	12	14	INCOGNITO NARADA JAZZ 91627/NARADA	Who Needs Love
18	19	10	GALACTIC SANCTUARY 84643" [H]	Ruckus
15	21	62	KENNY G • ARISTA 14738	Paradise
20	22	10		npler For AIDS Relief, Vol. 14
21	RAD	niv,	MADLIB BLUE NOTE 36447	Shades Of Blue
22	23	13	MARC ANTOINE REINDEZVOUS 5101	Mediterraneo
23	<b>Ref</b>	mi	VARIOUS ARTISTS VERVE SRSSO6'/VG	Verve//Remixed
24	25	18	BELA FLECK & THE FLECKTONES COLUMBIA 86353/SONY MUSIC [H]	Little Worlds
25	17	18	KEIKO MATSUI NARADA 33666	White Owl

Billboard TOP CLASSICAL ALBUMS.	24	004	2
ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL Title		LAST WEEK	THIS WERK
学習: NUMBER 1 学習: 2 Weeks At Number 1 JOSHUA BELL SONY CLASSICAL 87894/SONY MUSIC [H] 2 Control of the Violin	1Đ	1	1
SOUNDTRACK Master And Commander		2	2
LORRAINE HUNT LIEBERSON Bach: Cantatas BWV 82 And 199 NONESUCH 79692/AG		8	•
ANDREA BOCELLI  Sentimento PHILIPS 470400/UNIVERSAL CLASSICS GROUP	- 696	3	-
ANDRE RIEU Live In Dublin	16	4	5.
RENEE FLEMING BY Request	112	6	6
CECILIA BARTOLI The Salieri Album DECCA DOIGN/UMVERSAL CLASSICS GROUP	15	7	7
ANDREA BOCELLI Sacred Arias: Special Edition		5	8
JUSSI BJORLING Bjorling Rediscovered - Carnegie Hall Recital September 1955 Bjorling Rediscove	di (	1.03	
JANUSZ OLENJINICZAK WITH THE WARSAW PHILHARMONIC NATIONAL ORCHESTRA OF POLAND (STRUGALA) The Planist (Soundtrack) SONY CLASSICAL 87739 SONY MUSIC	124	9	10
HILARY HAHN Bach: Violin Concertos	18	11	
EMERSON STRING QUARTET Bach: The Art Of Fugue	dù	1	2
LANG LANG DG 00066/JUNIVERSAL CLASSICS GROUP Tchaikovsky/Mendelssohn: Piano Concertos		10	13
VARIOUS ARTISTS The Most Relaxing Classical AlbumEver! II	na.		
VLADIMIR HOROWITZ SONY CLASSICAL 93023 (SDNY MUSIC		14	15

2	004		Billboard IUP CLASSICAL CRUSSUVER.
THAN WAR	LAST WEEK	WILLIAM MARK	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL Title
1	1	10	3世記NUMBER 1 1世記 9 Weeks At Number 1 JOSH GROBAN▲ 2 IsantPrilse sassiwaanker anos
	2	26	YO-YO MA Obrigado Brazil
	3	-	SARAH BRIGHTMAN Harem
	4	50	JOSH GROBAN Josh Groban In Concert 143/REPRISE 48413/WARVER BROS
	5	16	LUCIANO PAVAROTTI Ti Ádoro
	9	18	RUSSELL WATSON Reprise
	6	-17	BOND BOND BONCK AUGUST BONCK
	8	59	CHARLOTTE CHURCH Prelude: The Best Of Charlotte Church
	10	18	VARIOUS ARTISTS Pure Classics DECCA 00091/UNIVERSAL CLASSICS GROUP
	11	5	SOUNDTRACK Angels In America
D	13	9	PLACIDO DOMINGO Bravo! Domingo: The Best Of Placido Domingo Em LaTINEMI CLASSICS 57581/ANGEL
	36	in t	MICHAEL AMANTE Tell Her I Love Her
	12	95	BOND Shine MoDesca Arosou/Universal CLASSICS GRDUP [M]
	14	2	VARIOUS ARTISTS String Tribute To Evanescence VITAMIN \$780
3	111		CHRISTOPHER O'RILEY DVSSEVGAV CLASSICAL 87201/00VY AUSIC

JAN	JARY 2004	24	Billboard TOP NEW AGE ALBUMS
THIS WEEK	LAST WEEK	maxim	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL Title
1	3	51	『営き NUMBER 1 学会 2 Weeks At Number 1 YANNI WINDHAM HILL 18106/BMG HERITAGE
2	1	16	JIM BRICKMAN Peace
3	4	50	MANNHEIM STEAMROLLER Romantic Melodies
- 4-	6	39	DELERIUM Chimera
•	8	3	VARIOUS ARTISTS Windham Hill Chill 2 WINDHAM HILL 57688/AAL
6	7	-41	YANNI Ethnicity
7	5	34	MANNHEIM STEAMROLLER/C.W. MCCALL American Spirit
3	10	20)	STEVEN ANDERSON 100 Church Classics
9	9	17	VARIOUS ARTISTS Prayer: A Windham Hill Collection
10	SE-EI	NTRY	ZADE Zade
11	13	73	JIM BRICKMAN Love Songs & Luilabies WINDHAM MILL/VICTOR 11667/AAL
12	12	12	VARIOUS ARTISTS State Of Grace II: Turning To Peace
13	14	8	VANGELIS Ddyssey: The Definitive Collection
1義	2	13	VARIOUS ARTISTS Windham Hill Christmas II Windham Hill 5391/AaL
15	ne u	unsi	2002 This Moment Now REAL MUSIC 8820

### Billboard® TOP CLASSICAL CROSSOVER

	TOP CLASSICAL MIDL	INE
1	BABY MOZART WALT DISNEY	VARIOUS ARTISTS
2	PACHELBEL'S GREATEST HITS: THE ULTIMATE CANON VICTOR / BMG CLASSICS	VARIOUS ARTISTS
	DISNEY'S BABY BEETHOVEN WALT DISNEY	VARIOUS ARTISTS
	THE MOST RELAXING PIANO ALBUM IN THE WORLD_EVER EMI CLASSICS / ANGEL	VARIOUS ARTISTS
	MORE OF MOST RELAXING CLASSICAL MUSIC IN UNIVERSE DENON	VARIOUS ARTISTS
5	THE #1 OPERA ALBUM DECCA /UNIVERSAL CLASSICS GROUP	VARIOUS ARTISTS
	MICHAEL AMANTE MEDALIST	MICHAEL AMANTE
	THE UNKNOWN RECORDINGS EMI CLASSICS /ANGEL	FRANCO CORELLI
	BABY BACH WALT DISNEY	VARIOUS ARTISTS
0	50 GREATEST CLASSICS ST. CLAIR	VARIOUS ARTISTS
	BABY EINSTEIN: BABY NEPTUNE BUENA VISTA (WALT DISNEY	VARIOUS ARTISTS
2	THE VERY BEST OF FRANCO CORELLI EMI CLASSICS /ANGEL	FRANCO CORELU
3	AND SERENITY SONY CLASSICAL /SONY MUSIC	GLENN GOULO
4	ART OF SEGOVIA	ANDRES SEGOVIA

Sales data for Classical, New Age, and Kid Audio charts compiled by Nielsen

JANUARY 24 Bilboard

THE MOST RELAXING CLASSICAL MUSIC SAVOY

CLASSICS FOR RELAXATION

MOZART: 25 FAVORITES

VIENNA WALTZES

25 PIANO FAVORITES VOX /SPJ MUSIC

BEST OF GERSHWIN

CLASSICAL PIANO MADACY

25 PIANO FAVORITES

25 CLASSICAL FAVORITES

CLASSICS FOR MEDITATION MADACY

JANUARY 24 Billboard

TOP CLASSICAL BUDGET

MOZART: 50 CLASSICAL HIGHLIGHT5 VARIOUS ARTISTS ST. CLAR BEETHOVEN: 50 CLASSICAL HIGHLIGHT5 VARIOUS ARTISTS ST. CLAR

FIFTY CLASSICAL ROMANTIC PIANO VARIOUS ARTISTS

FOREVER GOLD: MAGIC OF THE GUITAR VARIOUS ARTIST: ST. CLAIR VARIOUS ARTIST:

CHOPIN: 50 CLASSICAL HIGHLIGHTS VARIOUS ARTISTS ST. CLAIR

SoundScan

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ART OF SEGOVIA DG, JUNVERSAL CLASSICS GROUP 15 BEST OF THE MILLENNIUM DG AUNVERSAL CLASSICS GROUP Classical Midline compact discs have a wholesale cos between 8.98 and 12.98. CDs with wholesale price lower than 8.98 appear on Classical Budget.

## JANUARY 24 Bilboord

	ТОР К	ID AUDIO
1	THE CHEETAH GI	RLS
2	KIDZ BOP KIDS RAZOR & TIE 89074	KIDZ BOP 4
	LIZZIE MCGUIRE WALT DISNEY 861011	DISNEY'S KARACKE SERIES: LIZZIE MCGUIRE
4	VARIOUS ARTISTS WALT DISNEY 860088	RADIO DISNEY JAMS VOL 6
	KIM POSSIBLE WALT DISNEY 860097	DISNEY'S KIM POSSIBLE
6	VARIOUS ARTISTS WALT DISNEY 861022	DISNEY-PEXARI FINDING NEMO: OCEAN FAVORITES
	KIDZ BOP KIDS RAZOR & TIE 89060	KIDZ BOP 3
8	THE WIGGLES KOCH 8626	YUMMY YUMMY
9	VARIOUS ARTISTS WALT DISNEY 860693	DISNEY'S GREATEST: VOL 1
10	IZZIE MCGUIRE BUENA VISTA 860791/W	UZZIE MCGUIRE
11	VARIOUS ARTISTS	DISNEY'S GREATEST: VDL 2
12	VARIOUS ARTISTS WALT DISNEY 860785	DISNEYMANIA. SUPERSTAR ARTISTS SING DISNEY
13	KIDS PICKS SINGE STRAIGHTWAY 91729	RS KIDS PICKS-HIT MIX
14	KIDZ BOP KIDS RAZOR & TIE 89055	KIDZ BOP 2
15	KIDZ BOP KIDS RAZOR & TIE 89042	KIDZ BOP
16	VARIOUS ARTISTS WALT DISNEY 860787	RADID DISNEY JAMS: VOL 5
17	VARIOUS ARTISTS WALT DISNEY 861010	DISNEY'S KARAOKE SERIES: THE LION KING
18	SING-ALONG WALT DISNEY 860583	SING-ALONG WITH DISNEY'S PRINCESSES
19	VARIOUS ARTISTS MUSIC FOR LITTLE PEOL	TODDLER FAVORITES PLE/KID RHINO 75262/RHINO
20	VEGGIETALES BIG IDEA 35007	BOB & LARRY'S SUNDAY MORNING SONGS
21	VARIOUS ARTISTS WALT DISNEY 860897	DISNEY'S PRINCESS COLLECTION
22	READ-ALONG WALT DISNEY 860588	FINDING NEMO
<b>2</b> 3	VARIOUS ARTISTS WALT DISNEY 860605	DISNEY CHILDREN'S FAVORITES VOL 1
24	READ-ALONG WALT DISNEY 861023	DISNEY'S BROTHER BEAR
25	VARIOUS ARTISTS BMG SPECIAL PRODUCT	KID'S DANCE PARTY

Abouns with the greatest sales gains this week. • Recording Industry Assn. Of America (RIAA) certification for net shipment of 500.000 album units (Gold). A RIAA certification for net shipment of 1 million units (Platinum). • RIAA certification for net shipment of 10 million units (Platinum). • RIAA certification for net shipment of 100 million units (Platinum or Diamond). Numeral following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplie: shipments by the number of discs and/or tapes. RIAA Latin awards: • Certification for net shipment of 100,000 units (Dro). △ Certification of 200,000 units (Platino). △<sup>2</sup> Certification of 400,000 units (Multi-Platinu). \* Asterisk indicates LP is available. Heatseeker Impact shows albums removed from Heatseekers this week. [H] indicates past or present Heatseeker title. ©2004, VNU Business Media, Inc., and Nielsen SoundScan, Inc. All rights reserved.

## ANUARY 24 Billboard SINGLES AND TRACKS SONG INDEX.

#### Charl Cades: CS (Hot Country Singles): H100 (Hot 100 Singles): LT (Hot Latin Tracks) and RBH (Hot R&B Hip/Hop Singles). TITLE (Publisher - Licensing Org.) Sheet Music Dist., Chart, Position.

- 98.6 DEGREES AND FALLIN' (Songs Of Universal, BMI/Hannaberg, BMI/Harlar, Ioward, BMI) CS 56 ADICTO (Enrique Iglesias, ASCAP/EMI April, ASCAP/Metrophonic, ASCAP) IT 9 ALONE (EMI Blackwood, BMI/Be's Songs, NV/A&S Productions, BVBA), HL, H100 94 AMERICAN SOLDIER (Tokeco Tunes, BMI/Wacissa River, BMI/BP), BMI), HL, CS 5; H100 44 AMIGO MIO (Norgie, ASCAP/Abayarde, ASCAP) LT 44 AMIGO MIO (Norgie, ASCAP/Abayarde, ASCAP) LT 44 AMIGO MIO (Norgie, ASCAP/Abayarde, ASCAP) LT 44 AMIGO MIO (Norgie, ASCAP) (Treat Baker, SOCAN/WB, ASCAP), WBM, H100 99 ANTES (EMI April, ASCAP) LT 41 ARE YOU GONNA BE MY GIRL (Copyright Control) H100 65

- ANE TO COMMENT AND A COMMENT AND A COMMENT AND A COMMENT A COMMENT AND A COMMENTA AND

#### -B-

BABY BOY (Beyonce, ASCAP/Hitco South, ASCAP/Music Of Windswept, ASCAP/Scott Storch, ASCAP/Tuff Jew, ASCAP/EMI April, ASCAP/Black Owned Musik, ASCAP/Carter Boys, ASCAP/TVT, ASCAP/Notting Dale, ASCAP/Ivning, BMI/Hottis, We Do Hits Music, BMI), HL/WBM, H100 17; RBH 36 BACK FOR MORE (Universal, ASCAP/Dirty Dre, ASCAP/BORDER, 2SCAP/Hitro, South ASCAP/Music Of

BACK FOR MORE (Universal, ASCAP/Dirty Dre, ASCAP/PoohBZ, ASCAP/Hito South, ASCAP/Music Of Windswept, ASCAP/Hito South, ASCAP/Music Of Windswept, ASCAP/South, ASCAP/South For South, ASCAP/Warner Chappell, SOCAN/One Man Music, ASCAP/Warner Chappell, SOCAN/One Man Music, ASCAP/Warner Chappell, SOCAN/One Man Music, ASCAP/Balapo, ASCAP/I-NI Vibrations, ASCAP/Balapo, ASCAP/I-NI Vibrations, ASCAP/Balapo, ASCAP/I-NI Vibrations, ASCAP/Balapo, ASCAP/Universal, ASCAP, HL, RBH 62 BACKTIGHT (Hood Classics, ASCAP/E-Ballad, ASCAP/Jasane Drama, ASCAP/Warner-Tamerlane, BMI), WBM, RBH 63 BADABOOM (Notting Hill, SESAC/Put It Down,

ASCAP/Jasane Drama, ASCAP/Warner-Tamerlane, BMI), WBM, RBH 63 BADABOOM (Notting Hill, SESAC/Put It Down, SESAC/T. Scott Style, SESAC/Milo Stokes, ASCAP/EMI April, ASCAP/No Question Ent., ASCAP/J. Brasco, ASCAP/Lady Pegasus, ASCAP/Sony/ATV Cross Keys, ASCAP), HL, H100 59; RBH 29 BAD BOY THIS BAD BOY THAT (Tony Dofat, BMI, Rounder, BMI/Ivring, BMI/EMI April, ASCAP/Justin Combs, ASCAP/Frederick Watson, ASCAP/Rodney Hill, ASCAP/EMI Blackwood, BMI/Janice Combs, BMI/Lloyd Mathis, BMI/Lynese Wiley, BMI), HL, RBH 84 BANG BANG BOOM (Reelis, ASCAP/Dead Game, ASCAP/EMI April, ASCAP/Swizz Beatz, ASCAP/Far Out, ASCAP/Universal-PolyGram International, ASCAP/, HL, RBH 24

H 94 BE EASY (Domani And Ya Majesty's Music,

ASCAP/Toompstone, BMI) RBH 85 BREATHE (I'm Still With The Band, BMI/Warner-Tamer-lane, BMI/Dylan Jackson, ASCAP/WB, ASCAP), WBM,

H100 63 BRIGHT LIGHTS (Bidnis, BMI/EMI Blackwood, BMI), HL, H100 45

CAUSAME LA MUERTE (TN Ediciones, BMI/Los Com-CAUSAME LA MUERTE (TN Ediciones, BMI/Los Com-positores, BMI) LT 49 CERCA DE TI (Thaly Songs, BMI/Peermusic III, BMI/Warmer-Tamerlane, BMI/Million Dollar Steve, BMI/Gerina Di Marco, BMI) LT 21 CHANGE CLOTHES (EMI April, ASCAP/Carter Boys, ASCAP/Chase Chad, ASCAP/EMI Blackwood, BMI/The Waters Of Nazareth, BMI), HL, H100 23; RBH 10 CHICKS DIG IT (Mark Hybner, ASCAP/Cagle Blue, ASCAP/Casey Donovan, BMI), WBM, H100 86 CLAP BACK (Slavery, BMI/Songs Of Universal, BMI/Scott Storch, ASCAP/DI I/v, BMI/Ensign, BMI), HL/WBM, RBH 79 CLUBBIN (R.Kelly, BMI/Zomba Songs, BMI/Joe Bud-den, ASCAP/On Top, ASCAP/Universal, ASCAP), WBM, RBH 33

den, RBH

den, ASCAP/On 10p, ASCAP/On 10p, ASCAP/On 10p, ASCAP/AINWER, RBH 33 COME GET SOME (Lil Jon 00017 Music, BMI/Grunge Girl, ASCAP/EMI April, ASCAP/Roztron, ASCAP/Kandacy, ASCAP/Air Control, ASCAP/C'Amore, BMI/Drugstore, ASCAP), HL, RBH 99 COME OVER (Naked Under My Clothes, ASCAP/Chrysalis, ASCAP/Babyboy's Little, SESAC/Noon-time South, SESAC/Warner-Tamerlane, BMI/Kevin Hicks, BMI/Bubba Gee, BMI/Noontime Tunes, BMI/Kevin Hicks, CONE Gee, BMI/Noontime Tunes, BMI/Kevin Hicks, CONE MULTY (ShanCan, BMI) CS c7

SESAC), WBM, RBH 42 CONSTANTLY (ShanCan, BMI) CS 57 COOL TO BE A FOOL (Foray, SESAC/MR2, SESAC/Bethar, BMI/Still Working For The Man, BMI/Wil Nance, BMI/ICG, BMI) CS 23 CORAZON DE PAPEL (2000 Amor, ASCAP/Sony/ATV Discos, ASCAP/Rafa, ASCAP/Miranda Songs, ASCAP) LT

47

47 COWBOYS LIKE US (Almo, ASCAP/Sony/ATV Tree, BMI/Love Monkey, BMI), HL, CS 15; H100 82 CRANK IT UP (EMI April, ASCAP/Black Fountain, ASCAP/N Da Trunk, ASCAP/Crump Tight, ASCAP/Herbili-cious, ASCAP), HL, RBH 90 CUIDARTE EL ALMA (Songs Of Castillo, BMI/WB, ASCAP/Universal-Musica Unica, BMI) LT 3

#### -D-

DAME POR MUERTO (Sonora, ASCAP) LT 50 DAMN! (Drugstore, ASCAP/Lii )on 00017 Music, BMI/White Rhino, BMI/Lil' Buddy Dewberry, BMI) H100

34

34 DOWN FOR ME (Next Selection, ASCAP/Donceno, ASCAP/Jack Knight, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Marsky, BMI/Janice Combs, BMI/EMI Black-wood, BMI/Harve Pierre, BMI/Shannon Lawerence, SESAC/Featquo, SESAC/The Writing Factory, ASCAP), HL, DULL

DY YOU STILL WANT TO BUY ME THAT DRINK (FRANK) (BWI April, ASCAP/Zomba Melodies, SESAC/Agatha Monroe, SESAC), HL/WBM, CS 5 3 DRINKIN' BONE (Sony/ATV Acuff Rose, BMI/Zomba,

**BILLBOARD JANUARY 24, 2004** 

#### ASCAP/Sufferin' Succotash, ASCAP), HL/WBM, CS 7; 00 60 DUDE (EMI Blackwood, BMI), HL, RBH 65

ENAMORADA (Clear Heart, BMI/Ensign, BMI) LT 26 ENCORE (Carter Boys, ASCAP/EMI April, ASCAP/Ye orld Music, ASCAP), HL, RBH 53 EN REALIDAD (Maximo Aguire, BMI) LT 30 ESTOY ENAMORADA (Arpa, BMI) LT 28 EVERY FRIDAY AFTERNOON (Murrah, BMI/Melanie ward, ASCAP), WBM, CS 25

### FALLEN (Sasqua, BMI/Nieze World Music, BMI/One Dynasty Music, ASCAP/Sony/ATV Cross Keys, ASCAP/Lanard Huggins, ASCAP/Edy Crahp, BMI/EMI Blackwood, BMI/Bridges In Babylon Music, BMI), HL,

Blackwood, BMI/Biloges in Babyon mode, June, Hi Hioo 77; RBH 70 FALLEN (Sony/ATV Songs, BMI/Tyde, BMI/Sony/ATV Canada, SOCAN), HL, Hioo 47 THE FIRST CUT IS THE DEEPEST (Mainstay, BMI/Salafa, ASCAP/Universal-MCA, ASCAP), WBM, CS

35; H100 19 F\*\*K IT (I DON'T WANT YOU BACK) (Hot Butter Milk, ASCAP/Bat Radar, ASCAP/Top Billin', ASCAP) H100 36;

FLIES ON THE BUTTER (YOU CAN'T GO HOME AGAIN)

HILS ON THE BOTTER (YOU CAN'T GO HOME AGAIN) (Wacissa River, BMI/Built On Rock, ASCAP/ICG, BMI/Famous, ASCAP/Song Matters, ASCAP/BPJ Adminis-tration, ASCAP), HL, CS FORTHENIGHT (Universal, ASCAP/Tetragrammaton, ASCAP/Soulchild, ASCAP/Nivrac Tyke, ASCAP), WBM, H100 70; RBH 22

H100 70; RBH 22 FREEK-A-LEEK (Zomba, ASCAP/Kumbaya, ASCAP/Watch My Music, ASCAP/Lil Jon 00017 Music, BMI), WBM, H100 85; RBH 50 A FUEGO LENTO (Clear Mind, ASCAP/Famous, ASCAP/Clear Heart, BMI/Ensign, BMI) LT 39

#### --G--

GAL YUH AH LEAD (X.C.A.R.R., ASCAP/Massive Sounds, ASCAP/STB, ASCAP) RBH 83 GANGSTA GIRL (Zomba Songs, BMI/R.Kelly, BMI), WEM, Unce 89, PBU 30

GANGSTA GIRL (LONIDA JOURS, OMILIANCH, HOO BAR WBM, HIOO 88; RBH 38 GANGSTA NATION (Gangsta Boogie, ASCAP/Hoo Ban-gin' Music, ASCAP/DreamWorks Songs, ASCAP/Bass Pipe, ASCAP/Karam's Kid, ASCAP/Nate Dogg, BMI/Uni-versal, ASCAP/Cherry Lane, ASCAP), CLM/WBM, HIOO 90; DRIVE

RBH 24 GET IT ON THE FLOOR (Boomer X, ASCAP/Universal, ASCAP/Dead Game, ASCAP/EMI April, ASCAP/Swizz Beatz, ASCAP), HL, RBH 87 GET LOW (TVT, ASCAP/Swole, ASCAP/Da Crippler, BMI/Collipark, BMI/EWC, BMI/EMI Blackwood, BMI), HL, H100 15; RBH 23 GIGOLO (Zomba Songs, BMI/R.Kelly, BMI/Nick-elodeon, ASCAP/H-Can-N, ASCAP/Famous, ASCAP), HL/WBM, H100 27; RBH 25 COOD UNIT FCIDE C (Miss Can DMU/Kin-th Conh

WBM, H100 27; RBH 25 GOOD LITTLE GIRLS (Mike Curb, BMI/Kiss My Cash, BMI/Ensign, BMI/Fuzzy Dice, BMI), HL/WBM, CS 24 A GUY LIKE ME (Greenhorse, BMI/EMI Blackwood, BMI/Cooke's Trust, SESAC/Bug, BMI), HL, CS 37

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HANDFRINTS ON THE WALL (White Car, BMI/Scott P. tes, BMI/Bug, BMI/Early Bird, BMI) CS 41 HASTA QUE ME OLVIDE DE TI (Rubet, ASCAP/Univer-Musica, ASCAP/2000 Amor, ASCAP) IT 43 HEAD BUSSA (Headbussa, ASCAP/Swole, ASCAP/G. I. DMU RDU-SMA Inr

- sal M
- Joe, BMI) RBH 73 HEADSTRONG (WBM, SESAC/Traptism, SESAC),
- WB
- WBM, H100 32 HELL YEAH (Gottahaveable, BMI/Songs Of Windswept Pacific, BMI/BMG Songs, ASCAP/Mrs. Lumpkins Poodle, ASCAP), HL/WBM, H100 80 HERE WITHOUT YOU (Escatawpa, BMI/Songs Of Uni-
- versi sal, BMI), WBM, H100 10 HEY YA! (Gnat Booty, ASCAP/Chrysalis, ASCAP), WBM,
- H100 1; HIT HID TAY (Unit body, ASCAP / Chirysaus, ASCAP ), Wolf HIT THAT (Underachiever, BMI/King, Purtich, Homes, Paterno & Berlinger, BMI), HL, Hioo 69
   HOLIDAE IN (Almo, ASCAP/Trak Starz, ASCAP/Irving, BMI/Jackpot, ASCAP/Ludacris, ASCAP/EMI April, ASCAP/EMI Blackwood, BMI), HL, Hino 21; RBH 28
   HONESTY (WRITE ME A LIST) (Sony/ATV Acuff Rose, BMI/New Works BMI) HL (S8: Hone 72

HONESTY (WRITE ME A LIST) (Sony/ATV Acuff Rose, BMI/New Works, BMI), HL, CS 8; Huo of 57 HONK IF YOU HONKY TONK (Sony/ATV Tree, BMI/Curb, ASCAP/Justin John, ASCAP, HL, CS 45 HOTEL (Larsiny, BMI/EMI April, ASCAP/R.Kelly, BMI/Sony/ATV Songs, BMI/Warner-Tamerlane, BMI/Sony/ATV Songs, BMI/KEMI Blackwood, BMI/Dead Game, ASCAP/Bernard'S Other, BMI/Universal, ASCAP/Serirg Bastr, ASCAP, LH /URM Haro, cr DBH 56

Game, ASCAP/Bernard's Other, BMI/Universal, ASCAP/Swizz Beatz, ASCAP), HL/WBM, Htoo 42; RBH 26 HOT MAMA (Sony/ATV Acuff Rose, BMI/Wenonga, BMI), HL, CS 14; Htoo 73 HOT & WET (Da Twelve, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Danger Zone, ASCAP/Ludacris, ASCAP), HL, RBH 95

CAP/EMI April, ASCAP/Danger Zone, ASCAP/Lud CAP), HL, RBH 95 HOY (Estefan, ASCAP) LT 15 HYPHY (Cyphercleff, ASCAP/Momma Dot Muzik,

ASCAP/Your Momma Looks Like A Man, ASCAP/Yellow Twankie, ASCAP/EMI April, ASCAP/E-40, BMI/Zomba Songs, BMI), HL/WBM, RBH 98

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I AM THE HIGHWAY (Disappearing One, CAP/Melee Savvy Music, BMI/Me 3, BMI/LBV Songs, ASCAP/Melee Savyy Music, pmi//ms BMI), HL, Hioo 78 I CAN DNI IMAGINE (Simpleville, ASCAP/Fun Attic, I CAN DNI IMAGINE (Simpleville, ASCAP/Fun Attic,

- ASCAP) CS 52; H100 98 ICANT SLEEP (Espirtu de Leon, BMI/Songs Of Univer-sal, BMI/My Mulligan, BMI), WBM, CS 34 ICANT WAIT (Organized Noize, BMI/Big Sexy, ASCAP/EMI April, ASCAP/Gnat Booty, ASCAP/Chrysalis, ASCAP/EMI April, ASCAP/Gnat Booty, ASCAP/Chrysalis,
- ASCAP/I, LRN Aprin, Auchar, Australian ASCAP/Universal-Songs IGOT A FEELIN' (Major Bob, ASCAP/Universal-Songs Of PolyGram International, BMI/Everything I Love, BMI/Sony/AIV Tree, BMI), HL, CS 54 (I HATE) EVERYTHING ABOUT YOU (3 Days Grace, SOCAN/EMI April, ASCAP/Noodles For Everyone, SOCAN),
- I'LL BE AROUND (God Given, BMI/Virginia Beach,

I'LL BE AROUND (God Given, BMI/Virginia Beach, ASCAP/WB, ASCAP), WBM, RBH 52 ILOVE THIS BAR (Tokeco Tunes, BMI/Sony/ATV Tree, BMI/Big Yellow Dog, BMI), HL, C5 11 ILOVE YOU THIS MUCH (Nashville DreamWorks Songs, ASCAP/Aper Angels, ASCAP/Sunchaser, ASCAP/Cherry Lane, ASCAP/EMI April, ASCAP/Sea Gayle, ASCAP/Cherry Lane, ASCAP/EMI April, ASCAP/Sea Gayle, ASCAP, CMI/HL, C5 13; H100 74 I'M IN LOVE WITH YOU (Haneli, BMI/Wacissa River, BMI) C6 ce

BMI 17 CS 58 1**'M STILL IN LOVE WITH YOU** (Sparta Florida, 5/EMI Blackwood, BMI/EMI April, ASCAP), HL, H100

RBH 43 INDIAN FLUTE (Virginia Beach, ASCAP/WB,

ASCAP/Surrounded By Idiots Music, ASCAP/757, ASCAP/Mahaveer, BMI), WBM, RBH 91 INEED A VACATION (EMI April, ASCAP/Rebecca Lynn Howard, ASCAP/Sony/ATV Cross Keys, ASCAP/Satcher Songs, ASCAP), HL, CS 49

TE LLEVARE AL CIELO (EMI April, ASCAP/Yelapa

ngs, ASCAP) LT 14 TE NECESITO (Karen, BMI/Elyon, BMI) LT 17 TE REED A QUE ME OLVIDES (Arpa, BMI) LT 31

TEXAS PLATES (WB, ASCAP/Kelodies, AP/Sony/ATV Cross Keys, ASCAP/Onaly, BMI),

ASCAP/Sony/ATV Cross Keys, ASCAP/Onaly, BMI), HL/WBM, CS 28 THAT'S A WOMAN (Sony/ATV Cross Keys, ASCAP/Joesin' For You, ASCAP/Universal, ASCAP/Mem-phisto, ASCAP), HL/WBM, CS 40 THEM JEANS (One Up, BMI) RBH 54 THERE GOES MY LIFE (Warner Tamerlane, BMI/Major Bob, ASCAP/Sweet Summer, ASCAP), WBM, CS 1; H100 31 (THERE'S GOTTA BE) MORE TO LIFE (Diseat Liesal, BMI/Warner Tamerlane, BMI/Slowguy Songs, ASCAP/Songtower, ASCAP/WB, ASCAP/Little Minx Music, ASCAP/Chrysalis, ASCAP/IMB, ASCAP/Little Minx Music, ASCAP/Chrysalis, ASCAP/First Avenue, ASCAP/BMG Songs, ASCAP/Demis Hot Songs, ASCAP/Edmonds, BMI/EMI April, ASCAP/ET two, ASCAP, HL/WBM, H100 62 THINK ABOUT YOU (Uncle Ronnie's, ASCAP/EMI April, ASCAP/Ghost Manor, BMI), HL, RBH 56 THIS LOVE (Angel Pie, BMI/Mike Curb, BMI/Sony/ATV Tree, BMI/Onaly, BMI/Warner-Tamerlane, BMI/Makeshift, BMI, WBM, CS 39 THROUGH THE WIRE (Ye World Music, ASCAP/Dvad.

BMI, WBM, CS 39
 THROUGH THE WIRE (Ye World Music, ASCAP/Dyad, BMI/Warner-Tamerlane, BMI/Neropub, BMI/EMI April, ASCAP), HL/WBM, Hioo 26; RBH 13
 THUG LUV (Notorious K.I.M., BMI/Warner-Tamerlane, BMI/Scott Storch, ASCAP/TVT, ASCAP/Feels So Good Music, ASCAP), WBM, RBH 97
 TIPSY (Jerrell Jones, ASCAP/Tarpo, ASCAP/Notting Dale, ASCAP) Higo 76: RBH A8

ASCAP) H100 76; RBH 48 OUCHED A DREAM (Zomba Songs, BMI/R.Kelly,

TOUCHED A DREAM (Zomba Songs, BMI/R.Kelly, BMI), WBM, RBH 58 TOUGHER THAN NAILS (Songs Of Daniel Music, BMI/Tanasi Island Music, BMI/Sony/ATV Tree, BMI/Big Yellow Dog, BMI/Etta Baby Music, BMI/Copyright Solu-tions, BMI), HL, CS 60

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U GOT THAT LOVE (CALL IT A NIGHT) (Divided, BMI/Universal-Songs Of PolyGram, BMI/Ramal, BMI/Warner-Tamerlane, BMI/Songs Of Universal, BMI), WBM, RBH 35 UN AMOR PARA LA HISTORIA (Universal Musica,

UN AMOR PARA LA HISTORIA (Universal Musica, CAP/Unique Hits, ASCAP) IT 38 UN SIGLO SIN TI (Muziekuitgerverij B.V. BUMA, CAP/WB, ASCAP) LT 20 UN TE AMO (Manzamusic, ASCAP) LT 34 UNWELL (Bidnis, BMI/EMI Blackwood, BMI), HL, H100

-V-

WALKED OUTTA HEAVEN (WBM, SESAC/Babyboy's Little, SESAC/Noontime South, SESAC/EMI April, ASCAP/Black Baby, SESAC/Them Damn Twins, ASCAP/Air Control, ASCAP), HL/WBM, H1oo 7; RBH 4 WANNA GET 2 KNOW U (50 Cent, ASCAP/Lloyd Banks, ASCAP/Mouth Full O'Gold, ASCAP/Universal, ASCAP/WebStyle, BMI/Better-half, ASCAP/Leon Ware, ASCAP/RBH 57

CAP) RBH 57 WATCH THE WIND BLOW BY (Universal-Songs Of Poly-m International, BMI/Slowborne, BMI/Hope-N-Cal,

Gram international, BMI, Slowborne, BMI, Hope-N-Car, BMI), HL/WBM, CSG: Hiso 50 WAT DA HOOK GON BE (Shaniah Cymone, ASCAP/EMI April, ASCAP/Young Dude, ASCAP/Universal, ASCAP/Air Control, ASCAP/Basajamba, ASCAP), HL/WBM, Haoo 37;

Control ASCA / Dusg\_\_\_\_\_ THE WAY I AM (Knoc-Turn'AI, ASCAP/Million Dollar Game Ain't Free, ASCAP/Scott Storch, ASCAP/TVT, ASCAP) RBH 88 THE WAY YOU MOVE (Gnat Booty, ASCAP/Chrysalis, BMI/Carl Mo, BMI/Organized Noize, BMI/Hitco, BMI),

BMI/Cart Mo, Umi, Viguera WBM, Hoo 2: RBH 3 WEAK AND POWERLESS (Transfixed Music, ASCAP/Harry Merkin, ASCAP/EMI April, ASCAP), HL, H100

96 WHAT WOULD YOU DO (Baby Ree Toonz, BMI/Sony/ATV Tree, BMI/Rye Songs, BMI/Fox Film, BMI/H Hersh H. Bomb, ASCAP/Dogg Foundation, BMI/N WHITE FLAG (Warner Chappell, PRS/WB, ASCAP/Future Furniture, ASCAP/EMI April, ASCAP/BMG Songs, ASCAP), HL/WBM, H100 18 WHY CAN'T I (Warner-Tameriane, BMI/Hollylodge, BMI/Rainbow Fish, BMI/Mr. Spock, BMI/WB, ASCAP/EM SCGP/Femy Hill ASCAP/Sony/ATV Inges, ASCAP)

ASCAP/Ferry Hill, ASCAP/Sony/ATV Tunes, ASCAP),

WBM, H100 52 WHY DON'T YOU & I (Anaesthetic, BMI/Warner-

WHY DON'TYOU & I (Anaesthetic, BMI/Warner-Tamerlane, BMI), WBM, H100 25 WILD WEST SHOW (Big Love, ASCAP/WB, ASCAP/Music: Of Combustion, BMI/Songs Of Windswept Pacific, BMI), WBM, CS 38 WITH YOU (Jess, ASCAP/World Of Andy, ASCAP/Uni-versal, ASCAP/Elleganz, ASCAP/Sony/ ATV Timber, SESAC/Turtle Victory, SESAC), HL, H100 38 WONDERFUL (Ausar, BMI/Smooth As Silk, ASCAP/Air Control, ASCAP/EMI agni, ASCAP/Silliwak, ASCAP/Andre'Sia, ASCAP/E Two, ASCAP) RBH 66

YA NO ME DUELE (Rubet, ASCAP) RBH 66 YA NO ME DUELE (Rubet, ASCAP) Universal Musica, ASCAP/2000 Amor, ASCAP) LT 37 YEAH (TVT, BMI/Lil Jon 00017 Music, BMI/Christopher Garrett, ASCAP/Att Ji Jon 00017 Music, Of Windswept, ASCAP/Christopher Mathew, BMI/Ludacris, ASCAP/EMI April, ASCAP), HL, H100 144; RBH 12 A YEAR AT A TIME (Sony/ATV Tree, BMI/Songs Of Terecel, BMI/Sony/ATV Cross Keys, ASCAP), HL, CS 44 YOU (ATD, BMI/Money Madness, ASCAP), HL, CS 44 YOU ARE (Songs Of Universal, BMI/Living Wright, BMI/Wayho, BMI/Steve Dean, BMI/WB, ASCAP/Scott And Soda, ASCAP/Still Working For The Man, BMI/WI Nance, BMI/ICG, BMI/Music Of Windswept, ASCAP), WBM, CS 48

WBM, CS 48 YOU CAN'T TAKE THE HONKY TONK OUT OF THE GIRL (Sony/ATV Tree, BMI/Love Monkey, BMI/Emrsonbignz, BMI/Songs Of Windswept Pacific, BMI), HL/WBM, CS 3;

BMI/J Softgate Soft Mindsoft Provided Barrier Soft Barrie

Dmi/Lini Diactory English Hioo 4; RBH 1 YOU'LL NEVER FIND (A BETTER WOMAN) (Universal-Duchess, BMI/Perk's, BMI) RBH 89 YOU'LL THINK OF ME (Almo, ASCAP/Original Bliss, ASCAP/EMI April, ASCAP/Ty Me A River, ASCAP/JesKar,

YOU'RE IN MY HEAD (EMI Blackwood, BMI/Shane

59

YOU'RE IN MY HEAU (EMI blackwoud, Dwn, Jinone Minor, BMI/Gottahaveable, BMI/Songs Of Windswept Pacific, BMI/Songs Of Bud Dog, ASCAP/Music Of Windswept, ASCAP), HL/WBM, CS 30 Y TODO QUEDA EM NADA (World Deep, BMI/Sony/ATV Latin, BMI/Blueplatinum, ASCAP/Sony/ATV Discos, ASCAP) LT 11

ASCAP/EMIA ASCAP) CS 21

-W-

THE VOICE WITHIN (Xtina, BMI/Aerostation, ASCAP/Universal-MCA, ASCAP/Universal, ASCAP), HL/WBM, H100 41

Dale, AS

ASCA

ASCAR

34

Gra

HL/WBM

PAINT ME A BIRMINGHAM (Songs Of DreamWorks, BMI/Princetta, BMI/Mama's House, BMI/Cherry River,

BMI), HL, CS 31 PAINT ME A BIRMINGHAM (Songs Of DreamWorks, BMI/Princetta, BMI/Mama's House, BMI/Cherry River,

BMI/Princetta, BMI/Mama's House, BMI/Cherry Kiver, BMI), HL, CS 59 PASS THAT DUTCH (Mass Confusion, ASCAP/WB, ASCAP/Virginia Beach, ASCAP), WBM, H100 100; RBH 51 PERFECT (Sony/ATV Tree, BMI/Wenonga, BMI/Gold Watch, BMI), HL/WBM, CS 16; H100 71 PERFECT (WB, ASCAP/Wet Wheelie, SOCAN/High-Maintenance, SOCAN/Stinky Music, SOCAN/Drop Out, SOCAN/Slutty, SOCAN/Lanni Tunes, SOCAN/Warner Chappell, SOCAN/Lanni Tunes, SOCAN/Warner Chappell, SOCAN/WBM, H100 29 A PIECRMA SUELTA (Ser-Ca, BMI) LT 27 POP THAT BOOTY (Notting Hill, SESAC/Put It Down, SESAC/T. Scott Style, SESAC) H100 83; RBH 46 POR UN RATO (SongLibra, ASCAP) LT 46

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ASCA

Agu

ing, Bi

42

H100 8

ny/ATV

BMI/Ensign, BMI) LT 16

QUE TE RUEGUE QUIEN TE QUIERA (LGA, BMI) LT 23 QUICK TO BACK DOWN (Zomba, ASCAP/III Will, CAP/LII Jon goot7 Music, BMI), WBM, RBH 60 QUIEN TE DIJQ ESO? (Brantunes, ASCAP/Maximo

nirre, BMI/Fonsi, ASCAP) LT 7 QUIERO PERDERME EN TU CUERPO (Kike Santander,

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RAIN ON ME (Pookietoots, ASCAP/Baeza, ASCAP/Universal, ASCAP/Famous, ASCAP/Bolterz Touch, ASCAP/Icnisgn, BMI/DI Irv, BMI/Colgems-EMI, ASCAP/Irving Lorenzo, ASCAP), HL/WBM, RBH 37 READ YOUR MIND (Tuff Huff, BMI/Grindtime, BMI/Pay Town, BMI) H100 13; RBH 5 REGALAME LA SILLA DONDE TE ESPERE (WB, ASCAP/Gazul, ASCAP) IT 25 REMEMBER WHEN (EMI April, ASCAP/Tri-angels, ASCAP), ASCAP, IT 25 REMEMBER WHEN (EMI April, ASCAP/Tri-angels, ASCAP), HL, C5 2; H100 30 RIDE WIT U (Universal, ASCAP/Tetragrammaton, ASCAP/AscAP/Famous, ASCAP/Cent, ASCAP/BIG JAMES, ASCAP/Famous, ASCAP/So ent, ASCAP/BIG LMES, ASCAP/Famous, ASCAP/So ent, ASCAP/Bigh On Life, ASCAP/Mouth Full O' Gold, ASCAP, NBH 71 RIGHT HERE FOR U (Da Twelve, ASCAP/DeSwing Mob, ASCAP), HL, RBH 72 DIGHT HUBP (Gris Kapr, ASCAP/Dappa CADP/Dasving

b, ASCAP), HL, RBH 72 RIGHT THURR (Trak Starz, ASCAP/Almo, ASCAP/Irv-

RUBH 1 HURK (INA State, ASCAP/AURO, ASCAP / INF ROSAS (Sony/ATV Discos, ASCAP) LT 22 ROUND HERE (Val's Child, ASCAP/EMI April, CAP/F.O.B., ASCAP/Domani And Ya Majesty's Music, CAP/Copyright Control), HL, RBH 75 RUBBER BAND MAN (Domani And Ya Majesty's Music,

RUBBER BAND MAN (Domani And Ya Majesty's Music ASCAP/Crump Tight, ASCAP) Huoo 72; RBH 27 RUNNIN (DYING TO LIVE) (EMI April, ASCAP/Justin Combs, ASCAP/Big Poppa, ASCAP/EMI Longitude, BMI/Bee Mo Easy, ASCAP/Universal, ASCAP/Eight Mile Style, BMI/Jaceff, ASCAP/Resto World, ASCAP), HL, H100 28; RBH 16

-S--

SALT SHAKER (TVT, BMI/ColliPark, BMI/EWC, BMI/Da Crippler, BMI/C'Amore, BMI/Me & Marq, ASCAP/EMI April, ASCAP/EMI Blackwood, BMI), HL, H100 24; RBH 15 SAY HOW I FEEL (DKG, BMI) RBH 100 SENTIMENTAL (Edimusa, ASCAP) LT 42 THE SET UP (Obie Trice, ASCAP/WB, ASCAP/Ain't Nuthin' Goin' On But Funking, ASCAP/Music Of Windswept, ASCAP/Blotter, ASCAP/Elvis Mambo, ASCAP/Nate Dogg, BMI/Almo, ASCAP), HL/WBM, H100 91; RBH 55

ASCAP/Nate Dogg, BMI/Almo, ASCAP), HL/WBM, H100 91: RBH 55 SHAKE THAT MONKEY (Zomba Songs, BMI/T. Shaw, BMI/Lil Jon 0017 Music, BMI), WBM, H100 84 SHE IS (Phoenix Ave, ASCAP/Eddie Serrano, BMI/Marsky, BMI/Janice Combs, BMI/EMI Blackwood, BMI/Below The Surface, ASCAP? RBH 74 SHE'S NOT JUST A PRETTY FACE (Universal-Songs Of PolyGram International, BMI/Loon Echo, BMI/Out Of Pocket, ASCAP/Zomba, ASCAP), WBM, CS 10; H100 56 SIGNAL DE PLANE (Greensleeves, PRS/EMI, PRS), HL, RBH 68

SIGNAL DE PLANE (Greene RBH 68 SIMPLE LIFE (Nashville DreamWorks Songs, ASCAP/Monkey Feet, ASCAP/Cherry Lane, ASCAP/Famous, ASCAP/Animal Fair, ASCAP/Careers-BMG, BMI/Silverkiss, BMI/Songs Of Universal, BMI/Songs From The Engine Room, BMI), CLM/HL/WBM, CS 27

BMI/Songs From the cugring to the CS 27 SI NO ME AMAS (Brantunes, ASCAP/Maximo Aguirre,

SINO ME AMAS (brantunes, ASCAP/Maximo Aguirre, BMI/fonsi, ASCAP) Li 18 SLOW JAMZ (Stayin High, ASCAP/Konman Entertain-ment, ASCAP/Roc Da World, ASCAP/KDIplomat, ASCAP/Re World Music, ASCAP/EMI April, ASCAP), HL, Hioo 5; RBH

<sup>2</sup> SMILE (50 Cent, ASCAP/Lloyd Banks, ASCAP/Univer-sal, ASCAP/No.l.D., BMI/Jobete, ASCAP/ RBH 77 SO FAR AWAY (Greenfund, ASCAP/im.nobody, ASCAP/WB Ibue Car, ASCAP/DimpYug, ASCAP/WB, ASCAP), WBM, H100 33 SOMEBODY (WB, ASCAP/Gravitron, SESAC), WBM, CS

SOMEDAY (Warner-Tamerlane, BMI/Arm Your Dillo, SOCAN/Zero-G, SOCAN/Black Diesel, SOCAN), WBM,

SOCAN/Zero-G, SOCAN/Black Diesel, SOCAN), WBM, H100 12 SONGS ABOUT RAIN (Sony/ ATV Timber, SESAC/Hills-boro Valley, SESAC/Sony/ATV Tree, BMI/Cake Taker, BMI/Corn Country, BMI), HL, CS 22 SORRY 2004 (First Avenue, ASCAP/BMG Songs, ASCAP/Demis Hot Songs, ASCAP/EMI April, ASCAP/En-nor, ASCAP/Antonio Dixon's Muzik, ASCAP/ED, Uzu-It, BMI/Anthony Nance Muzik, ASCAP/ETWO, ASCAP), HL, H100 35; RBH 14 SOY UN NOVATO (Ser-Ca, BMI) UT 19 SPEND MY TIME (Blackened, BMI), WBM, CS 20 SPLASH WATERFALLS (Ludacris, ASCAP/EMI April, ASCAP/Copyright Control/Alrudy, ASCAP/Almo, ASCAP), HL, H100 46; RBH 19 STACY'S MOM (Monkey Demon, BMI/Vaguely Famil-iar, ASCAP) H100 92

STACY'S MOM (MONKey Denion, Dmi/Yaguery remains iar, ASCAP) Hioo 92 STAND UP (Ludacris, ASCAP/EMI April, ASCAP/Ye World Music, ASCAP), HL, Hioo 6; RBH 18 STEP In THE NAME OF LOVE (Zomba Songs, BMI/R.Kelly, BMI), WBM, Hioo 22; RBH 8 STILL FRAME (WBM, SESAC/Traptism, SESAC), WBM,

H100 87 STUNT 101 (50 Cent, ASCAP/EMI April, ASCAP/Derty Works, ASCAP/Universal, ASCAP), HL/WBM, H100 43;

--- T ----TE LLAME (Rubet, ASCAP/Universal Musica, ASCAP/2000 Amor, ASCAP/Sony/ATV Discos, ASCAP) LT 6

- Next ASCAP/Sony/ALV Closs ..., Songs, ASCAP), HL, CS 49 IN MY DAUGHTER'S EYES (Songs Of Nashville Dream Works, BMI/Diversion, BMI/Cherry River, BMI), CLM, CS
- H100 58 IN MY LIFE (Money Mack, BMI) H100 66; RBH 30 INOCENTE DE TI (BMG Songs, ASCAP/Almo, ASCAP) INOCENTE DE TI (BMG Songs, ASCAP/Almo, ASCAP) LT 24 INVISIBLE (Desmundo, ASCAP/Deston, ASCAP/Andreas Carlsson, STIM/WB, ASCAP/Warner Chappell, PRS), HL/WBM, H1oo 48 IT'S MY LIFE (Universal-Songs Of PolyGram Interna-tional, BMI/Zomba, ASCAP), WBM, H1oo 11 IWANNA DUDIT ALL (EMI Blackwood, BMI/Ty Land, BMI/1808 Music, BMI/BPI, BMI/Mike Curb, BMI/Ty LWANNA MAKE YOU CRY (Big Red Tractor, ASCAP/Warner-Tameriane, BMI/Smith Haven, BMI), WBM, CS 45; H100 49 IWANNA MAKE YOU CRY (Big Red Tractor, ASCAP/Warner-Tameriane, BMI/Smith Haven, BMI), WBM, CS 55; LWISH (Still Working For The Man BMI/Tommy Lee

- M, CS 55 I WISH (Still Working For The Man, BMI/Tommy Lee nes, BMI/ICG, BMI/Careers-BMG, BMI/Music Hill,

I WISH (Sturworking, St. 1997) James, BMI/ICG, BMI/Careers-BMG, BMI/Music Hill, BMI), HL, CS 17; Hoo 75 IZ U (Jackie Frost, ASCAP/BMG Songs, ASCAP/Associ-ated Production, ASCAP/KPM, ASCAP/Jay E's Basement, ASCAP/Universal, ASCAP/EMI April, ASCAP), HL, RBH 93

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KEEP DOIN' IT (The Braids, ASCAP/Zomba, ASCAP/Gator Boys, BMI/Songs of Universal, BMI/T'Ziah, BMI/Dade Co. Project Music, BMI), WBM, RBH 92 KNOCK KNOCK (Mass Confusion, ASCAP/WB, ASCAP/Ye World Music, ASCAP/Universal-Duchess, BMI/EMI April, ASCAP/DreamWorks Songs, ASCAP/Craig-man, ASCAP), CLM/HL/WBM, H100 95; RBH 49

LAGRIMAS DE CRISTAL (Zomba, ASCAP) LT 10 LA PAGA (Peemusic III, BMI/Camaleon, BMI) LT 12 LAST ONE STANDING (Chi-Boy, ASCAP/Feesongs,

BMI) CS 46 LEARN CHINESE (A Shot Of Gin, SESAC/Dead Game ASCAP/EMI April, ASCAP/Huss Zwingli, ASCAP/Sony/A Cross Keys, ASCAP/Te-Bass, BMI/EMI Blackwood, BMI/Donna-Dijon, BMI/MGM Music, BMI/Dynatone,

LITTLE MOMENTS (EMI April, ASCAP/Sea Gavle,

WBM, CS 47 LONG BLACK TRAIN (Sony/ATV Cross Keys, ASCAP/Drivers Ed, ASCAP), HL, CS 19; H100 89 LOVE ANGEL (Zomba Songs, BMI/R.Kelly, BMI) RBH

61 LOVE CALLS (Kem, BMI) RBH 39 LOVE YOU MORE (Hand In My Pocket, ASCAP/Music Of Windswept, ASCAP/Tamous, ASCAP/Chutzpah, ASCAP/Casion Room, ASCAP/Hutspa, ASCAP/Chutzpah, ASCAP/Notting Dale, ASCAP), HL/WBM, H100 93; RBH 44

-M-

MAS QUE TU AMIGO (Crisma, SESAC) LT 8 MAS TERCO QUE UNA MULA (Edimonsa, ASCAP) LT

MAYBERRY (Good Ol' Delta Boy, SESAC) CS 29 ME CANSE DE MORIR POR TU AMOR (Zomba Golden

nds, ASCAP) LT 45 ME CANSE DE TI (F.I.P.P., BMI/EMI April, ASCAP) LT 1

MEGALOMANIAC (EMI April, ASCAP/Hunglikeyora,

MEGALOMANIAC (EMI April, ASCAP/Hunglikeyora, ASCAP), HL, Hioo 67 ME, MYSELF AND I (Beyonce, ASCAP/Hitco South, ASCAP/Music Of Windswept, ASCAP/TVT, ASCAP/Scott Storch, ASCAP/Tuff Jew, ASCAP/Black Owned Musik, ASCAP/Notting Dale, ASCAP, WBM, Hioo 8; RBH 6 ME VOY A IR (Arpa, BMI) LT 40 MIENTES TAN BIEN (Sony/ATV Discos, ASCAP) LT 12 MI GENTE (Iron Tigga, BMI/Jozomatli, ASCAP/DHG, BMI/Linkser, BMI/Universal-Musica Unica, BMI/King Of Bling, BMI/EMI Blackwood, BMI) LT 32 MI LIBERTAD (Universal-Musica, ASCAP) LT 35 MILKSHAKE (The Waters Of Nazareth, BMI/EMI Blackwood, BMI/Raynchaser, BMI/Careers-BMG, BMI), HL, Hioo 3; RBH 7

1100 3; RBH 7 A MILLION WAYS (Zomba, ASCAP/563, ASCAP), WBM,

MORE & MURE (K.REIN, DMI/201108 30153, DMN, M, H100 54; RBH 17 MY BABY (OKBYME, ASCAP/Shago, ASCAP/Chrysalis, CAP/Naked Under My Clothes, ASCAP/Multi Muzic, CAP), WBM, H100 55; RBH 21 MY IMMORTAL (Zombies Ate My Publishing, H/Forthefallen, BMI/Dwight Frye, BMI), WBM, H100 61 MY LAST NAME (Coburn, BMI/Sony/ATV Cross Keys, CAPI HI \_CS \_26

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NEVA EVA (Swole, ASCAP) H100 90; RBH 40 NO BETTER LOVE (EMI April, ASCAP/Uncle Ronnie's, CAP/Dillard, BMI/Copyright Control), HL, RBH 41 NO HACE FALTA (FI.P.P., BMI/Estefan, ASCAP) LT 33

NOMAS POR TU CULPA, DMI, CStelan, ASCAP) LT 3 NOMAS POR TU CULPA (EMI April, ASCAP) LT 3 NO, NO, NO (Jae Millz, BMI/Embassy, BMI/Katrina, IV,ARC, BMI) RBH 96 NO REGRETS YET (Make Me Smile, ASCAP/Right

NO REGRETS YET (Make Me Smile, ASCAP/ Night Bank, ASCAP/Brand New Sky, ASCAP) CS 36 NOT TODAY (Universal-MCA, ASCAP/Mary J. Blige, ASCAP/Universal Tunes, SESAC/Songs Of Universal, SESAC/WB, ASCAP/CWAB, SESAC/Ain't Nuthin' Goin' On But Funking, ASCAP/Eversitrar, ASCAP/Music Of Windswept, ASCAP/Etvis Mambo, ASCAP/Universal, ASCAP/Blondie Rockwell, ASCAP/Zomba, ASC), WBM, Hino St: RRH 32

ASCAF/ builde rockweir, ASCAF/201102, ASCA, wom, Hoto St; RBH 32 NUMB (Zomba Songs, BMI/Chesterchaz, ASCAP/Big Bad Mr. Hahn, BMI/Nondisclosure Agreement, BMI/Rob Bourdon, BMI/Kenji Kobayashi, BMI/Pancakey Cakes,

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ONE CALL AWAY (Almo, ASCAP/Trak Starz, ASCAP/Irv-ing, BMI/Jackpot, ASCAP/EMI Blackwood, BMI/Ching Chong, BMI), HL, RBH 59 ONE MORE CHANCE (Zomba Songs, BMI/R.Kelly,

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A MILLION WAYS (Zomba, ASCAP/563, ASCAP), Wi RBH 67 MORE & MORE (R.Kelly, BMI/Zomba Songs, BMI), WBM, H100 54; RBH 17 MY BABY (OKBYME, ASCAP/Shago, ASCAP/Chrysa ASCAP/Naked Under My Clothes, ASCAP/Multi Muzic,

ASCAP), HL, CS 9; H100 53 LOCA COMMIGO (Premium Latin, ASCAP) LT 36 LOCO (Old Desperados, ASCAP/NB ASCAP/Scott And Soda, ASCAP/Beechtree, ASCAP),

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48

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ASCAP), HL, CS 26

Bourdon, BMI/Kenji | BMI), WBM, H100 16

BMI), HL, RBH 8:

JUST A DOG (Ottanowear, BMI) RBH 86 -K-

# Charts

# 90 Million R&B Listeners Know Keys' 'Name'

Alicia Keys' "You Don't Know My Name" retains the top spot on Hot R&B/Hip-Hop Singles & Tracks for a sixth week and becomes the first record to surpass 90 million listener impressions at R&B radio.

"Name" exceeds the 88.5 million audience total 50 Cent's "In Da Club" set in the March 8, 2003. issue.

The strength of "Name" at adult R&B and R&B/hip-hop outlets is the main reason it is able to outpace its

nearest competitor, the hip-hopbased "Slow Jamz" by Twista **Featuring Kanye** West & Jamie Foxx, by more than 25 million listener impressions on the Hot R&B/Hip-Hop Airplay chart.

That is the largest disparity between the top two titles on the airplay list since the inception of the Nielsen Broadcast Data Systems chart in 1992.

LONG TRAIN RUNNIN': Newcomer Josh Turner sets the mark for the most weeks needed to crack the top 20 on Hot Country Singles & Tracks, as "Long Black Train" collects Airpower honors and moves 21-19 in its 35th week on the chart.

What makes the track's trip so intriguing is that the record was set

The second second

on a chart that was shortened from 75 positions to 60 at the start of the 2001 chart year.

During the first 11 years that the chart had 75 positions in the Nielsen Broadcast Data Systems era, only two songs took more than 30 weeks to reach the top 20. "Let's Make Love" by Faith Hill With Tim McGraw made the top 20 in its 31st week in July 2000. And Garv Allan's "Right Where I Need to Be"

AFFIRMATIVE: "Yeah" by Usher Featuring Ludacris & Lil Jon climbs 40-14 in its third week on The Billboard Hot 100, earning Greatest Gainer/Airplay honors with a gain of 24 million listener impressions. The 26-position jump is the largest for a title entering the top 15 in more than one year and the largest ever by an airplay-only track.

Most titles that leap into the upper portions of the Hot 100 with such ferocity do so with the additional steam of a retail single's release. While other airplay-only singles have reached the top 15 in three or fewer weeks, most have done so by either debuting high enough to reach that portion of the chart quickly or by making the bulk of the climb in their second chart week.

LOVE STORY: Courtney Love makes her first solo appearance on the Modern Rock chart, as "Mono" debuts at No. 29. (The chart runs 40 positions deep at billboard.com and in Airplay Monitor.)

Love is the first female solo artist to appear on the modern chart since Poe's "Hey Pretty" debuted in the March 9, 2001, issue.

It would be more than one year after Poe's run that another femalevoiced track would appear on the chart. In December 2002, the Donnas charted with "Take It Off," and since that time the chart has been graced by such female-led acts as Evanescence,

the Distillers, No Doubt.

Women have not been so prevalent on the chart in any period since 1999, when there were almost a dozen female-fronted acts on the Modern Rock list.

Additional reporting by Anthony Colombo in New York and Keith Caulfied in Los Angeles.

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MAINSTREAM TOP 4 NEW RELEASES WITH TOP TO CALLOUT PO BRITNEY SPEARS Toxic JIVE		RHYTHMIC TOP 40 NEW RELEASES WITH TOP 10 CALLOUT POT MISSY ELLIOTT	ENTIAL
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My Immortal WIND-UP 2 LINKIN PARK Numb WARNER BROS 2 CHRISTINA AGUILERA	87.3 88.3	RECENTLY TESTED SONGS WITH TOP 10 CALLOUT PO BEYONCE KNOWLES Me, Myself And I COLUMBIA	TENTIAL
The Voice Within RCA/RMG SWITCHFOOT Meant To Live COLUMBIA	79.3 67.9 65.1	2 ALICIA KEYS You Don't Know My Name J/RMG MODERN ROCK	65.0
Come Clean HOLLYWOOD ADULT TOP 40	0J.I	NEW RELEASES WITH TOP 10 CALLOUT POT	ENTIAL
NEW RELEASES WITH TOP 10 CALLOUT PO MAROON 5 This Love J/RMG	TENTIAL 68.6	Away From The Sun UNIVERSAL/UMRG	71 <mark>.4</mark>
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<sup>3</sup> The Voice Within RCA/RMG 4 MICHAEL MCDONALD Ain't No Mountain High Enough UMR	75.5 <sub>G</sub> 75.4	Closure EPIC 2 YELLOWCARD Ocean Avenue CAPITOL	75.0 74.8
5 HOWIE DAY Perfect Time Of The Day EPIC JASON MRAZ You And I Both ELEKTRA/EEG	72.3 72.0	3 NICKELBACK Figured You Out ROADRUNNER/IDJMG	67.4
7 JOHN MAYER Clarity COLUMBIA	68.2	4 SMILE EMPTY SOUL Nowhere Kids LAVA	66.4

entered that part of the chart in the March 24, 2001, issue in its 34th week.

However, looking back at that issue, "Need," which debuted in April 2000 and did not entrench itself on the chart until September of that year, is listed at 25 chart weeks. Since part of the song's run spanned both chart lengths, the weeks-on-chart figures were adjusted for that title and all other titles in the Jan. 9, 2001, issue to reflect weeks spent at No. 60 or higher.

NUm... nationwide sample of carefuny -with a score of 65 or more are judged to "wailable music. New Releases are s "most setset during the past line by Promosuum results are based on weigi eighted positives. Songs with a si based on the strength of availab ats: Becently Tested Songs are the os with Top 10 Callout Pot

JANUARY 24 MAINSTREAM	JANUARY 24 RHYTHMIC	JANUARY 24 ADULT JANUARY 24 ADULT	JANUARY 24 MODERN
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Y HIN STATE AND	SEL STATUS (MPRINT/PROMOTION LABEL)	Y     Y <td>Yang         Yang         Nielsen Broadcast Data Systems           Sigu         Title ARTIST (IMPRINT/PROMOTION LABEL)</td>	Yang         Yang         Nielsen Broadcast Data Systems           Sigu         Title ARTIST (IMPRINT/PROMOTION LABEL)
1 SHEY Ya! 7 Wks At No. 1 OUTKAST (ARISTA)	1 1 Miłkshake 5 Was At No 1 KELIS (STAR TRAKJARISTA)	1 Socors cown (Reneucly)/metsal.numbr 1 Wis Alivo.1	1 NUMBER 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
2 3 Suga Suga BABY BASH FEAT, FRANKIE J (UNIVERSAL/UMRG)	2 Hey Ya! OUTKAST (ARISTA)	2 2 Bright Lights MATCHBOX TWENTY (ATLANTIC) 1 2 1 5 Drift Away UNCLE KRACKER FEAT. DOBIE GRAY (LAVA)	2 Hit That THE OFFSPRING (COLUMBIA)
3 4 Someday NICKELBACK (ROAORUNNER/IDJMG)	3 7 Slow Jamz TWISTA FEAT, KANYE WEST & JAMIE FDXX (ATLANTIC)	3 3 Why Don't You & I SANTANA FEAT ALEX BAND OR CHAD KROEBER (ARISTA) 3 2 56 Forever And For Always SHANIA TWAIN (MERCURY/IDJMG)	3 4 Are You Gonna Be My Girl JET (ELEKTRA/EEG)
5 The Way You Move OUTKAST FEAT SLEEPY BROWN (ARISTA)	4 The Way You Move OUTKAST FEAT. SLEEPY BROWN (ARISTA)	4 4 SHARINA TWAIN (MARUKI/IUJMG) SHARINA TWAIN (MARUKI/IUJMG) SHARINA TWAIN (MARUKI/IUJMG)	4 3 (I Hate) Everything About You three Days grace (Jive)
3 2 Here Without You 3 000RS DOWN (REPUBLIC/UNIVERSAL/UMRG)	6 Gigolo NICK CANNON FEAT R. KELLY (NICK/JIVE)	5 5 2 White Flag DIDO (ARISTA) 5 5 2 Big Yellow Taxi COUNTING FROMS FEAT VANESSA CARITON (BEFFEMINTERSCOPE)	5 7 Megalomaniac INCUBUS (IMMORTAL/EPIC)
6 6 It's My Life	5 Walked Outta Heaven	6 6 Fallen Sarah McLachian (arista)	6 5 C Meant To Live SWITCHFOOT (RED INK/COLUMBIA)
SIMPLE PLAN (LAVA)	3 Stand Up Lubacris FEAT. SHAWNIVA (DEF JAM SOUTH/IDJMG)	7 1 It's My Life No DOUBT (INTERSCOPE) 17 7 Sunrise SIMPLY RED (SIMPLY RED (SI	7 6 Feeling This BLINK-182 (GEFERN)
KELIS ISTAR TRAK/ARISTA)	Salt Shaker     YING YANG TWINS (COLLIPARK/TVT)     Gangsta Nation	8 8 Someday NICKELBACK (ROADRUNNER/DUNG) 1 9 The First Cut Is The Deepest 1 SHERYL CROW (ABM/INTERSCOPE)	8 8 I Am The Highway AUDIOSLAVE (INTERSCOPE/EPIC)
LUDACRIS FEAT. SHAWNINA (DEF JAM SOUTH/IDJMG)	WESTSIDE CONNECTION FEAT NATE DOGG (HOO-BANGIN/CAPITOL)	9     When I Look To The Sky 1     9     8     Your Raise Me Up JOSH GROBAN (haareprise)       10     10     50     Unwell     11     10     White Elan A	9 10 10 Fortune Faded RECHOT CHILI PEPPERS (WARNER BROS.)
TRAPT (WARNER BRDS.)	CHINGY (DISTURBING THA PEACE/CAPITOL)	MATCHBOX TWENTY (ATLANTIC)	10 9 Away From Me PUDDLE OF MUDD (FLAWLESS/GEFFEN)
CHRISTINA AGUILERA (RCA/RMG)	RABY RACH FEAT EDANKIE I (INNIVERSAL/IM/RC)	TRAIN (COLUMBIA)	CHEVELLE (EPIC)
13 11 Baby Boy	ALICIA KEYS (J/RMG)	BARENAKED LADIES (REPRISE)	TRAPT (WARNER BRDS.)
13 11 Bady Boy BEYONCE FEAT. SEAN PAUL (COLUMBIA)	YOUNGBLOODZ FEAT. LIL JON (SO SO DEF/ARISTA)	FIVE FOR FIGHTING (AWARE/COLUMBIA)	13 13 Out Of Control HODBASTANK (ISLAND/IOJM6)
LINKIN PARK (WARNER BROS.)	LIL JON & THE EAST SIDE BOYZ (BME/TVT)	MICHELLE BRANCH (MAVERICK/WARINER BROS)	14 15 Figured You Out NICKELBACK (ROADRUINNER/IDJMG)
CHINGT (DISTURBING THA PEACE/CAPITOL)	15 14 A Runnin (Dying To Live) TUPAC FEAT THE NOTORIOUS BIG (AMARU/INTERSCOPE)	LIVE (RADIOACTIVE/GEFFEN)	15 14 How About You STAIND (FUR/FELEKTRA/EEG)
EAMON (JIVE)	16 15 Wat Da Hook Gon Be MURPHY LEE FEAT. JERMAINE DUPRI (FO' REEL/UM/RG)	16 16 You And I Both JASON MRAZ (Electra/EEG) 16 16 The Voice Within CHRISTINA AGUILERA (RECA/RMG) 16	16 18 Last Train Home LOSTPROPHETS (COLUMBIA)
STAIND (FLIP/ELEKTRA/EEG)	17 18 Hotel CASSIDY FEAT. R. KELLY (FULL SURFACE/J/RMG)	17     So Far Away       18     Why Don't You & I       Staind iFlip/elektra/eegi th     17       18     Santana feat ALEX Bando Brichad kradeser (ARISTA) th	17 19 One Thing FINGER ELEVEN (WINO-UP)
CLAY AIKEN (RCA/RMG)	18 32 Yeah USHER FEAT. LUDACRIS & LIL JON (ARISTA)	18 19 My Immortal EVANESCENCE (WIND-UP)	18 21 Darling Nikki FOO FIGHTERS (ROSWELL/RCA/RMG)
19     16     Image: Constraint of the constraint	19 20 Me, Myself And J BEYONCE (COLUMBIA) 20 17 Baby Boy	19         18         Bigger Than My Body         19         15         Peace (Where The Heart Is)           JOHN MAYER (AWARE/COLUMBIA)         JUN BRICKMAN FEAT COLUMARY INVIDUAL HILLIAAL)         JUN BRICKMAN FEAT COLUMARY INVIDUAL HILLIAAL)	19 20 Until The Day I Die STORY OF THE YEAR (MAVERICK/REPRISE)
20 18 (There's Gotta Be) More To Life stacle Orrico (FOREFRONT/VIRGIN)	20 17 Baby Boy BEYONCE FEAT SEAN PAUL (COLUMBIA) 🏠	20 21 Hey Ya! OUTKAST LARISTAL TO OUTKAST LARISTAL TO DUTKAST LARI	20 17 Faint LINKIN PARK (WARNER BROS.)

Compiled from a national sample of data supplied by Nielsen Broadcast Data Systems. 118 mainstream top 40, 56 rhythmic top 40, 87 adult top 40, 90 adult contemporary and 88 modern rock are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of date detections over the previous week are bulleted regardless of chart movement. A song which has been on the chart for more than 20 weeks will generally not receive a bullet, even if it registers an increase in detections. Songs below the top 15 on Adult Top 40 and Adult Contemporary and 88 modern rock are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of date detections over the previous week are bullet, even if it registers an increase in detections. Songs below the top 15 on Adult Top 40 and Adult Contemporary and 88 modern rock are electronically monitored 24 hours a day. 7 days a week. All five radio charts run at deeper lengths in Airplay Monitor, Billboard Information Network, and billboard.com. Dindicates title earned HitPredictor status in research data provided by Promosquad. © 2004, VNU Business Media, Inc. All rights reserved.

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### Sexual **Overload**

Continued from page 1

album sales by Spears, Pink and similar artists may reflect a classic case of mismarketing.

"When social and economic times are more threatening and pessimistic, we actually prefer others with more mature facial, body and personality characteristics," says Terry Pettijohn, a Ph.D. social psychologist at Mercyhurst College in Erie, Pa.

#### TARTING UP

If Pettijohn's observations are accurate, then industry executives who are pushing artists to "tart it up" are miscalculating the market and could be damaging careers.

"Audiences are listening to lyrics more," says Ron Vos, president/chief executive of Hi Frequency Marketing in North Carolina. "They're focused on content and story line, not dancing and having fun, and they want the artist to reflect that.'

Indeed, female artists who are succeeding on the radio and on the charts have tapped into the nation's post-Sept. 11 soul-searching.

Vos, whose firm worked with Avril Lavigne and Norah Jones, says these artists are writing music that's about being in touch with your own values. They portray themselves as self-made people who write about their own feelings, he savs.

Sex certainly sells. The concept has been around as long as advertising. But Lavigne and Jones reflect a different kind of sexuality that's much subtler, more genuine and thus more alluring in a time of crisis.

Given the national mood, such nuances could easily be the difference between strong and mediocre sales.

One of the hottest breakthrough groups of last year, rock band Evanescence, is fronted by Amy Lee, who is appalled by the crass marketing of some pop stars. "Talking bad about Britney is like beating a dead horse; I won't even go there," she says.

But what really bothers Lee are female artists who are good writers or good singers but have gone from being "really classy and cool to just stripping it all away."

Jewel, for example, has gone from folk songstress to cover girl, and 40-something Sheryl Crow struts onstage in hot pants

even as she bemoans that other artists are being marketed like "porn stars."

"Obviously, sex is the most basic thing that you can [sell]," Lee says. "I mean, you sell yourself, and I just hate it."

#### TRAMP TREND

From Spears' kiss with Madonna at the MTV Video Music Awards to Pink's onstage antics at the Billboard Music Awards, the trend toward trampiness shows no signs of abating.

But some academic research suggests that it runs counter to current economic, social and demographic trends.

Last spring, Pettijohn and University of Georgia professor Abraham Tesser presented a paper to the American Psy-



chological Society in Atlanta that examined how the social and economic environment affects human preferences.

"In times of trouble, strong, stable, supportive people are favored," he says. When times are good, we tend to favor the fun person.'

To reach that conclusion, the researchers studied the public's preferences for actresses between 1932 and 1995.

Individuals preferred smaller eyes, thinner cheeks and larger chins in bad times, and women with larger eves. fuller cheeks and smaller chins in good times, the study found.

"The U.S. is always going back and forth between our puritan values and our need for indulgences," says Sharon Livingston of the Livingston Group, a Windham, N.H., marketing and research firm.

Indeed, American attitudes about sex have moved in cycles that seem to roughly follow the economy, according to Robert Fogarty, a history professor at Antioch College in Ohio.

In the early 1900s, the prim "Gibson Girl," who represented serene self-confidence, was the prevailing icon. By the Roaring '20s, flappers were the rage.

"Flappers were nearly showing their knees," Fogarty says. "There was a personal liberation and freedom."

During the Great Depression and World War II, the prevailing female image changed again. But by the postwar boom of the 1950s, the pendulum had swung back.

Sultry sex kittens like Marilyn Monroe, Bridget Bardot and Jayne Mansfield became screen stars. And Playboy magazine was launched.

#### SEXUALLY AWARE

As part of his research, Pettijohn studied the physical characteristics of every Playmate of the Year, from 1960 through 2000.

Then he compared his findings with a "hard times" indicator made up of U.S. rates of unemployment, marriage, murder and other factors.

"During difficult years, models tended to be slightly older, heavier and taller, with larger waists and bigger waist-tohip ratios," he says.

Madison Avenue also seems to be keenly aware of sexual-economic swings in national mood.

During the booming 1980s, Calvin Klein pushed the envelope with an ad campaign featuring the then-15-yearold Brooke Shields.

Madonna, of course, launched vampiness during the 1980s.

Calvin Klein once again typified the swing to racier advertising when the economy rebounded from the 1990-91 recession. It launched its controversial "teen porn" advertising campaign in 1995. And remember "heroin chic"?

The road to raunch for artists like Spears, Pink and Aguilera began about the same time, but for some reason, no one has clued them in that the national mood has changed.

In contrast, Madonna, who has switched images like a snake sheds skins, possesses an uncanny ability to judge the social climate.

While some considered her kiss with Spears at the MTV Awards a symbolic anointing or passing of the vamp torch, it was more like she was casting off a worn pair of shoes.

Today, the pop diva's well-cultivated image as a doting mother and children's book author is much more reflective of the times.

Likewise, songs with a mellow, introspective approach are finding a receptive U.S. audience, in part because of the confusion and sense of change in the wake of Sept. 11, according to Ball State University pop culture expert Richard Aquila.

That mood plays into the resurgence of the singer/songwriter, where audiences are eager to hear what the individual has to say, he says.

"There's been a turn toward traditional values," Aquila adds.

Alicia Keys is representative of the trend. Her songs are introspective and soulful. Her image, while sexual, also exudes strength and character. Not surprisingly, her latest album is doing well on the charts.

Norah Jones is sexy, Livingston says. But "she's using libido in a gentle way and talking about relationships. It's a more constructive use of her libido, but she's still creating interest and intrigue." She's saying, "'Come be with me,



and you'll feel good about yourself,' "she explains.

#### THE SEX CARD

While Keys and Jones are sticking with their images, the industry seems to be prone to playing the sexual card over and over again to juice sales in the tough economy.

Chris Knab, a music business consultant in Seattle, is unsurprised. Often, he says, it's easiest to attract massmedia interest by turning up the sexual tone and seeing how much they can get away with.

The fear is that such rising stars as Beyoncé Knowles could fall into that trap. Although her vamp quotient is low, some of the songs on her latest album, "Dangerously in Love," flirt with vampiness.

A spokesperson for Columbia Records, which put out the former Destiny's Child star's latest CD, declined to discuss Knowles' image.

The changed mood has affected other media as well. Felix Dennis, the founder of Dennis Publishing, epitomized the raunch trend in 1997 with the launch of "laddy boy" magazine Maxim.

He followed with Stuff, another men's mag, and Blender, a consumer music magazine. The publications all soared on a combination of raunch and sophomoric humor. But that was then.

In a clear sign of a changing public mood, Stuff's single-copy sales dropped by 24% in the first six months of 2003, compared with the same period a year ago, according to Fortune magazine.

Newsstand sales of the still-profitless Blender also fell 26% from the January/February issue of last year to the June issue. Even Maxim sales are off nearly 7%, Fortune reports.

Spears, of course, has played the sex card most often and most blatantly in the face of declining sales.

Her biggest single, "... Baby One More Time," cut when her image was more wholesome, spent 39 weeks on the singles charts in 1998, including seven weeks in the top spot.

Her last single to hit No. 1 on the charts was "I'm a Slave 4 U" in 2001. It spent one week at the top.

Despite massive hype, Spears' latest album is posting only so-so sales. And Pink's latest release is suffering as well. Sales of "Try This" have fallen far short of her previous blockbuster album.

According to a source, her label is privately worried that she has been tarting it up too much. For her part, Pink says artists are just using what they've got.

"I don't think there's anything wrong with being sexy, but people use what they have," she says. "If people have a great voice, then you use your voice; if you have a great mind, then you speak a lot; if you have a great body, then you take your clothes off."

That may work if you're 20-something, but Evanescence's Lee isn't the only person who finds the trend disturbing among such established, talented female artists as Toni Braxton, Liz Phair and LeAnn Rimes.

Gina Vivinetto, pop music critic for Florida's St. Petersburg Times, noted in an article last summer that it's as if someone had issued a memo to every woman in rock. "No matter how seriously she once took herself, no matter how good her voice or her level of talent, [she] must start looking like a tramp.'

It's unclear whether America will still show a penchant for buying somber melodies this year if U.S. troops start to return from Irag and the stock market continues to climb.

Such changes could adjust the American disposition. But judging by the reaction to Spears' recent marital escapade in Las Vegas, the public is no longer amused; it's annoyed.

### **Borders** Continued from page 8

1

ect up and running.

Van der Pas notes that music is a key element in the life of many Europeans today and a symbol of the diversity of Europe's cultures. "Highlighting this diversity within our unity and supporting the blossoming of cultures that are composing today's Europe is one of the great missions of the European Union," he says.

He calls the Border Breakers Awards 'an excellent tool to make all this visible and audible," through a celebration of music and the promotion of new European talents "beyond the regional and national borders.'

London-based EMI Music Continental Europe president/CEO Emmanuel de Buretel welcomes the creation of the prize. "It puts the limelight on new European talent." he says.

The IFPI already organizes a biannual awards show in Brussels. The IFPI Platinum Awards recognize artists

whose sales in Europe have exceeded 1 million units. Brussels-based IFPI regional director for Europe Frances Moore says the two awards are complementary.

These [Border Breakers] awards highlight the industry's investment in local culture," she adds.

#### EC INVOLVEMENT

For EMO director Jean-François Michel, who has been actively involved in the project, the prize is a way for the EC to participate in the promotional efforts labels undertake to push European artists.

"This is really about European repertoire," he says. "It is important that the EC recognizes that there is a wealth of repertoire in Europe but also that there are restrictions in the way this repertoire travels.'

Michel says the industry will continue to work alongside the EC in setting up specific projects that can help promote European repertoire. One project that has been discussed with the EC is the creation of a European music export office in the U.S., based in New York.

Van der Pas points out that the European music market represents one-third of the world market. However, he agrees that it remains fragmented and partitioned nationally. "This situation makes it more difficult-and more expensive-for the circulation of works, artists and cultural products," he explains.

"Mobility is not simply for us a cultural concern but also an economic one," Van der Pas says. He suggests that the Border Breakers Awards can highlight the role of the EC in the field of culture.

## Korea

Continued from page 5

DVD and video piracy has been a particular problem, because no real enforcement mechanism exists to regulate licenses.

The government-appointed Korea Media Ratings Board has the authority to issue licenses but not to enforce or repeal improper licensing.

#### MIXED REACTION

Chris Lee, the executive director of Synnara, South Korea's biggest music retailer, calls the announcement "a shame and really surprising."

On the contrary, EMI Recorded Music Southeast Asia executive director Hans Ebert says, "We at EMI in this region welcome this initiative by the USTR. This is long overdue."

Savannah Hahn, country manager for gaming company Electronic Arts Korea and former manager of Sony Music Korea, welcomes the USTR's announcement. "It's necessary in particular for online piracy," Hahn says. "The Korean government pays very little attention to the piracy of foreign [intellectual property]."

The music industry is the main victim of online piracy. Lachie Rutherford, chairman of the International Federation of the Phonographic Industry for Asia-Pacific, comments: "Making the Priority Watch List is the least you'd expect. This is the worst Korea's ever been—basically, there's not a music industry left in Korea."

In South Korea, with a world-leading broadband Internet penetration rate of more than 60%, online file trading is endemic. The RIAK says that is the main reason that music sales have fallen from \$345 million in 2000 to an estimated level of between \$126 mil-

**Brit Awards** 

"The show has grown over the

years," Brits executive producer Lisa

Anderson comments. "We have seen

an explosion in media coverage, and

we're trying to keep up with all this

Grainge contends that the Brits are

taken seriously by the industry, the

artists and the media. "We have the

biggest international and local artists

ready to perform," he says, "and that is

a testimony to the way this event has

built up. It is a brand that artists want

CEO Tim Bowen says, "The Brits is

the showcase event for both U.K.

and international artists and gener-

ates huge media and public interest.

It is a vital part of the U.K. music

industry calendar for artists, record

companies and retail, at the same

time generating significant money

one of London's biggest arena com-

plexes, Earls Court. More than 6,000

The show takes place Feb. 17 at

BMG U.K. & Ireland chairman/

Continued from page 6

media attention."

to be associated with."

**U.S. Observers Back USTR Move** 

#### BY BILL HOLLAND

WASHINGTON, D.C.—Observers of worldwide piracy here see South Korea in a technological imbalance. The country has one of the most advanced broadband technology networks in the world but offers little protection for the intellectual property rights of content owners using the technology.

The Jan. 8 decision by the U.S. Trade Representative (USTR) to place South Korea on its top trade-policy warning list stems from that.

"You have a complete disconnect," says Neil Turkewitz, executive VP of international for the Recording Industry Assn. of America. "The Korean government spent a tremendous amount of money and time in creating that infrastructure, but they didn't create the rights to the content that gets communicated."

Steve Metalitz of the D.C.-based International Intellectual Property Assn. says, "If somebody is putting your product online without authorization, that's against the law. Today in Korea, that is not against the law."

Through a separate existing re-

#### lion and \$168 million in 2003.

"The major problem in Korea is Internet-based piracy," Sony Music Asia president Richard Denekamp notes. "Korea is the No. 1 country in the world in terms of broadband penetration, so downloading songs and movies is child's play."

#### TO STAY OR NOT TO STAY?

As the situation worsens, some industry executives have started to

production right, Metalitz says, "songwriters may have a claim for infringement, but not the labels and artists for the transmission of sound recordings. Most of the cases that have already gone to court have been brought by the Korean recording industry—with minimal success."

The Korea decision shows that the U.S is coming to grips with the new problems connected with highly wired internationals.

In the past, U.S. trade decisions based on lack of enforcement have been directed at such nations with hard-goods piracy problems as China and Taiwan.

The so-called Special 301 tradepartner reviews of copyright protection occur each April. Korea was placed on the lower-priority Watch List last year.

At that time, USTR asked Korea for a number of improvements. The most important was for the establishment of an exclusive right of transmission for sound recordings by the end of 2003.

"They didn't do that," Metalitz says. "They've made progress in some other areas, but not that

question their presence in South Korea.

pany that is not reviewing its strat-

egy and level of investment in South

Korea," says Rutherford, who is also

president of Warner Music Asia

Pacific. He adds that while Warner

has no intention of giving up on the

South Korean market for the time

being, the situation there is under

EMI's Ebert says withdrawing from

close scrutiny.

"I can't think of any record com-

most important one."

Korea is the U.S.' sixth-largest export market; two-way trade in goods was more than \$58 billion in 2002. But U.S. copyright industry losses were \$572 million the same year.

Countries elevated to the Priority Watch List are subject to sanctions if good-faith negotiations and progress do not occur. Currently, the Ukraine is so designated and is subject to \$75 million in sanctions.

Nine years ago, the U.S. was close to leveling sanctions against China for rampant illegal CD production, but a trade war was averted when China made good on promises in a 1995 bilateral agreement (*Billboard*, June 15, 1996).

China, although not on the Priority Watch List, is still being watched closely by the U.S. in a Section 306 monitoring program. Observers add that China's turnabout is also a result of becoming a member of the World Trade Organization in 2001.

Market access in China for U.S. companies remains a major problem for the record industry. Former RIAA chief Hilary Rosen testified on the subject before Congress in March last year.

South Korea is not on the agenda. "We believe that this step by the USTR will go a long way toward stamping out this problem," he says. "We absolutely have no plans to turn our backs on this very important market."

Likewise, Universal Music Southeast Asia president Harry Hui notes: "We are not planning on pulling out of Korea as a result of this action. We will be more careful about the investments to be made in this market." South Korea has been on and off the USTR's Watch List and Priority Watch List since 1990, while the government and trade bodies have been wrestling with evolving intellectual property demands.

South Korea's Ministry of Foreign Affairs and Trade (MOFAT) issued a statement Jan. 9 expressing regret over the U.S. government not appreciating how much progress South Korea has made regarding intellectual property rights in the past few years.

If South Korea does not take steps to improve its intellectual property protection, the USTR's announcement could lead to the U.S. imposing retaliatory tariffs.

MOFAT officials say they consider this unlikely. "We will continue our efforts to protect copyrights," MOFAT said in a written statement. "We will review the U.S. government's requests and positively consider those we believe will help protect copyrights."

One movie-industry source is less diplomatic. "If China's not on this 'watch list,' then the list is garbage," she says. "It's just the U.S. bullying smaller countries because they think they can get away with it."

Lee Jin-shik, deputy director of the Ministry of Culture and Tourism's copyright division, echoes MOFAT's statement, calling for further talks.

The Ministry of Culture and Tourism "understands the U.S. concerns [regarding transmission rights], but Korea is also very concerned with the growth of the phonogram industry," Lee says.

He adds that the music industry "is one of the major cultural industries which Korea must take care of for the sake of the future. Within the framework of international agreements, Korea has been trying to build an appropriate and productive copyright system. We hope that the U.S. may understand this position."

people are expected to attend. "The show has two challenges: It

has to be an incredible show for TV audiences, and it has to be a unique experience for those in the hall," Grainge says. "Both are challenging, but the Brits have always been different from normal TV shows."

#### **BACK TO BASICS**

Anderson says this year's edition will return to the original concept of the Brits, which sees the audience dining while the show goes on.

Last year, the show took place in an arena in front of a seated audience, and to many in attendance, it had lost its sparkle.

Anderson explains the return to the old way of doing things as "a way to get back to the party spirit."

She elaborates: "The Brits started as a party before it was a show, then the show became predominant. Last year we made changes, but after a close review, we decided that what the people wanted was a party. We want everyone to have a good time."

The show will be broadcast "as live" on national commercial channel ITV1 one hour after it takes place at Earls Court. Anderson says the small delay in time will be used for minor editing and, if necessary, to beep out any profanity or unsuitable words used by the winners.

In addition to the U.K., it is estimated that the show will be seen in more than 30 countries worldwide.

The show is underwritten by MasterCard. Anderson says the Brits' rise in notoriety during the year has attracted the attention of many commercial brands.

"The ad slots on ITV during the show are fiercely coveted—it is our Super Bowl," Anderson says.

#### CHARITABLE BENT

The evening's budget of £4 million (\$7.4 million) covers the cost of the show and the after-show party at Earls Court.

Proceeds will go to such charities as the Brit Performing School, Nordoff Robbins and environmental group Future Forests.

Nine acts will perform live during the show, among them the Darkness, Black Eyed Peas, Busted, Dido, Muse and 50 Cent. Duran Duran will also perform and will receive the Outstanding Contribution to British Music Award.

Anderson says that she is in talks with two more major artists "who

will change the flavor of the show" to join the lineup.

With four nominations, the Darkness leads the field for the 2004 Brit Awards. The band is up for best British group, rock act, British breakthrough act and album for "Permission to Land" (Must Destroy/ Warner Music).

Dido (Cheeky/BMG), rapper Dizzee Rascal (XL), Daniel Bedingfield (Polydor) and Busted (Polydor) each have three nominations; Justin Timberlake (Jive) and Christina Aguilera (RCA) each have three nods in the international categories.

Other nominees include R&B stars Alicia Keys (J) and Missy Elliott (Elektra), as well as rockers Kings of Leon (Hand Me Down/BMG), the Strokes (Rough Trade/Sanctuary) and the White Stripes (XL).

Several British newcomers made it onto the nominations list: new British jazz sensation Jamie Cullum (Universal), singer/songwriter Amy Winehouse (Island), Dizzee Rascal, R&B singer Lemar (Sony) and the Coral (Deltasonic/Sony).

"I think this is the best list of nominations we've ever had," Grainge says. "It really represents the diversity of British talent, and if I just look at Universal nominations, 12 out of 17 are U.K.-signed."

BMG leads with 19 nominations (four of which are from Jive), followed by Universal with 17, Sony (10), Warner Music (seven) and EMI (seven). On the indie side, thanks to Rascal and the White Stripes, Beggars Group scores eight nominations, followed by Telstar (two) and Echo, V2 and Rough Trade/Sanctuary (one each).

The awards are voted on by an academy of 1,000 members from labels and the media. Some specific awards are chosen in partnership with media outlets.

The British breakthrough act is picked by listeners of public station BBC Radio One, while the best British single is voted for by U.K. commercial radio listeners. The British urban act award is voted for by MTV:Base viewers, the British rock act award by the viewers of music channel Kerrang! and the best pop act award by the viewers of TV show CD:U.K., the readers of the Sun newspaper's Bizarre column and subscribers to mobile-phone company O2.

A complete list of nominees is available at brits.co.uk.

for charity.'

### **DreamWorks**

Continued from page 5

Meanwhile, managers of Dream-Works artists warmly welcomed the official reprieve for A&R.

"Keeping the A&R staff is very thoughtful to any act that's on Dream-Works," Lifehouse manager Jude Cole says. "That's respecting the artist, and that's a very good sign.'

#### ANTHONY NAMED

The IGA enterprise under Iovine absorbed the label's roster and A&R staff and named former Epic Records president Polly Anthony to run the operation. Last month, Billboard predicted that Anthony would be chosen to run the label (The Beat, Billboard, Dec. 6, 2003).

Anthony's availability made her the perfect choice, lovine says. "She's terrific."

He says that he and UMG chairman/CEO Doug Morris "wanted someone like her on the inside."

Anthony calls DreamWorks Records "a jewel box."

"I'm looking forward to working with all of them," she told Billboard Jan. 14. "I'm three days into it, and I'm thrilled with this opportunity."

#### STANDING BY ARTISTS

The decision to keep the Dream-

When DreamWorks SKG heads Steven Spielberg, Jeffrey Katzenberg and David Geffen formed DreamWorks Records in 1995, they picked three of the music industry's most highly regarded executives to run the label: the legendary Mo Ostin, Lenny Waronker and Michael Ostin.

Before forming DreamWorks, Mo Ostin and Waronker ran Warner Bros. during a time of unprecedented commercial and critical acclaim for the label, when such acts as R.E.M. and Prince topped The Billboard 200 and critics' year-end lists.

With Michael Ostin as head of A&R, artists like Neil Young and Joni Mitchell continued to produce some of their best work, as well as help draw other acts to the label. After being dislodged in a Warner Music Group shake-

up in the mid-'90s, the trio resurfaced to launch Dream-Works. Now, following the sale of DreamWorks Records to Universal Music Group, the three once again find themselves at a crossroads

Although Interscope Geffen A&M head Jimmy Iovine, who now also oversees DreamWorks with new label head Polly Anthony (see story, page 1), says that Mo Ostin is always welcome at the company, Ostin says the gracious

offer will probably go unheeded. "Unless they ask me for some comment or advice on a specific situation. I have no intention of having an active role," he says.

Retirement is a real possibility, but Ostin says it is not a certainty. "I'm not interested in going back into business in terms of buying a business or starting a business. I'm interested in things where I can learn and grow where money isn't a concern, because that's not an issue for me.'

Michael Ostin will continue to work with DreamWorks as executive producer of two soundtracks: "Shrek 2" and "Shark's Tale." "Shrek 2," which will feature an alternative pop soundtrack, will arrive at the end of May. "Shark's Tale," which is expected to have an urban-leaning soundtrack, will also hit stores that month.

"My permanent plans have not been determined vet," he says. "I'm just going through the process of disengaging. I want to see if there are some entrepreneurial opportunities that interest me; within the next few months, I'll settle on what I want to do.'

Waronker could not be reached by press time, but sources say he is expected to work on selected music projects. **MELINDA NEWMAN** 

SoundScan.

Davis says.

Works A&R staff was an easy one, lovine says.

"The guys at DreamWorks are trained really well. It's my intention to keep the integrity and the vibe intact," he says.

Managers hope that DreamWorks' strategy of standing by artists will also be maintained.

"One of the things that really made

DreamWorks special was that they stuck with groups no matter what their first-week sales were. Floetry and Nelly [Furtado] were proof of that." Floetry manager Julius Erving III says.

**DreamWorks Power Trio At Crossroads** 

They stuck with us and continued to spend money on the project. I would hope that continues," he adds. By becoming part of a much larger

music group, DreamWorks staff should

be able to draw from a larger talent pool: Floetry is already working on writing and producing some Interscope artists, he says.

#### **MINIMAL INTERFERENCE**

For the new regime at DreamWorks, the records that came out recently are the first order of business, says Iovine, who has directed the staff to "do the

Up-and-coming acts like Kelis and

Anthony Hamilton could be affected

by Reid's departure. "L.A. Reid cham-

pioned the project even before we

signed," Hamilton's manager Eli

Reid's ouster coincides with the

exit of senior VP of marketing and

artist relations Mark Shimmel.

The company stated that COO Michael Smellie will oversee Arista's executive management team "until further notice." Executive VP/GM Larry Mestel will continue to oversee the label's day-to-day operations.

Additional reporting by Ed Christman in New York and Margo Whitmire in Los Angeles.

Arista

Continued from page 1

and corporate mandates to cut costs, his spendthrift style was out of step with the times.

BMG is declining to comment on mounting bets that Arista may merge with RCA/J or Jive following the completion of the BMG/Sony Music merger.

"Any discussion of the post-merger management structure of Sony BMG is premature," BMG said in a statement. "No integration plans or discussions have taken place as vet."

Reid was named Arista president/ CEO in July 2000, succeeding founder Clive Davis, who now heads the RCA Music Group.

Prior to that, Reid was co-president of Atlanta-based LaFace Records with partner Kenneth "Babyface" Edmonds.

BMG bought and later incorporated the label into Arista. At the time, it was home to such acts as OutKast, TLC and Usher.

During his nearly four-year tenure at Arista, Reid achieved notable sales success with albums from Avril Lavigne ("Let Go") and Pink ("M!ssundaztood").

Ironically, his ouster comes as one

of the label's major success stories is still unfolding. OutKast's double-CD "Speakerboxxx/The Love Below" is up for multiple Grammy Awards and has sold 3.3 million units, according to Nielsen SoundScan.

Reid also inked several label joint ventures with heavy-hitting production operations, including Jimmy Jam & Terry Lewis' Flyte Tyme, Arista senior VP Jermaine Dupri's So So Def and the Neptunes' Star Trak.

But Reid also endured heavy criticism. He raised eyebrows with his \$100 million deal with Whitney Houston, as well as his signing of Boyz II Men. Much-touted new albums by Houston, TLC, Aretha Franklin, Santana and Pink did not perform as expected.

While the U.S. industry was down 3.6% in overall album scans last year, Arista was down 11.1% for the year. According to reports, the label lost as much as \$110 million in 2003.

The end of the era of big-spending label execs was heralded by the ouster of Tommy Mottola as head of Sony Music two years ago. His replacement, former TV executive Andrew Lack, has been reining in costs ever since.

are looking for further cost cuts and, just as likely, a change in corporate culture. Nonetheless, Reid will be missed.

"It's a shame to see Reid go," says Terry McBride, who manages such artists as Sarah McLachlan and Dido. "He's a very likable and talented person." McLachlan's "Afterglow" has sold 1.6 million units to date, with Dido's "Life for Rent" close behind at 1.4 million, according to Nielsen

> cut will be hard pressed to realize 60% of what is expected without reaching into muscle.

> The Ames directive comes on the heels of a December mandate ordering each division within the company to cut overhead by targeted amounts. Most operations already have responded with plans on how to reach those goals, according to sources.

> Five intracompany task forces have also been created to continue the search for overlapping functions within divisions. The groups-focusing on publishing, international, video, sales and corporate overhead-will examine if additional restructuring can achieve further savings. The Boston Consulting

The severance package—three weeks per year of employment, and four weeks for those with less than four years of service-will be available for 18 months.

believe that a round of severe cuts

If decisions have been made on any of

questioning whether Ames will stay under the new regime.

says answers are unlikely to come until at least the last week of the month, if not later.

At that time each division and the task forces are expected to sit down with the new owners and discuss budget cuts and any potential reorganizations.

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As a result, some company executives

would come quickly, followed by more cuts over time.

One executive involved in the process

AWMG spokesman declined comment.

65

the recommendations from each WMG operation and the task forces, word has yet to leak out within the company. But that process has also fueled a spate of industry buzz and press reports

An executive familiar with the process says, "The amount of cost Group is guiding the process. With the merger, both companies reductions that has been tasked is far greater than what was expected. Even the divisions that may have had fat to

Warner

restructuring initiatives." The memo

also outlined severance-package pro-

posals for staffers likely to be fired.

Edgar Bronfman Jr. bought Warner's

music division late last year for \$2.6

billion and could assume ownership

by the end of the month. Proposals

to slash operations are expected to be

on employees' desks when the new

An investment group headed by

Continued from page 1

team arrives.

best we can for those artists."

Among DreamWorks' fourth-quarter releases were new projects from Nelly Furtado and Rufus Wainwright.

"Hopefully some of that care and support that Rufus had will carry over to the new regime at Interscope," says Wainwright's manager, Barry Taylor.

Iovine says he plans to let Anthony run the label with minimal interference, just as he does the heads of the other imprints that fall under his umbrella.

"My thoughts are really irrelevant if I really want each [label] to be itself." he says. "I don't tell Dr. Dre what artists to sign.'

Anthony inherits a label that has registered a number of multimillion sellers, including Papa Roach's "Infested" (3.27 million), Lifehouse's "No Name Face" (2.47 million) and Furtado's "Whoa, Nelly!" (2.4 million), according to Nielsen SoundScan.

DreamWorks' biggest seller, Toby Keith, remains part of DreamWorks' country division, headed by James Stroud in Nashville. He will continue to head DreamWorks Nashville and will report to Iovine (Billboard, Dec. 6, 2003).

Mo Ostin says he sees the sale as a win-win.

"We're feeling good about how this came down," he says. "For Interscope, picking up the country operation that's profitable and given the hot rock acts that we've had, it's going to turn out to be a real positive thing."

# 'Music Retailers Must Not Think They're In A Mode Which Can't Change'

#### **BY TOM FERGUSON**

As chief executive of London-based Virgin Entertainment Group, Simon Wright is used to having a high profile in the international music industry.

However, it was his role as chairman of the Global Entertainment Retail Assn.-Europe that kept Wright's name on the lips of European record company executives in late 2003.

In October, GERA-Europe issued a mission statement (*Billboard*, Nov. 1) claiming piracy was being portrayed as the main cause of decline in the music markets around the world, when "the decline in quality and diversity of releases should be seen as an equally large problem." The trade body called for increased investment in artist development to counter that perceived problem.

Wright says GERA's statement provoked strong reactions from record companies; major music merchants in Europe admit that it was a public expression of private frustration that many of them have been feeling in recent times.

Wright "has a great understanding of the key issues in the business," Sony Music U.K. chairman/CEO Rob Stringer says. "[He] has always dealt with the dynamic between retail and the record companies in a sensible and articulate manner."

The VEG chief is "committed to breaking new artists," Universal Music U.K. chairman/CEO Lucian Grainge adds. "So he is someone we can do business with; he's a retailer who wants to retail music and who has an interest in new artists."

Wright has also chaired the British Assn. of Record Dealers (BARD). That briefly overlapped with his tenure as chairman of GERA-Europe, representing national associations from Austria, Belgium, France, Germany, Italy, the Netherlands and the U.K.

#### **Q:** How do you view the current business climate?

A: Over [2003], business was satisfactory in difficult markets, both in the U.S. and the U.K. But 2003 also brought a lot of the restructuring I've been doing over the last three years to completion. Our owned businesses are now focused on the U.K. and North America, and we're actively managing licensed businesses in France, Japan and Australia. We've exited all the Continental European territories and we're very happy with the structure.

Our primary focus is to concentrate on the U.K. and North America, having converted a number of our businesses [elsewhere] to licenses. We see that as the most appropriate way to operate in territories such as Asia or Australia.

### **Q**: You recently relaunched the Megastore in San Francisco with lifestyle products. Will music remain VEG's key product line?

**A:** Whatever we do, we must not undermine our credibility in our key product areas of music and film. San Francisco is all about adding new products into the mix; it's not about suppressing music sales. We're acknowledging the fact that music in the U.S. has had its third year of decline—and in the U.K. we may be starting a few years of decline. We feel the best way forward is to add more product into the mix of what an entertainment store represents.

In San Francisco we've added more travel products, more fashion products, health products, more books, hardware. We've given the store a different context. We expect to see music to drop as a percentage of our sales in San Francisco, but we hope we don't see a decline in unit sales.

#### ${f Q}$ : What's the way forward for music specialty retailers?

A: Music retailers must not allow themselves to think they're fixed in a mode which can't change. You have to adapt to different markets and environments and create a profitable model. In [London flagship store] Oxford Street, we recently brought [instrument dealer] Sound Control into the basement. It's got the biggest selection of electric guitars and the widest selection of drum kits in Europe; it gives the store real music credibility.





#### Simon Wright: Career Highlights

2003: Named chairman of Global Entertainment Retail Assn.-Europe. 2000-2003: Chairman of British Assn. of Record Dealers.

1999: Named managing director of Virgin Entertainment Group's U.K. Megastore business. In June, promoted to VEG chief executive.

1998: Named president/CEO of VEG's North American Megastore business 1997: Promoted to VEG group finance director.

1996: Adds responsibility for the Virgin Cinema business to his finance director role.

1989: Joins London-based VEG (from U.K. clothing/homeware retailer Storehouse) as finance director of the U.K. Megastore business.

We've re-laid everything; we've got 20% more stock in the rest of the store, over 25% less space. It's more crowded, but it actually improves the atmosphere, and we've seen a 15% improvement in sales since the change.

#### **Q:** Do you see online sales overtaking traditional retailing?

**A:** Online is always going to supplement traditional retailing. Inevitably, the specialist sector will get smaller, due to a combination of straight Amazon-type online retailing and downloading. Downloading on a paid basis in mass terms is a generational shift. You're not going to find in two years' time that download-ing has killed everything off. It's far more subtle than that.

We're looking at 10% of our market being replaced by downloading, which is just as much a problem. People will have to adapt and consolidate. Losing 10% off their sales would irreparably damage the business model of most retailers, unless they did something else.

#### **Q:** What about indie stores with more niche businesses?

**A:** I think the real specialist store has got a long life. When you really do specialize, that's the reason for the store. You're almost not a record store anymore, you're a specialist.

### **Q:** What's your opinion of Best Buy's North American exclusive on the Rolling Stones' "Four Flicks" DVD?

**A:** That was a very bad precedent. I'd definitely not be keen to follow that route. I can't understand why the band did that, or why the label thought it was a good thing. No one retailer could give them the sales that they could have had if it was out in the wider market.

#### **Q:** How do you see GERA's role developing?

**A:** BARD and [the National Assn. of Recording Merchandisers in the U.S.] and other bodies have operated quite successfully in their own territories, but the music industry is a global market. It's very important that trade bodies in Europe and America communicate and coordinate in such a way that the global content companies acknowledge that retailers act on a global level as well.

#### **Q:** How have labels reacted to that recent "mission statement"?

**A:** We're very pleased to have got a reaction. But what concerns me is the record companies are interpreting our comments on improving quality and diversity of releases as somehow downplaying the seriousness of the piracy situation. We're actually saying, "Don't ignore the general health of the market because of the focus on piracy."

### **Q:** How can they reverse the perceived decline in musical quality and diversity?

**A:** I don't know that there's any simple answer. One of the good things to come out of the majors' consolidation might be that record companies get stronger financially, and then hopefully have more money and more capacity to invest in artists over a long period in time. So, there is merit in record companies get-ting stronger by consolidation, but it would be a worrying trend if they consolidate their artists as well as their operations. Then we end up with fewer artists and even less diversity.

### **Q:** Would Universal Music Group's JumpStart price-cutting policy for the U.S. work in other markets?

**A:** That implies that it's working in the U.S., which I'm not sure it is. The whole point for everybody in the industry should be to provide good value to customers. Good value in the long term is not always served by going for the lowest price possible, because inevitably the market will build itself around very low value [product]. That again will kill diversity of content.

Price reductions achieved by a policy like Universal's will move volumes—so on one level it would work—but I think long term it would be very damaging. We are a specialist retailer offering range and depth of product and a great marketing space for record companies. It's a worrying trend for us when the trading policy of a record company undermines the model that we work to.

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## **DEADLINE: March 20, 2004**

### Congratulations to our 11th Billboard Song Contest Winners:

ROCK/ALTERNATIVE - 1st Place: Chad Hollister "Jesus, Bon Jovi, and Tarzan" 2nd Place: Robert Cooper "Another Round" 3rd Place: Rick Devon "Over You" POP - 1st Place: Jennie Devoe "How I Feel" 2nd Place: Sarah Blue "Lonely In Love" 3rd Place: Saul Zonana "Fool On A Bicycle" COUNTRY/ FOLK - 1st Place: Amy Fairchild "Tuesday" 2nd Place: James Hoye "Standing Room Only" 3rd Place: Robin Grant "I'll Be With You" 3rd tie: John Trentes "Ordinary Things" CONTEMPORARY CHRISTIAN/GOSPEL - 1st Place: Carlos Tabora "How Your Love Changes Everything" 2nd Place: Louise Perryman "Prayer For You" 3rd Place: Angela Shella "Lord Of Glory" LATIN/WORLD - 1st Place: Hillary Beth "Gotas De Verdad" 2nd Place: Guelda Brown "De Venti Para Ti" 3rd Place: David Goldman "Te Extrano Tanto" R&B/BLUES - 1st Place: Sean Wiggins "No Difference" 2nd Place: Marquesha Woods-Brooks "Afterwards" 3rd Place: Stephanie Furlow "Baby It's You" 3rd tie: Rachael Sage "My Precious Love" JAZZ - 1st Place: Andrew Hedges "If You Knew" 2nd Place: Harriett Goldberg "Suddenly You Walked By" 3rd Place: Matthias Lupri "Same Time Twice" 3rd tie: Bora Yoon "Poetry Vs. Coincidence" DANCE - 1st Place: Leonid Ostrovsky "Without You (I Feel Blue)" 2nd Place: Carol Giandinoto "Let's Get It On" 3rd Place: Kniki "Pulsing Beat"

The Billboard Song Contest P.O. Box 470306 Tulsa, OK 74147 918-624-2100 Jim Halsey, President David Kindred, Director Thea Nash, Associate Director

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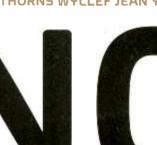












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