



NEWS: Retailers have reacted strongly to Woolworth's decision to offer **WESTLIFE's** album at £3.99

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A&R: *MW* unveils its annual **ROSTERWATCH** of all the year's key signings and who signed who

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ANALYSIS: All the top sellers in 2000, with **YEAR END CHARTS** for albums, compilations, singles and airplay

End Of Year charts 24

MIDEM SPECIAL
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FOR EVERYONE IN THE BUSINESS OF MUSIC 20 JANUARY 2001 £3.60

musicweek

Emerging talent lines up for Brits boost

by Paul Williams
The surge of new UK talent emerging in 2000 will be officially recognised in tonight's (Monday) Brits nominations with breakthrough acts poised to dominate the domestic categories.

Wildstar's Craig David - who is now lined up to perform at the February 20 spectacle - looks on course to figure in four of the shortlists after a year that saw his debut album going five-times platinum in the UK and becoming a Top 10 hit across Europe and in Australia. Alongside David, who last week signed a US licensing deal with Atlantic Records (see below), Parlophone's Coldplay are expected to figure in three sections being

announced at London's 10 Covent Garden. Multiple showings are almost certain from East West's David Gray and Serious/Universal Island's Sonique.

Brits committee chairman Tony Wadsworth believes the timing is perfect to launch the Brits, given the revival of UK music both domestically and abroad. "One of the key aims of the Brits is to bang the drum for British Music and there couldn't be a better time after the industry's best year for UK album sales and in a week when 11 of the *Billboard* Top 100 albums are British and UK-signed," he says.

The US *Billboard* 200 albums chart this week sees Arista's Dido breaking into the Top 10 for the first



Coldplay: Brits nomination hopes time, David Gray - handled by RCA in the States - making his Top 40 debut and Coldplay registering for the first occasion in the top half of the chart. Two other UK acts are in the Top 10 - EMI's The Beatles at

number one and Epic's Sade at eight - while Parlophone's Radiohead are now reclaiming the chart on the back of their *Kid A* being shortlisted last week for Grammy album of the year.

Following their Grammy nominations, Radiohead are among several established UK acts expected to figure more than once in tonight's Brits shortlist. EMI's Chrysalis' Robbie Williams is also predicted to be among this evening's mentions, although the contenders for the public-voted best single and video sections - which he won in 1999 and 2000 - will not be announced until January 24.

Meanwhile, international nominations are likely to include Interscope/Polydor's Eminem, WEA's

Madonna, Jive's Britney Spears and Universal Island's U2, who have previously been announced as this year's outstanding contribution to British music winners. They are now joined on the performance programme at next month's Brits at London's Earl's Court by David, Westlife and Williams.

Alongside the nominations announcement, today (Monday) also sees the launch of the official Brits website (brits.co.uk) through which the public will vote for the best single and video categories. The site has been designed by JM Entertainment with Done And Dusted managing the production, content syndication and commercial partnerships of the site, and not as stated last week.

Craig David (pictured) is preparing to relocate to the States for two weeks after Wildstar struck a US licensing deal for him with Atlantic Records. David, who originally looked set for Virgin Records America until merger uncertainties partially prompted a rethink, will go out to New York at the end of January for two weeks of long-lead press. He is then due to return for his first US tour in April and is expected to remain there throughout the summer, while *Born To Do It* is scheduled to appear in May. Wildstar's international CEO Graham Williams says the company had numerous, substantial US offers in the summer, but decided to put everything on hold to focus on the UK, Europe and Asia. "Having now taken a long, hard look at all the options available to us we have settled on Atlantic Records as the right label for Craig. Quite simply we believe that Atlantic is the right company to maximise Craig's undoubted potential in America," he says.



PPL gives digital jukeboxes green light

The UK's biggest entertainment machine operator Leisure Link has secured a licence from PPL allowing it to roll out a digital jukebox system which could revolutionise the jukebox industry.

Its planned introduction of the system next month comes after a failed attempt last April when it first applied for a PPL licence to install its new system in entertainment and retail venues. On that occasion it was refused because PPL did not then have a mandate from the majors. The systems operate on a hard drive within the machines linked to Leisure Link's database of more than 3,000 tracks. Crucially,

the licence allows the company to offer artist albums the day after release.

"According to Leisure Link strategic development director Russell Hart, the new machines have the power to reverse the steady decline and extend the customer-base of the jukebox industry and offer new marketing avenues for record labels. "We will now be able to offer venues tailored, constantly updated, paid-for music options and offer labels the chance to promote new albums and band tours," says Hart.

The company expects to install 80,000 machines during the next two years.

Sanctuary powers growth with new publishing arm

Sanctuary Group is continuing the acquisition and expansionist strategy that it set in place last year with the launch of a new music publishing division and its first continental Europe base.

Sanctuary is bringing in the veteran publisher and manager Deke Arlon to build its music publishing operation after acquiring his company April Music. As part of the deal, Arlon will also bring his clients, including Ray Davies, Elaine Paige and Dennis Waterman, into Sanctuary's management division. The move coincides with Sanctuary Records' first move to establish a base in continental Europe with the acquisition of Berlin-based Modern Music.



Arlon: building publishing division Sheena Easton and David Cassidy and helped writers such as Gilbert O'Sullivan and James Taylor - is joining Sanctuary as president of the newly-created entertainment division. He says that in addition to building Sanctuary Music Publishing he will also help across

the group's records, screen, studios and new media divisions. In addition to catalogue, Sanctuary has recently stepped up its A&R activities, signing artists such as Megadeth, Pete Dinklage and Ian McNabb. "Anything I can do to help I will. I have a huge telephone book with numbers and can introduce new business across all their business because Sanctuary are in everything," he says.

Sanctuary Records CEO Joe Cokeli says the acquisition of Modern will give the company the platform to build across Europe. "It's hard to do it from the UK and Germany is a magnet for Europe and Eastern Europe. It is also a good market for the music we do," he adds.

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EMI:Chrystalis last week officially signed Beth Orton (pictured), as part of its long-term deal with Heavenly Recordings. Orton's previous two albums were released on Heavenly when the label had a deal with BMG, though she was actually signed directly to the major and had been expected to make one more album under her contract with it. "Beth has released two excellent albums in her career but I feel the best is still to come, and the partnership of EMI and Heavenly provides a great framework to make that happen," says EMI president and CEO Tony Wadsworth. Orton, who won best female artist at last year's Brits, is currently working on material for her third album, which will be the debut release under her new deal. In the past 12 months, Heavenly has also been responsible for delivering Ed Harcourt and Snowblind to EMI:Chrystalis.

● See A&R analysis, p8



Music Week Awards launch online voting

Online voting is figuring in the Music Week Awards for the first time this year with the introduction of an event website.

The site (www.musicweekawards.com), which is being launched tomorrow (Tuesday), will carry the latest news on the show, provide ticket information, take entry form requests for the judged awards and accept votes for certain categories.

New categories at the event at London's Grosvenor House Hotel on March 15 include an additional promotions prize, while the first deadline for entries is January 25 for the PR award. Marketing award entries must arrive by January 29.

For further information, ring Natasha Manley on 0207 940 8665.

newsfile

AOL/TIME WARNER GETS US GO-AHEAD
The AOL/Time Warner merger cleared its final hurdle last Thursday – almost exactly a year after the \$10.6bn deal was announced – when the US Federal Communications Commission gave it the green light. The US Federal Trade Commission had given clearance in December, but the FCC wanted safeguards to open AOL's instant messaging service to rival providers.

RAVDEN JOINS WIPPIT
Naspet-style UK start-up Wipit, founded by former Xtreme network founder Paul Myers, has recruited industry accountancy and management veteran David Radden as a non-executive to its board. Radden is expected to help the company establish trading links with collection societies and labels ahead of its May soft launch.

BPI UNVEILS RED-TAPE PROPOSALS
The BPI's campaign to banish red tape from the record industry moved on a step last week when it delivered proposals to the Department of Culture, Media and Sport. The Government department was told by the BPI that it could help reduce red tape in the areas of tax and employment legislation. The BPI now wants members to submit examples of bureaucracy they have encountered.

VOSS MOVES UP AT UMI
Universal Music International is promoting marketing vice-president (Universal Motown and Dreamworks) Matt Voss to international marketing vice-president. Voss, the former general manager of MCA/Geffen within Universal Records, takes over from Andrew Kronfield, who is moving to a new role in New York. Mercury Germany's marketing director, Lars Grewe, is taking up the new post of marketing vice-president in Island/Def Jam and Universal Motown and Island/Def Jam product manager Andrew Reeder is being promoted to marketing manager Island/Def Jam.

Worldpop nets Trinity Street for digital marketing venture

by Mary-Louise Harding
Crat sponsor Worldpop is bidding to create a digital marketing powerhouse with marketing operation Trinity Street Direct after raising £5.1m of second-round funding.

The two companies plan to pool Trinity Street's 40,000-name postal and email database together with Worldpop's SMS capability and online content assets to offer record companies and "aligned industries" a range of direct marketing services to young music fans. Worldpop also claims to have amassed more than 70,000 e-mail addresses through its site and its music news service to HTML users.

The deal was hammered out following the internet company's successful completion of a second institutional funding round before Christmas. In a move that defies the continuing downward trend among

consumer internet sites, Worldpop raised £5.1m – valuing the company at £30m, according to incoming chairman Charles Levinson.

Investment bank Dresner Kleinwort Benson (DKWB) has invested £3m, giving it 10% equity. The further £2.1m was raised from seed investors JP Morgan, 3i Group and EFT Amadus Capital Partners – which all have 10% stakes – and the Accelerator Group.

Chrystalis Group deputy chairman Levinson has replaced co-founder Peter Powell as chairman as part of a broader management restructure which sees co-founder Martin Heath relinquishing his CEO role. Liam Hamilton and Jeff Smith continue as joint managing directors.

The new chairman says the restructure has been necessary to ensure the company has full-time dedicated managers to steer the re-



Levinson: taking chairman's role focus on primarily a digital marketing business. Both Powell and Heath retain seats on the board, while DKWB executive Steve Smith and Trinity Street managing director Simon Stanton both take board seats.

Speaking on his new role, Levinson says he decided to add Worldpop to his directorship duties – including Chrystalis and Sci Entertainment Group – because of the strength of the business model. "Worldpop has a

clear model with clear revenue lines and route to profitability," he says. "It has a strong base of investors which gives the company the ability to take advantage of opportunities and a management team who understand what they're doing – especially with the addition of Simon [Stanton]."

He adds the company is on course to achieve profitability in one to two years, although he rules out achieving profile and financing via an IPO until at least 2002.

Meanwhile, Worldpop has completed negotiations with Bard and the BPI for the second of its three-year sponsorship deal of the charts. Worldpop is set to propose new ways to promote the charts over a series of meetings scheduled with the organisations during the next month, according to Levinson, as it expands its content beyond pop and dance genre coverage. *WMC Press*

BPI and IFPI help shatter Russian piracy operation

BPI and IFPI anti-piracy officers helped bust apart a Russian mafia gang running a £1m music piracy business out of London.

The two music organisations worked alongside City of London police in a two-year operation which resulted in the arrest of two members of the organised crime syndicate, Vladimir Strogiline and Alexander Tanov, who subsequently pleaded guilty to conspiracy charges at Southwark Crown Court. Sentencing in the case was adjourned last Friday until February 2.

The IFPI's head of enforcement Iain Grant says the long-running investigation kicked off in 1999 when the IFPI and BPI noticed large quantities of Russian-made CDs coming into London and the South East. Grant says that with senior investigator Mick Ellis leading the IFPI team law enforcement officers were able to infiltrate the crime gang, who were using couriers on false passports to smuggle CDs from St Petersburg to a counterfeit factory in Hendon. "It was a large-scale stuff. They'd supply



Martin: need for 'decisive action' anything you wanted from the *Billboard* Top 100," he says. The police were eventually brought in when it became clear the gang had heavy connections with interests in other criminal activities such as credit card fraud. "We have known that organised crime is involved in music piracy for some time, but this is the first conviction on UK soil," he adds.

BPI director of anti-piracy David Martin adds that 'decisive action' against CD pirates will help the British music industry maintain its edge as one of the most successful in the world.

Polydor takes honours in 2000 market shares

Polydor has rounded off its best year to date by capturing both the singles and albums market share crowns for the whole of 2000.

The Universal operation becomes the first company since Virgin in 1998 simultaneously to take both titles. On singles it comfortably beat 1999's winner EMI:Chrystalis into second place with 11.3% and a 3.4 percentage points lead, while on albums overcame 1999 champion Virgin by just 0.8 percentage points to top the table with an 8.6% share.

Polydor's two triumphs were matched by Universal in the end-of-year corporate tables, taking the albums crown by 11.2 percentage points with 25.0% as EMI finished second. It led on singles with 20.5% ahead of second-placed Warner with 11.7% and also won both quarter prizes. Ten was the year's top singles and albums distributor with 29.3% and 26.7% respectively.

Parlophone, third top company for the year on albums, stomped to victory in quarter four with 11.5%, while Polydor was top singles company with 13.4%.

● Full details next week

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MW COMMENT

EXPECT THE UNEXPECTED

Anyone who could have confidently predicted a year ago that the Top 10 list of best-selling albums in 2000 (see p26) would feature then relative unknowns David Gray, Craig David and Coldplay deserves a job in A&R. And a very senior job at that. But then one of the most exciting things about music is its very unpredictability – and 2000 was an unpredictable year.

Looking at the list of albums artist signings made by key labels (see p8) it is perhaps harder than ever to pick the names that will be gracing the Top 10 albums list of 2001. The problem is not so much that there is no quality – there is. But success relies more than ever on not just making unique records, but then building media and retail support for those acts and sustaining it for long enough to hook the record-buying public.

Still, this year's top sellers list offers a reminder that popular music comes from the most unexpected places, which is why we have this year extended our full signings roundup to cover more labels than ever before. The full list is printed in *MW's* sister A&R newsletter the *Green Sheet*.

This move reflects the fact that the independent sector is arguably playing a more important role than ever in nurturing radical music. But it also reflects our belief – and hope – that increasingly success depends as much on originality as label affiliation.

It has taken months to conclude, but Wildstar's final conclusion of negotiations for a US deal for Craig David means that he can take on America. He stands a good chance of success in the home of R&B not because of his R&B talents, but because he brings a pop sensibility which is not only rooted in his personality but in his UK roots. Put simply he could not have been a product of the heavily formatted, producer-led US scene.

He is an English original – which is why he has succeeded so far. We should not forget what we do best. *Ajax Scott*

PAUL'S QUIRKS

CHARTS MUST BAN CHEAP RELEASES

The fact that the first Westlife album went to number one on the mid-week album chart highlights the need to review the current chart rules which allow a release sold at £3.99 to top the main albums chart.

If as an industry we are to maintain that the current charts used by the BBC and many leading music magazines and newspapers is the only chart that counts, then the BPI and Bard have to give serious consideration to excluding any album sold at less than cost price. The problem appears every time a major chain has a clearance sale or buys-in top titles at rock-bottom prices to use as loss leaders to attract customers. That is a legitimate ploy, but the fact that the albums on offer then appear in the next Top 40 misleads the public in every sense of the word. Some may think that the artist or band have a new album out and purchase it at full-price before realising that it is in fact old material, while others may see it at the knock-down price of £3.99 and wonder why they paid £12.99 or more a couple of weeks before. The more inquisitive will probably ask sales staff why a certain album has re-entered the chart and I for one would be embarrassed to explain that it was because Woolworths, Virgin or HMV were selling it at £2.99 or £3.99 instead of the usual £12.99.

The resulting confusion cannot be good for the industry. Let the chains sell the albums at whatever price they want but please can we exclude them from the chart.

The success of Eva Cassidy's albums, especially *Songbird*, during the past month should not have come as a surprise to regular readers of this column. Since her tragic death, the albums have been selling steadily mainly as a result of Radio 2 support and word of mouth recommendation but all it needed was a video appearance on TOP 2 to light the blue touch paper. Congratulations to everyone at Hot and Blix Street Records on UK sales of more than 150,000 copies of *Songbird*.

Paul Quirk's column is a personal view



Bolland quits Virgin for new Miles label launch

Virgin Records A&R manager Guy Bolland has left the company to set up a new label with Italian artist and producer Robert Miles.

The first release for the new label, Sharp Records, will be Miles' new album *Organik*, which is a collaboration with recent V2 signing Nitin Sawhney. The album is scheduled for release on April 24.

Bolland, who first made contact with Miles last September with a view to signing the artist to Virgin,

says, "We want to create a boutique identity with the ethos of companies like Creation, Warp or Ninja Tune." Miles adds, "With regard to the artists we intend to sign to Sharp Records, they are likely to be able to fuse electronic music with live instrumentation."

While the label has yet to finalise a European distribution deal, Miles' album has been licensed to Shakti in the US. Bolland expects marketing and PR to be sourced externally on a pro-

ject-by-project basis.

Miles is widely known for his mid-Nineties worldwide hits *Children and One & One*, which featured the vocals of Marla Yauer. Organik will be his first release since parting company with BMG two years ago, following the release of his second album 23AM. Although Bolland made no signings during his two years at Virgin, he had previously spent three years overseeing the roster at Gut Records.

Retail slams 'madness' of Woolies' bargain Westlife

by Paul Williams

High Street CD discounting tumbled to another low last week as Westlife's debut album challenged for the number one spot after retailing at just £3.99.

The four-times platinum album, which contains five number one singles, was leading the mid-week chart by the end of trading last Thursday, almost solely on the back of an exclusive discounting campaign mounted by Woolworths. Its £3.99 mark-up left the industry facing the possibility of having a number one album selling at the same price as a single.

The promotion, which Woolworths initiated itself after being offered the album at mid-price by BMG a week ahead of other retailers, was condemned as "complete madness" by rival corners. They are angry that it flies in the face of industry efforts to try to promote the value of music to the public. Some also believe they have been unfairly treated because Woolworths has received preferential treatment.

"It's disappointing that BMG have taken the decision to give Woolworths the stock a week up front of everyone else," says Virgin



Westlife: centre of price storm

Megastores head of music Jim Batchelor. "What's unforgivable is what Woolworths have done. It means every other music retailer can't compete with that album. There's no point selling music at these prices. It sends out all the wrong messages to the punter."

That the offer – which follows a similar Woolworths promotion for Boyzone's *By Request* album at the start of the year – will prompt an album back into the Top 10 so cheaply, has raised questions over chart qualification rules. At present an album is allowed in the Top 75 artist chart if its dealer price is

£4.25 or above, although this does not take into account any free product deals undertaken between dealers and suppliers.

Richard Wootton of Leicester independent Ainleys says the industry should be careful about over reacting on what could be a one-off, video chart. It's a complete mess because it is full of cheap product and the last thing we want to see is marketing opportunities making a nonsense of the music charts. It's something that certainly needs to be addressed to avoid this happening in the future.

BMG sales director Richard Corps declines to comment on the decision to offer the promotion to Woolworths exclusively, although he says the record company had no advance knowledge of involvement in the retailer's pricing plan. "It was a surprise to us as much as it was to everybody else. We had no funding of it. The pricing was completely Woolworths' decision," he says.

A Woolworths spokesman says the promotion was undertaken to raise footfall in store during a traditionally quiet period of the year and is delighted with the results so far.

Kang takes new media position at BMG in US

US management agency The Firm's former new media consultant David Kang is to take over the new media responsibilities of outgoing BMG chief marketing officer and new technologies president Kevin Conroy.

Kang has been hired by the major as its New York-based senior vice-president of new technology, while the company says executives to cover further new media and marketing duties previously performed by Conroy will be appointed shortly. A replacement is also expected for chief finance officer Tom McIntyre who left his post last week.

A BMG spokesman says the two executives' decisions to leave the company were made before the appointment of Rolf Schmidt-Holtz as president and CEO.

● Bartselmann's European books and music companies were BOL last week negotiated to buy the data and database assets of bankrupt rival Boxman. Due to data protection laws, the company only plans to use customer databases in its own UK and Ireland territories. It will redirect customers to BOL in its other European territories.

BBC show puts spotlight on R1's Nineties DJ cull

The great Radio One DJ bloodletting of the early Nineties is the next subject of the BBC's award-winning *Blood On The Carpet* series.

Walking With Dice: Jeskeys, going out at 9.50pm tomorrow (Tuesday) on BBC2, promises to investigate the "highest profile and most consequential shake-up" of a national radio station following the arrival of Matthew Bannister as Radio One controller.

The 40-minute programme follows Bannister's culling of some of the most experienced DJs – discusurs according to many within Portland Place – in broadcasting history in an attempt to attract a younger audience and stave off the growing threat to the nation's favourite from commercial stations. *Blood On...* producer Nick Minsky says that "Bannister's strategy meant the old guard DJs, such as Dave Lee Travis, Simon Bates and Gary Davies, had to leave to make way for new blood. In the programme Bannister is quoted as saying, "There were a number of DJs who were older than the Prime



Bannister: R1 shake-up revisited

Minister, the director general of the BBC and the Archbishop of Canterbury – one of them was an OAP."

The programme also features the station's first head of production Trevor Dann, who has a significant falling out with the controller when Bannister failed to back his manager over on-air comments made by then Radio One DJ Chris Evans.

"After that relations between Dann and Bannister were strained to say the least," adds Minsky. "But, it is interesting that these two stayed on for quite a while after the whole thing had finished."

Two additions to HMV marketing team confirmed

HMV marketing manager Richard Orr has recruited a new promotions manager following Robin Burrows' departure to MSN last year.

Alice Wagner has joined the team from media agency DNA where she was account manager and has previous experience at sales promotion agency Team LGM.

Her role is to build on HMV's third-party promotional activities with brands such as Pepsi where consumers are asked to redeem music-based offers at HMV stores.

Meanwhile, HMV's senior marketing manager Cormac Loughran has appointed a new advertising manager to replace Richard Coles who left before Christmas to join IPC.

He will be succeeded on February 15 by Duncan Grant, who moves from IPC where he is currently advertising manager with the music and sports division. He has previously worked at Empar where he was music manager across the Q, Mojo and Kerrang! titles.

In his new role, he will oversee a team of four planners including Alex Munro, who has been promoted to senior planner rock and pop.

Survey shows youth rate music at top of priorities

by Steve Hemsley

Music's central role in young adults' lives has been underlined by a new survey in which it emerges as the second most important interest to UK 15- to 24-year-olds.

The ROAR survey, backed by Empat, Carlton Screen Advertising, Channel Four, The Guardian and media agency OMD, questions a panel of 1,000 young people every six months about their attitudes and lifestyles.

In the latest poll conducted in the autumn respondents were asked to rate from one to five the 10 most important things they always make time for. Listening to music had an average rating of 3.83 (see table) and only spending time with a girlfriend/boyfriend (4.50) scored higher.

This is the 34th wave of ROAR research since the project began five years ago and a different set of questions are included each time. "What we are seeing as we enter a new century is that music remains a key element in the lives of Britain's youth. What surprised us was how far ahead of watching TV listening to music was," says Chris Hall, senior research executive at RSGB which carries out the study.

When asked which media they use

MARKETING PROFILE FOR 15- TO 24-YEAR-OLDS

MOST IMPORTANT THINGS THEY MAKE TIME FOR (rating from 5 to 1)	PREFERRED MEDIA SOURCE FOR MUSIC REVIEWS (%)
With partner 4.50	Magazines 70
Listening to music 3.83	Radio 55
With family 3.69	TV 47
Pub 3.27	Internet 30
Sports/hobbies 3.22	National papers 28
Clubbing 2.93	Teletext 12
Shopping 2.91	Local papers 9
Talking on phone 2.86	Mobile phone 1
Reading books 2.75	None 17
Watching TV 2.69	

(Source: RSGB)

to obtain information about artists and new releases 70% (see table) of respondents said they would refer to magazines. Radio and TV came next with the internet their fourth choice and mobile phone services bottom of the list.

This trend mirrors the annual Youth TGI survey in which the 11-19 year olds it questioned in 2000 also cited magazines as their main source of music information.

Top Of The Pops magazine publisher Albe Lewis says young people choose magazines that reflect their tastes and whose views they trust.

The ROAR survey also underlines how often people listen to music while doing other tasks. While read-

ing a magazine, 64% of 15- to 24-year-olds will listen to a CD or take while 58% will tune into a radio station.

Channel Four's research group head, Gary Roddy, is the current chairman of the ROAR committee and he hopes the data will encourage more brands to advertise during the station's music programming. "Certain advertisers are aware of the importance of music in the lifestyles of the demographic but others do not give guidance. Many know Channel Four is the station to reach 15- to 24-year-olds but they need to know which lifestyle topics, and therefore which programmes, are appealing most to this age group," he says.

HANDS ON LAUNCHES ONLINE RADIO

Independent label Hands On Music is launching its own internet radio station at the end of this month. The move is part of a number of changes to the company's marketing strategy announced by founder Gerard O'Farrell to promote its English acoustic folk/rock act Show Of Hands prior to the release of their latest album *Cold Frontier* in April. Hands On Radio.co.uk will play Show Of Hands music 24 hours a day and include interviews and tracks from the new album. Tickets for the act's party show at The Royal Albert Hall on April 7 will be sold online.

JOHN TURNER LAUNCHES 5 PR

John Turner, the former head of national TV and radio promotions company JTM, has set up his own plugging business called 5 PR. He is joined by former JTM head of TV promotions Kate Burnett and former Appearing staffer Sam Wayne.

VELOCITY PR GOES INTERACTIVE

Velocity Communications, the PR and event management company that has worked for ex-Creations Records head of communications Andy Saunders, has launched a division promoting interactive entertainment. It is headed by account manager Martin Bramall and will support game industry clients.

FINDLAY LAUNCHES RED SHOP FITTERS

Former partner of shop fitting and display company International Displays (ID) John Findlay has set up a new company called Retail Entertainment Displays (Red). Findlay sold his 50% stake in ID to fellow partner Brian Jones and has launched Red with a showroom in Peterborough serving a number of multiple and independent clients including Anvys Records and Fopp.

E-MEDIA-C AND EMI IN ONLINE DEAL

EMI music and entertainment business site launch E-Media-C has forged a deal with EMI Music Publishing to offer business subscribers access to search the major's catalogue. The site - which is being launched at the end of the month and counts actor Gareth Hunt among its founders - expects broadcast and advertising executives to use the service.

BPI HONOURS DAVID WHITE

Craig David's Born To Do It and Barry White's The Collection last week reached five-times platinum status, while Toploader's Oka's Big Moka turned platinum and Shirley Bassey's This Is My Life - Greatest Hits gold.

HOW TV SHOWS' RATINGS COMPARE

Programme	this week's change on 10/11/2009
Sitratna... (p.1)	5,400 n/a
Top Of The Pops*	4,252 -23.2
Sitratna... (p.2)	3,800 n/a
CD:UK*	2,321 -18.5
SNV*	2,155 85.7
cinema's Top 10 (C4)	2,000 n/a
Dance 2000	212 n/a

*combined totals
Source: Mediacoil EMB for w/e December 25 2009

Parlophone's first marketing campaign for The Divine Comedy (pictured) kicks off today (Monday) with an online promotion on the act's relaunched website. For one week tracks from the new album *Regeneration*, which is out on March 12, will be streamed to the site. The campaign hits the road at the end of January with two showcases at London's Riverside Studios. An international audience has been invited to the January 24 event while more than 30 UK retailers will be organised on January 25. The label has also announced a short six-date tour between February 14-20 visiting Edinburgh, Northumbria University, Manchester, Birmingham, Portsmouth and Bristol prior to the release of the single *Love What You Do* on February 26. Parlophone marketing director Terry Felgate says, "The approach we are taking to this project is to consolidate the existing fan base first as well as building new interest. After the showcases we can begin to negotiate co-op marketing initiatives with specific retailers." Parlophone is also in talks with national newspapers to run various co-op promotions including ticket offers.



R2 woos labels to develop new acts

Radio Two's executive producer music Colin Martin has called on record companies to take another look at the station as a vehicle for developing new acts.

Martin, who took over control of the Radio Two playlist at the end of last year when head of music policy Geoff Mullin left the station, says the network's record of early plays for acts including David Gray, Toploader and Lonestar demonstrates the growing importance of Radio Two as its audience gets younger.

"I will always have an open door policy at Radio Two and I am telling labels to come and talk to me. In recent years they have perhaps not approached us as much as they should have when trying to advance new artists. Everyone needs to realise how our audience is changing," he says.

According to Rajar data, 9.9% of Radio Two's audience was aged between 25-34 in quarter three 2000 compared with 9.6% at the beginning

Martin: "Radio Two is changing"



Martin: "Radio Two is changing"

of 1999. The number in the 35-44 age group increased from 15.3% to 16.7% over the same period.

"We are not trying to be Radio One but we are the most listened to station in the country by market share and because we are not targeting a particular age group we will consider playing any song if it has a good hook," he says.

The BBC has confirmed that a marketing strategy for Radio Two is being put in place for 2001 although the spend involved is not being disclosed.

Advertising sales house for UK online music brands launched by Clickmusic

Music search engine Clickmusic.co.uk has launched a specialist advertising and sponsorship sales house for UK online music brands.

Sonic Advertising starts with three clients, Clickmusic, independent artist portal Music3W and mobile phone ring tone download company Youmobi.com, and aims to increase music's share of the estimated £300m online advertising market.

Clickmusic links to more than 300,000 music files and managing director David Saiten says he wants to develop opportunities that prove particularly attractive to commercial partners. Sonic Advertising claims it is working on accounts generating more than 30m page impressions a month.

"We are offering clients the scale of a general sales house but with

more specific targeting. Equivalent sports sites are seen as lifestyle destinations and generate larger advertising revenues. Music has a far greater claim as a lifestyle choice but has been let down by companies with little or no feel for the brand involved," he says.

He adds, "We are not just looking at traditional button and banner ads but will also be focusing on the growth area of mobile phone ring tones which are a good marketing opportunity for record companies."

Music3W hosts a number of acts' websites and manages their relationship with fan communities. Commercial director Tony Clark says a dedicated sales house for music should boost revenue. "Advertising and sponsorship is a sensitive area for many acts and we needed an agency that understood music and the artists," he says.

chartfile

● The radio popularity of Robbie has breathed new life into Robbie Williams' album *Sing When You're Winning* in Germany. The EMI album, which debuted at number one on the German chart back in September, now climbs 16-6 in *Sing* moves up two to the top of the airplay while regressing 20-19 on sales. German radio's enthusiasm for the track is matched elsewhere in Europe as it holds its position as the most popular UK-sourced release across the continent. Meanwhile, the single moves 6-4 on the Italian sales chart where it secures its position as the highest-ranked UK-sourced track.

● London Records' Sugababes are fast making a claim as one of the UK's big international hopes for the coming year with their single, *Overload*, now the biggest hit by a UK-signed act on the German sales chart. The track last week moved 24-15 on sales, while on the *radio* chart of UK repertoire on European radio it now climbs 16-14. It is one of the former tracks on the chart whose corporate breakdown is headed by Universal with nine tracks. There are two BMG, indie and Virgin releases and one apiece from EMI and Sony.

● Wildstar's Craig David hits a new high in Australia by moving 7-3 with *Born To Do It*, which is enjoying a chart revival across much of Europe. The album, which has been a Top 10 hit in many territories, rebounded 27-17 last week in Germany while reclaiming its best week 9-5 in Norway, 34-9 in Denmark, 27-10 in Sweden and 31-20 in Italy.

● Coldplay hit new chart peaks on both the Australian singles and album charts with *Yellow* climbing 44-34 on its second week and *Parachutes* lifting 35-24 after 13 weeks present. Their Australian success comes as positive news stretched across several continents but last week saw their debut album rise to a new peak of 9-2 in Canada, while this week it climbs 23-15 in Norway.

● The Apple/Parlophone-issued Beatles' 10th anniversary album number one across much of the world, currently counting among its vast array of chart-toppers Australia, Germany, Italy, Israel, Mexico and Sweden. By last week the release had collected a staggering 121 platinum awards, including going 17-times platinum in Ireland and 12-times platinum in New Zealand.

● Radiohead's *Kid A* heads a trio of albums enjoying mid-revivals on the Australian chart. Parlophone release moved 53-36 in Canada, where it originally reached number one back in September, while Polygram's *S Club 7* album 7 moved 55-47 and Robbie Williams' *Sing When You're Winning* 150-9.

● Deca ad Bond, who broke into the Swedish Top 10 last November with their debut album *Born*, claim a second big European conquest by winning a second Top 10 in Italy. It is the first of four UK-sourced releases in the Top 10 there with EMI's The Beatles sitting at one and another Italian label's and WEA's Eric holding at five and eight respectively.

by Paul Williams
The Beatles were back leading the charge of UK music overseas in quarter four as UK-signed acts rounded off a lucrative year in Europe.

The album was joined several other UK-sourced releases in becoming substantial hits in every key music market around the world, while other acts reached new international peaks during the three months. Significantly, the UK industry's success stretched not just across Europe, as had happened in the previous quarter, but into the US, too, with five UK-signed albums making the Top 20. *Sing*, which in quarter three had seen Robbie Williams' *Sing When You're Winning* stamp its authority on much of the world, enjoyed an even better quarter four with both the album and *Radiohead's Kid A* topping the *Billboard* 200 chart. The Beatles' 1 has generated 19.5m sales around the world to date with its chart-topping achievements. This includes the rare feat for a foreign album of making number one on the all-comers Japanese chart. Further evidence of The Beatles' enduring popularity there came in October when John Lennon reissues simultaneously reached the same chart-top spot.

Radiohead added to EMI's success in Japan, reaching number five on the domestic chart with *Kid A*, which was also a Top Five hit in Australia. Germany and Italy while debuting at

TOP 20 SALES HITS OF 2000

	US	Japan	Germany	France	Italy	Canada	Netherlands	Australia	Total
EMI	Singles	1	0	1	0	3	7	4	6
BMG	Albums	0	0	0	0	2	0	3	2
BMG	Albums	2	5	5	5	6	4	5	3
SONY	Singles	0	1	0	5	3	0	2	5
SONY	Albums	2	3	2	2	3	2	4	13
UNIVERSAL	Albums	2	8	2	2	2	2	4	7
UNIVERSAL	Albums	1	11	6	6	4	7	7	13
VIRGIN	Albums	0	2	2	4	2	4	4	4
VIRGIN	Singles	0	7	2	4	1	3	5	10
WARNER	Albums	0	2	2	5	4	2	2	7
WARNER	Albums	0	1	6	2	2	4	4	7
INDIES*	Singles	1	0	2	2	4	2	4	10
INDIES*	Albums	0	6	5	3	1	3	3	8

*Singles scores for Sonique have been attributed to Universal
Source: Music Week and *Info*, figures represent Top 20 chart appearances Jan-Dec 2000

in one Canada, France and the US. The release has been given a further lift by being shortlisted for a Grammy.

Sony UK, quiet internationally for much of 2000, bounced back in quarter four with Charlotte Church and Sade who had, respectively, reached platinum and double platinum in the US by the end of the year with the latest albums. Church bettered even the Stateside popularity of her first two albums by making the Top 10 for the first time with *Dream A Dream*, while Sade insured a stunning comeback by debuting at three in the US with *Lovers Rock* and also going Top Five in France, Germany and Italy. Sony also saw Toploader score their first Top 20 sales hit overseas in a leading market with *Dancing In The*

Moonlight making the grade in Germany.

Warner and Warner were also part of a British breakthrough in the US where in the whole of 1999 just one UK-sourced album — Cher's *Believe* — had reached the Top 10. Warner peaked at 17 with Enya's *A Day Without Rain*, which was Top Three in Japan and Top 10 in Australia, Germany and Italy, while Universal's latest U2 offering was beaten among UK albums in the quarter by just the runaway Beatles album. All that You Can't Leave Behind hit number one in virtually every key music territory and was unlikely to only debut at number three in the US after producing the band's best SoundScan week with an opening 428,000 sales.

UK TOP 20 AIRPLAY HITS IN EUROPE

UK	Title/Artist (UK company)
1	1 Supreme Robb Williams (Chrysalis)
2	2 The Beatles (Apple)
3	3 Inner Circle Texas (Mercury)
4	4 Sly Stereo (Grosvenor/Universal)
5	5 It Feels So Good (Stereophonics/UKIreland)
6	6 Dancing In The Moonlight (Toploader/C2)
7	7 Gotta Tell You Samantha Mumba (Polygram)
8	8 12 Days Craig David (Widstar)
9	9 Stuck In A Moment You Can't Let Go (Lindsay Lohan/Hallmark)
10	10 If That Were Me Helena G (Virgin)
11	11 Black Coffee Al Sattar (London)
12	12 My Love (Holla) (Mercury)
13	13 The Way They Ride (The Real Rockan Rollers (Polygram)
14	14 Overload Sugababes (London)
15	15 In A Dollhouse (Mercury)
16	16 Life Is A Beautiful Mess (Roan Keating (Polygram)
17	17 Touch Me (Put Me In Love With) Cassandra (Arista)
18	18 Beautiful Day U2 (Island/UKIreland)
19	19 I Turn To You (Mikalo J (Virgin)
20	20 — All Hooked Up All Saints (London)

Chart based on 20 UK-sourced releases in Europe
EMI: 1,000,000 copies; Virgin: 500,000 copies
To be updated to reflect new sales on CD (01-05-00)



GAVIN US RADIO TOP 20

UK	Title/Artist (UK company)
1	2 The Geto Boys Jay-Z (JMG)
2	1 Hit Jackson Outlaw (A&M/Atlantic)
3	4 Dinger (Bop So Long) Mystikal (Jive)
4	4 My First Love (A&M/Atlantic)
5	5 I Wish I Really (Jive)
6	6 Just Friends (MCA/Universal)
7	7 Promise Jagged Edge (So So Def/Columbia/CGR)
8	10 It Wasn't Me (Shaggy (JMG))
9	9 One Woman Man Dave Hollister (DreamWorks)
10	11 New York, New York (So So Def/Columbia/CGR)
11	11 Emotional Charles (Jed) (Arista)
12	12 — Phat R In My House (Def Jam/Atlantic)
13	13 Suffer Ja (MCA/Universal)
14	14 Stranger My My (Rude (Epic/EAG))
15	15 Independent Woman L3 (Columbia/CGR)
16	16 It's One Now (421) (Bop/Atlantic)
17	17 — I'm In (Cash Money (Interscope))
18	18 — E! (Nelly (Universal))
19	19 — Is That Your Cheppin' Bitch (Roc-A-Fella/JMG)
20	20 No More (Blitz (Fly) (Mercury))

Chart based on 20 US-sourced releases in UK
Source: Music Week
To be updated to reflect new sales on CD (01-05-00)



TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABOARD

COUNTRY	Title/Artist (label)	chart rank
AUSTRALIA	1 7 Days Craig David (Widstar)	1
album	1 The Beatles (Apple/Parlophone) 1	1
album	1 South Side Moby (Mer) 6	8
album	1 The Beatles (Apple/Parlophone) 1	1
single	Gotta Tell You Samantha Mumba (Poly) 12	13
album	Play My Music (Mer) 8	14
FRANCE	1 Overload Sugababes (London) 15	26
album	1 The Beatles (Apple/Parlophone) 2	18
album	1 The Beatles (Apple/Parlophone) 1	1
IT	1 Supreme Robb Williams (Chrysalis) 4	6
album	1 The Beatles (Apple/Parlophone) 1	1
NETHERLANDS	1 Walking Away Craig David (Widstar) 11	11
album	1 The Beatles (Apple/Parlophone) 2	2
single	Beautiful Day U2 (Mer) 11	11
album	1 The Beatles (Apple/Parlophone) 3	2
album	1 Nelly (Mer) 21	22
album	1 The Beatles (Apple/Parlophone) 1	1

Source: ASCAP/SoundScan/Sony Music Inc. Single Top 100/Music Week
Includes 100-sourced releases in UK and Australia

AMERICAN CHARTWATCH

by ALAN JONES

A year ago this week there will 11 albums and four singles by British and Irish acts in the *Billboard* chart. This week there are 20 albums and six singles — and three of those albums are in the Top 10, the first time that has happened for five years. The Beatles (pictured) led the way again, with 1 selling a further 235,000 copies last week to register its sixth week at number 1 at the summit, while increasing its overall sales in Italy to 5.33m. Sales of 1 dropped by 41% last week — but that is pretty much in line with the market, which shrunk by nearly half with just four albums in the entire Top 200 registering increased sales.

Joining the Beatles in the Top 10 are Sade and Dido. Sade's *Lovers Rock*, which has been as high as number three, climbs back to number eight, with an over 100,000 sales. The album was doublets helped by growing success of the first single *You Send Me*, which is the highest debuting single in the Hot 100 at number 75 giving the singer a new personal set for her 42nd birthday this week. Meanwhile, Dido's *No Angel* rises 17-9 to arrive in the Top 10 and end a half year off release and 34 weeks after making its chart debut. It sold more than 58,000 copies last week and is also benefiting from a hit single, namely *Thank You*, which improves 80-72.

The glad tidings continue, with David Gray's *White Ladder* finding new impetus to climb into the Top 40. It leaps 53-38, while the single *Baby* moves 62-59. And Coldplay are the latest British act to catch fire, with their album *Parachutes* continuing its rapid ascent with a 118-84 jump on its fourth week in the chart. It is being helped by the single *Yellow*, which is bubbling under the Hot 100.

BMG's debut album *Sonora* or *Later* charted as high as number 38 last year and is on the rise again, climbing 104-101 this week and more than 50 places in the last week's chart. It is being helped by the single *Still On Your Side* is one of the week's fastest movers, jumping 64-54.

The rapid decline of Christmas albums coupled with the lack of new albums by British and Irish artists this week, with U2 up 22-16, *Brick* up 124-120, *S Club 7* up 137-126 and *Marky Mark* up 85-83, 163-140. There are re-entries for the latest albums by PJ Harvey (number 18), *Stevens* (number 17) and *Fatboy Slim* (number 196). Completing the UK/Ireland contingent, *Eton John* slips 94-96. *Samantha Mumba* falls unseasonal plunge from 75 to 103. Finally, *Destiny's Child* makes an Women is the number one single for the 10th straight week, although it is coming under increasing pressure from *Shaggy's It Wasn't Me*.

Would the following please stay by the phone Monday the 22nd of January:

Lou Reed
Iggy Pop
Cecilia Bartoli
Simon Rattle
Alban Berg Quartet
György Ligeti
Sly Stone
Willie Nelson
Helmuth Rilling
Madonna
Siegfried Palm
John Fogerty
Anne Sofie von Otter
Esa-Pekka Salonen
Isaac Hayes
Marie-Claire Alain
Phil Collins
Henryk Górecki
U2
Luciano Berio
Michael Jackson
Daniel Barenboim
David Bowie
Christian Lindberg
The Rolling Stones
Keith Jarrett
B.B King

Philip Glass
Yo-Yo Ma
Paul Simon
Carlo Maria Giulini
Barbra Streisand
Arditti Quartet
Dan Laurin
Tom Jones
Kroumata
Alice Cooper
Anne-Sophie Mutter
Beastie Boys
Gidon Kremer
Bryn Terfel
Leonard Cohen
The Hilliard Ensemble
Neil Young
Kraftwerk
Eric Clapton
Heinz Holliger
Thomas Hampson
Brian Eno
Ramones
Carlos Santana
Mitsuko Uchida
Kent Nagano
Diane Warren

Peter Gabriel
Jevgenij Kissin
Brian Wilson
Alfred Brendel
London Sinfonietta
Chuck Berry
Sofia Gubajdulina
Jorma Panula
Chris Blackwell
John Adams
Bjørn Ulvaeus &
Benny Andersson
Myung-whun Chung
Carole King
James Brown
ECM Records
Hans Werner Henze
Stephen Sondheim
REM
Maurizio Kagel
Tina Turner
Jeff Lynne
Sting
Elvis Costello
Valery Gergiev
Public Enemy
Tom Waits

David Foster
Jim Steinman
Stock Aitken &
Waterman
Johnny Cash
Ahmet Ertegun
Jean-Michel Jarre
Johnny Hallyday
Julio Iglesias
Tim Rice
Kronos Quartet
Cliff Richard
Cher
Diana Ross
Van Morrison
Dietrich Fischer-Dieskau
George Michael
Arvo Pärt
Pet Shop Boys
Clive Davis
Malcolm McLaren
Gene Simmons &
Paul Stanley
Steeley Dan
Prince
John Eliot Gardiner
Martha Argerich

Sergio Mendez
Mike Oldfield
George Martin
Pete Townshend
Gilberto Gil
Phil Spector
Riccardo Chailly
Berry Gordy
Lionel Richie
Run DMC
Nile Rodgers
Seymour Stein
Julian Bream
Trevor Pinnock
Barbara Hendricks
Maurizio Pollini
Graham Johnson
Bryan Adams
Ensemble Contemporain
Aretha Franklin
Claudio Abbado
Andrew Lloyd Webber
Per Nörgård
Rod Stewart
Edita Gruberova

You never know.

The Polar Music Prize was founded in 1989 by the late Stig Anderson who was one of the true greats in the music industry. As the publisher, lyricist and manager of ABBA, he played a key role in their enormous success.

Stig Anderson donated a large sum of money to The Royal Swedish Academy of Music with the aim of creating what was to become known as the Polar Music Prize. Its name stems from Anderson's legendary record label, Polar Records.

It is an international prize putting music in focus and awarded to persons, groups or institutions in recognition of exceptional achievements in the world of music in its broadest sense. The task of scrutinizing the nominations each year and selecting the ultimate prizewinners falls to a

special jury. The Prize is presented in Stockholm by His Majesty King Carl XVI Gustaf of Sweden.

Today, the Polar Music Prize has become the most prestigious music prize in the world. The official announcement of the winners of the Polar Music Prize for 2001 will be held in the company of Les Bider, CEO Warner Chappell and stars like Lisa Miskovsky, Kelly Levesque and Meja at the MIDEM music exhibition and fair on Monday the 22nd of January at 6.00 PM CET.

Join us in person at the Swiss Montreux Jazz Club, Carlton Hotel, Cannes, France or check our webcast available from 8.00 PM CET on www.polarmusicprize.com



POLAR MUSIC PRIZE

THE ROYAL SWEDISH ACADEMY OF MUSIC AWARD

Diversity the key to 2000

If 2000 was the year when the manufactured pop bubble finally burst, it was also a

years to come, 2000 may emerge as a pivotal year in the recent history of UK music. It was the year when the manufactured pop bubble finally burst - or at least the year when only the best pop acts succeeded - and the year when "proper" UK-signed artists such as Craig David, Coldplay, Moby and David Gray all broke through to shift large quantities of albums at home. Above all it was a year which finally saw a greater diversity of music on the charts.

In January 2000 it may have been hard to predict this pattern in anything but the most general terms, but certainly, as the list of A&R signings lengthened during the year, one of the few clear threads to emerge is diversity. Indeed, looking at this year's list of album signings it is striking how dance acts sit alongside guitar bands, two-step alongside pop. Equally, at a time when many observers bemoaned the lack of decent new artists around, A&R teams seemed to be as busy as ever signing up new albums acts in addition to the sorts of one-off singles that filled the singles chart.

Of course experiences differed from label to label. Indies such as PIAS and Ministry UK were hires of artists like Limp Bizkit, Mercury, Universal-Island and Polydor made a number of new signings, while at BMG, Arista reported no signings in 2000 (although it did snap up Big Sur at the start of the year), while RCA listed a slew of new names. For some other labels, a few signings could reflect an uneasy corporate climate; the arrival of a new managing director at WEA in particular meant that

more new artists were dropped or put on hold than were signed by the year's end.

Although the total number of signings listed is down on that for 1999, major labels signed 41% more in 2000 than they did the previous year (see table). In part the overall downturn may reflect the fact that some companies prefer not to disclose information of acts that are not yet close to releasing material; for example, Simon Fuller's 19 organisation currently has around six acts under development, most of which are understood to be linked with TV projects and some of which will not be formally signed to record companies although they will release music. Another factor is that the fluctuating list of labels surveyed. Given the organic nature and shifting fortunes of many indies, some that appeared in last year's listings have been replaced by more prolific companies or those that are currently more relevant to the current market. However, in order to ensure that no one was missed out and to reflect the growing importance of the indie sector, we actually surveyed more labels this year than ever before. With only the key signings highlighted below, the full

listings - including extended management and publisher information - will be published in the next issue of *MW's* sister *A&R* newsletter *The Green Sheet*.

While each year's signings lists may not correspond exactly, it is interesting to compare their chart strike rates. 1999's

	1996	1997	1998	1999	2000
Total number of acts signed	156	188	167	183	173
Total number of acts signed by the majors	87	114	80	56	79
Signings' Top 40 album strike rate	16%	13.5%	7.5%	8.4%	9.3%
Signings' Top 40 single strike rate	33%	22%	19.5%	24.6%	18.5%

signings did not fare well in the singles charts in 2000, with only 16.5% managing to score a Top 40 single in the year after we first listed their signing. In fact some acts are still in development and are yet to break through - among them contenders such as Boom (London), Farrell Lennon (Universal-Island) and Zoot Woman (Wall Of Sound) - but the fact that the latest signings strike rate is the lowest on record seems to highlight the increasing difficulty breaking

new artists into the singles charts. Equally, the downturn of the singles strike rate also reflects the dominance in 2000 of one-off dance singles which are not included in the listings below.

When it comes to albums, the picture is rosier. In 1999's survey, the majors' total of 56 signings may have been their lowest figure since *MW* started compiling the annual rosterwatch in 1995, but this cautious approach seems to have worked: 18 of 1999's key signings - among them Coldplay, Point Break, Samantha Mumba, Mi Cola, Doves, Alice Deejay and Atomic Kitten - managed to score a Top 40 album in 2000, while the overall strike rate for all signings was 9.3% during that period.

There are a number of possible explanations for this improved performance. The increasing success of a smaller number of major label signings may simply mean that such acts are spending less time being developed by in-house A&R teams, instead honing their talent with

BEGGARS BANQUET

Riffy Chro (Beggars Banquet): An aggressive Glasgow three-piece popcore act currently mixing grunge their indie rockers and pop.

Lupine Howl (Beggars Banquet): Formed by former Spiritualized members Sean Cook and Mike Moore, Lupine Howl released the single '125 in October'. Their debut album is scheduled for release in April.

Tindersticks (Beggars Banquet): Following their departure from The Way Up/Island, the band are currently mixing their first studio album, set for release in the first half of 2001.

King of Woodstrokes (Mantra): Experimental electronic sounds with a soundtrack feel.

The Archangels (X): Australian psychobilly pop/dance hybrid.

Capitol K (XL): Alternative male vocalist.

Lemon Jelly (XL): Critically acclaimed instrumentalists, whose Lemonjelly made the *MW* writers Top 10 albums of 2000.

BMG

Big Sir (Arista): Formerly known as the Kooks, the band were signed from Sanctuary in January 2000. A single *Desert Song* is due in March, with an album to follow in early summer.

Deadly Avenue (E-managed): Album due in June from the artist known for his remix work on Travis and Manic Street Preachers, along with his series of underground Btatic Creek EPs.

Madaff (E-managed): Twenty-year-old Haitian singer/songwriter.

MC Hecate (E-managed): The 21-year-old Welsh London rapper was discovered at last year's Urban Music Seminar in London's Hammersmith.

Joshua Ryan (Nonesuch): Album due from the DJ/producer known for the progressive house track *Pistols*.

Tom Stagers (Polygram): High-profile dance act who have enjoyed success on collaborations with acts such as Dane Bowers/Victoria Beckham and Brian Harvey.

Ben (RCA): The former Patsy Beal and frontman released his debut solo single last autumn.

Backyard Babies (RCA): Formerly signed to East/West, the Swedish rockers' third album *Bad Boys* is due in early summer. They recently supported AC/DC around Europe.

LEMON JELLY



The Cooper Temple Clause (RCA): Reading guitar trio who will release two new studio albums independently and are already picking up specialist press after a handful of gigs.

Fighting Colours (RCA): Nick Ramoné-designed punk act who claim to be the first act signed from the internet by a major label.

It's Je & Danny (RCA): Homegrown Camden indie picked up via the Boilerhouse boys.

Skindred (RCA): Newport-based metal act, comprising three members of former Earache rockers Dub War.

Stephanie Morgan (RCA): Singer who appeared in a pre-launch version of *Girl Thing* and who is currently being developed by Lewis Bloom. First material expected by the year.

William Orbit (RCA): Album due in the summer featuring Dido, Madonna and Beth Orton.

Waterboys (RCA): Their comeback album *A Rock in the Weary* reached number 47 in October 2000. There is the possibility of an outtakes album towards the end of 2001.

CHEMICAL UNDERGROUND

Aerogramme: Glasgow three-piece who contrast heavy and acoustic sounds and will follow up October's limited-edition *The Glam Grapple* EP with a full album later this year.

COOKING VINYL

Echo & The Bunnymen: Looking to re-establish themselves in the next step of their lengthy career.

AC Acoustics: UK guitar veterans.

Frank Black & The Catholics: A full-scale UK and continental European tour is lined up for the spring.

DOMINO

Fizzaron: Russian electronic duo combining beats with Eastern European melodies.

Future Pilot AKA: Glasgow pop combined with traditional Indian soundscapes.



THE COOPER TEMPLE CLAUSE

Head: Art pop from the north.

Stephan Mallon: Accessible melodic direction for the Pavement frontman's solo work.

ECHO

Spec: Former Dream Warriors frontman and US collaborator (aka Hussain Yousaf) managed by Jez Summers and Tim Parry.

EDEL

Brita Haver: Former East 17 vocalist aiming to re-establish himself with 18 & a string *Straight Up* (No Bends) is due in March with an album to follow in the summer.

Times 4: South London black female quartet aimed at the pop market. Debut single *The Got Game* is due in April with an album to follow later in the year.

Highway: Dayband in early stages of development.

EMI

DJ Remmy (Additive): Progressive house/trance DJ producer has a set of EPs and an album planned for 2001.

Starsailor (EMI-Chrysalis): See acts to watch *Prefab Sprout* (EMI Liberty): Eighties pop veterans set to return in early summer with a new album. The *Guns n' Other Stories*, produced by Tony Visconti.

The Magnets (EMI-Chrysalis): A cappella group featured on BBC's *Star For A Night* will precede their debut album *Giving It All That with new single* at the *West* Sessions.

Ed Harcourt (Newbury): Critically acclaimed 23-year-old singer/songwriter currently working with Tim Holmes (Death In Vegas), Gil Norton and Dave Fridman.

Snowblind (Newbury): Boy/girl pop duo with live band and a post-punk influence.

2nd Edge (Perfophone): UK underground vocal three-piece.

Spiller (Perfophone): Following the success of *Groovetec*, the Italian house producer has album planned for summer 2001.

Dub Conspiracy (Perfophone): London two-step outfit who scored an underground hit with *Freax* *Like*.

Watergate (Perfophone): Further releases planned for the German pop/trance act, who scored a top five hit with *Heart of Asia*.

Five Sessions (Perfophone): Progressive house trance outfits from Holland set to debut in early 2001.

Eric Prydz (Rage): Swedish dance pioneer, already causing a stir with tracks *Get Down* and *The Discotheq*. A name to watch, but as an artist and producer.

INSTANT KARMA

The Alice Band: The debut material from singer/songwriter/guitarists Amy Lindop, Charity Holt and Audrey Nugent - who are compared with Shawn Colvin, Jon Mitchell and The Cowboy Junkies - will surface in Spring 2001.

Fuzz Light Years: Indie-pop five-piece sharing management with Catorina. Following their *Interstellar Operator* release through Animalnoise, a debut single and album on Instant Karma will be released in the spring.

Kaya: 24-year-old Jamaican vocalist and songwriter, currently recording her debut album with producer Dennis Charles set for a summer release.

Ghostland: Self-produced debut album scheduled for release in the spring.

JEEPSTER

Ben McCubbin: Recently signed for a new project with scheduled collaborations including acts such as Fun Lovin' Criminals, Natalie Imbruglia and Courtney Love.

INDEPENDIENTE

Blackout: Producer/performer Merlin (Bomb The Bars, Marsh Cherry) releases his UK garage single *Mr D* in late February.

Jody Lee: 16-year-old South African currently recording tracks for her debut album.

Martina Topley-Bird: Best known for her involvement on Tracy's early material, Topley-Bird's debut will be released late in 2001.

Silva Nordenstam: Hip Swedish boss chanteuse joins Independentie following a string of critically-acclaimed albums, with a new collection likely later this year.

MINISTRY OF SOUND

Schiller (Datsi): German trance/ambient outfit aiming to reoccupy in UK in 2001.

Storm (Datsi): German house act whose time To Burn sold 300,000 units in 2000, followed by a Top 20 placing for the follow up, *Storm Animal*.

Hatiras (Datsi): Ragga house act.

Genius Crx (Infective): Five-piece two-step act looking to build on their current single *Boom*.

Santox (Infective): Italian producer who has made his debut in the UK chart this month with



FUZZ LIGHT YEARS

00's signings

a year of hectic A&R activity. James Roberts reports

managers and producers of indie labels prior to securing major deals. It may also represent a label's ability to prioritise more projects on a smaller roster, giving new artists greater priority than in previous years. That said, traditional A&R development was apparent in 2000, with Toploader's breakthrough – the band were signed back in March 1997 – particularly significant.

One undoubted trend during the year reflected in the signings list was the resurgence of label deals and satellite imprints designed to tap directly into specific areas of musical expertise. This was certainly Mike Henehan's plan at Play It Again Sam, which struck alliances with companies including Soul II Soul (Wookiee) and Fat Cat (Sigr Rök), Liveas, Ministry Of Sound, a pioneer of this strategy, courtesy of its rapid corporate expansion by striking artist development label deals for David Holmes (L3 Amp) and Todd Terry (Sound Design), while developing more

artists targeted at albums crossover in 2001, including chill-out duo Bent.

At BMG, Arista's NuLife affiliate produced Trueteppers, while the purchase of Cheeky Records from Champlin brought acts such as Faithless, Skinny and, most notably, Dido into the fold. At Universal, Popstar struck an artist development deal with Swedish

producers Murlyn towards the end of 2000, while parent company Universal acquired a 50% stake in Serious Records, the company from which it licensed Sonique.

EMI-Chrysalis's relationship with Heavenly brought it new artists Snowblind and Ed Harcourt (not to mention Starsailor indirectly), plus, most recently Bent Orton. And EMI also struck a deal with Middle Row to release music through Cooltempo; the first singles under the deal – The Boom Tunes by The Alisters – is due in March.

Along with an increase in external label deals, majors became increasingly willing to offer boutique imprints to A&R staff in order

to secure their services. Jonathan Chapman left Universal/Island to start Radiate at Virgin, signing buzz A&R act of 2000 Haven along the way. And, at BMG, A&R consultant Simon Dawell also secured his own imprint, while former Higher Ground chief Mick Clarke joined RCA to launch his own R&B label E-manipulated.

One fact that is reflected clearly from this year's survey is the long-protracted move away from manufactured pop. While it would be inaccurate to claim that pop is over as a genre, the negative associations inspired by most of last year's slew of second-rate girl acts has made many labels wary of declaring their new straight pop signings. Of the pop acts soon to release material, Innocent signing Lulu (although marketed with an R&B edge) and Polydor's Sophie Ellis Bextor are likely to be leaders in the genre this year.

A myth broken by the survey is that the A&R world was desperate to snap up UK rock acts in 2000, following the breakthrough of international acts such as Limp Bizkit and Slipknot. In fact the trend was limited largely to ZTT's signing of Ragging Speedhorn and RCA's double-rock signing of Swedish and Swedish rockers Backyard Babies. The UK market has benefited from East/West. The paucity of such signings perhaps highlights the difficulty which UK rock talent faces in competing with even new US acts such as Papa Roach or Linkin Park.

It is not just new names that make up the list of signings. Columbia benefited from the demise of Creation, adding Tenacious Fancub to its roster, while also signing Straw to their third major label deal – highlighting an

increasing trend for labels willing to give acts a second, or sometimes third, chance on making it. Similarly, critically-acclaimed act Ebor were picked up by V2 following their departure from Universal/Island and Richard Branson's indie also succeeded in its extended negotiations for the signing of Nitin Sawhney (whose Mercury Music Prize nominated album Beyond Skin appeared on Outcast). Elsewhere, Ministry Of Sound secured the signature of trance veteran DJ, RCA signed William Orbit, former Go Beat Delakota signed to London, and Beggars Banquet signed Tindersticks following their departure from This Way Up/Island. New deals were also secured by former East 17 frontman Brian Harvey (Ede) and Eighties veterans Echo & The Bunnymen (Cooking Vinyl) and Prefab Sprout (EMI).

Aside from the usual indie/alternative bias displayed by some sectors of the A&R community, dance acts figure more prominently in the survey than ever before. This is significant as it demonstrates the increasing importance of the genre as a source of crossover albums, with Moby's success acting as a catalyst to refocus A&R attention.

Inevitably most dance acts – for example, East West's Oxide & Neutrone – are initially signed to singles deals, only then moving to albums deals if they prove successful. By definition this means that we cannot yet list an exhaustive list of the contenders among this year's breakthrough dance acts for the simple reason that many of them have yet to sign albums deals. Expect more action in this area as 2001 unfolds.



00'S KEY SIGNINGS

Camels (Atlantic): About to follow in the summer. **Warrior** (Real Gone!): Hard house anthem *Warrior* reached the Top 20 in autumn 2000, with further tracks due in 2001.

B-15 (Real Gone!): UK garage crew who made a mark with their debut *Gigs Like Us*.

So Solid Crew (Real Gone!): The 20-Strong Crew from Birmingham broke through in 2000 with their *Oh No* (Sentimental Journey).

Tom Hoy (Rialto): Top selling German house DJ aiming for UK success with a new style and debut album.

BT (Sound Of Ministry): Recently signed to a three-album deal, his new album in June will aim to follow *Moby*, from the dance world into mainstream acceptance.

Bent (Sport): Following the low-key release of their *Programmed To Love* album, the leaders of the post-dance chill out sound are set to crossover with the release of *Swivel* as a single in February.

Lexy & K Paul (Substance): German hard house duo big beat hybrid duo.

MUSHROOM
Astrama (Force Panda): London based four-piece release their debut album due in the spring.

Caretaker (Force Panda): Young Surrey punk four-piece set to debut with mini-album in the spring.

Fiver (Force Panda): Psychotic indie-rockers whose *Divings* for Satellite is due in May 2001.

Twig (Force Panda): Welsh electronic experimentalists release their debut album *I Sweet Tabasco* at the end of January.

28 Days (Mushroom): Australian rock act looking to build on current interest with widespread European touring in 2001.

Jan Johnston (Perfecto): Debut on album from vocalist previously featured on projects including *Southern*, *Tomski* and *BT*.

Timo Maas (Perfecto): Sex acts to watch.

Zero 7 (Ultimate Dimensions): Widely-acclaimed experimental ambient act.

MUTE
Looper: Fronted by former Belle & Sebastian member Stuart David. Looper releases two albums on Jeepster before signing to Mute.

Nude: German electronic-dub pioneer.

BLUDE
King Louie: Alternative act influenced by Neil Young, Gomez and Moby.

ONE LITTLE INDIAN

Kelli Allin (Sneaker Pimps): Vocalist returns to GU for a solo deal. Currently working on debut solo album in Los Angeles with Rick Nowels.

PLAY IT AGAIN SAM
Last Post (Bright Star): Dublin's new arrival.

Tim Hutton (PIAS): Signed in mid-2000, Hutton is already known for his work on various dance projects. New single *Colours* will be released in March.

Soulwax (PIAS): Following heavy touring, a new single *Conversation Intercom* is due in February.

Wookiee (Soul 2 Soul): Following his award as *Muzik* Magazine's best new artist of 2000 with live dates.

Mogwai (Southpaw): Long awaited third album will be released in April, produced by Fleming Lips/Mercury Rev producer David Fridmann.

The Zephyrs (Southpaw): Having released a limited single last year, their album is due in the spring.

SKINT/LOADED
Aemie Louedig: Norwegian female cult pop singer set to debut towards the end of 2001.

X-Press 2 (Skint): Highly-respected house producers/DJs who were formerly signed to Junior Boys Own and are working on new tracks with several high-profile guests. The new project will be released in late summer, preceded by the single *Mussum*.

Freq Nasty (Skint): New album late in the year will be preceded by several throw single releases.

SONY
Jo Brezner (Columbia): 17-year-old solo female artist noted for her smoky vocals, aligned to Lene Marlin and Natalie Imbruglia. Debut single due in first quarter of 2001.

Ebony (Columbia): 19-year-old solo female singer/songwriter in the first signing by Matt Ross. Single expected in third quarter of 2001 and album early in 2002.

Straw (Columbia): Four-piece guitar band managed by Kevin Nunn, previously signed to WEA. New album *Keepstays ready* for 2001, supported by widespread touring.

Teenage Fancub (Columbia): Picked up following the demise of Creation, Columbia released the Top 40 album *Howdy* in November.

Yours (Columbia): Billy Reeves (founder of TheesDaughters) teams up with 19-year-old vocalist

Catherine Turner for this Carpenters-esque project.

Hatsuharu Bore (Epic): Due to begin recording her own material, Byrne will soon be featured as the voice on *Salt N' Nuggs*.

The Bush, The Tree & Me (Epic): Having already sold out London's Scala, the act who draw comparisons with The Sundays, Cranberries, and the like live to attract interest with their Stephen Street-produced LP.

Evidence (Epic): Four-piece male vocal group. **Nipster (Epic)**: A single written by Greg Alexander is set for release in March.

Pete Vuocolic/Keith Baxter (Epic): Ex-3 Colours singer Pete Vuocolic, working on material with Dave Eringa (Toploader, Idewild, Maric), **Halo (S2)**: Four-piece guitar band combining elements of rock and indie.

SOURCE UK
Simian: See acts to watch.

Turn Brakes: South London duo subject of major A&R attention in 2000.

Gemma Hayes: Young singer/songwriter who has already scored success in her native Ireland.

TELSTAR
Brothers Love Dubs (Decade): New project from Brothers in Rhythm partners Dave Seaman and Steven Anderson.

Andy Mitchell (Decade/Telstar): **Stevie Wonder/Lenny Kravitz** influenced singer.

Dirty Harry (Dirty World): Hole/Smashing Pumpkins influenced rock act fronted by 19-year-old female who released a debut limited single in December.

Mia Yee (Infamous/Telstar): London female pop R&B act – making their chart debut this week – are set to work with collaborators including Intronix, Sunship and StarGate on an album.

Emmie (Telstar): Formerly signed to Manifesto/Mercury, Emmie will follow her recent Ronan Keating support tour

with a single, *You Only Hurt*, in the spring.

StarGate (Telstar): Norwegian writer/producers currently developing an album project with an urban bias, featuring a number of unknown guest vocalists.

Nicole (Telstar): 20-year-old London vocalist known for her collaboration on Artful Dodger's track *Twenty* may have a new project.

TWISTED NERVE
Misty Dixon: French soundscaper, predominantly female four-piece from the North West. Their debut album will follow a series of low-key single releases this year.

Cherrytree: Experimental hip-hop producer. New track likely to be included on a Twisted Nerve compilation in early summer.

UNIVERSAL
Archtechs (Go Beat): Scored single success in 2000 with *Bodygroove*, which will be followed in March by new single *Show Me The Money*.

Dusted (Go Beat): Side project of Faithless' Lynchpin *Rob*.

To Be Named (Go Beat): Asian dance duo from London, originally known as *Kelown & Steve*.

Daric G (Manifesto): Signed by Luke Neville and now a worldwide album project for Manifesto after leaving *Eternal/WEA* last year.

Junike XL (Manifesto): Prodigy-style rock/dance hybrid.

King Adora (Mercury): Having secured the cover of the new *defunct* *Melody Maker* in 2000, the Midlands act release their first Mercury-marketed single in February.

Maceo (Mercury): Former vocalist from US R&B group *Blackstreet* now residing in the UK. Her debut Mercury single when *I Look Into Your Eyes* will be released in February, with mixes courtesy of Darkchild and DJ Cole.



SO SOLID CREW



ELISABETH TROY



Starsallor (EMI/Chrysalis): Not many introductions are needed for the brightest indie hopes of the year, already bowing

under the weight of critical acclaim. The Chorley four-piece were the subject of one of the hottest A&R bidding wars of 2000 and it is encouraging that their new material appears to combine all the ingredients necessary to match the attention. With an NME reader recently commenting "I haven't heard Starsallor yet but I already hate them", the only danger is that they fall under the pressure of pre-release hype. **Froo Froo (Universal-Island):** Still in the early stages of development — it is even possible they will change their name — Guy Sigsworth and Imogen Heap's latest project was one of the most highly regarded signings of 2000 in many quarters. Listening to Heap's breathy vocals coupled with Sigsworth's mesmerizing production, it is easy to see why. Due to appear towards the end of the year, their record is likely to appeal to the growing army of fans supporting Dido, to whom Froo has been likened. Aside from Sigsworth's work on Madonna's next single What I Feel Like For A Girl, he is nominated for a Grammy for his work on Björk's collaboration with Thom Yorke on *Scratch A Live*. **Time Mass (Perfecto):** With progressive house now firmly established as one of the sounds of UK clubland, Mass is poised to

ACTS TO WATCH IN 2001

take the genre into the charts in 2001, combining key elements of the scene with more traditional song-based tracks. His artist album debut (expected in the summer) includes high-profile vocal collaborations over progressive beats.

Meanwhile, his ascending profile — his remixes, let alone his own tracks, have managed to find DJ supporters in almost every sector of clubland — will be sustained by his newly-confirmed Gatecreeper residency, plus three planned single releases.

Simian (Source UK): Manchester-based four-piece Simian's folk songwriting, combined with unearthy production, marks them out as pioneers with a true melting pot of influences. Their witchy brew of organs and downtempo breaks is already winning them fans among the

electronic and indie worlds. While their *Witch It* CD mini-album set the scene in late 2000, their Lo-Fi antics are set to continue in 2001 with *The Wisp EP* in March, followed by the Chemistry Is What We Are album in May.

Bellefleur (Virgin): Pitched as a female harmonic act rather than just a "girl band", Virgin is emphasizing the musical ability of Bellefleur's four members, who are aged between 17 and 23. Their debut single is due in April, following their support slot on Westlife's UK arena tour (they share management with Louis Walsh). Signed in early 2000 by Paul MacDonald, a host of high-profile writers and producers — including Richard Stannard and Phil Thornalley — are now at work on material for their debut album, due in the summer.

What happened to last year's lips? **Coltaly (Parlophone):** Uncouthly the UK breakthrough success story of 2000, with their number one album Parachutes winning over critics and record buyers alike. With American radio now warming to their sound, they look like one of the UK's brightest hopes for international success in 2001. The band are currently in Australia as part of the Big Day Out festival.

Girl Thing (RCA): Despite the criticisms of the almost unprecedented pre-launch hype, Girl Thing were arguably one of the more successful girl band launches in 2000, debuting at number eight in July with *Last Ones Standing*. Although their second single (*Wis on Top*) fared less well, RCA is continuing to push the act with a third single

Pure & Simple due in March and an fourth single and album in the summer.

Animal House (Boilerhouse/Arista): When MW suggested that the signing of former indie members Mark Goss and Loz Colbert was a brave move, we also said it was a gamble that might pay off given the changing climate and general appetite for more challenging rock. However, it now seems the gamble didn't pay off, with the acoustic sound providing the soundtrack to post-millennial blues. Despite warm reactions from the specialist press to their two limited-edition EPs, *They Welcome To The Animal House* album failed to chart on its release in September. The band are currently deming new material.

Hototak (Hut): The band is currently recording their second album for Hut following their debut album *Beauty In Madness* last May. A single, *Walks With Me* was released in November and supported by consistent touring with the likes of Gomez, The Go-Betweens, and Shwartz. Despite critical acclaim — including *Beauty In Madness* featuring at number 11 in *The Times* albums of 2000 poll — their intelligent acoustic sound has yet to find mainstream appeal.

Spaek (Island Blue): The Clegham-based trio were signed 18 months ago on the back of their debut white label *Eve*. Their debut album, completed in November last year and set for release in March, is starting to pick up style press coverage and international interest from the US, where they are linked with Mos Def's Goodtree label.

ROSTERWATCH — 2000'S KEY SIGNINGS

Satellite (Mercury): Brainchild of east Londoner Johnny Green, Satellite's debut single appears in May, self-produced with additional production from John Leckie. Album due out autumn.

Akazya (Polydor): Young female solo artist composed with Mirvix Riperton.

Sophie Ellis Bextor (Polygram): Former front person for Theaudience and Spiller's Growget, currently signing material for debut solo album with Moby and Greg Alexander.

Iceberg Slim (Polydor): Debut single *Nursery Rhymes* released in October 2000.

Ladies First (Polydor): UK garage three-piece currently working with Dreem Team and Matt Rowe.

Popstars (Polydor): Pop spin-off from LW1's 13-part prime-time TV show.

Holly Lewis (Saeper Quality): Innovative 17-year-old singer/songwriter from Scarborough.

Elizabeth Troy (Talkin Loud): Signed a solo deal following her appearance on *Mo'Nasty's* Mercury Music Prize-nominated album *Sincere*. Her debut solo material will appear by the second quarter of 2001.

TherBelt (Universal-Island): Writing with Tommy D and Scott Shields and set to record with producers Dave McCracken and Steve Fitzmaurice on their debut album.

Froo Froo (Universal-Island): See acts to watch **D**.

Luca & MC Neat (Universal-Island): UK garage crew who broke through in 2000.

V2 **Blow:** Critically-acclaimed five-piece band from Bury previously signed and dropped by Universal-Island. Debut album due mid-April.

Nite Sweeney: Mercury Music Prize-nominated musician and producer joins V2 from Outcaste. His first project is likely to be an album featuring a number of high-profile mainstream collaborations.

Mo-Ho-Bish-O-Pi: Three-piece Lo-Fi guitar band whose album, recorded in New York with Don Fleming, is due for release in summer 2001.

WIRGIN **Blue (Innocent):** Four-piece pop/R&B vocal group currently working with Norwegian producers StarDate.

Laura Munez (Innocent): 19-year-old Essex singer currently working on tracks with an R&B feel.

Jonathan Wilkes (Innocent): Robbie Williams' fatmate is aiming for a similar mainstream pop audience on his debut album, which will include co-writes with Guy Chambers, Bryan Adams and Jimmy Nail, among others.

To Be Named (Innocent): Dance project — with the working name Tenet — under development in conjunction with Jon Barlow (3 Hit). **Crackout (Precious Cargo/Hut):** Kerrang! endorsed trio from Buckinghamshire, who have

lately been in the studio with Phil Veal.

Haven (Radiate): Buzz ARB act of 2000 and the first signing to the new Radiate imprint set up by former Universal-Island A&R Jonathan Chapman.

Bellefleur (Virgin): See acts to watch.

Mr Dan (Virgin): Down-tempo beats producer signed by Nigel Millard.

Planet Funk (Virgin): Nagasaki-based dance collective whose debut album is due in May. **Haven (Radiate):** See acts to watch.

Julienne Taylor (Virgin): Signed following her appearance on BBC's *Star For A Night* talent show.

Nutty UK (V2): South London dance music sound system. Debut album to be released in April.

Alameda Project (V2): Alter ego of Green Brain of Nonsense Project.

WALL OF SOUND **Blak Twang (Blak Magic):** AKA Talsania/Tony Rotten, respected rap wit Blak Twang will be building on his debut album (produced by Wiseguy DJ Touche) for WOS in mid-summer.

West London Deep (Nuxamy): Deep progressive house from Dean Thatcher (The Acof) and Dave Hedger (Innersphere).

Dateline (WOS): Italian DJ/producer Dino Lenzy and production partner Santos (see Ministry Of

Sound).

Medicine (WOS): UK act whose sound with a progressive edge. Debut album *Styings* is released in March, preceded by a single *Capital Rock*.

Roykopp (WOS): Norwegian producers forlorn Burnstad & Svein Berge's debut album (due in April) mixing dancefloor and chill-out sounds.

I Am Klost (We Love You): Currently on UK tour, the three-piece release their debut album *Natural History* in March, preceded

by the single *Dark Star*.

The Bees (We Love You): After several low-key appearances on *We Love You* compilations, their debut release comes this month in the form of the limited-edition *No Trophy*. Debut album *Susanne Hi Me* is due in May.

WARNER **Faithless (Blanco Y Negro):** Orchestral soundtrack music from producer David Kostel.

David Gray (East/West): Having been licensed from HIT in early 2000, Gray went on to become one of the crossover success stories of 2000, selling more than 800,000 units of *White Ladder*.

Osiris & Neutrogena (East/West): Leading UK garage act will follow their two Top 10 singles of 2000 with an album and live shows in 2001.

Blak Legend (Eternity): Further tracks due from the act who scored a number one hit with "You See The Trouble with me in June 2000."

Charlie Amore (Eternity): Currently deming material for her debut album. **Artful Dodger (Hut):** The most successful UK garage cross-over singles act of 2000.

Lifford (Hut): Signed for solo deal following his Artful Dodger collaboration.

Wendy Page (Hopeful): Veteran songwriter who has written for the likes of Martine McCutcheon steps out of the shadows.

Richard Blackwood (Hopeful): TV presenter turned rapper who scored hits in 2000 with singles *Mama — Who Da Man?*, *1,2,3,4 Get With*

The Wicked and Someone There for Mo. His *You'll Love To Hate* this album reached number 35 in September.

Darren Barber (Hopeful): Former drummer in Elka — described as a blue-eyed soul singer/songwriter — currently co-writing with various parties for his debut album, expected later in the year.

Moonbaby (Island): 23-year-old solo female artist, who in March became the first signing since Warner Music acquired full control of London.

Alaska (London): Indie three-piece whose debut single *Pop Kidz* is released next week.

Detakula (London): Signed in May, six months after parting company with 1993's *Mobo* unsigned collection.

Kirsty Elizabeth (WEA): Young singer/songwriter, part of the writing team responsible for *All Saints' Black Coffee*. Debut album due to include a track written by Peter Dinklage.

WARP **Vincent Gallo:** Singer/songwriter project from cult American actor/author.

ZOMB **Big Dog (Jive):** Big Dog have recently been recording in a cottage in Wales, with results expected in April.

The Parade (Jive): Signed in March, they are currently working on new material following the release of their debut single *Terrence*. The *Dancefloor* in summer 2000.

Kick n Load (Pepper): Dutch hard house act.

ZIT **Raging Speedhorn:** Corby sextet emerging as UK metal contenders. Their debut album was released in August.

Additional reporting by Simon Abbott and Claire Bond

This survey was produced in association with the Green Sheet, MW's sister A&R newsletter. For a full list of signings with management and publisher information see next week's *Green Sheet*. To obtain a copy of the *Green Sheet*, call Anna Spinks on 020 7940 8505 or Matt Leonard (020 7940 8572).

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SWORDFISH



Record label campaigns

DYLAN LEADS ROCK REVIVAL

Bob Dylan was Swordfish's top-selling back-catalogue artist last year which Mike Caddick feels has a lot to do with the new emphasis on the algeron-drawn fuelled by the success of Badly Drawn Boy and Elliott Smith. "This year I reckon rock is going to go from strength to strength led by acts such as Amen, Limp Bizkit, At The Drive In and Red Hot Chili Peppers," he says. "It is certainly an area to which we will be giving a very high profile in-store."

well with everything released on Simply Vinyl and our 12-inch vintage reggae section is also booming."

Caddick believes that the recent closure of Melody Maker is a sign of the times, reflecting the fact that music is a lot more fragmented and better served by a range of specialist magazines. "The writing has been on the wall for a long time and if anything it will sharpen the focus of the surviving NME, which will benefit stores like ours," he says.

One of the areas that Swordfish will be investigating this year is the use of new formats and Caddick is particularly interested in DVD-Audio. "Warner has just launched the software in the US and at the moment consumers are waiting for the next generation of players that have the ability to play the discs properly," he says. "DVD-Audio will retail for a couple of pounds more than CD but its surround-sound quality is bound to appeal to a lot of people. It is certainly something we would like to stock once the time is right."

Swordfish: 14 Temple Street, Birmingham B2 5BG, tel: 0121 6334859

store is its 'find and buy' kiosks. We have six of these which operate on an internet-style screen and offer customers the opportunity to search 100,000 CD, video and DVD items as well as tapping into the Virgin.com site which offers a wide range of goods. Items ordered through the system

over and we have done good business with singles from Jennifer Lopez and Fragma. We're a strong shop for singles and a lot of people are asking about new ones from Limp Bizkit and Pink. In the hardware department our refurbished mobile phones are doing a roaring trade."

Caddick is currently having to reorganise his store to accommodate the fact that vinyl sales are still expanding, but at the same time he does not want to detract from existing areas. "It's difficult juggling space but with the way vinyl is going at the moment we have to give it more shelf room," he says. "Vinyl sales have been building for a long while and there now seems to be more of it around. We do extremely

NEXT WEEK (from 22/1/01)

V Singles — Usher, Anastacia, Dario G, Saffi Duo, Baha Men, B.O.N., Martine McCutcheon, Genius Cru; Windows — Clubbers Guide To 2001; Press ads — Genius Cru, Anastacia, Baha Men

L In-store — Clubbers Guide to 2001, 21st Century Trance, R&B Masters, discount campaign; Singles — Baha Men, Spring, Usher, Alice Deejay; Windows — CDUK Vol. 2

W Windows — Feels So Good; In-store — Anastacia; Listening posts — Linkin Park, Creed, Dusted

e Singles — Best Of 2000, Jennifer Lopez; Windows — Pink, Limp Bizkit, Linkin Park, Spooks; In-store — Limp Bizkit, Martine McCutcheon, Genius Cru

S Selecta listening posts — Feeder, Buck Rogers, Tom Jones, R Kelly, Lyncrist Lounge Vol. 2, Pinnacle Sampler 2000; Mojo recommended retailers — Scullion,

Deniece Williams, Camel, ELP, Sergeant Buzfuz, Beverly Martin



Bert, Rage Against The Machine; Press ads — Tower sale, The Beatles



Retrospective, MTV The Lick, Phoenix, Reloaded, Safri Duo, Slam, TOTP2; Press ads — Creed, Amira, Anastacia, B.O.N., Baha Men, Cleptomaniacs, Genius Cru, Mos Def featuring Pharoahe Monch, Usher

W HSmith In-store — Martine McCutcheon, TOTP2, All Saints, The Beatles, Madonna

W Woolworths Singles — B.O.N. Baha Men; Album — Breakdown 3; In-store — B.O.N., Baha Men, Breakdown 3, All Saints, Pink, Martine McCutcheon, Usher, U2, TOTP 2 70s Rock; Press ads — Martine McCutcheon, Usher, Fatboy Slim, David Gray

WELF



user's home... chart CDs... there is... on chart... double... sites for... free* deal... Day, R.E.M. on a central... just about to... surer as it... until April... been ticking

"We usually expect business to be pretty quiet at the beginning of the year but this has not been the case. We couldn't have had a better start with Rui Da Silva going in at number one in the singles chart in the first week of the new year. There also seems to be plenty of music vouchers and spare cash around that is providing brisk business for all my independent accounts. Since coming back after the Christmas holiday I have been busy working on the customer service side of things and profiling our new mid-price campaign."

This week I have been selling in Usher's new single Pop Ya Collar and we expect to see him back in the Top 10 when it comes out at the end of the month. He is coming over for a week's promotional work and the single is currently getting MTV rotation and is on Radio One's A-list. I'm also selling in Sarah McLachlan's Sweet Surrender which features some much sought-after remakes.

ON THE ROAD

ALAN WISHART,
BMG territory manager for the Midlands and East Anglia

On the albums side we are re-presenting the UK edition of Dido's No Angel in an enhanced CD format, featuring videos from the album's forthcoming singles. That's definitely going to be a big one. Stores are also going to be supported to BMG TV Projects' CDUK Vol. 2, which promises to do the business with the help of substantial TV exposure. I'm also talking to my accounts about an upcoming album from blues guitarist Doyle Bramhall, who is currently supporting Eric Clapton on tour. Stores are giving a prominent position to our mid-price campaign featuring Camden and Deluxe titles and this should help to freshen up the three-for-£20 racks. Meanwhile lots of stores are getting enquiries about Outcast's Miss Jackson single which is getting MTV and Radio One support. Albums to look forward to during the next couple of months include Usher and Natalie Imbruglia. It will be interesting to see how the latter performs after the success of her last one."

The UK's Number One music industry journal



Starsallor (EMIChrystalis): Not many introductions are needed for the brightest indie boys of the year, already bowing under the weight of critical acclaim.

The Chorley fourpiece were the subject of one of the hottest A&R bidding wars of 2000 and it is encouraging that their demo material appears to combine all the ingredients necessary to match the attention. With an MME reader recently commenting 'I haven't heard Starsallor yet but I already hate them', the only danger is that they fall victim to the pressure of pre-release hype.

Frou Frou (Universal-Island): Still in the early stages of development — it is even possible they will change their name — Guy Sigsworth and Imogen Heap's latest project was one of the most highly-regarded signings of 2000 in many quarters. Listening to Heap's breathy vocals coupled with Sigsworth's mesmerising production, it is easy to see why. Due to appear towards the end of the year, their record is likely to appeal to the growing army of fans supporting DiD, to whom Frou Frou has been likened. Aside from Sigsworth's work on Madonna's next single What It Feels Like For A Girl, he is nominated for a Grammy for his part on Björk's collaboration with Thom Yorke, I've Seen It All.

Timo Maas (Perfecto): With progressive house now firmly established as one of the sounds of UK clubland, Maas is poised to

ACTS TO WATCH

take the genre into the charts in 2001, combining key elements of the scene with more traditional song-based tracks. His artist album debut (expected in the summer)



includes high-profile vocal collaborations over progressive beats.

Meanwhile, his ascending profile — his remixes, let alone his own tracks, have managed to find DJ supporters in almost every sector of clubland — will be supported by his newly-confirmed Göttercrasher residency, plus three planned single releases.

Simian (Source UK): Manchester-based four-piece Simian's folk songwriting, combined with unearthly production, marks them out as pioneers with a true melting pot of influences. Their bewitching brew of organs and downtempo breaks is already winning them fans among the electronics and indie worlds. While their *Watch It Glow* mini-album set the scene in late 2000, their Lo-Fi antics are set to continue in 2001, with *The Wisp EP* in March, followed by the Chemistry *Is What We Are* album in May.



Laura Muncy (Innocent): 18-year-old Essex singer currently working on tracks with an R&B feel. **Jonathan Wilkes (Innocent):** Robbie Williams' flatmate is aiming for a similar mainstream pop audience on his debut album, which will include co-writes with Guy Chambers, Bryan Adams and Jimmy Nail, among others.

To Be Named (Innocent): Dance project — with the working name 'Lemba' — under development in conjunction with Jon Barlow (3 Beat). **Crackout (Prelous Cargo/Hut):** Kerrang!-endorsed trio from Buckinghamshire, who have

largely been in the studio with Phil Vinal. **Heaven (Radiata):** Buzz A&R act of 2000 and the first signing to the new Radiata imprint set up by former Universal-Island A&R Jonathan Chapman. **Bellefleur (Virgin):** See acts to watch. **Mr Dan (Virgin):** Down-tempo beats producer signed by Nigel Wildman. **Planet Funk (Virgin):** Naples-based dance collective whose *Chase the Sun* single, A-listed at Radio One, is due on January 29. Album to follow in May. **Jullienne Taylor (Virgin):** Signed following her appearance on BBC's *Star For A Night* talent show.

Mutley UK (VO): South London dance music sound system. Debut album to be released in April. **Anastasia Project (VC):** Alter ego of Chris Brann of Wandou Project.

WALL OF SOUND
Blak Twang (Bad Magic): AKA Talpanio/Tony Rotten, respected reggae DJ. Twang will be building on his reputation for his debut album (produced by Wiseguy DJ Touche) for WOS in mid-summer.

West London Deep (Nuscamp): Deep progressive house from Dave Thatcher (The Acoof) and Dean Hedger (Innersphere).

Dateline (WOS): Italian DJ/producer Doo Leroy and production partner Santos (see Ministry Of Sound).

What happens (VC): UK breakthrough with their nu-winning over. With America sounds, they brighten the night. The part of the **Girl Thing (VC)** the almost successful debut, at Ones Stand (Girls On To continuing to

Medicine (W house with an edge. Debut Stylings is pre March, plus single Capital. **Roykayak (Norsk):** Norwegian DJ/Torjorn Berg's debut in April might and chill-out I Am Klost (VC). Currently on three-piece re-debut album *History in Me* by the single) **The Beas (W)** appearances debut release limited edition **Hi Me is due**

WARNER **Faustine (Gla music)** **David Gray (E)** from left) is one of the cr

selling more than 100,000 copies of garage act 2000 with an **Black Legend** the acts

Wendy Park (Hopefield): Veteran songwriter who has written for the likes of Martine McCutchen steps out of the shadows. **Richard Blackwood (Hopefield):** TV presenter turned rapper who scored hits in 2000 with singles *Mama - Who Da Man?*, *1, 2, 3, 4*. Get With



ED HARCOURT

Every week, **Music Week** offers the fastest and most accurate charts service in the world. As well as breaking the news first, **Music Week** provides comprehensive coverage of every aspect of the music business. The UK's most comprehensive guide to forthcoming product — **Music Week** is the most valuable guide to the records that are making a noise. Nowhere else will you find in-depth analysis of the latest news and issues shaping your industry's future.

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ROSTERWATCH - 2000

► **Satellite (Mercury):** Brainchild of east Londoner Johnny Green. *Satellite's* debut single appeared in May, self-produced with additional production from John Leslie. Album due out autumn.

Akasia (Polydor): Young female solo artist compared with Minnie Riperton.

Sophie Ellis Baxter (Polydor): Former front person for Theaudience and Spring's groupmate, currently working on material for debut solo album with Moby and Gregg Alexander. **Rebels Rhythms (Polydor):** Debut single *Nursery* is being released in October 2000.

Ladies First (Polydor): UK garage three-piece currently working with Dream Team and Matt Rowe.

Popstars (Polydor): Pop soundtrack from LWT's 13-part primetime TV show.

Holly Lowe (Superior Quality): Innovative 17-year-old singer/songwriter from Scarborough.

Elizabeth Thy (Talkin' Loud): Signed a solo deal following her appearance on *Mo'Nasty's* Mercury Music Prize-nominated album *Sincere*. Her debut solo material will appear by the second quarter of 2001.

Thinkerbell (Universal-Island): Writing with Tommy D and Scott Sheels and set to record with producers Dave McCracken and Steve Fitzmaurice on their debut album.

Frou Frou (Universal-Island): See acts to watch **DJ Luck & MC Heat (Universal-Island):** UK garage crew who broke through in 2000.

V2
Yves: Critically-acclaimed five-piece band from Bristol previously signed and dropped by Universal. Debut album due mid-2001.

Nitty Sawahney: Mercury Music Prize-nominated musician and producer joins V2 from Outcaste. His first project is likely to be an album featuring a number of high-profile mainstream collaborations.

Mo-Bo-Blah-Oh: Three-piece Lo-Fi garage band album, recorded in New York with Don Fleming. Is due for release in summer 2001.

VRGIN
Bliss (Innocent): Four-piece pop/R&B vocal group currently working with Norwegian producers SkatGate.



ARCHITECTS



ED HARCOURT

Green Sheet, call Anna Spem-Clark (020 7940 8585) or Matt Leonard (020 7940 8572)

RETAIL FOCUS: SWORDFISH

by Karen Faux

Mid-price, budget and genre campaigns all hit the racks in an unprecedented flurry of activity last year, marking what Swordfish owner Mike Caddick believes to be a new era of activity on the part of record companies. "They really were nonstop," he says. "This year doesn't seem to have got off to such an inauspicious start but it is bound to pick up after the experience of last year's success."

Swordfish is currently faring well with Vital's "Best Of 2000" campaign, with CDs priced at £6.99, and in the post-Christmas lull it is maintaining steady business with its specialist sections such as rock, jazz, reggae and rhythm and blues. "Christmas sales were much better than last year and the product seemed to be more across the board," says Caddick. "The performance of The Beatles was little short of remarkable. We sold so many copies we thought it would be inevitable that some people would bring them back after Christmas but amazingly we haven't had a single one returned. It really was the perfect Christmas present."

While peak season sales are over, Caddick



Swordfish: feeling the benefit of record label campaigns

feels there is plenty to be cheerful about. He is particularly looking forward to the release of EMI/Chrysalis's new Fun Fun! Originals album in February. "It looks as if EMI will deliver the first big album of the year," he says. "They've got their other strong product lined up, with albums from George Harrison, Supergrass and a quick Radiohead follow-up. The latter could turn out to be one of the strongest releases of 2001."

DYLAN LEADS ROCK REVIVAL

Bob Dylan was Swordfish's top-selling back-catalogue artist last year, which Mike Caddick feels has a lot to do with the new emphasis on the singer-songwriter fuelled by the success of Badly Drawn Boy and Elliott Smith. "This year I reckon rock is going to go from strength to strength led by acts such as Arden, Limp Bizkit, At The Drive In and Red Hot Chili Peppers," he says. "It is certainly an area which will be doing very high profile in-store."

Caddick is currently having to reorganise his store to accommodate the fact that vinyl sales are still expanding, but at the same time he does not want to detract from existing areas. "It's difficult juggling space but with the way vinyl is going at the moment we have to give it more shelf room," he says. "Vinyl sales have been building for a long while and there now seems to be more of it around. We do extremely

well with everything released on Simply Vinyl and our 12-inch vintage reggae section is also booming."

Caddick believes that the recent closure of Melody Maker is a sign of the times, reflecting the fact that music is a lot more fragmented and better served by a range of specialist magazines. "The writing has been on the wall for a long time and if anything it will sharpen the focus of the surviving *NME*, which will benefit stores like ours," he says.

One of the areas that Swordfish will be investigating this year is that of new formats and Caddick is particularly interested in DVD-Audio. "Warner has just launched the software in the US and at the moment consumers are waiting for the next generation of players that have the ability to play the discs properly," he says. "DVD-Audio will retail for a couple of pounds more than CD but its surround-sound quality is bound to appeal to a lot of people. It is certainly something we would like to stock once the time is right."
Swordfish: 14 Temple Street, Birmingham B2 5BG, tel: 0121 6334859

IN-STORE NEXT WEEK (from 22/1/01)



Windows – Jennifer Lopez, 2001 Chart Cuts campaign with CDs at £9.99; **In-store** – JJT, Creed, Jill Scott, Jennifer Lopez, All Saints, Terrorvision, Spooks, McDowell, John Tavenor, Celtic Tenors, Fragma, Eminem, CDs for £9.99, two Spectrums CDs for £10; **Press ads** – JJT, Terrorvision, Macdowell, Celtic Tenors, John Tavenor; **Feeder**, Jill Scott, Jennifer Lopez



In-store – Jennifer Lopez, CD/UK Vol. 2, MTV The Lick, Reloaded 2, Fragma, Dido



In-store – CDs from £5 including Steps and Shania Twain, £3 clearance sale for non-chart stock



In-store – two CDs for £22 including Moby, Badly Drawn Boy, Fatboy Slim, Dido, Mokojo, Björk, Belle & Sebastian, Goldfrapp, Grandaddy and Pink, three for £18 across more than 800 titles, two for £10 across 220 titles.



In-store – Best Of 2000 campaign including Estatica, Nightmares On Wax, Stereo MCA, Badly Drawn Boy, Thievery Corporation, St Etienne, Hefner, Maxim, Only Child



Singles – Usher, Anastacia, Dario G, Safri Duo, Baha Men, B.O.N., Martine McCutcheon, Emiliانا Torrini, Genius Cru; **Windows** – Jennifer Lopez, Clubbers Guide To 2001; **Press ads** – Genius Cru, Martine McCutcheon, Anastacia, Baha Men



In-store – Clubbers Guide to 2001, 21st Century Trance, R&B Masters, "How Much" discount campaign; **Singles** – Baha Men, Anastacia, Offspring, Usher, Alice Deejay; **Windows** – Jennifer Lopez, CD/UK Vol. 2



Windows – Feels So Good; **In-store** – Anastacia; **Listing posts** – Linkin Park, Creed, Dusted



Singles – Best Of 2000, Jennifer Lopez; **Windows** – Pink, Limp Bizkit, Linkin Park, Spooks; **In-store** – Baha Men, Claptompians, Martine McCutcheon, Genius Cru



Selecta listening posts – Feeder, Buck Rogers, Tom Jones, R Kelly, Lyncrist Lounge Vol. 2, Pinnacle Sampler 2000; **Mojo recommended retailers** – Scullion,

Deniece Williams, Camel, ELP, Sergeant Bufuz, Beverly Martin



Windows – sale with up to 50% off, Marilyn Manson, Ben Elton; **Listing posts** – Tom Jones, Ramrod, Bob Sinclar, Sun Ra, Sick Of It All, Phoenix, Faithless, The Beatles



Windows – Jennifer Lopez, Dario G, Martine McCutcheon; **In-store** – Alpinestars, Breakdown, Elbow, Emiliانا Torrini, Feels So Good, Garage Retrospective, MTV The Lick, Phoenix, Reloaded, Safri Duo, Slam, TOTP2; **Press ads** – Creed, Amira, Anastacia, B.O.N., Baha Men, Claptompians, Genius Cru, Mos Def featuring Pharoahe Monch, Usher



In-store – Martine McCutcheon, TOTP2, All Saints, The Beatles, Madonna



Woolworths Singles – B.O.N., Baha Men; **Album** – Breakdown 3; **In-store** – B.O.N., Baha Men, Breakdown 3, All Saints, Pink, Martine McCutcheon, Usher, U2, TOTP 2 70s Rock; **Press ads** – Martine McCutcheon, Usher, Fatboy Slim, David Gray

ON THE SHELF

STEVE PERKINS,
manager, V Shop,
Chatham, Kent



ON THE ROAD

ALAN WISHART,
BMG territory manager for
the Midlands and East Anglia

This store had a complete make-over when it changed to a V Shop from our store on this High Street. The interior is striking with bright red and blue fixtures and fittings, and we now have a much higher concentration of staff on the shop floor. We sell a wider range of hardware – including DVD, portable CD, MP3 and Minidisc players – and there is a big emphasis on Virgin mobile phones. This seems to have broadened our customer range by interesting people who are in their thirties and forties.

One of the biggest successes of the store is its 'find and buy' kiosks. We have six of these which operate on an internet-style screen and offer customers the opportunity to search 100,000 CD, video and DVD items as well as tapping into the Virgin.com site which offers a wide range of goods. Items ordered through the system

are delivered to the purchaser's home within 48 hours.

We seem to be selling more chart CDs than when we were our Own Price, and there is currently a two-for-£25 campaign on chart titles including compilations and double albums. We're also selling selected titles for £9 on a 'buy two and get a third free' deal. This spans acts such as Green Day, R.E.M. and Madonna and is positioned on a central island with very strong signage.

We're delighted that we are just about to sell PlayStation 2 over the counter as it wasn't expected to materialise until April. This week The Beatles have been ticking over and we have done good business with singles from Jennifer Lopez and Fragma. We're a strong shop for singles and a lot of people are asking about new ones from Limp Bizkit and Pink. In the hardware department our refurbished mobile phones are doing a roaring trade."

We usually expect business to be pretty quiet at the beginning of the year but this has not been the case. We couldn't have had a better start with Rui Da Silva going in at number one in the Singles chart in the first week of the new year. There also seems to be plenty of music vouchers and spare cash around that is providing brisk business for all my independent accounts. Since coming back after the Christmas holiday I have been busy working on the customer service side of things and profiling our new mid-price campaign.

This week I have been selling in Usher's new single *Yo! Yo! Yo!* and we expect to see him back in the Top 10 when it comes out at the end of the month. He is coming over for a week's promotional work and the single is currently getting MTV rotation and is on Radio One's *A-list*. I'm also selling in Sarah McLachlan's *Sweet Surrender* which features some much sought-after remises.

On the albums side we are representing the UK edition of Dido's *No Angel* in an enhanced CD format, featuring videos from the album's forthcoming singles. That's definitely going to be a big one. Stores are also giving a lot of support to BMG TV Projects' *CD/UK Vol. 2* which promises to do the business with the help of substantial TV exposure. I'm also talking to my accounts about an upcoming album from blues guitarist Doyle Bramhall, who is currently supporting Eric Clapton on tour.

Stores are giving a prominent position to our mid-price campaign featuring Camden and Deluxe titles and this should help to freshen up the three-for-£20 racks. Meanwhile lots of stores are getting enquiries about Outkast's Miss Jackson single which is getting MTV and Radio One support. Albums to look forward to during the next couple of months include Usher and Natalie Imbruglia. It will be interesting to see how the latter performs after the success of her last one."

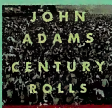
CLASSICAL NEWS

by Andrew Stewart

Now hear this...



REQUIEM FOR A DREAM ost
a film by Darren Aronofsky, music by Clint Mansell,
featuring Ronos Quartet.
"...skin tingling stuff"
Total Film February 2001
"...the perfect accompaniment to shivering
cold winter nights."
Hotdog Recommends February 2001
"...a tingling blend of menace and reassurance."
Observer January 2001
7059 796112 Released 15 January



**JOHN ADAMS
CENTURY ROLLS
LOLLAPALOOZA
SLOMNINSKY'S EARBOX**

The eagerly awaited premier recording of John Adams' piano concert-
to 'Century Rolls' will be a must for his many fans.
Inspired by the early twentieth century piano rolls of Fats Waller,
Gershwin, Rachmaninov and hot jazz, 'Century Rolls' is
a fusion of mechanical musical reproduction and the grand
virtuoso piano concerto.
7559 796572 Released 22 January



**THE ROYAL ACADEMY OF ARTS
THE GENIUS OF ROME 1592-1623**

A 2 CD set of music to compliment the Royal Academy's major exhibition
of Roman art from the early years of the seventeenth century.
Centred around the works of Caravaggio, this album
includes music by his contemporaries Monteverdi, Gesualdo,
Victoria, Palestrina and Allegri.
See the paintings, and hear the music!
Exhibition opens 20th January 2001
8578 845 542 Released 15 January



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AVAILABLE NOW FROM ALL GOOD RECORD STORES

UNIVERSAL REVAMPS DECCA 'WORLD OF SERIES'
Universal Classics' declared commitment to
improving and extending its back catalogue
lines is set to continue in the first two
quarters of this year with the reawakening
of Decca's established 'World Of...' series, the
launch of a British music range and a high-
class, mid-price collectors series devoted to
the art of great singers from the past. In
addition, a one-off release of 50 titles from
the archives begin to roll out from March to
mark the 50th anniversary of the Philips label,
including such treasures as Karl Böhm's
Bayreuth recording of Wagner's Die Walküre,
Jessye Norman's acclaimed account of
Strauss's Four Last Songs and Svatoslav
Richter's legendary Shostakovich recital.

Graham Southern, catalogue manager for
Universal Classics UK, points to ranges
intentionally planned to satisfy the domestic
market. He explains that the revival at lower
mid price of the 'World Of' series has allowed
proven best-selling titles to be repackaged for
either alongside new compilations, with the
World Of Michael Nyman and The World Of Ian
Bostridge appearing in the February 26 roll-
out alongside more generic titles such as The
World Of English Madrigals and The World Of
British Folk Music. "It's worth noting that
'World Of' albums have been consistently
popular with Britania Music's mail-order
consumers," says Southern.

Decca's mid-price British Music series is
introduced with an initial batch of 10 newer
releases in the late spring. Artists and
repertoire will be drawn from the three
constituent Universal Classics labels, allowing
Southern to restore such classic recordings as
Britten's Serenade with Peter Pears and
Dennis Brain and Walton's Façade with Dame
Edith Sitwell and Pears to the catalogue.
Highlights from the launch titles include discs
devoted to rare works by Sullivan and Britten,
and albums of music by Malcolm Arnold,
Harrison Birtwistle, Gavin Bryars and George

Butterworth. Future releases will include
composer-led albums, featuring Arne, Blow,
rare Elgar, Holst, Krussen, Nyman and
Turnage, and themed albums exploring such
strands as English Tudor Music, The Hallé
Tradition, British Women Composers, Victorian
Salon Music and Rare British Opera.

ONLINE RELEASES RAUTAVAARA ONLINE
Finnish classical label Ondine, distributed in
the UK by the Complete Record Company,
has brokered an online royalty deal with the
Philadelphia Orchestra to extend its
catalogue of works by the composer
Einojuhani Rautavaara. Although Ondine is
committed to recording Rautavaara's
output, the costs of producing a disc of his
recent Eighth Symphony could not be
justified. The work, commissioned and
premiered last by the Philadelphia
Orchestra under
conductor
Wolfgang
Sawallisch, is
being offered as
an MP3-encoded
recording of the first performance on the
label's website, www.ondine.net (pictured).



"To have recorded it with the Philadelphia
Orchestra would have cost something like
£70,000," says Ondine managing director
Reijo Kilunen. The orchestra's management
accepted Ondine's proposal to distribute the
work online, attracted by a generous royalty
arrangement. "Under a traditional royalty deal
the artists get 5% or 6% or the retail price and
the record company gets 95%," says
Philadelphia Orchestra president Joseph
Kluger. "We are sharing on a more even basis
and it means the like a fairer long-term
approach because the people who are creating
the music are getting an equal share."

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

**ALBUM
of the week**

**J.S. BACH: Sehnet, wach eine Liebe; Du
sollt Gott, deinen Herren, lieben, etc.
Concerto Palatino; Bach Collegium
Japan/Suzuki (BIS CD-1041). Masaaki
Suzuki's survey of the Bach cantatas**

reaches its 13th volume in very impressive form, backed by the mature
perceptiveness of his BCJ, excellent soloists and wonderful
choral singing. The reading of *Sehnet, wach eine Liebe BWV64*, a
cantata written for Bach's first Christmas season in Leipzig, is
fully alive to the theological drama and meanings of its text, with
the opening chorus and Robin Blaze's (pictured) eloquent
delivery of "Von der Welt verlaug ich nichts" reinforcing Lutheran
notions of faith and salvation. An exemplary release.



REVIEWS

For records released up to January 29 2001

**HANDEL: Italian Cantatas, including
Del mio amoroso, Le Lucrezia and Tra le
fiamme. Kozenek: Les Musiciens du
Louvre/Minkowski (Deutsche
Grammophon Archiv 469 065-2).**
Magdalena Kozenek follows her admirable
Bach recital on the Archiv label with a disc
devoted to Handel in his richest Italianate
guise, supported in her work here by sultry,
sensitive playing from Marc Minkowski's
Musiciens du Louvre. Very positive reviews
and advertising in the leading classical
magazines should help generate interest.

**SCHUBERT: Piano Sonatas D578, 894,
959 and 960, Alfred Brendel (Philips
Classics 456 573-2).** Four live recordings,
including Brendel's first of the Sonata D578's,
are offered by Philips to mark the pianist's
70th birthday. These interpretations reveal a
poetic response to the pieces' emotional
content, drama and friction. The advanced
marketing campaign received a boost from
two BBC programmes on Brendel televised
during Christmas week, with the album's
January 15 release backed by extensive
advertising, PoS material and mail shots.

**VERDI: Messa Solenne,
Libera Me (1869
version) and other
sacred works. Soloists;
Giuseppe Verdi
Symphony Orchestra
and Chorus of
Milan/Chailly (Decca 467 280-2).**

Conductor Riccardo Chailly fronts the cover
of February's *Gramophone* and talks about the
five premiere recordings of Verdi choral
pieces included on his latest disc to mark
the centenary of the composer's death.
Chailly explains that the incomplete *Messa
solenne*, written in 1833 and revised two
years later, and other early sacred pieces
present "the classical style fed through the
Rossini filter". Advertised in the specialist
classical press:

**VILLA-LOBOS: Symphony Nos. 4 and 12.
SWR Radio Symphony Orchestra
Stuttgart/St Clair (CPO 999 525-2).** Villa-
Lobos wrote his Fourth Symphony in
response to the Allied victory and the end
of the First World War. The Stuttgart players
prove powerful advocates of this neglected
score. There are also many fine things in
the Twelfth Symphony, completed in 1957,
not least its plaintive slow movement.

SINGLE of the week

U2: Stuck In A Moment You Can't Get Out Of (Universal/Island CID770). While All That You Can't Leave Behind is perhaps not yet the runaway UK sales success that had been hoped, Universal/Island is preparing for the long haul, and the band's live blitz has yet to begin, suggesting that the album still has some way to go. Backed by a blistering at Radio One, this second single is a vital reminder of the Top Five placing, and is also a radio-friendly as guitar music gets in these dance- and R&B-heavy times. —O



ALBUM of the week

FRANK BLACK & THE CATHOLICS: Dog In The Sand (Cooking Vinyl/COOKCD200). A return to form and his best album since 1994's *Teenager Of The Year* sees Frank Black reunited with his old Pixies partner Joey Santiago. Recorded straight to two-track over nine days with no overdubs, the production values are impressive. It is difficult to highlight standout tracks, but if *Takes All Night* and *Le Cigare Volant* deserve spotlighting. —O



SINGLE reviews

DUM DUMS: Army of Good Behaviour (CDGOODS). Following their triumphant tour with Robbie Williams, Britain's punkiest popsters slow down the pace for their fourth single. Though the media still finds them hard to place, their growing army of sixth-form fans should once again ensure chart success. —O

THE STRONES: The Modern Age (Rough Trade RTREASCD010). These three tracks from the nascent New York-based quintet — now for their incendiary live shows — released a band narrative on the classic garage lineage (Velvets, Stoppes, CBGBs, Blues Explosion) and possessing that raw sound so rarely lacking in most UK acts. —O

ALICE DEEJAY: Celebrate Our Love (Positiva CDITV149). In a similar vein to *Better Off Alone* and *Back In My Life*, a gospel accompaniment adds to this track's appeal. *Celebrate Our Love* is the final single to be taken from Alice Deejay's Top 10 debut album, who Needs Guitars Anyway. —O

GRANDADDY: The Crystal Lake (V2 VWR 5015153). Praise for Grandaddy's sophomore slump album and sell-out shows have meant that their profile has risen markedly since *The Crystal Lake*'s initial release last year. This re-release has five new tracks spread over three formats, and, backed with support from Radio One (a C-listing) and Xfm, it should fare considerably better this time around. —O

ATOMIC KITTEN: Whole Again (Innocent SINC24). Lacklustre R&B from the trio who have never quite achieved the crossover hit they have been chasing. There is also a version of *Daydream Believer* that fails to live up to the original. —O

DURANGO 95: Lectornik (Duty Free DF023). This third release for Durango 95 on Duty Free ventures into the floor-friendly tech-house arena with steel drums and subtle percussive riffs. Force Mass Motion provide a remix. —O

NUDESSCD: Mercury (Nude NUDESSCD). Preceding their debut album, *Just Backward Of Square*, this promising indie-rock outfit release their third single. Having had a successful year supporting Doves and Coldplay, this is another great track that is likely to further their appeal. It has received a C-listing at Radio One and the release will coincide with the beginning of a UK tour supporting Grandaddy. —O

MONDO: MYA: Case Of The Fly (Whitman D002) (Interscope/Polystar CD0497472). Sultry R&B from the US vocalist best known for her guest spot on Pras's Top Five hit *Ghetto Supastar* in 1998. Blasted at Radio One, it should help lift sales of her album *Fear Of Flying*, which includes production by Rodney Jerkins, She'Keepsa and Wyclef. —O

JJ72: Snow (Lakota LAK0015CD1). Coinciding with a headline slot on the *AMEC Grant Awards* tour, this ballad should assist JJ72's rise into the premier league. It is A-listed at Radio One. **KINNOVA: Don't Bring Sand to the Beach (London FCB360).** Following her debut Top 10 hit, *Don't Think I'm Not*, acclaimed writer Kandi teams up with husband Kevin 'She'kepare Briggs for this polished track. Swedish newcomer Kinnova performs on this infectious and impressive debut. **ASH: Shining Light (Infectious/Homework Infect 98cd).** Produced by Owen Morris and mixed by Alan Moulder, this is the first offering in nearly two years from the indie stars. Although slightly more polished than their earlier work, their sound is unchanged with the obligatory guitar riffs and solid vocals from Tim Wheeler. —O

ARAB STRAP: Love Detective (Chemical Underground CHEM0490). The first single taken from the new album *The Red Thread* sees Arab Strap in fine form. A cork story is woven around chunky breakbeats and nattering guitars to create a typically individual vignette. While the track's subject matter will deny it daytime radio play, it is bound to please their solid fanbase. —O

JAMESIA: My Memory Is Back (IDI ID121). With DJ's like Paul Van Dyk, Sasha and Lee Burridge giving it heavy support for almost a year, this melodic trance track is likely to enjoy heavy demand in specialist stores and among vinyl fans. —O

LOWFINGER: Go Go Me A Big Pop (Elemental ELM063CDS). Bursting out of north London with a fresh blast of high-octane-fueled guitar pop for the new year. Lowfinger's infectious enthusiasm looks likely to pay off in 2001. This new single is a typically hook-laden guitar pop anthem which proved a highlight during their recent tour supporting Dum Dums. —O

LAPTOP: Credits (The Sequel) (Trust Me TMR002). Originally released three years ago, *Credits* is wheeled out again in remix form on the heels of the droll Gary Numan enthusiasm's *Opening Credits* album, released in October. The original — and best — version is not included here, but are remixes from the High Llamas, Xplosion Plastik and DJ Sienky & Dr. D. —O

PLANET FUNK: Chase The Sun (Virgin VSCD1749). The growing Italian dance scene continues its influence on the UK chart, with Planet Funk likely to follow in the footsteps of fellow Italians Spiller, and more recently Santos, into the Top 10. The combination of distinctive Eighties-inspired vocal with a shimmering trancey instrumental creates a track as fit for the dancefloor as it is for the radio. It is A-listed at Radio One. —O

MANSUN: Fool (Parlophone CDR56553). Mansun release their third single from their third album, *Little Mix*, having hit the Top 20 with the preceding two. This track might find it hard to reach quite the same heights, but the band's fanatical fanbase will ensure Fool does not go unrecognised. —O

WHITE RABBIT: Take Me I'm Yours (Kontraband WKS2C05D). This strange cover version of the Squeeze classic by Jane 'Je T'aime' Birkin features Squeeze mainman Chris Difford. Unfortunately the production does not quite match the impressive contributors but it still remains an intriguing oddity. —O

ALBUM reviews

LADYVIPB: Stories of A Broken Heart And Recovering (Naphoth NUX180). The latest offering from Maurice Fulton is another boundary-breaking house excursion. Featuring vocals from Wanda Felicia and drawing on jazzy influences, this spaced-out odyssey will establish Fulton's new musical persona with new fans. —O

VARIOUS: Mastercuts Beechwood (Beechwood CUTS044). Celebrating 10 years of the impeccable Mastercuts series, this collection gathers together 12 of the most sampled and instantly recognisable tracks, included are such gems as James Brown's *Funky Drummer*, Lyn Collins' *Think (About It)* and Bobby Byrd's *I Know You Got Soul*. —O

VARIOUS: Twilo Vol. 2 - Junior Vasquez (Virgin CDVUS186). DJ and remixer Vasquez unleashes a double CD based around his residency at New York's Two formerly the Sound Factory). Energetic tripe-style house predominates, with dark basslines and screaming synths giving a taste of the US superclub. —O

EDDI READER: Simple Soul (Rough Trade RTREASCD11). Reflective, stream-of-consciousness vocals meet late-night jazz/folk guitar on these intimate vignettes. This second album from Farina will appeal to fans of Mark Eitzel, Bill Callahan or even Bob's Boliviera Martin Stephenson. —O

This week's reviewers: Simon Abbott, Dugald Baird, Claire Bond, Jimmy Brown, Chris Finlay, Tom Fitzgerald, Simon Gitter, Adam Lawrence, James Roberts, Nick Tesco, Simon Ward and Owen Woods.

songwriter releases a new album to coincide with her forthcoming UK tour. Still famed for her Fairground Attraction releases and the timeless single *Perfect*, this credible self-written project is unlikely to break Reader back into the existing commercial scene. —O

SOUCLILD: Alluviansing (Def Soul 54289-2). With his debut single featuring on the soundtrack *Nutty Professor II: The Klumps*, Musiq's first album is a beautiful slice of urban soul. Emerging from the Philadelphia jazz, soul and hip-hop scene, he successfully shrugs off the inevitable comparisons with D'Angelo. —O

JEFF BECK: You Had It Coming (Epic 5010182). Featuring mighty instrumental tracks, this album follows the 1999 release of *Who Else*. With seven self-or co-written tracks, the legendary guitar sound and soulful beats are evident throughout. The album includes production by Andy Wright and precedes a one-off UK appearance. —O

MARBLE PILOT AKAY: Waves, Mighty Sea (Geographic GEO6CD). This wildly inventive album from former *Soup Dragon* Sushik K Dade combines traditional Indian song lyrics and chants with leftfield Celtic experimentation including contributions from Bala & Sebastian, The Delgados, Teenage Fanclub and The Pastels. This sense of community flows through the album, culminating in a genuinely uplifting feel. —O

BIG YOUTH: Natty Universal Dread 1973-1978 (Blood & Fire BAFCD034). This is a superbly compiled collection, including rare collaborations with Junior Byles, Leroy Smart and U-Roy. Currently working with Junior Delgado, Big Youth is a key figure in reggae and, with U-Roy, a booster pivotal in the development of roots. This is an essential purchase for roots fans. —O

Hear new releases
—O Audio clips from the releases marked with this icon can be heard on dotmusic at: www.dotmusic.com/reviews



KINGS OF CONVENIENCE: Quiet Is The New Loud (Source SOURCE019). Twenty-four years old, but with a world-wearyness that belies their youth, this Norwegian duo follow their live in a Room EP with a mature, bittersweet album. The stripped-down acoustic sound has drawn comparisons with Life and Turin Brakes, though in truth their lineage can be traced back to Sixties folk troubadours such as Nick Drake. The Kings are touring in support of the album in February. —O

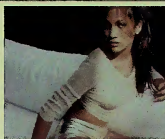
20 JANUARY 2001

CHART COMMENTARY

by ALAN JONES

Jennifer Lopez registers the first number one hit of her career this week, debuting in pole position with *Love Don't Cost A Thing*. It could be a respectable total of nearly 65,000 copies last week, and was number one throughout the week, although it was chased hard by the former incumbent, *Rui Da Silva* and *Cassandra's Touch Me*, which suffered only a very modest decline in sales of less than 5%, selling more than 63,000 copies to take second place.

Feeder's ninth hit single, *Paperfaced*, fell short of the Top 40 but their 10th, *Buck Rogers*, is their biggest hit to date, debuting this week at number five. The indie band have never been higher than the number 20 peak of their 1999 single *Yesterday Went Too Soon* but *Buck Rogers* - their first single in 14 months - has had considerable airplay support, with Radio One giving it 19 plays last week alone, hence its high chart debut. It's the first single from the band's new album *Echo Park*.

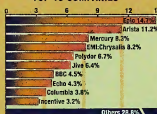


A year to the week since its last number one (The Masses Against The Classes by Manic Street Preachers) the Epic label returns to the summit with *Love Don't Cost A Thing*, the first single from Jennifer Lopez's upcoming album *J.Lo*. Since Epic's last number one, Sony sister label Columbia has had four chart-toppers - and would be number one again this week if Lopez hadn't switched to Epic. Her three previous singles if you

Had My Love, Waiting For Tonight and Feelin' So Good and her debut On The 6 were all Columbia releases. Like *Waiting For Tonight*, *Love Don't Cost A Thing* is produced by Ric Wake, a 35-year-old Rummie, who missed this US debut producing Taylor Dayne's *Tell It To My Heart*, and Degrees Of Motion's *Do You Want It Right Now*. He has since been responsible for numerous hits by artists such as Mariah Carey and Celine Dion.

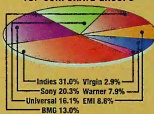
MARKET REPORT

TOP 10 COMPANIES



Figures show top 10 companies by % of total sales of the Top 75, and average gross shows by % of total sales of the Top 75

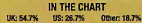
TOP CORPORATE GROUPS



SALES UPDATE



PERCENTAGE OF UK ACTS IN THE CHART



In a fortnight it will be 12 years since Texas made their chart debut with *I Don't Want A Lover*. That single peaked at number

eight for the Scat Group, and a dozen years in they prove their popularity is unimpaired by debuting at number six with *Underhill*, Smile,

even though the track appears on their recent *The Greatest Hits* compilation, which has sold well over a million copies. Attogether, Texas have had 21 hits, and are closing on Simple Minds (28 hits) and Wet Wet Wet (26 hits), the two acts with most chart entries.

Creed reached number 47 last year with their debut *UK Hit Higher*. And they do indeed go a great deal higher with their follow-up *With Arms Wide Open*, which debuts at number 13 this week. The track, which topped the Billboard Hot 100 last year, is a remix of the album version, adding strings and other sweeteners to obvious commercial effect.

After 12 consecutive weeks in the Top 10, *The Baha Men's Who Let The Dogs Out* makes a sudden and dramatic decline, sliding from number seven to number 18. It sold a little over 11,000 copies last week, and has sold a total of 648,000 copies since its release on 2 October 2000. It thus belatedly becomes the third biggest seller from 2000, moving ahead of Sonique's *I Feel So Good*.

INDEPENDENT SINGLES

This Last	Title	Arista	Label (date/genre)
1	BUCK ROGERS	Feeder	Echo ESEXK 096 (P)
2	THE WAY YOU MAKE ME FEEL	Steps	Jive 301222 (P)
3	WHY	Ms-Tee	Interscope CDPRN 35 (DMV/P)
4	TOUCH ME	Rui Da Silva feat. Cassandra	Arista 7432182392 (BMG)
5	DEMONS	Fabrizio Sten feat. Macy Gray	Skinf Skint 60CD (DMV/P)
6	CAN WE FIX IT	Bob The Builder	BBC Music WMS590372 (P)
7	WHO LET THE DOGS OUT	Baha Men	Epic 0119425 ERE (V)
8	BOY IS CRYING	Saint Etienne	Minima/Reggaez Benquet MNT 66021 (V)
9	BLACK JESUS	Everlast	Tennsy Boy TB02 2188 (P)
10	AM I WRONG	Elizma De Creacy	XL Recordings XLS 827CD (P)
11	STRONGER	Bilteyn Sparrows	Jive 3251342 (P)
12	NUMBER 1	Tweensies	BBC Music WMS5 96332 (P)
13	FISH OUT OF WATER	One Minute Silence	V2 VVR 501319 (DMV/P)
14	FEEL THE BEAT	Danise	New NEFCO 045 (V)
15	SMILE	Future Breeze	Nekula NEBCO 014 (ADD)
16	SILENCE (REMIXES)	Delerium feat. Sarah McLachlan	Network 311 0021 (P)
17	UNBELIEVABLE	Lisa Lashes	Tidy Trax TTDY 128CD (ADD)
18	CHANGES	Imroze	Philips PLAT 61X (V)
19	ID SANCTUARY	Subterfuge	Road CORCACT 193 (V)
20	PUSHING TOO HARD	Saints & Sinners	Bedrock BC09 (ADD)

All charts © DM



This Last	Title	Label	This Last	Title	Label
1	LOVE DON'T COST A THING	Jennifer Lopez	21	LADY (HEAR ME TONIGHT)	Music
2	TOUCH ME	Rui Da Silva feat. Cassandra	22	YTH WITH ARMS WIDE OPEN	Creed
3	EVERYTIME YOU NEED ME	Reggae feat. Ms-Tee	23	ALL HOOKED UP	Pit-Sana
4	IT'S THE WAY YOU MAKE ME FEEL	Creed	24	GROOVEJET IF THIS AIN'T LOVE!	Sonique
5	BUCK ROGERS	Feeder	25	ONE MORE TIME	Cher
6	UNDERHILL	Smile	26	IM TUA LOVE	Amoroso
7	CAN WE FIX IT	Bob The Builder	27	STUCK IN A MOMENT...	Universal
8	WHY	Ms-Tee	28	MUSIC	Mercury/Warner
9	CAMELS	Sonique	29	NO GOOD...I'M GONE	East West
10	STAR WALKER	Interscope/Pirella	30	WHAT MAKES A MAN	Mercury
11	DON'T TELL ME	Madonna	31	FECK D.J.	Mercury
12	INDEPENDENT WOMEN	Christy D'Alia	32	THE WAY YOU MAKE ME FEEL	Brown/King
13	CAN'T FIGHT THE MOONLIGHT	Lulu	33	BUCK COFFEE	All Stars
14	HEARD YOU/HEARD YOU II	Quincy Jones feat. The Roots	34	WHO LET THE DOGS OUT	Baha Men
15	SUPREME	Rakia Williams	35	911	feat. Jean-Francois Perry J. Bibe
16	WALKING AWAY	Craig David	36	DON'T THINK I'M HOT	Mercury
17	DANCING IN THE MOONLIGHT	Toploader	37	PLEASE DON'T TUM ME ON	Atlantic/Delphi
18	DEMONS	Fabrizio Sten feat. Macy Gray	38	OPERATION BLADE	Public Enemy
19	I PUT A SPELL ON YOU	Santana/Universal	39	GRAVEL PIT	Mercury
20	NEVER HAD A DREAM	COME TRUE	40	PLEASE SAY	Mercury

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Attention all Midem 2001 delegates!

a break with tradition

After many years, Music Week has finally relinquished its traditional stand position in the Palais des Festivals at Midem, and moved upstairs to the more salubrious surroundings of the Espace Riviera extension.

This year you'll find us with our colleagues from Fono and MBI upstairs at the much bigger and brighter stand no. R34.03

We look forward to seeing you all there from January 20.

20 JANUARY 2001

CHART COMMENTARY

by ALAN JONES

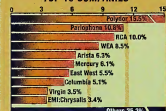


De-throned in the midweek sales chart by Westlife's self-titled debut album, which is selling for as little as £3.99 in Woolworth's, The Beatles' 1 album managed to re-establish itself at the top of the chart by the end of the week, to chalk up its ninth consecutive week in pole position. The Beatles' album thus shares with Madonna's The Immaculate Collection the honour of spending most consecutive weeks at number one in the last decade. The last album to have a lengthier uninterrupted stay at the top of the chart was Dire Straits' Brothers In Arms, which topped for 10 weeks in a row way back in 1986. I sold just over 31,000 copies last week, fighting off the challenge not only of Westlife (26,500 sales) but also Texas, whose The Greatest Hits album rises 6-2 with sales of more than 28,000. I have now sold 1,924,000 copies.

Dido's Here We Are is the highest new entry to the Top 50 of the airplay chart at

MARKET REPORT

TOP 10 COMPANIES



Figures show top 10 companies by % of total sales, and compare group shares by % of total sales of the top 15 vinyl labels



number 31, and its increasing support is one of several factors – massive media exposure and the use of a sample from the

ALBUMS FACTFILE

The combination of hip hop and rock is a chart force of growing magnitude. Limp Bizkit's Chocolate Starfish And The Hot Dog Flavored Water has climbed with increasing impetus in each of the last five weeks, moving 55-52-45-35-18-6 as the forthcoming single Rollin' has scaled the airplay chart. Bedfellows Papa Roach's Infest made a belated debut on the Top 75 a number 58 last week, and now climbs to number 50, while Linkin

Park are the latest act from the genre to make the grade, with their Hybrid Theory album exploding 81-44. Their single One Step Closer is a growing favourite at Radio One, where it was aired 15 times last week although the rest of the Music Control panel only 26 times. Radio One is also isolated in its support of the Papa Roach single Last Resort, to which its 13 plays last week contributed more than 98% of the track's audience.

sales to date increasing to 135,000, it's one of only 10 albums in the chart which managed to increase their week-on-week sales last week, as the market continues to shrink back to normal.

Overall, sales of artist albums last week were down 21% to 1.66m, compared to 7.5m three weeks earlier. While that might sound fairly drastic, sales of artist albums last week were 33.5% up – nearly 200,000 sales – on the same week in 2000, when Travis' The Man Who Was Number One with his sales of just over 40,000 copies.

One of the albums which most increased its sales last week was Dr. Dre's 2001, which has moved 58-46-30 in the last fortnight as radio support grows for the new single The Next Episode, which also features Snoop Dogg. 2001 is easily the biggest selling album to date by Dre, with 437,000 buyers since it was released in November 1999.

COMPILATIONS

New life is breathed into the compilation chart this week with three new entries in the top four helping the beleaguered sector to record 479,000 sales – a 6% improvement on the same week last year.

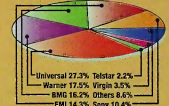
The new influx includes R&B Masters (number four), The Greatest No.1 Singles (number two) and Clubbers' Guide To 2001, the latter album debuting at number one to end the seven week supremacy of Now That's What I Call Music! 47.

Clubbers Guide To 2001 is the first Ministry Of Sound release of the year, and sold nearly 27,000 copies. With hits like Carnels by Santos and Touch Me by Rui Da Silva, it falls well short of the 47,000 tally with which The Clubbers' Guide To...2000 opened last year, when it made number one. It is, though, faring better than The Clubbers'

Guide To...99, which debuted at number two two years ago with sales of 28,000.

The Greatest No.1 Singles, which debuts at number two with sales of nearly 22,000, is the compilation reissue of the Channel 4 programme of the same name, which effectively gave a four hour advert to the album a week last Saturday. The programme played at least part of each of the Top 100 singles, as voted by Channel 4 viewers and Guardian Observer readers. The album contains 41 of those chart-toppers, although, crucially, copyright restrictions mean it has neither the number three single (Hey Jude by The Beatles) nor the number one (Imagine by John Lennon). Among the tracks it does have are Bohemian Rhapsody by Queen and, the only 2000 hit in the list, Groovejet by Spiller.

TOP CORPORATE GROUPS



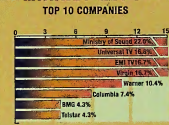
album on Embrace's Stan – driving her No Angel album. No Angel jumped 36-26 last week and now expects to number 11, with

INDEPENDENT ALBUMS

This Week	Last Week	Title	Artist	Label (distributor)
1	2	THE HOUR OF BEWILDERBEAST	Badly Drawn Boy	XL Recordings TNUXCD 133 (V)
2	1	PLAY	Moby	Mute/REXUSM 112 (V)
3	4	JIZZ	JIZZ	Lakota LAK CD017 (CMV/P)
4	3	RIZZ	Stapp	Real/Line 1201172 (P)
5	8	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VVR 100492 (CMV/P)
6	7	YOU'VE COME A LONG WAY, BABY	Fabrizio Sim	Skin BRASSIC 11C0 (CMV/P)
7	11	HURRAY BETWEEN THE GUITAR AND THE STRAPS	Fabrizio Sim	Skin BRASSIC 20C0 (CMV/P)
8	9	TRUE LOVE – A COLLECTION	All Green	Music Collection MCCC0 378 (DISC)
9	6	WORD GETS AROUND	Stereophonics	V2 VVR 100048 (CMV/P)
10	10	FAMILIAR TO MILLIONS	Darts	Big Brother BROS00 80C (CMV/P)
11	5	GOPS I DID IT AGAIN	Blaney Spears	Jive 822832 (P)
12	13	SCOTTISH SLUMP	Grandaddy	V2 VVR 101252 (CMV/P)
13	14	ACE OF SPADES	Motchehead	Castle Fire FOS00K3 (P)
14	15	THINGS TO MAKE AND DO	Moksha	Echo ECHD3 31 (P)
15	14	SONGBIRD	Eva Cassidy	Blix Street G 21045 (HOT)
16	19	BUENA VISTA SOCIAL CLUB	Fy Coeddy	World Circuit WCO 150 (P)
17	15	RELOAD	Tom Jones	Cap GUTCD 009 (P)
18	16	LEMON JELLYKY	Lemon Jelly	XL Recordings XRLD118 (V)
19	17	TP-2LOOM	R Kelly	Jive 822832 (P)
20	17	A SECRET HISTORY	The Divine Comedy	Selena SETCOL 100 (V)

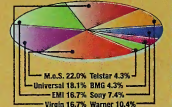
MUSIC WEEK 20 JANUARY 2001

MARKET REPORT



Figures show top 10 companies by % of total sales, and compare group shares by % of total sales of the top 15 vinyl labels

TOP CORPORATE GROUPS



SALES UPDATE: -17.3% (LAST WEEK) vs +2.3% (YEAR TO DATE)

COMPILATIONS' SHARE OF TOTAL SALES: Artist albums: 77.3%, Compilations: 22.3%

THE YEAR SO FAR... TOP 20 COMPILATIONS

Wk	Wk	Title	Artist	Label
1	100	NOW THAT'S WHAT I CALL MUSIC 47	VARIOUS ARTISTS	EMI/VIRGIN/UNIVERSAL
2	99	CLUBBERS GUIDE TO 2001	VARIOUS ARTISTS	MINISTRY OF SOUND
3	100	THE GREATEST NO.1 SINGLES	VARIOUS ARTISTS	EMVIRGIN/UNIVERSAL
4	4	HITS 2001	VARIOUS ARTISTS	BMG/SOSONY/VEA
5	5	THE NEW LOVE ALBUM	VARIOUS ARTISTS	VIRGIN/EMI
6	6	CREAM ANTHEMS 2001	VARIOUS ARTISTS	VIRGIN/EMI
7	7	THE CLASSICAL ALBUM 2001	VARIOUS ARTISTS	EMVIRGIN/UNIVERSAL
8	8	MUSIC OF THE MILLENNIUM - 2	VARIOUS ARTISTS	EMVIRGIN/UNIVERSAL
9	9	HARD MUSIC EUPHORIA	VARIOUS ARTISTS	BMG/TELSTAR (P)
10	10	NOW DANCE 2001	VARIOUS ARTISTS	VIRGIN/EMI
11	11	SMASH HITS 2001	VARIOUS ARTISTS	VIRGIN/EMI
12	12	PURE GARAGE III	VARIOUS ARTISTS	VEA
13	13	TRANSCENDENTAL EUPHORIA	VARIOUS ARTISTS	BMTELSTAR (P)
14	14	THE ANNUAL 2000 - JUDGE JULLIESTALL PAUL	VARIOUS ARTISTS	MINISTRY OF SOUND
15	15	HARD MUSIC NATION - 2	VARIOUS ARTISTS	WGM
16	16	THE CLUBBERS BIBLE	VARIOUS ARTISTS	WGM
17	17	THE NO.1 MOTOWN ALBUM	VARIOUS ARTISTS	UNIVERSAL MUSIC TV
18	18	THE BEST CUL ANTHEMS 2001 EVER	VARIOUS ARTISTS	VIRGIN/EMI
19	19	UK GARAGE - THE ALBUM	VARIOUS ARTISTS	MINISTRY OF SOUND
20	20	STEVE WRIGHT'S SUNDAY LOVE SONGS	VARIOUS ARTISTS	UNIVERSAL MUSIC TV

20
jan
2001

THE OFFICIAL CHARTS

with **music week**

2001
jan
albums



- 1 LOVE DON'T COST A THING**
Jennifer Lopez
- 2 TOUCH ME** Rui Da Silva feat. Cassandra Kismet/Arista
- 3 EVERYTIME YOU NEED ME** Fragma feat. Maria Rubia Positiva
- 4 IT'S THE WAY YOU MAKE ME FEEL/TWO BUSY THINKING...** Steps Bail/Jive
- 5 BUCKY ROGERS** Feeder Echo
- 6 INNER SMILE** Texas Mercury
- 7 CAN WE FIX IT** Bob The Builder BBC Music
- 8 WHY** Mis-Teq InTerno
- 9 CAMELS** Santos IncoGNitive
- 10 STAN** Eminem Interscope/Polydor

- 11 NEEDIN' YOU** DJ David Morales pres. The Face feat. Juliet Roberts Manifesto
- 12 NEVER HAD A DREAM** COME TRUE S Club 7 Polydor
- 13 WITH ARMS WIDE OPEN** Creed Epic
- 14 NO GOOD 4 ME** Oxide & Neutrino feat. Megamam East West
- 15 CAN'T FIGHT THE MOONLIGHT** LeAnn Rimes Curb/London
- 16 DEMONS** Fatboy Slim feat. Macy Gray Skint
- 17 INDEPENDENT WOMEN PART 1** Destiny's Child Columbia
- 18 WHO LET THE DOGS OUT** Baha Men EMI
- 19 OPERATION B.I.B.I. (BISS IN THE PACE)** Public Domain, Xscape/Atlantic

TOP
POPS

BBC RADIO 1

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THE OFFICIAL UK CHARTS

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11
The Beatles

- 2 THE GREATEST HITS** Texas Apple
Mercury
- 3 WESTLIFE** Westlife RCA
- 4 THE MARSHALL MATHERS LP** Eminem Interscope/Polydor
- 5 PARACHUTES** Coldplay Parlophone
- 6 SING WHEN YOU'RE WINNING** Robbie Williams, Chysalis
Maverick/Warner Bros
- 7 MUSIC** Madonna
- 8 CHOCOLATE STARFISH AND THE HOT DOG...** Limp Bizkit Interscope/Polydor
- 9 ONKA'S BIG MOKA** Toploader S2
- 10 COAST TO COAST** Westlife RCA



- 11 NO ANGEL** Dido Arista
- 12 7 S Club 7** Polydor
- 13 BORN TO DO IT** Craig David Wildstar
- 14 WHITE LADDER** David Gray IFT/East West
- 15 THE WRITING'S ON THE WALL** Destiny's Child Columbia
- 16 BUZZ** Steps EMI/Jive
- 17 ALL THAT YOU CAN'T LEAVE BEHIND** U2 Island/Uni-Island
- 18 PLAY** Moby MCA
- 19 SMARTS & SWIMMERS** All Saints Atlantic

KWV
music week

MIDEM 2001

INDUSTRY SEES BLUE SKIES AHEAD



12-19 OPERATIONS: BOB BASS IN THE PLACE; PUBLIC DOMAIN; ALAN WATSON

EMG IS SEEKING PAN EUROPEAN DISTRIBUTION AND WORLD WIDE LABEL LICENSING AGREEMENTS FOR OUR ARTISTS' ROSTER



Phoenix Stone



Coolio



C-Note



Mungo Jerry



Peter André



Innosense



Kenny Rogers



Marshall Dyllon



The Monkees



Take 5



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midem 2001

edited by Adam Woods

3

INDUSTRY RECOVERERS FROM 20K'S ONLINE WAKE-UP CALL

Napster and MP3 brought the issue of downloading of music to the forefront in 2000. This year subscription will be the buzzword, says Toby Lewis

TECHNOLOGY STOCKS in general may have had the stuffing knocked out of them during the past 12 months, but there is an increasing focus to the music industry's new media activities. And, even if consumers remain, as yet, largely unmoved by plans to "monetise" the online music sector, developments of recent months will at least ensure that there will be some meat on the bones of the industry discussions raging in the seminar rooms and bars of Cannes next week.

While 2000 saw the Big Five's long-awaited entry into the digital music space, it was Napster which made the headlines. Armed with a fiendish concept and a questionable interpretation of copyright law, it consolidated its position as arguably the solitary world-class internet music brand, winning 48m subscribers to its file-sharing network. It was further rewarded in November with the announcement of a strategic alliance with Bertelsmann Consumer Group (BeCG)'s e-commerce division, although it continues to defend itself against the heaviest and most unequivocal legal assault ever mounted by the traditional music industry.

In the process, Napster, along with MP3.com,

The recording industry understands the urgent need to bring subscription music services online - Hilary Rosen, RIAA

single-handedly turned MP3 into a household name and introduced an intrigued public and a horrified record industry to the concept of a central, on-demand repository for digital music.

By November, the Recording Industry Association of America (RIAA) was urging the US Copyright Office to commence the legislative proceedings required for subscription-based royalty rates to be set. "The recording industry understands the urgent need to bring subscription music services online," said RIAA chairman and CEO Hilary Rosen. "Our highest priority is enabling these new services to launch as soon as practicable."

Now subscription is one of the most discussed topics in the music business. Bertelsmann plans to turn Napster into a paid service. Seagram boss Edgar Bronfman Jr has begun to come good on his promise to "stop thinking about selling round things" by making 25,000 Universal Music tunes available in streamed form via the Farnclub.com Music Service; and EMI has most recently joined the bandwagon - licensing its catalogue to subscriptions start-up Stramwork. By 2005, according to a recent Jupiter report, subscription



A recent report suggested that by 2005 subscription revenues will outpace those of downloads, accounting for almost \$1bn in sales

revenues will outpace those of downloads, accounting for almost \$1bn worth in sales.

"We have always believed that consumers will be more attracted to paying a fixed fee for more of an 'all you can eat' model rather than paying on a per download basis," says MP3.com European president Carolyn Kantor.

Despite rising to infamy as an unsigned-bands site and download service, MP3.com was the first internet company to launch a monthly flat fee music service with the creation of its \$9.99 Classical Channel last spring, in the spirit of co-operation which increasingly appears to have coupled last year's lust for litigation as the music industry's default setting. Beggars Banquet Group is now making use of MP3.com's technology to build its own dedicated channel on the site.

"The music industry is learning that the internet has the capability to make the pie bigger," says Kantor.

Emusic, whose catalogue of independent label MP3s includes artists such as Elvis Costello and They Might Be Giants, is not far behind, as CEO Gene Hoffman explains. "A subscription model has been in our plans since the founding of our company. We are able to remove many of the physical, artificial barriers for fans to discover and enjoy even more music than they already do."

The Emusic Unlimited system offers unlimited downloads from the site's entire stock of MP3 files at the price of \$14.99 per month. Hoffman is convinced that encouraging users to pay on a regular basis can help grow the music industry. "We have one of the physical costs of the traditional bricks-and-mortar labels, distributors

or retailers. With the proper volume, it can be an extremely profitable business, because there are no manufacturing costs, no warehouses, no returns. Economically, contrary to what you might think, we want people to continue to come back often and download our new releases every month, because it shows that they're finding value and they'll be more inclined to re-subscribe when their membership is up."

Billy O'Connell, manager of singer-songwriter Kristin Hersh and founder of ThrowingMusic.com, proves that it is not just the established online brands that can take advantage of the subscription mentality. Since 1998, O'Connell has overseen a "work-in-progress" subscription programme for more than 500 of Hersh's most zealous fans, whereby \$15 a year buys 12 exclusive MP3s of demo <

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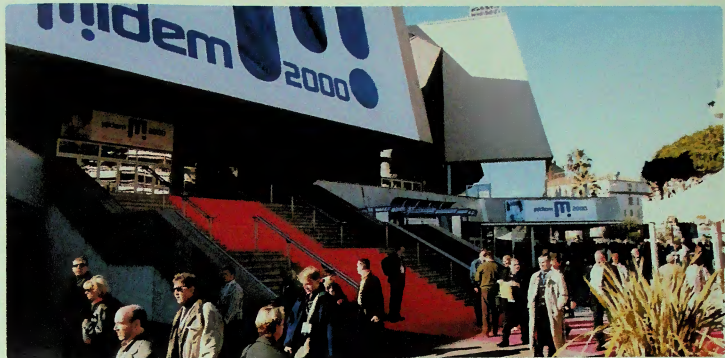
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Midem: bringing the hottest industry issues to the debating table

material prior to their metamorphosis into finished recordings. "On our subscription service there is virtually no overhead and virtually no set-up costs," says O'Connell. "It is essentially pure profit."

By fostering online loyalty in this way, he argues, it may soon be possible for bigger acts to circumvent the traditional distribution routes entirely. "If at some point we gain enough momentum and critical mass that an artist, simply through the bond with their loyal fans, can distribute or micro-market their music just as effectively by electronic means, then the numbers are going to change."

Such a scenario is conceivable, but unlikely, as long as old fans continue to tune out and new ones look for a way in. Certainly, it is a far cry from the all-encompassing online jukebox that Universal/Seagram's Brondman envisioned when he said last year that any future subscription service would have to offer all available music.

EMI UK new media director Fergal Gara doubts that there could ever be a viable model in individual artist subscription services. "What fan sites tend to do is attract the core of a fanbase and not the wider audience. The most powerful people in the market are those that are attracting a wide audience to their site or their services and they are the ones best-placed to aggregate all the music."

According to this logic, the best distributors for large volumes of major-label digital music are unlikely to be the labels themselves, according to Mark Mulligan, data analyst for Jupiter Research.

"We're still at the land-grab stage where we're getting competition between the actual content providers – the labels – and the aggregators," he

says. "But I don't see record labels being the key distributors of music in the digital domain. I see third-party content aggregators becoming the distribution networks, in much the same way as High Street stores are not major label stores: they're independent or affiliated retailers with a broad range of content from all the labels."

One example of such a third party might be Streamwaves, the Texan on-demand streaming service which has become the first firm to officially license content from a major (EMI) for its subscription model. "The initial moves are to do with partners, brands and propositions rather than creating a system of our own – which is very similar to our strategy across

pay-per-downloads," says Gara. Streamwaves is not planning to showcase the entire musical canon and at first intends to offer the jewels of EMI's catalogue before attempting to bring the other majors on board. "The future is to have open platforms which are not controlled by one single label," predicts Alexander Adler, director corporate communications of BeCC's e-commerce division, which is now looking at ways of turning Napster's peer-to-peer network into a fee-paying club with a membership charge of between \$5 and \$15 a month.

"Quite honestly, the consumer does not care which label your music comes from," says Adler. "They just want to know where they can find the artists they like. That's why we're really trying to be an open platform. We want to get as many partners to the table as possible, for the benefit of the consumer and, consequently, for the benefit of the companies."

Such magnanimous claims of co-operation

I don't see record labels being the key distributors of music in the digital domain' – Mark Mulligan, Jupiter Research

DIGITAL DISTRIBUTORS EXPLORE B2B ROUTE TO MUSIC PROFIT

AS THE music industry lines up to road-test the payment models which will enable it to exploit the online music market, there are those who believe the main attraction of digitally-distributed music has never been its accessibility or diversity, but the fact that it has, to date, been free.

Accordingly, the signs are that Napster will endeavour to maintain a free element to its service alongside the mooted subscription model, while digital distributors such as Vitaminic and NetBeat are busy planning ways to unlock the promotional value of ostensibly free tracks.

Vitaminic – which holds non-exclusive licences to music from 600 record labels worldwide, including those within the Mushroom, PIAS and Beggars Banquet stables – is beginning to offer its content wholesale to third-party fast-moving consumer goods (FMCG) companies to be used as promotional incentives.

UK managing director Chris Cass sees the move as the first step on the road to profit, as it generalises revenue, albeit B2B revenue, from content which has been offered for free up until this point. It also preserves the



company's consumer subscription service, which is due to launch later this year. "This wholesale service is kick-starting an area which has not yet been monetised," says Vitaminic UK managing director Chris Cass.



"Paid downloads have not produced a significant revenue stream for anyone, so this is the first step towards actually bringing some royalties into the market." Once this begins to happen, says Cass, the

aim of most digital distributors will still be to secure the contracts to deliver major label product, but in the meantime, B2B applications will allow the company to demonstrate its strengths.

"The online music industry is 30 seconds in on a 24-hour clock," says Cass. "There is a big, bloody revolution going on at the moment, but it will settle down in time."

NetBeat, meanwhile, merged last month with German digital distributor SoundG, and the combined company is poised to roll out Paid4Music – another initiative targeted at consumer brands with a need for music as a high-value promotional item.

These companies distribute electronic vouchers as part of their marketing and sales promotion campaigns and when these are redeemed for music, SoundG is able to capture data from the consumers concerned.

"It is a revolutionary technology which drives revenue back to the owners of music copyright and gives brands the opportunity to promote themselves both offline and online using free music – something that appeals to everyone across the world," says NetBeat CEO Stephanie Hunt.

is appealing, but the signs are that each individual major is pursuing its own plans for digital music subscription services. Online playback services such as Musicbank.com and MyMP3.com may have secured licensing from all the major labels, but AOL is expected to capitalise on its family connections to create a Warner-only club. Sony, meanwhile, is understood to be forsaking a potential involvement with Universal's Farnclub Music Service in order to create the proprietary Uniforce, a multimedia digital locker for the PlayStation 2 games platform.

"They are competing businesses in a global industry," argues Harry Leckstein, who specialises in music and streaming at London- and Manchester-based convergence company Kunito.co.uk. "It would be against their competitive nature to agree."

Leckstein, writer of a paper on the download-versus-streaming debate entitled "Is the Music Industry Missing The Point?", suspects that European law would almost certainly offer a barrier to any subscription service maintained collaboratively by all the major record companies.

"You'll be able to see an independent company getting licences from four or five labels before you see five majors coming together to try and combat anti-competition law, which states that they can't have more than, say, 25% of any one market," says Leckstein.

At this stage, Napster appears to be best-placed to assume such a role, given that it already has a vast, albeit non-paying, subscriber base. But it is crucial that the service succeeds in obtaining rights to material from all labels if the community of nearly 50m users is to survive intact.

"The companies that want to join in this business model have this community ready clear," says Adler. "They want it to grow and to

Whoever says it is not very likely that the majors are going to work together will be proven wrong - Alexander Adler, Bertelsmann

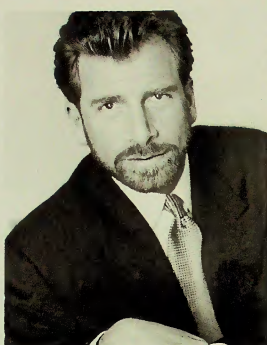
evolve. That's our goal and we're not going to do anything that's going to scare people out of the service. Whoever says that it is not very likely that the majors are going to work together will be proven wrong," he says, optimistic that an agreement can be reached to satisfy both record labels and Napster fans. "I'm not saying everyone's there now, but talks are going really well."

One prediction often put forward by the experts, both here and in what is an internet service provider, cable TV firms, telecommunications company or some combination of the three may well be most likely to snatch the music subscription service crown.

"One only has to take a cursory glance at the example of Rupert Murdoch to see how happy consumers are with the idea of paying a flat monthly fee for bundled entertainment," says Harry Leckstein. "Where I think telecommunications companies are best positioned is that if you open up a subscription service and match it with consumer reward for purchase, you've got yourself a very similar scenario to the way in which cellphone tariffs operate."

"For your £14.99 a month, you're getting a certain number of listening minutes per month. Then buying a CD can get you another hour and recommending a friend can get you 30 minutes extra playing time. If the consumer is incentivised to purchase through the service, that's something the telecommunications companies are very familiar with."

Gene Hoffman of Emusic puts forward a



Brannen: making 25,000 Universal Music tunes available in streamed form



Rosen: 'our priority is enabling [subscription] services to launch soon'

different view. "Because all of this is so new to consumers, you need to keep it as uncomplicated as possible," he says. "The American ISPs' overnight move away from per-minute charges shows a clear direction."

However, he explains, as the market grows so too could the complexity of bundling offers. "I think there will be a handful of basic internet entertainment subscription services with many different faces, delivering different value-added offerings depending on the customer's needs. Eventually, I see it operating in the same way as the American cable TV system, with tiered add-ons. But I doubt people will accept one service for jazz and a totally separate one for rock - it's an artificial barrier."

Jupiter's Mark Mulligan agrees that ISPs will be very well-placed, especially if the technical workarounds are ironed out of mass market broadband internet access and consumer uptake escalates. "That will make the market very

amenable to digital downloads and particularly towards streaming audio," he says.

But he stresses the importance of providing various pricing propositions for different markets. "Look at the user base of Napster - a huge percentage of those users are college kids with very heavy listening habits but a relatively low disposable income. So there's a whole load of possibilities there, such as offering lower-quality compressed audio or limited period downloads at a low cost. If they want to upgrade to the higher quality service then they'd need to pay a higher subscription fee."

For some, though, the vision of a high-bandwidth future, in which we pay an all-in-one telephone, connectivity and streaming music bill, is hard to square with the current harsh reality of internet access in the UK. Many still pay per-minute charges and thus prefer to collect digital music files on their hard drives in the same way that they would hoard CDs.

For the time being at least, most agree that pay-per-download will remain a satisfactory interim measure. "Until the labels commit serious effort to marketing [subscriptions], it's hard to call the download model a dog," says Kevin Malone, vice president of European business development at Liquid Audio. "I would imagine we will see both models come to fruition in 2001, perhaps with subscriptions introducing premium product that is sold as a digital download."

Traditional CD sales and pay-per-downloads can indeed be seen as a complement to subscription models, according to Adler, who says BeCG is considering several "partial models" for the new, legitimate Napster. "There will always be downloads for single titles or single albums. There will also be subscription fees, free services and traditional e-mailing into your postbox at home. Basically, there will be several ways of getting your music - it doesn't have to be either/or."

TO STREAM OR TO DOWNLOAD? DIGITAL MUSIC PAYMENT SYSTEMS

	Streaming	Download
Pay-to-Own	<ul style="list-style-type: none"> Store in an internet locker and stream to any location/device when needed. Example: MyMP3, Myplay.com 	<ul style="list-style-type: none"> Pay per track/album/download
Subscription	<ul style="list-style-type: none"> Streaming locker subscription or personalised streaming radio Example: Launch.com (formerly a free radio service) 	<ul style="list-style-type: none"> Play a monthly/annual subscription for "all you can eat" downloads from a given selection Example: eMusic, Napster/Bertelsmann
Pay-per-play/Total number of plays	<ul style="list-style-type: none"> Unlikely to be successful 	<ul style="list-style-type: none"> Pay for a fixed number of plays of a download. After this limit, the file locks. Used today for promotional distributions
Pay-to-rent	<ul style="list-style-type: none"> Unlikely to be successful 	<ul style="list-style-type: none"> Pay for a fixed time period (day, week, month) of unlimited playing of a download. Used today for promotional distributions
Advertising-supported	<ul style="list-style-type: none"> Radio today carries audio ads - digital radio could broadcast audio and data (images, video, ads). Personalised streams could also carry advertising Example: Live 365.com, Lightning Cast 	<ul style="list-style-type: none"> Advertising message carried with free music in a download file. Alternatively the user can be shown ads while downloading online.
Information-supported	<ul style="list-style-type: none"> Consumer gives personal information in return for a streaming service. Information is used to intelligently sell other products/services 	<ul style="list-style-type: none"> Example: EverAd.com Consumer gives personal information that can be used to sell other products/services in return for free downloads
Remote payment	<ul style="list-style-type: none"> Unlikely to be successful 	<ul style="list-style-type: none"> Example: Click2Music.com Consumer is passed a download file by a friend. In order to play it they are required to pay - carrying out the transaction on their desktop - "super distribution"
Agency sales	<ul style="list-style-type: none"> Unlikely to be successful 	<ul style="list-style-type: none"> Example: Mages next generation software Consumer "sales agent" receives free/subsidised downloads for passing on to friends who then purchase. Likely to be used in viral marketing promotions or promoting/breaking niche/new acts



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liquid audio
the way music moves

➔ **ONE OF MideM's** main roles down the years has been as a forum for licensing deals. The fact that the internet promises once again to be one of the most talked-about topics at this year's show does not necessarily signal any great change to one of the underlying focuses of the event and those who attend it.

Suggestions that online licensors could drive up the cost of catalogue in the long-term appear to have proved largely unfounded as new economy cash reserves have dwindled. Those of the MideM regulars who are not well on the way to integrating internet strategies into their business are excited at the prospect of doing business with their digital counterparts.

"A couple of years ago, there was a bit of a dotcom frenzy going on," says Peter Stack, the catalogue veteran who is now managing director of Union Square Music. "All these start-up companies had perhaps unnatural funds to splash around - some of them were buying up licences fairly indiscriminately and prices of catalogue did, for a time, become artificially inflated. But as we all know, the dotcom sector has had a real reality check over the past year and they are valuing things in a much more realistic way now."

For those whose business is in dealing copyrights to third parties, the arrival of new faces at MideM means a wider range of potential licensors.

"What hasn't really changed in the 10 years I have been going to MideM is the range of people you are selling to," says Bianco Music & Entertainment managing director Marcello Tommaro, who plans to extend his new company's own range as well as attempting to find licensors for owned copyrights. "That is where the digital distribution area really interests me, because it is adding buyers to the market. From my point of view, MideM this year will be a huge fact-finding mission, as I have got a bit of a learning curve to go through myself when it comes to online developments."

■ **'Licensing deals that were clinched 10 years ago are not generally compatible with the Internet' - Adrian Sear, Demom**

The dichotomy of MideM is that those who are not negotiating quietly in private are generally attempting to make as much noise as possible in the self-promotion stakes. The past year has seen many traditional music companies incorporate or bolt on new media technology which will see them both improve existing services and move into new markets. An international trade fair such as MideM presents the ideal opportunity to tell the world.

At the Demom Music Group, which incorporates MCI, Crispin and Demom Records, commercial director Adrian Sear says the most important objectives at MideM are, as ever, to seek out new partners and catalogues as well as meeting up with existing customers. The group's growing internet capability is something that is thrown into the mix.

"All of our catalogue is currently available electronically although it is not yet on a website," he says. "That will change in the spring when we hope to have our business-to-business site up-and-running. Visitors will be able to access all our catalogue - around 20,000 tracks - hear 30-minute snippets and get the full run-down on prices for territories and tracks."

In creating the site, which does not yet have a domain, the group has been able to utilise the IP expertise of its sister company, EUK. "In the long term, the site will allow to provide downloads and enable people to pay online," says Sear.

LICENSORS GEAR UP TO MEET NEW FACES AT MIDEM

The internet is increasingly allowing licensing specialists to broaden the appeal of their catalogues to even more partners around the world. Karen Faux reports



MideM is the ideal place for licensors from around the world to meet and do business

"However, we are still a way off from that. Licensing deals that were clinched 10 years ago are not generally compatible with the internet and, in many cases, you have to secure the consent of the copyright owners, which complicates the whole process."

The beauty of the Demom site in its initial guise is that it plans to make the catalogue globally accessible and speeds up business. "It means we can expand our reach without investing in a lot more staff and we anticipate it will significantly boost business in the US and Asia," says Sear. "The quality of the snippets will not be that high but they will be enough to give potential users an idea of whether they want to use them or not and we can follow up with a DAT tape."

Snapper Music is also keen to talk to MideM delegates about its revamped website (www.snappermusic.com) which in the next couple of months will be capable of handling

fulfilment. "It has been re-designed to be a lot more user-friendly and enable people to make a quick catalogue search," says general manager Alison Arfield. "There is also a distributed secure area where customers can look at all our sales sheets, prices and availability."

This year Snapper will be based at the stand of the Association of Independent Music, where it is organising a reception. "It is going to be a very busy show for us and our first aim will be licensing our mid-price labels," says Arfield. "We have just started

handling marketing and distribution for Charly Records in Europe and have acquired the Peaceville label from Music For Nations, so we want to tell people about that."

At Delta Music, which has a stand, label manager Peter Jamieson says that the company's website (www.deltamusic.com) is still undergoing improvements. "Ultimately, our website has huge potential for experimentation and we envisage a situation where it is capable of taking very

specialist product to parts of the world it has never reached before," he says.

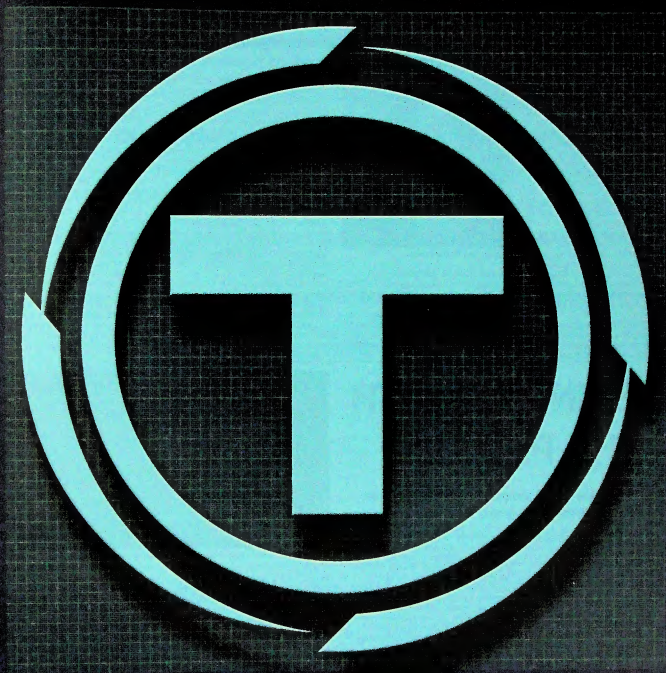
"We have a very large product mix so one of the challenges to creating a usable site is organising the catalogue in such a way that people all over the world

can key in the right phrase or name and get what they want. Meanwhile, events such as MideM are among the most effective ways of promoting our catalogue."

■ **'It is going to be a very busy show for us and our first aim will be licensing our mid-price labels' - Alison Arfield, Snapper**

2001: hits under-construction

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10

CELEBRATING FRENCH MUSIC

Among the highlights of this year's event is a celebration of music which originates in the home of Midem. Sarah Davis reports

AS SOON as Dominique Leguerm took over as Midem director on March 1, last year, one of her first initiatives for Midem 2001 was to focus on promoting French music productions in the international market. "We have never done anything at Midem to highlight the French market in 35 years - even though Midem happens in France," says Leguerm. "We have so many acts which are popular around the world right now, such as Modjo, Cassius and Air. We have lots of reasons to celebrate French music. This year we will have an open market on Sunday with a focus on music exported from France. French influences will be the theme of the day."

There will be other topical areas under the spotlight. "We are putting the accent on four or five things that are of importance to our participants, who come from all areas of the music business," she says. "There will be a focus on marketing revenue and rights, music business and the law, breaking into Japan and the connection between classical music and e-commerce."

Midem 2001 gets off to a flying start on Saturday, January 20 with opening addresses by artist-cum-Internet and studio entrepreneur Peter Gabriel and MP3.com's Michael Robertson. The



Leguerm: new Midem director

televised NRJ Music Awards will also be broadcast live from Midem. Leguerm says, "The opening night will have a major focus on very glamorous and interesting people. This is the second year the NRJ Music Awards have taken place at Midem. There are 15 awards and all the acts will be present to receive them, as well as 15 or 20 stars coming to give out the awards." Stars attending include Jennifer Lopez, Ricky

Martin, The Corrs and All Saints.

The rest of the festival, which concludes on January 25, is packed with events. On Sunday it is the Classical Awards, while Boyzone's Mike Graham will showcase six songs from his solo Claude Nobis, the founder of the Montreux Jazz Festival, which is also 35 years old. On Tuesday night it is the Person Of The Year Awards which will honour producer and writer David Foster, the man behind the hits for a galaxy of stars including The Corrs, Celine Dion, Barbra Streisand, Michael Jackson, Whitney Houston, Toni Braxton and 'N Sync (see p13).

Midem will also host a launch for the Polar Music Prize for the first time. "We'll announce the nominees and winners for the coming year," says Leguerm. "The prize will be given out in Stockholm later this year by King Carl Gustaf of Sweden."

Electronic music continues to be an important theme. "Electronic music is really growing and we now have more than 1,000 participants in this field alone. There is a mini-sector inside the electronic market for more niche participants. Some companies are celebrating their 10th birthdays this year. We are holding a conference in association with Sonar called A Market For

Electronic Music. Speakers are Daniel Miller from Mute, Dominic Smith from Ninja Tune and DJ Hell." Midem will also be hosting a series of thematic nights, including a Cuban night, an African night, a Belgian pop night featuring Hooverphonic, and seven club nights including Berlin, Berlin, which will showcase new electronic German music. There is also Sir II Up, a reggae night featuring Steel Pulse and the ghetto youths crew, which features Stephen, Damien and Julian Marley, all three of them sons of the late Bob.

From a corporate point of view, Leguerm has not felt the need to make any significant changes to Midem's structure. "There is no difference from when [my predecessor] Christophe Blum was here," she says.

"Our delegates and participants are from the whole music industry - from a lone musician with his tapes to big companies with enormous stands. I make changes more due to market influences and the needs of customers than a desire to change things that do not need to be changed. Christophe did a great job and I'm continuing to build on what he's done and to take into consideration the needs of the customers."

KEEPING UP WITH THE PIRATES

Karen Faux checks out the anti-piracy measures companies are now developing to protect their products

THE YEAR 2000 was an exceptionally good one for the global disc-manufacturing sector, with CD and DVD production rising to a record 10bn units, according to the International Recording Media Association (Irma). While boosting business continues to be about offering quality products, sophisticated logistics and a personal service, the ability to provide effective anti-piracy measures is now also a vital sales dimension.

The BPI's Anti-Piracy Unit estimates that more than £14.6m was lost in the UK alone during 1999 and factories are expected to play an increasingly important role in the industry's damage limitation exercise. Irma's recently established anti-piracy compliance programme has proved important for establishing an international benchmark. While US plants were among the first to meet the association's regulations, compliance is now spreading across Europe and it is expected that companies in South America and Asia will come on board in the not too distant future.

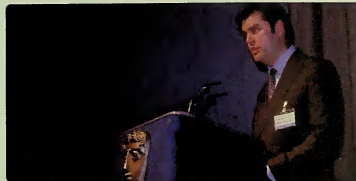
Irma's guidelines cover many stipulations in relation to various formats, but an over-riding requirement is that a source code must be included in the production of all audio and video glass masters. It is this which ultimately allows the disc to be identified with its copyright owner. Another key guideline is that factories must have access to recognised internet database services - such as Loos, Copyright Office or Muz - which will enable them to verify copyright ownership

before or during the production process.

At Midem, Discronics will be trumpeting the fact that it now has Irma accreditation at its sites in the US and UK, while its factories in France and Italy are currently completing the programme. "We are delighted to receive the Irma licence at our Southwater plant and especially so given that we are the first plant in Europe to do so," says Peter Wallace, Discronics vice president, security and compliance. "It re-iterates our long-standing commitment to anti-piracy procedures."

Discronics currently employs the Macrovision SafeDisc copy protection technique but says it is prepared to support new safeguards as they are introduced. In the past year Wallace has worked hard to educate both employees and clients about the anti-piracy initiatives being implemented in the US and the company has also won anti-piracy accreditation from the Federation Against Copyright Theft (FACT) and the European Leisure Software Publishers Association (Elsipa).

'The pressure from hackers is relentless and no system can claim to be completely foolproof' - Tim Heath, Macrovision



Bevan: wants a broad range of copyright protection systems

"Giving customers the assurances they need when it comes to anti-piracy measures is now an indispensable part of a manufacturing business and we have worked very hard to bring all the plants in our group up to a high standard," says Daragh McDonough, marketing manager of SDC UK sales which has Irma accreditation for its plant in the US and Germany, now offers three separate copy protection systems to customers - the SafeDisc, LaserLock and Protect CD systems. The latter is one of the most cost-effective methods for software programmers and can be added at the programme stage, using the ProtectCD Publisher Toolkit. Alternatively, Sonopress can implement the protection at the pre-mastering stage. Last year the company also installed the mastering equipment to accommodate SafeDisc v2, which has a new digital signature and significant change in code architecture designed to hinder the activities of hackers.

"The pressure from hackers is relentless and no system can claim to be completely foolproof," says Macrovision sales director Tim Heath. "However, we believe we have raised the defence wall with the v2 and the beauty of the design is that it can be regularly updated." Sonopress believes that it is necessary to offer more than one type of anti-piracy safeguard. "Being able to offer a broad range of copy protection systems means that we can

maximise flexibility, speed and costs to suit the customer's needs," says its UK general manager Tim Bevan.

Irma European director of anti-piracy Theo Kohler believes that initiatives at the manufacturing stage are the most important for beating the global problem of piracy. "Content providers now have a clear method of identifying the replicators which are serious about complying with these procedures," says Kohler. "Because we envisage that content providers will encourage this type of compliance, it makes sense for replicators to begin incorporating these standards as normal business practice. In this way they will protect themselves from inadvertently falling prey to piracy."

Another Midem exhibitor forming a proactive war on a technically different form of piracy from an entirely different starting-point is IBM, which is one of four computer hardware companies behind a copy-protection scheme that would put digital piracy barriers directly into disk drives.

Context Protection for Recordable Media (CPRM) - developed by IBM with Intel, Matsushita Electric and Toshiba - is intended to prevent portable data storage, but the system also points to a time when built-in software could bring an end to the copying of uncopyrighted music files from the internet onto an individual's desktop.

5 'WHICH INDEPENDENT LABEL PUT A COUNTRY ACT IN THE UK TOP 75 FOR 26 WEEKS?'

Answer - **THE GRAPEVINE LABEL**

Through it's unique joint venture with BMG, *Grapevine* had great success with 'Amazed' by Lonestar.

5 'WHICH INDEPENDENT LABEL HAD TOP 5 UK & IRISH SUCCESS WITH A GOSPEL ALBUM IN 2000?'

Answer - **RITZ RECORDS**

Daniel O'Donnell's album 'Faith & Inspiration' reached No.4 on the UK and No.2 on the Irish Album Charts, October 2000. This is a chart highpoint for an artist who has consistently bucked the trend and has already sold over 5 million albums and almost as many concert tickets!

5 'WHICH INDEPENDENT COMPANY HAD MULTIPLE PLATINUM SUCCESS WITH A 'TRADITIONAL' ARTIST IN 2000?'

Answer - **THE GRAPEVINE LABEL IRELAND**

Grapevine Ireland achieved this, with the much acclaimed new album of collaborations from Sharon Shannon and Friends, 'The Diamond Mountain Sessions'.

5 'WHICH INDEPENDENT DISTRIBUTION COMPANY WAS RESPONSIBLE IN BRINGING A (NOW) WORLD WIDE STAR TO OUR ATTENTION?'

Answer - **RMG DISTRIBUTION, IRELAND** responsible for the initial, but astonishing success of David Gray.

5 'WHICH INDEPENDENT COMPANY HAS AN ACTIVE 150,000 UK DATABASE?'

Answer - **RMG**

5 'WHICH INDEPENDENT LABEL IS INSTRUMENTAL IN LICENSING 'HAPPY HARDCORE' WITH HUGE SUCCESS IN JAPAN?'

Answer - **THE GRAPEVINE LABEL**

Sales of over one million in Japan alone.

5 'WHICH INDEPENDENT LABEL ARE RESPONSIBLE FOR THE VERY SUCCESSFUL RE-INTRODUCTION OF AN ARTIST WITH A 25 YEAR CAREER BEHIND THEM?'

Answer - **THE GRAPEVINE LABEL**

Emmylou Harris - 'Wrecking Ball' and one of the albums of 2000 - 'Red Dirt Girl'.
From Country Icon to Rock Goddess in 5 years!

The Grapevine Label (UK & Ireland) operate in the contemporary adult rock and folk music field. The past few years have seen us establish a credible and respected position in the music business and media. We have been successfully involved in the long term development of artists such as *Sinead Lohan, Mary Black and Sharon Shannon*. Our international roster now includes *Emmylou Harris, Steve Earle, Joan Baez, Christy Moore and Janis Ian*, amongst others.

Barrage and *Nervous* are two acts to watch out for in early 2001, both having new albums released during the first quarter. Ritz Records (UK & Ireland) operate in the Easy Listening / MOR market, which is not dependant on trends and fashions. This is an area largely ignored by the major companies and in their 20 year history Ritz have established themselves as the clear market leader in the UK & Ireland. Major artists include *Daniel O'Donnell, Charlie Lansborough, Mary Duff and Dominik Kilwin*.

Both labels are actively looking to increase the current roster with both established and new artists, with international exploitation a priority. We are also looking for license partners in various countries, for both the labels and/or artists.

RMG Distribution in Ireland are also interested in hearing from you, if you're looking for the best Independent Distribution in Ireland!

Location at Midem (Sunday 21st - Wednesday 24th January)

'The Super Toy' (boat), moored opposite 'The Palais', next to the 'Harbour Masters' Office / 'Capitalinerie'.

Contacts:

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Phil Patterson - Director of International	+44 7831 237981	Kate Comens - Business Affairs Manager	+44 7970 892385
Peter Kenny - Managing Director, Ireland	+353 872 323266	Janine Nalieu - Distribution Manager, Ireland	+353 872 458321

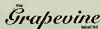
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12

THERE WILL once again be strong representation for British music at Midem 2001 as the BPI and British Music Rights join forces on the British@Midem stand. They have organised a number of key events including a visit by Kim Howells MP, Parliamentary under-secretary at the Department of Trade and Industry, and a showcase featuring 5 Moby Award-winning artist Lynden David Hall.

Kim Howells' attendance at Midem reflects the government's broad support for the music industry. This is his second visit and he comments, "I am delighted to have been invited back to Midem to support the British music creators and businesses who help make the music industry such an economic success. This key event will be a good opportunity to see how record companies, songwriters, composers and publishers are dealing with the challenges posed for communication and sales in the digital world."

Howells arrives in Cannes on January 22 and will start his visit to Midem with a lunch reception hosted by the Association of Independent Music (AIM). This will be followed by a tour of British stands in the Palais des Festivals, where he will meet delegates from a cross-section of UK music genres and businesses including record labels, publishing and new media companies. Some of the stands he is expected to visit include those run by Gramophone - a Midem future and the likely base for many of the UK's classical music delegates - and the Jazz Development Trust.

The minister will complete his tour of UK businesses at the British@Midem stand where he will meet representatives of the BPI and British Music Rights.

At 5pm there will be a conference on the UK music industry held during a cocktail reception

DIGITAL SOLUTION IS CRUCIAL TO MIDEM'S BRIT PACK

The attendance of a British government minister underlines the importance of music to the UK economy. By Sarah Davis



There will be a strong representation for British music at Midem

at La Verrière, at which Howells will make a keynote speech.

The final event of the working day is the British@Midem showcase, an event organised annually by the BPI and British Music Rights to highlight British talent. Acts which have played the gig in previous years include the Stranglers, Squeeze and Superstar. This year's showcase is

held in the Salon Esterel at 6:30 pm at the Hotel Martinez and is to be hosted by Kiki Dee. The artist line-up is still being confirmed but will include performances from R&B star Lynden David Hall, formerly with EMI-Chrysalis but currently without a deal, as well as up-and-coming singer-songwriter Jont and jazz saxophonist Andy Sheppard. Although entry is

The Impact of new technology is a significant issue for everyone who cares about the future of music' - Frances Lowe

free to Midem delegates, places are strictly limited so access is on a first-come, first-served basis. Later on Monday evening there will be a number of other musical events on a club theme.

British Music Rights plans to use Midem to promote awareness of its consumer campaign, Respect The Value Of Music, which focuses on the impact of new technology on composers and songwriters. British Music Rights explains how free music on the internet will affect the future of UK music creation in all genres, but particularly pop, classical, TV and film soundtracks and dance music. British Music Rights is concerned about the growth of file-sharing free music services, such as Napster, and their impact on the rights of composers and songwriters. The organisation says these rights are often overlooked and it hopes to highlight the cause of UK songwriters and composers at Midem.

"The impact of new-technology is a significant issue for everyone who cares about the future of music and the livelihood of those creating the music we enjoy," says Frances Lowe, director general of British Music Rights. "To support the music we care about, we need to respect and protect its value, to see it grow, not diminish - this message is the core of our campaign."

every
Admit One

Front row center

Front row center

WHEN DAVID Foster receives the prestigious Nesuhi Ertegun Person of the Year trophy at the Carlton Hotel in Cannes on Tuesday, January 23, he will be honoured not only as the executive who founded 143 Records and helped to break the world-beating Corrs, but also as a producer, musician, songwriter and arranger of legendary stature.

The impact that Foster has had in shaping the world of pop music is simply enormous. Those unfamiliar with his track record need only to look at the list of artists he has worked with to understand where he fits in.

As a session musician he has played with such musical titans as John Lennon, Diana Ross, George Harrison and Rod Stewart. He has won 14 Grammy Awards for his production skills, being named Producer Of The Year no less than three times.

A true chameleon, he has always moved with the times and embraced new musical movements. His trademark sweeping, power-ballad production has helped artists such as

As a session musician Foster has played with such musical titans as John Lennon, Diana Ross, George Harrison and Rod Stewart, and he has won 14 Grammy Awards for his production skills

DAVID FOSTER: PERSON OF THE YEAR

He has worked with legendary figures and has always moved with the times. David Balfour looks at Foster's impressive track record



Foster (left) and in the studio with Celine Dion

Whitney Houston, Celine Dion and Toni Braxton to worldwide success with tracks including I Will Always Love You, Falling Into You and Unbreak My Heart respectively, and his recent and ongoing production credits include 'N Sync, Dru Hill, Mariah Carey and Michael Jackson.

Apart from being a producer of huge stature, Foster has also nurtured and supported the business that has brought him so much success.

In 1994 he joined Atlantic Records as vice president and within a year had established his own label, 143 Records. True to form, the first release on 143 - The Corrs' Forgiven Not Forgotten - was a huge smash.

The Corrs have benefited from Foster's talent and understanding of the business to sell 10m albums around the world and have quickly established themselves as serious contenders for long-term success.

Never one to rest on his laurels, Foster has used 143 to break and develop many new stars. Country singer Kevin Sharp sold a million copies of his debut album for 143 and waiting in the wings are names that include rock songwriter Beth Hart, Luce and Yve & Adam.

A native of British Columbia, Foster now lives in Los Angeles, where he has founded his own charitable foundation for children in need of transplants, as well as finding time for his own large family. There could hardly be a more deserving candidate to receive the accolade of Person Of The Year.

"Midem, for as long as I can remember, seems to have been the only global meeting place of the entire industry," says Foster.

"It has always been held in high esteem and its reputation has never been tarnished. For those reasons this feels like a real and genuine honour!"

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Website: www.abbeyroad.co.uk
Business: multimedia developers
Delegates: Colette Barber - studio manager;
Samantha Harvey - creative director; Lucy
Lauder - post-production co-ordinator
Stand numbers: 11, 15
Hotel: Hotel des Congres et Festivals

ABM COMPANY
240 Centennial Park, Elstree Hill South,
Borehamwood, WD6 3DE. Tel: 020 8236 2510
Fax: 020 8236 2312
E-mail: abm@abmlabel.co.uk
Website: www.abmlabel.co.uk
Business: record company/distributor
Delegates: John Cooper - managing director;
Mike Fay - sales director
Stand number: 26.01

AMATO DISTRIBUTION
Units 13-14, Barley Shatts Business
Park, 245 Acklam Road, London W10 5YQ.
Tel: 020 8964 3302 Fax: 020 8964 3312
E-mail: info@amatodistribution.co.uk
Website: www.amatodistribution.co.uk
Business: distributor
Delegates: Mario Howell - director; Sharon
Green
Stand number: 19.1

ASSOCIATION OF INDEPENDENT MUSIC
Lamb House, Church Street, London, W4
2PD. Tel: 020 8994 5590 Fax: 020 8994 5222
E-mail: info@musicindie.com
Website: www.musicindie.com
Business: independent trade association
Delegates: Alison Venham - chief executive;
Alex Papisasiakopoulou - communications
manager
Stand number: 3.24/5.27

BBC MUSIC MAGAZINE
A1004, Woodlands, 80 Wood Lane,
London W12 0TT. Tel: 020 8433 3283 Fax: 020
8433 3292
Website: www.musicmagazine.com
Business: publisher
Delegates: Jessica Gibson - publisher; Helen
Waldie - editor
Stand number: R29.40

BBC WORLDWIDE
80 Wood Lane, London W12 0TT. Tel:
020 8433 2000 Fax: 020 8433 2431
Website: www.bbcworldwide.com
Business: traditional and online media
Delegates: Lynda Ashton - commercial
manager; Nicholas Konyon - controller;
live events; Sue Judd - executive
producer; BBC Classics
Stand number: R29.40

BEAT THAT MUSIC
54 Larkhall Road, London E4 6PD. Tel:
020 8523 9000 Fax: 020 8523 8888
Business: music publisher
Delegates: Peter Milson - royalty manager; Mike

Collier - A&R; Lezline Gough - A&R; Amanda
Miller - A&R
Stand number: 25.07

BEGGARS GROUP
17-19 Alma Road, London SW18 1AA.
Tel: 020 8870 9912 Fax: 020 8871 1766
E-mail: name@almaroad.co.uk
Website: www.beggars.com
Business: record label group
Delegates: Martin Mills - chairman; Paul
Reedling - international director
Stand number: 03.24/05.27

BMG MUSIC PUBLISHING
Bedford House, 69-79 Fulham High
Street, London SW6 3JW. Tel: 020 7384 7600
Fax: 020 7384 8162
E-mail: firstnamelastname@bmg.co.uk
Business: music publisher
Delegates: Nicholas Firth - president; BMG
Publishing Worldwide; Paul Curran -
managing director, UK; Jean-Manuel De Scaramo
- vice president; Serious Music
Stand number: R34.16

**BRITISH ACADEMY OF COMPOSERS &
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26 Berners Street, London W1P 3DB. Tel: 020
7636 2929 Fax: 020 7636 2212
E-mail: info@britishacademy.com
Website: www.britishacademy.com
Business: composers' organisation
Delegates: Guy Fletcher - chairman; Chris
Green - chief executive
Stand number: 17.06

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Records; Recognition Records; Revolver Music;
Steve Marriott Licensing; Sunflower Records;
Vergis Music; World Music Network
Stand number: 19.01

BRITISH MUSIC RIGHTS
British Music House, 26 Berners Street,
London W1P 3DB. Tel: 020 7306 4446 Fax:
020 7306 4449
E-mail: info@britishmusicrights.org
Website: www.bmr.org
Business: composers' organisation
Delegates: Henrietta Yoxall - general manager;
Frances Lowe - director general; Adrian Crookes
- media relations manager
Stand number: 17.12

CARTEL MUSIC GROUP
19c Lansdowne Road, Bournemouth,
Dorset BH1 1RZ. Tel: 01202 297 744 Fax:
01202 294 696
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Website: www.cartelmusic.co.uk
Business: record company/multi media
Delegates: Steven Foster - managing director;
Graham Foster - sales director
Stand number: 11.14

CARDOLINE 2
6 Acton Park Estate, Stanley Gardens,
London W3 7QE. Tel: 020 8460 3100 Fax: 020
8743 2419
E-mail: c2sales@uk.aimail.com
Business: distributor
Delegates: Steve Sparks - director; Nik
Podgorski - director; Roger Kent - director;
David Gadsby - director
Stand number: 13.18/15.17

CHANDOS RECORDS
Chandos House, Commerce Way,


Colchester 202 8HQ. Tel: 01206 225200 Fax:
01206 225201
E-mail: enquiries@chandos-records.com
Website: www.chandos-records.com
Business: record company
Delegates: Simon Ashurst - export sales officer;
Kevin Wood - marketing manager; Ginny
Cooper - sales manager
Stand number: R32.22
Hotel: Hotel Beau Sejour

CHARLY RECORDS (UK)
13 Bridgwater Road, Church Street,
Isleworth, Middlesex TW7 6BS. Tel: 020 8232
1300 Fax: 020 8232 1301
E-mail: samantha.richards@charly.co.uk
Business: record company
Delegates: Samantha Richards - managing
director
Stand number: 20.02

CHERRY RED RECORDS
Unit 17, Elysum Gate West, 126-128
New Kings Road, London SW6 4LJ. Tel: 020
7371 5844 Fax: 020 7384 1854
E-mail: info@cherryred.demon.co.uk
Website: www.cherryred.co.uk
Business: record company
Delegates: Ian McNay - managing director;
Adam Velsico - director
Stand number: 3.32

CLASSIC FM
7 Swallow Place, London W1R 7AA. Tel:
020 7518 2681 Fax: 020 7344 2755
E-mail: programmes@classicfm.co.uk
Website: www.classicfm.co.uk
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5704
E-mail: feedback@classical.fm
Website: www.classical.com
Business: internet company
Delegates: Tim Lloyd - director, Roger Press - chief executive officer
Stand number: 5.34

CLASSICAL NETWORKS
4 St James Place, London SW1A 1NP. Tel: 020 7468 2957 Fax: 020 468 2961
Business: internet company
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Website: www.cmlpackaging.com
Business: CDR multimedia packaging
Delegates: James Ferguson - manager, Edward McGill - production director

Stand number: 7.29
Hotel: Hotel Ibis
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144 Camden High Street, London NW1
ONE. Tel: 020 7543 7500 Fax: 020 7543 7600
E-mail: info@counterpoint.com
Website: www.counterpoint.com
Business: computer services
Delegates: Amos Siegun - CEO (group of companies), Robert Katovsk - chairman
Stand number: R32.08

DELEGATION BIRMINGHAM
South Birmingham College, Floodgate Street, Birmingham B5 3SU. Tel: 0121 243 6006 Fax: 0121 248 6007
E-mail: maso@compuserve.com
Business: education
Delegates: Phil Savage - managing director, Geoff Pearce - managing director, John Moeyny - managing director
Stand number: 26.1

DELTA MUSIC
222 Cray Avenue, Orpington Kent, BR3 3PL. Tel: 01689 888888 Fax: 01689 888894
E-mail: info@deltamusic.co.uk
Business: record company
Delegates: Laurie Adams - managing director, Malcolm Sharp - business development manager, Patricia Zaiger - international co-ordinator, Peter Jamieson - label manager
Stand number: 7.27

DEMON MUSIC GROUP
4th Floor, Holden House, 57 Rathbone Place, London W1P 1AB. Tel: 020 7396 8899 Fax: 020 7470 6656

E-mail: jonathan.hanscombe@mcimusic.co.uk
Website: www.wci.co.uk
Business: record company
Delegates: Adrian Sear - commercial director, Jonathan Hanscombe - international sales manager (MC), Danny Keene - sales and marketing director (MC)
Stand number: 7.11

DEO.COM
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E-mail: info@deo.com
Website: www.deo.com
Business: music internet site
Delegates: Peter Alimberg - chief executive officer
Stand number: 9.3
Hotel: Hotel Carnes

DISTRONICS
Southwater Business Park, Worthing Road, Southwater, Horsham, W Sussex. Tel: 014903 739600 Fax: 01403 739601
E-mail: sm@distronics.co.uk
Website: www.distronics.co.uk
Business: presses & duplicators
Delegates: Peter Wallace - vice president security and compliance, Sue Mackie - general manager European sales
Stand number: 5.23

DRESSED TO KILL
110 Park Street, London W1K 6NX. Tel: 020 7408 2121 Fax: 020 7409 1935
E-mail: drkill@aol.com
Website: www.dressed2kill.co.uk
Business: record company
Delegates: Maria Andra - label manager, George Kimpton-Howe - managing director
Stand number: 5.19

DX3
33 Glasshouse Street, London W1R 5RG. Tel: 020 7434 3050 Fax: 020 7434 3055
Website: www.dx3.net
Business: e-commerce specialist, online distributor
Delegates: David Stockley - chief executive, Rob Markus - managing director
Stand number: 15.18/17.13

E-MEDIA-C.NET
95-96 New Bond Street, London W1S 1SN. Tel: 020 7518 1340
Fax: 020 7518 1341
E-mail: info@e-media-c.net
Website: www.e-media-c.net
Business: internet company
Delegates: Michael Wendt - managing director, Virginia O'Donovan - head of music
Stand number: 2.28
Hotel: Hotel Embassy

ENCORE FORUM T/A ARTISM
26 Farringdon Street, London EC4 4AB. Tel: 020 7947 3232 Fax: 020 7947 3233
E-mail: clair@artism.com
Website: www.artism.com
Business: online business-to-business service
Delegates: Claire Stern - marketing manager, Jamie Eldon - director of sales, Mark Brooks - accounts manager music
Stand number: 5.35
Hotel: Hotel Universe

ENTERPRISE IRELAND
Merrion Hall, Strand Road, Sandymount, Dublin 4. Tel: 3531 2066244 Fax: 3531 2066497
E-mail: michael.kenna@enterprise-ireland.com
Website: www.enterprise-ireland.com
Business: industry organisation
Delegates: Michael Kenna - executive
Stand number: R38.09

THE FANTASTIC CORPORATION
St Andrew's House, West Street, Woking,



Surrey GU21 1EB. Tel: 01483 770 076 Fax: 01483 772262
Website: www.fantastic.com
Business: distributor
Delegates: Sheila Harrison - director of marketing
Stand number: R31.08

FIRST BUDGET INTERNATIONAL
Units 9/10, Sutherland court, Tolpits Lane, Watford, Herts WD1 8SP. Tel: 01923 712235 Fax: 01923 778253
E-mail: timemus@time.stech.co.uk
Website: www.time-music.co.uk
Business: import/export/record company
Delegates: Alan Green - managing director
Stand number: 19.06

GRAMOPHONE PUBLICATIONS
38-42 Hampton Road, Teddington, Middx TW11 0JE. Tel: 020 8882267 5017 Fax: 020 8267 5866
E-mail: robert.franklin@haynet.com
Website: www.gramophone.co.uk
Business: newspapers/magazines
Delegates: Wendy Stonebridge
Stand number: R31.31

GREENSLEEVES RECORDS
Unit 14 Metro Centre, St John's Road, Isleworth, Middx TW7 6NJ. Tel: 020 8758 0564 Fax: 020 8758 0811
E-mail: greensleaves@easynet.co.uk

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TEL: 020 8810 9050 Fax: 020 8810 9081
E-mail: info@recordreview.co.uk
Website: www.recordreview.co.uk
Business: Magazine publisher
Delegates: Barry Irving - publisher; Maire Taylor - production editor
Stand numbers: R28.07

JAZZ DEVELOPMENT TRUST
 c/o 18 Carthorpe Road, London W6 0DX.
TEL: 020 8741 1752 Fax: 020 8741 4540
E-mail: info@jazzdev.demon.co.uk
Business: industry organisation
Delegates: Jonathan Abbott - jazz editor
Hotel: Solihull

K-TEL ENTERTAINMENT (UK)
 K-Tel House, 12 Fairway Drive, Greenford, Middle UBS SPW. Tel: 020 8566 6789 Fax: 020 8575 2254
E-mail: pat@k-tel-uk.com
Business: record company
Delegates: Yasmin Faria - licensing and export manager; Janie Webber - general manager
Stand number: 26.92

KARTEL SOFTWARE
 Manhattan House, 140 High Street, Crowthorne, Berks RC4S 7AX. Tel: 01344 772727 Fax: 01344 772826
E-mail: info@kartel.co.uk
Website: www.kartel.co.uk
Business: computer services
Delegates: Simon Peters - managing director
Stand number: 9.08

KOCH INTERNATIONAL
 Charlotte House, 37 Little Ealing Lane, London W5 AER. Tel: 020 8832 1800 Fax: 020 8832 1813
E-mail: scanver@kochintl.co.uk
Website: www.kochintl.co.uk
Business: distributor/publisher/record label
Delegates: Rashmi Palani - managing director; Simon Carver - head of sales & marketing; Michael Jones - label manager
Stand number: R35.21

LASGO EXPORTS
 Unit 2, Chippingwood Park Industrial Estate, 378-388 High Road, London NW10 2DY. Tel: 020 8459 8500 Fax: 020 8451 5555
E-mail: info@lasgo.co.uk
Business: distributor
Delegates: Nick Lassman - director; Peter Lassman - managing director
Stand number: 11.18
Hotel: Majestic

LIQUID AUDIO EUROPE
 10 Greycoat Place, London SW1P 1SB. Tel: 020 7960 6685 Fax: 020 7960 6100
E-mail: enquiries@liquidaudio.com
Website: www.liquidaudio.com
Business: online distributor
Delegates: Kevin Malone - vice president European business development; Charlie Carrington - head of marketing
Stand number: R34.01

MADGE WEB
 Wexham Springs, Framewood Road, Wexham, Slough SI3 6PI. Tel: 01753 661586 Fax: 01753 661149
Business: internet company
Delegates: Robert Madge - chairman and CEO
Stand number: 26.07

MINISTRY OF SOUND RECORDINGS
 103 Goun Street, London SE1 6DP. Tel: 020 7379 6528 Fax: 020 7403 5348
Website: www.ministryofsound.com
Business: record label, etc.
Delegates: Matt Jagger - managing director; Sarah Moore - marketing director; Ben Cook - head of A&R
Stand number: 03.24/05.27

MRA INTERNATIONAL
 14 Chamola Close, Sawston, Cambridge CB2 4UL. Tel: 01223 836041 Fax: 01223 836041
E-mail: uk@mramike@btinternet.net
Website: www.mragroup.com.au
Business: record company/distributor
Delegates: Michael Diplock - international manager
Stand numbers: 21.01
Hotel: private apartment

MUSICBANK
 Leek House, Main Road, Filby, Great Farmouth, Norfolk NR29 3AA. Tel: 01493 369959 Fax: 01493 369970
E-mail: apw@musicbank.co.uk
Website: www.musicbank.co.uk
Business: audio/video rackers
Delegates: Anthony Walsh - managing director
Stand number: 9.35

MUSIC MANAGERS FORUM
 1 Glenhorne Mews, T15 Glenhorne Road, London W6 0JJ. Tel: 020 8741 2555 Fax: 020 8741 4856
E-mail: info@ukmmf.net
Website: www.ukmmf.org
Business: industry organisation
Delegates: Keith Harris - chairman; Peter Jenner - director; Gary McClaren - manager
Stand numbers: 23.11
Hotel: Majestic

MUSIC PUBLISHERS ASSOCIATION
 18-20 York Buildings, London WC2N 6JU. Tel: 020 7839 7779 Fax: 020 7839 7776
E-mail: mpa@musicpublishers.co.uk
Business: industry organisation
Delegates: Tom Bradley - president; Sarah Faulder - chief executive
Stand number: 17.02

MUSIC WEEK/MBI/FONO
 4th Floor, 8 Montague Close, London SE1 9UR. Tel: 020 7940 8500 Fax: 020 7407 7057
Business: publisher
Delegates: Steve Redmond - publisher; Julian Clark - sales director; Ajax Scott - editor; Music Week; Susan Nurdzie - editor; MBI, Martin Talbot - editor; Iono; Judith Rivers - UK sales manager; Matthew Tyrrell - international sales manager
Stand number: R34.03

NAKAMICHI CD/DVD SAMPLING STATIONS
 8th Floor, Hayes Gate House, 27 Uxbridge Road, Hayes UB3 2JS. Tel: 020 8581 9188 Fax: 020 8581 9151
E-mail: www.nakamichi.com
Website: www.nakamichi.com
Business: manufacturer of high-end audio/video entertainment systems
Delegates: John Skinner
Stand number: 7.35

NAVARR RECORDS
 22 Sherwood Road, London NE1 1AD. Tel: 020 8203 2553 Fax: 020 8203 2542
Business: record company
Delegates: Vihabkar Badi - managing director
Stand number: R29.22

NETBEAT MUSIC
 Olympic House, 317-321 Latimer Road, London W10 6RA. Tel: 020 8962 9270 Fax: 020 8962 9279
E-mail: cike@netbeat.com
Website: www.netbeat.com
Business: e-commerce site; online distributor
Delegates: Stephanie Hunt - CEO; Eike Cummings - director of artist development
Stand number: 24.12

NEWSOUND 2000
 Moondown House, Burgate, Fordingbridge, Hants SP6 1LY. Tel: 01725 514411 Fax: 01725

512913
E-mail: colin@newsound2000.com
Website: www.newsound2000.com
Business: licensing
Delegates: Colin Ashby - managing director
Stand number: 7.23
Hotel: Gray D'Albion

NEW STATE ENTERTAINMENT
 Unit 2A, Queens Studios, 121 Salebury Road, London NW6 4AG. Tel: 020 7372 4474 Fax: 020 7328 4447
E-mail: info@newstate.co.uk
Website: www.newstate.co.uk
Business: record company
Delegates: Tony Ptery - general manager media division
Stand number: 4.17
Hotel: Holiday Inn

NEW WORLD MUSIC
 The Barn, Becks Green, St Andrews, Beccles, Suffolk NR43 8NB. Tel: 01986 781 682 Fax: 01986 781 645
Business: publisher/record company
Delegates: Neil Worgan - chairman; Jeff Stewart - managing director; Michael Hennessy - music and media managing director; Adrian Sampson - international sales manager
Stand number: R32.18

NORTH STAR MUSIC PUBLISHING
 PO Box 868, Cambridge CB1 6SJ. Tel: 01223 890908 Fax: 01223 890471
E-mail: nmsinfo@aol.com
Website: www.northstarmusic.co.uk
Business: publisher
Delegates: Grahame Maclean
Stand numbers: 6.32

NYC ARTS
 The Forum, 74-80 Camden Street, London NW1 0EG. Tel: 020 7388 3833 Fax: 020 7383 5332
Website: www.nycarts-vt.com
Business: video producer and distributor
Delegates: John Kellner - managing director; Clive Sugars - head of video & new media; Simon Abbas - PR & marketing manager
Stand number: R32.39

OLIVER BOOKS
 16-18 Wimbledon Stadium, Business Centre, Riverside Centre, London SW17 0DB. Tel: 020 8879 3945 Fax: 020 8879 0792
E-mail: sales@oliverbooks.co.uk
Website: www.oliverbooks.co.uk
Business: book publisher
Delegates: Peter Fenton - managing director
Stand number: 15.3

ON DEMAND DISTRIBUTION
 Broad Quay House, Prince Street, Bristol BS1 4DJ. Tel: 0117 905 8746 Fax: 0117 905 8828
E-mail: onsd2.co.uk
Website: www.onsd2.co.uk
Business: internet company
Delegates: Charles Grimdale - CEO
Stand number: R33.12

ONLINE CLASSICS AND IAMBIC PRODUCTIONS
 31 Eastcastle Street, London W1W 8DL. Tel: 020 7436 1400 Fax: 020 7637 7084
E-mail: chris@iambicproductions.com
Website: www.onlineclassics.com
Business: e-commerce and production company
Delegates: Chris Hunt - chief executive
Stand number: R32.31

PEERMUSIC
 Peer House, 8-14 Verulam Street, London WC1X 8LZ. Tel: 020 7404 7200 Fax: 020 7404 7004
Business: Publisher
Delegates: Nigel Elderton - vice president

Website: www.easynet.co.uk/greensleeves
Business: record company
Delegates: Chris Sedgwick - managing director
Stand number: 4.34
Hotel: Hotel Embassy Cannes

H2O MUSIC
 3 Blackburn Road, London NW6 1RZ. Tel: 020 7328 8283 Fax: 020 7328 9037
E-mail: HH0@dal.pipex.com
Business: record company/import/export
Delegates: Sue Pilina
Stand number: 11.23

HHO LICENSING
 3 Blackburn Road, London NW6 1RZ. Tel: 020 7328 8283 Fax: 020 7328 9037
E-mail: HH0@dal.pipex.com
Business: record company/licensing/export
Delegates: Henry Hasday - chairman
Stand number: 11.19

INDEPENDENT MUSIC GROUP
 Independent House, 54 Larkhall Road, London E4 6DR. Tel: 020 8523 9000 Fax: 020 8711 8868
E-mail: erich@independentmusicgroup.com
Business: publisher
Delegates: Catherine Bastien
Stand number: 25.07
Hotel: private apartment

INTERNATIONAL RECORD REVIEW
 1 Haven Green, Ealing, London W5 2UL.



UK EXHIBITORS

Europe, creative affairs
Stand numbers: R36.13

PEOPLESOUND.COM
20 Orange Street, London
WC2H 7NN. Tel: 020 7766 4000
Fax: 020 7766 4001
E-mail: enquires@peoplesound.com
Website: www.peoplesound.com
Business: music internet site
Delegates: Ernesto Schmitt - president;
Mathias Gibson - managing director
Stand number: 11.2

PEGASUS
Unit 9, Brook Trading Estate, Deadbrook
Laos, Aldershot, Hants GU12 4XB. Tel: 01252
350173 Fax: 01252 350 171
E-mail: denis@eagle-rock.com
Website: www.eagle-rock.com
Business: record company/distributor
Delegates: Dennis Lloyd - managing director
Stand number: 3.21

PINNACLE ENTERTAINMENT
Electron House, Cray Avenue, St Mary
Cray, Orpington, Kent BR5 3RJ. Tel: 01689
870 522 Fax: 01689 521 741
E-mail: firstname.lastname@pinnacle-
records.co.uk
Website: www.pinnacle-records.co.uk
Business: Traditional and online distributor
Delegates: Steve Mason - chairman; Tony
Powell - managing director; Mark Hutton -
commercial head of new media development
Stand number: 07.19

PLANET MEDIA AND ENTERTAINMENT (UK)
14 Harley Street, London W19 9PQ. Tel: 020
7291 0350 Fax: 020 7323 9371
E-mail: sales@pmuk.com
Business: record company/licensing/
distribution
Delegates: Beverly King - managing director
Stand number: 5.58

POPWIRE
Unit 21, Suite 11, 189 Munster Road,
London SW6 6A. Tel: 020 761 0611 Fax: 020
7611 0622
E-mail: info@popwire.com
Website: www.popwire.com
Business: music internet site
Delegates: Andar Andersson - co-founder and
CEO
Stand number: 3.36
Hotel: Solist Mediterranean and the Radisson
SAS Montfleur

PRIMATE RECORDINGS
340 Athlon Road, Alpton, Middx HAQ
18X. Tel: 020 8601 2200 Fax: 020 8998 1559
E-mail: music@primedistribution.co.uk
Website: www.primedistribution.co.uk
Business: record company
Delegates: Mark Cooper - director; John
Warwick - director
Stand number: 7.34

PRIME MUSIC PUBLISHING
340 Athlon Road, Alpton, Middx HAQ
18X. Tel: 020 8601 2200 Fax: 020 8998 1559
E-mail: music@primedistribution.co.uk
Website: www.primedistribution.co.uk

Business: distributor
Delegates: Dave Rowe - label manager
Stand number: 7.36

PRISM LEISURE CORPORATION
Unit 1, Devonex Business Centre, Dundee
Way, Kettlewell, Middx. Tel: 020 8804 8100 Fax:
020 8805 8001
E-mail: simon@prismles.com
Business: distributor
Delegates: Geoff Young - chairman; Steve Brick
- label director; Simon Checketts - sales
director
Stand numbers: 9.02

RECEIVER RECORDS
Regent House, 1 Pratt Mews, London
NW1 0AD. Tel: 020 7627 6877 Fax: 020 7627
6746
Website: www.trojan-records.com
Business: record company
Delegates: Colin Newman - chairman
Stand number: 07.31

RECORDSTORE/DANCEMUSIC.COM/AUTOMATIC & TRANSIENT RECORDS
129 Canalot Studios, 222 Kennal Road,
London W10 5BN. Tel: 020 8964 9020 Fax:
020 8960 5741
E-mail: mark@recordstore.co.uk



Website: www.recordstore.co.uk/
DanceMusic.com/www.automaticrecords.co.uk/
Stand number: www.transient.com
Business: online retailer
Delegates: Russel Coutlar - CEO; Tony
Matthews - CEO
Stand number: R34.07

RICALS
Suites 1-3, Mortimer Street, London
W1N 7JA. Tel: 020 7544 6811 Fax: 07971
046159
E-mail: mail@rical.com
Website: www.rical.com
Business: internet company
Delegates: Richard Corbett - managing director
Stand number: 5.15
Hotel: Ligure

ROUSE & CO
The Isis Building, Thames Quay, 193
Harsh Wall, London E14 9SG. Tel: 020 7345
8888 Fax: 020 7345 4555
E-mail: ruper@iprights.com
Website: www.iprights.com
Business: intellectual property lawyers
Delegates: Richard Ross-MacDonald - managing
director
Stand number: 23.12
Hotel: Cote Sud

RM ASSOCIATES
46 Great Marlborough Street, London
W1F 7JW. Tel: 020 7439 2637 Fax: 020 7439
2316

E-mail: rma@rmassociates.co.uk
Business: television and video producer/
distributor
Delegates: Reinor Moritz - managing
director; Neil Mundy - director of
programmes; Heike Horstch - head of co-
productions; Liliana Lombardero - director of
TV sales
Stand number: R31.41

SANCTUARY RECORDS GROUP
A29 Business Park, Leatherhead Road,
Chessington, Surrey KT19 2NY. Tel: 020 88974
1021 Fax: 020 98974 2674
E-mail: info@sanctuaryrecords.co.uk
Website: www.sanctuarygroup.com
Business: record company
Delegates: Joe Cockle - CEO (Sanctuary
Records Group); Hywel Davies - CEO
(Sanctuary Music Group); Deke Arlon -
president (Sanctuary Entertainment Division)
Stand number: 25.04

SBI GROUP
Oak Lodge Farm, Leighams Road,
Bincroft, Chelmsford, Essex
CM3 4HF. Tel: 01245 328683
Fax: 020 7504 8242
E-mail: sbi@sbigroup.com
Business: licensing/distribution

soundtracks
Delegates: Jim Woodford - managing director
Stand number: 4.19

SCOTTISH TRADE INTERNATIONAL
120 Bothwell Street, Glasgow G2 7JP.
Tel: 0141 228 22847 Fax: 0141 221 3712
Website: www.sti.org.uk
Business: industry organisation
Delegates: Lorraine Forbes - marketing
executive; Sue Hunter - manager southern
Europe
Stand number: 16.01

SFH ENTERPRISES
64 Hallmark Trading Estate, Fourth Way,
Wembley, Middx HA9 0PT. Tel: 020 8902
7666 Fax: 020 8902 7888
E-mail: farah@sfhuk.com
Website: www.sfhuk.com
Business: manufacturer
Delegates: Farah Nissa
Stand number: 9.29
Hotel: Hilton

SCOTDIS, BGS PRODUCTIONS
Newtown Street, Kilsyth, Glasgow G65
0IX. Tel: 01236 821084 Fax: 01236 826900
E-mail: nscot@scotdis.co.uk
Business: licensing/distribution/
soundtracks
Delegates: Dougie Stevenson - managing
director; Bill Garden - director
Stand number: 12.12
Hotel: Savoy

SILVA SCREEN RECORDS
3 Frowde Place, London NW1 9PH. Tel:
020 7428 5500 Fax: 020 7482 2385
E-mail: info@silvascreen.co.uk
Business: record company
Delegates: Reynold D'Silva - managing director
Stand number: R34.10
Hotel: Univers

STARTLE
18-21 Cavaye Place, Fulham Road,
London SW10 9PT. Tel: 020 7341 0999
Website: www.startle.com
Business: e-commerce and distribution
company
Delegates: Terry McNally - business
development manager; Annette Mitchell -
e-business manager; James Butler - marketing
manager
Stand number: 3.7

STARTLE 24-7/ STARTLE LIGHTNING EXPORT
Units 3-4, Northgate Business Centre, Crown
Road, Enfield EN1 1TG. Tel: 020 8805 8005
Fax: 020 8805 9702
Website: www.startle.com
Business: distributor
Delegates: (Startle 24-7) Matt Cannon -
director; David Stanton - sales and marketing
director; (Startle Lightning Export) Graham
Lambdon - director
Stand number: 11.18

TIN PAN ALLEY MUSIC
The Chrysalis Building, 13 Bramley
Road, London W10 6SP. Tel: 020 7465 6203
Fax: 020 7465 6318
E-mail: peter@chrysalis.co.uk
Website: www.globalmusicgroup.co.uk
Business: publisher
Delegates: Peter Knight - general manager;
Steve Lewis - CEO music division chrysalis
group
Stand number: 9.03
Hotel: Splendid

TOTAL HOME ENTERTAINMENT
Rosevale Business Park, Newcastle
under Lyme, Stoke on Trent ST15 7QT.
Tel: 01782 566566 Fax: 01782 580402
E-mail: s00.turlock@tthe.co.uk
Website: www.tthe.co.uk
Business: distributor
Delegates: Rob Boyles - manager exclusive
labels and international; Andy Adamson -
product controller audio and media
Stand number: 13.14
Hotel: Hotel Des Orangers

UNION SQUARE MUSIC
Unit 2, Grand Union Office Park,
Packet Boat Lane, Cowley, Uxbridge
UB8 2GM. Tel: 01895 458515
Tel: 01895 458516
E-mail: info@unionsquaremusic.co.uk
Business: record company
Delegates: Peter Stack - managing director
Stand number: R31.11

VIRTUAL MUSIC STORES
2 Princes Street, London W1R 7RA. Tel:
020 7298 6060 Fax: 020 7298 6070
Business: online music retailer
Delegates: Adam Turner - managing director;
Michael Rowlands - commercial director;
Andrew Bruce - operations director
Stand number: R34.09

WINDSONG INTERNATIONAL
Electron House, Gray Avenue, St Mary
Cray, Orpington, Kent BR5 3RJ. Tel: 01689
836969 Fax: 01689 890388
E-mail: sales@windsong.co.uk
Business: exports
Delegates: David Reg - managing director
Stand number: 7.19

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- 16 27 NUMBER 1 Tweemies
- 17 28 DON'T TELL ME Madonna
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- 22 30 NEW YEAR Sugababes



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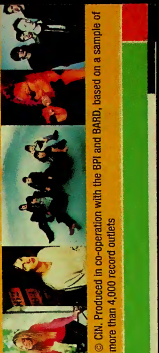
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The peoplesound.com new music top ten chart

LW	TW		10	1	South Frogs Studio 5
			11	2	Leoni Did I Ever (Pop Mex)
			12	3	AC22 Scummy Washier
			13	4	Sophia Lullaby Scumbow All Went Wrong
			14	5	Phat N Bound The Way
			15	6	Protector Shining
			16	7	Twicks Hariged Man
			17	8	Bless Bug Foo
			18	9	Breeze Back To Life
			19	10	Mickay Joe Harte Without You

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3056

THE OFFICIAL UK CHARTS

SPECIAL ST

20 JANUARY 2001

MID-PRICE

This	Last	Title	Artist	Label (distributor)
1	NEW	PLAYING MY GAME	Lena Maris	Virgin CDV983 (E)
2	5	GREATEST HITS	Eurythmics	RCA PD1495 (BMG)
3	NEW	THE BEST OF GREAT HITS	Mr Pingu	RCA 742181372 (BMG)
4	NEW	TAKE THAT	Take That	RCA 742133550 (BMG)
5	8	TRACY CHAPMAN	Tracy Chapman	Elektra 9360742 (TEN)
6	3	RELATIONSHIP OF COMMAND	At The Drive In	Virgin CDV5194 (E)
7	4	DOOKIE	The Corrs	Reprise 536245022 (TEN)
8	6	MTV UNPLUGGED	142/Jay/Maric/ The Corrs	142/Jay/Maric/ 796745022 (TEN)
9	NEW	HIMNO	Green Day	Reprise 536245022 (TEN)
10	12	PARTNERS IN RHYME	Moby	Mute CSTMUM12 (V)
11	2	MATRIX	Foster & Allen	Telstar Premiere TPFC0558 (TEN)
12	12	GOOD FEELING	Travis	Maverick 536241152 (TEN)
13	1	TOGETHER WITH CLIFF RICHARD	Cliff Richard And The Shadows	EMI CDZM01028 (E)
14	NEW	RUMOURS	Platinum Mac	Warner Bros 5362564 (E)
15	NEW	SCREAMADELICA	Primal Scream	Crescent 4715912 (MMP/)
16	NEW	LEFTISM	Leftfield	Higher Ground/Hard Hands HANCD02 (E)
17	NEW	OH NO (SENTIMENTAL THINGS)/DILEMMA	So Solid Crew	Relentless RELENTNT (MMP/TEN)
18	NEW	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen/Polydor GEF11526 (U)
19	NEW	ALL SAINTS	All Saints	London 2844291362 (TEN)

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BUDGET

This	Last	Title	Artist	Label (distributor)
1	1	TRUE LOVE - A COLLECTION	Al Green	Music Collection MCD 578 (DSC)
2	2	THE BEST OF	Relex	Music Collection MCD008 (DSC)
3	3	OH NO (SENTIMENTAL THINGS)	So Solid Crew	Relentless RELENTNT (MMP/TEN)
4	4	IT'S MADNESS	Madness	Disky Communications 112732 (DY)
5	5	ACE OF SPADES	Motorhead	Caslin Pie P1E3003 (P)
6	6	GODFATHER OF SOUL	James Brown	Spectrum 550492 (U)
7	7	BEST OF	The Human League	Disky Communications 1126422 (DY)
8	10	BEST OF THE 70'S	Dr Hook	Disky Communications 1126932 (DY)
9	9	IT'S MADNESS TOO	Madness	Disky Communications 112732 (DY)
10	NEW	50 CLASSIC PUB SONGS	Various	Silva Screen PUBC500 (KD)

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R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (distributor)
1	NEW	LOVE DON'T COST A THING	Jennifer Lopez	Epic 6702282 (TEN)
2	2	WHY	Milo-teq	Inferno CD19H.35 (MMP/V)
3	1	STAN	Enimem	Interscope/Polydor 1D 57470 (U)
4	2	INDEPENDENT WOMEN PART 1	Destiny's Child	Columbia 6709332 (TEN)
5	3	GRAVEL PIT	Wu-Tang Clan	Loud/Fire CD10132 (TEN)
6	4	911	Wyclef feat. Mary J Blige	Columbia 6706255 (TEN)
7	7	INCOMPLETE	Sisqo	Def Jam 572594 (U)
8	5	WALKING AWAY	Craig David	Wildstar CDVX10.15 (BMG)
9	8	I JUST WANNA LOVE U (GIVE IT 2 ME)	Jay-Z	Def Jam 572594 (U)
10	6	NEW YEAR	Sublimes	London LONCD455 (TEN)
11	9	HEARTBREAK HOTEL	Whitney Houston/Evans/Pricc	Arista 7432122921 (BMG)
12	13	SHAKE YA ASS	Mykital	Jive 925152 (P)
13	12	(NOT S**T) COUNTRY MARRAGE	Nelly	Universal MCTSD 4022 (U)
14	14	BOMBS OVER BAGHDAD	Outkast	LaFace/Arista 7432122922 (BMG)
15	15	NOT MESS WITH MY MAN	Velvin Pearl	Virgin V5C01179 (E)
16	11	HOLLER/LET LOVE LEAD THE WAY	Spice Girls	Virgin V5C01178 (E)
17	10	NOT THINK I'M NOT	Kandi	Columbia 6706110 (TEN)
18	16	FORGOT ABOUT DRE	Dr Dre feat. Enimem	Interscope/Polydor 4973422 (U)
19	24	ALL GOOD	De La Soul feat. Chaka Khan	Tommy Boy TBSD 2148 (P)
20	22	BY YOUR SIDE	Sade	Epic 6699952 (TEN)
21	21	STILL	Mary J Blige	Epic 6699952 (TEN)
22	23	RYNCIBLE	Cayenne-Ni-Noyaga	Tommy Boy TBSD2148 (P)
23	19	SHOULD I STAY	Gabriel	Go Beats/Polydor GO12022 (U)
24	20	BODY B BODY	Samartha Mumba	Wald Cat/Polydor 567772 (U)
25	27	TRY AGAIN	Ashley	Virgin V5C01107 (E)
26	34	LET'S GET MARRIED	Jeddy Gede	Columbia 6706110 (TEN)
27	NEW	NEXT EPISODE	Dr Dre feat. Snoop Dogg	Interscope/Polydor (P)
28	2	I WISH	R Kelly	Jive 925152 (P)
29	17	COME ON OVER BABY (ALL I WANT IS YOU)	Christina Aguilera	RCA 7421799912 (BMG)
30	23	NOT EVEN GONNA TRIP	Honey	1st Avenue/Mercury HUNCD70 (U)

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COUNTRY

This	Last	Title	Artist	Label (distributor)
1	1	COME ON OVER	Shania Twain	Mercury 1708912 (U)
2	2	FAITH & INSPIRATION	Daniel O'Donnell	Ritz RBZCD 717 (BMG/U)
3	3	THE WOMAN IN ME	Shania Twain	Mercury 522982 (U)
4	4	RED DIRT GIRL	Emmylou Harris	Grapevine GRACD 162 (BMG/U)
5	6	AMERICAN III - SOLITARY MAN	Johany Carr	Columbia 500662 (J)
6	5	I AM SHELBY LYNNE	Shelby Lynne	Mercury 546172 (U)
7	8	LONEY GAIL	Lonestar	Grapevine/BMG 678636782 (RMG/BMG)
8	7	BREATHE	LeAnn Rimes	Warner Brothers 247322 (Impert)
9	9	WILD & WICKED	Reba McEntire	Rvp RVPWCD1182 (BMG)
10	11	WIDE OPEN SPACE	Dixie Chicks	Epic 489482 (TEN)
11	12	FLY	Dixie Chicks	Epic 5485132 (TEN)
12	10	I'LL BE	Reba McEntire	MCA Nashville 170142 (U)
13	13	SITTING ON TOP OF THE WORLD	LeAnn Rimes	Carly/London 857384202 (TEN)
14	14	WHEN SOMEBODY LOVES YOU	Arista Nash/gramavin 7432181782 (BMG)	
15	17	HARDEST PART	MCA Nashville 170142 (U)	
16	20	SONS OF INSPIRATION	Daniel O'Donnell	Ritz RBZCD 709 (BMG/U)
17	NEW	BURN	Deepest Blue	Carly/London 857384202 (TEN)
18	16	TOMORROWS SOUNDS TODAY	Dwight Yoakam	Reprise 536241152 (TEN)
19	18	LOVE WILL ALWAYS WIN	Faith Hill	Warner Bros 536241152 (TEN)
20	19	I HOPE YOU DO	LeAnn Rimes	MCA Nashville 170892 (U)

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ROCK

This	Last	Title	Artist	Label (distributor)
1	2	CRUCIAL STARSHIP AND THE HOT GOD	Limp Bizkit	Interscope 4907382 (U)
2	1	PARACHUTES	Coldplay	Parlophone 527382 (E)
3	3	INFEST	Papa Roach	Dreamworlds/Polydor 490222 (U)
4	4	HYBRID THEORY	Linkin Park	Warner Brothers 53647752 (TEN)
5	5	CONSPIRACY OF ONE	The Offspring	Columbia 490419 (TEN)
6	6	WINDUP	Green Day	Reprise 536241152 (TEN)
7	7	THE MATRIX (OST)	Various	Maverick/Warner Bros 536241152 (TEN)
8	8	WARNING	Reprise 536241152 (TEN)	
9	10	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen/Polydor GEF11526 (U)
10	9	HOPE YOU DO	Marilyn Manson	Nothing/Polydor 490692 (U)

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DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (distributor)
1	NEW	CAMELS	Santitas	Incentive CENT 157 (MMP/TEN)
2	NEW	WHY	Milo-teq	Inferno TTRM 25 (MMP/V)
3	3	TOUCH ME	Ru Da Sila feat. Cassandra Kizmet/Arista KMTDOR (BMG/U)	
4	NEW	NEEDIN' YOU II	David Morales pt. The Face feat. J Roberts	Manifesto FESX (U)
5	NEW	LOVE DON'T COST A THING	Jennifer Lopez	Epic 670228 (TEN)
6	NEW	EVERYTHING HAS CHANGED	DJ Red	True Playz TPR1205 (SBR)
7	1	KOMODO (SAVE A SOUL)	Mouso Ptichino	VC Recordings VCRTS (E)
8	2	WINDUP (I'M IN MY FEELING WITH YOU)	M Dubs feat. Lady Saw	Telstar 7543122 (BMG)
9	NEW	HAVE A NICE DAY	Floorgang	Closet Records/CLO55 (ADD)
10	NEW	IT'S A GOOD LIFE	Cewin Fisher	Wordplay WBOPY 022 (U)
11	10	10.68	Various	Moving Shadow SHADW106 (SDD)
12	3	COMING HOME	Warren K feat. Lee O	FIL FLOOGS (ESD)
13	NEW	WE WILL SURVIVE	Warp Brothers	Dot Or Die 005158 (Impert)
14	NEW	INVINCIBLE	Cayenne-Ni-Noyaga	Tommy Boy TBSD 2148 (P)
15	NEW	ALWAYS REMEMBER TO RESPECT ...	Dusted	Gal Beat/Polydor 608336 (U)
16	NEW	CHANGES	Inmate	Planetus PLATX16 (U)
17	2	HARDEST EP 16	Various	Nukelez NUK208 (ADD)
18	21	UNBELIEVABLE	Lisa Loehes	Tidy Tux TIDY 1387 (ADD)
19	NEW	7 COLOURS	White Lies	Data DATA 157 (MMP/TEN)
20	NEW	ALL GOOD	De La Soul feat. Chaka Khan	Tommy Boy TBSD 2148 (P)

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DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (distributor)
1	8	LYRICIST LOUNGE VOL. 2	Various	Rawkus R226123 (U)
2	NEW	STANKONIA	Quakest	LaFace/Arista 7300262072 (BMG)
3	NEW	THE LAST MEAL	Snoop Dogg	Priority CDPT1399 (E)
4	NEW	OH NO (SENTIMENTAL THINGS)	So Solid Crew	Relentless RELENTNT (MMP/TEN)
5	4	THE W	Wu-Tang Clan	Wu-Tang Clan
6	3	PEEL SESSION 2	Autatche	Warp WAP150 (U)
7	NEW	MAMA'S SON	Erykah Badu	Motown (UK)-Island 1525292 (U)
8	NEW	2001	Dr Dre	Interscope/Polydor 4904861/4904864 (U)
9	NEW	MUSIC	Madonna	Maverick/Warner Bros 536241152/536241151 (U)
10	NEW	RULE 3.36	Ju Re	Def Jam 5429342 (U)

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TW	UW	Title	Label Cat. No.	Video
1	2	STEPS: Live At Wembley	Jive 922605 (E)	10 SHANIA TWAIN: The Platinum Collection
2	1	WESTFLEX: Coast To Coast	RCA 71429191513 (E)	9 CLIFF RICHARD: Countdown
3	3	VARIOUS ARTISTS: Hip Hop Concert Up In Smoke	Eagle Vision VE155 (E)	13 OASIS: Familiar To Millions
4	5	ROBBIE WILLIAMS: Rock DJ	Chrysalis 492473 (E)	16 ROBBIE WILLIAMS: Where Dogs Dare
5	6	ORIGINAL CAST RECORDING: Jesus Christ Superstar	Universal Video UV19362 (E)	18 THE CORRS: Live At Lansdowne Road
6	3	BRITNEY SPEARS: In The Wild	Jive 922675 (E)	19 MICHAEL BALL: This Time It's Personal
7	4	MICHAEL FLATLEY: Go! - A Celebration Of	WAL 74333 (E)	17 ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor
8	12	BOYZONE: By Request Their Greatest Hits	WAL 519143 (E)	16 AT: At The Picture
9	8	RUNAN KEATING: Live At The Albert Hall	WAL 674333 (E)	19 SHANIA TWAIN: Live
10	11	BOYZONE: 2000 Live From The Point	WAL 678343 (E)	20 VARIOUS ARTISTS: Andrew Lloyd Webber-Celebration

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UNIVERSAL VIDEO 0730323
VIDEO COLLECTION VCL132
BIG BROTHER 96-219-2205
CHRISTIE 423235
WARNER MUSIC VIDEO 82351203
UNIVERSAL VIDEO 0735132
UNIVERSAL VIDEO 0156833
SMV Columbia 2007172
UNIVERSAL VIDEO 0205451
UNIVERSAL VIDEO 0252863

23 JANUARY 2001

COOL CUTS CHART

as featured on *Full Frontal Saturday Night* shown on *Kiss 101* and *Energy City* Network

1	FREE AT LAST Simon	Penitna
2	MUZIA Trico	Vinyl Addiction
3	I WANNA BE YOU Chocolate Pama	Cream
4	THE QUESTION Future Shock	Fajaz
5	RESPECT THE COCK A Small Flat One	White Label
6	THE ENERGY Astrax	Defected
7	SLYNUS Slynus	VA Recordings
8	STARCHILD D BIRN vs Level 42	PeppermintJam
9	DJ SPINNI Punk Chic	White Label
10	WELCOME TO THE JUNGLE Thick Dick	Sandos
11	NEW YORK FM Breeder	Rhythmic Syndicate
12	DIRTY BEATS Real Size	Tal'kin' Loud
13	SURRENDER Prospect Park	Z Records
14	LOST VAGUENESS Ultra Salints	Ethno
15	90 DEGREES Ian Pooley	VZ
16	PLAYA NO Mi Lina	Atlantic
17	WAIT UNTIL THE MORNING HAZE	Esteroso
18	QUESTIONS David Forbes	Eve
19	TAKE 'EM BACK	Subtech
20	STARCATCHING Girl Brother Brown	BBR

URBAN TOP 20

1	LOVE DON'T COST A THING Jennifer Lopez	Epic
2	THE NEXT EPISODE Pt 2 feat. Snoop Dogg	Atlantic/Interscope
3	STUTTER Lee feat. Mykital	Alvia
4	POP YA COLLA Usher	LaFace/Arista
5	I JUST WANNA LOVE U Jay-Z	Def Jam
6	BABY WE'RE DANCIN' Ultimate Kass	Urban/Interscope
7	INDEPENDENT WOMEN Queen's Child	Columbia
8	WHEN I LOOK INTO YOUR EYES Mase	Mercury
9	AFTER PARTY Koffee Brown	Arista
10	A LONG WALK Jill Scott	Epic
11	EVERYBODY AMAZING Dawna Hebe feat. Michael McDonald	Interscope
12	E.I. Nelly	Def Jam
13	ALL HOOKED UP All Saints	London
14	CASE OF THE EX (WHATCHA GONNA DO) Mya	World Circuit
15	HE LOVES U Outkast	Capitol
16	MRS. JACKSON D'Neen	LaFace/Arista
17	GET AFREAKE (I FEEL) Boyz n da Hood feat. Baby Wurnaz	Def Jam
18	S IN MY MUSIC Al Jarreau feat. Philé Davis	World Circuit
19	SHUT UP...AND FORGET ABOUT IT Dene Bovens	NWS/Interscope
20	SPACE RIDER Shaun Escoffrey	Oyster

music week - New Media Supplements

Online Retailing, Webcasting, E-Distribution, Internet Radio, Viral Marketing...

Music Week's Bi-monthly New Media Supplements provide you with an up-to-date account of everything that's happening in the virtual music business. The first of these supplements will be published in the issue dated February 10 to tie in with *Milipol*; subsequent supplements will be published in April, June, August, October and December.

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CLUB CHART TOP 40

1	INNER SMILE Texas	Label
2	BLOOD IS PUMPHIN' Voodoo & Serano	Mercury
3	DEFECTED WINTER SAMPLER (EP) Various	Defected
4	BEYOND TIME Blank & Jones	Edel
5	LOVE DON'T COST A THING Jennifer Lopez	Epic
6	ALL HOOKED UP All Saints	London
7	INFINITY CJ Stone	Incentive
8	BORN AGAIN Guff'n'Puff	Go Beat/Polydor
9	MINE TO LIVE Pholok feat. Robert Owens	Science/Virgin
10	WHOOPI... THERE IT IS BM Dubz presents Mr Rumble/Brazz/Hot/Kee	Incentive
11	CAN'T KEEP ME SILENT Angelic	Serious
12	BEAUTIFUL DAY U2	Island
13	BOY VERSUS GIRL Boom!	London
14	LOVE YOU SOME MORE Cevin Fisher feat. Sheila Smith	Solversive
15	THE LADY BOY IS MINE The Stuntmasters	East West
16	SUNRISE Ratty	Neo
17	BLUE ANGEL Gee Motion feat. Becci Rayne	48K/Perfecto
18	CHASE THE SUN Planet Funk	Virgin
19	THE DARKSIDE Hypetrax	Positiva
20	FEEL THE DRUMS Native	Slinky
21	THE FIELDS OF LOVE ATB feat. York	Club Tones
22	NINE WAYS Jive	frf
23	PLAYED-A-LIVE (THE BONGO SOUND) Safri Duo	Serious/AM:PM
24	EVERYTHING YOU NEED Madison Avenue	VC Recordings
25	PUMP IT UP Potatoes	Substance
26	CELEBRATE OUR LOVE Alice Deejay	Positiva
27	ONE NIGHT LOVE AFFAIR Angela OJ Love feat. DJ Cariko Carita	Naoe
28	IF I EVER FEEL BETTER Phoenix	Source
29	ON THE RADIO Martine McCutcheon	Innocent
30	AMERICAN BOOTH Jakatta	Z
31	NEEDIN' U II David Morales presents The Face feat. Juliet Roberts	Manitesto
32	FEELS SO GOOD Melanie B	Virgin
33	CAMELS Santos	Incentive
34	LECTRONIK Durango 95	Duty Free
35	69 OVERDRIVE Spice	Peppermint Jam
36	HAPPINESS King Britt presents Sykk 130	Sum/3 Degrees
37	TOUCH ME Rui Da Silva feat. Cassandra	kismet/Arista
38	FREETATA Bob Inhibitors	Hoop! Choons
39	EVERYTHING I PLAY Lost 'N' Alive	Rulin
40	SMILE Future Breeze	Nebula

CLUB CHART BREAKERS

1	BEAUTIFUL STRANGE Bedrock	Bedrock
2	INCH BY INCH Malcom/Duffy	Trade Medium
3	U GET SO GIVE/CHILDREN OF THE SUN Moonface	Bedrock
4	ILLUSION Antartica	React
5	HIGHER & HIGHER Milk & Sugar	1-01
6	STANLEY Albeard	White Label
7	ELEKTRONIKKA Pink Elin & Atom Heart	Platipus
8	QUESTIONS David Forbes	Eve 44
9	LET ME LIVE U Xite	Multiply
10	WANT ME Marva King	Subliminal

breakers on the 10 records outside the Top 40 which have registered the most Club Chart charts. The Club Chart Top 40 (including releases, Urban, Pop and imports) DJ's charts. The Club Chart Top 40 (including releases, Urban, Pop and imports) DJ's charts. The Club Chart Top 40 (including releases, Urban, Pop and imports) DJ's charts.

CHART COMMENTARY
by ALAN JONES

The Stuntmasters' cleverly constructed and even more cleverly named *The Lady Boy Is Mine* - a combination of Moby's Lady and Brandy's Monica's *The Boy Is Mine* - surges to the top of the Pop Chart this week, leaving Martine McCutcheon's *On The Radio* and Alice Deejay's *Celebrate Our Love* unmoored in second and third place, despite both gaining plenty of new support. The Stuntmasters track is surprisingly far less well on the Club Chart, where it makes a modest 20.5 climb. And showing what a topsy turvy world it is, the new number one Club Chart cut is a commercially released track by a pop band - namely Inner Smile's *Texas*, which has been given an admirably fine Stonebridge workover to make it dancefloor-friendly. It also moves 20.9 on the Pop Chart. Another after-the-fact hit is U2's *Beautiful Day*, which is number 12 on the Club Chart and number 10 on the Pop Chart a couple of months after becoming a sales chart success. The reason for this is the new Quinlity & Serano mix which has been promoot ahead of being included as a bonus track on the band's new single *Stuck In A Moment You Can't Get Out Of*. The most popular record across the two charts together is by neither the Stuntmasters nor *Texas* - it's *Voodoo & Serano's* *Blood Is Pumpin'*, the second single on *XtraVaganza*'s new *Xtra Hit* imprint. It traces and head houses means, it jumps 8-2 on the Club Chart and 13-4 on the Pop Chart, and should be considered unlikely not to be this week's number one on either or both listings. Given the speed with which the charts change these days, it's unlikely to set a second chance... Still fighting off all comers at the top of the Urban Chart, Jennifer Lopez's *Love Don't Cost A Thing* only narrowly averted being overtaken by the *Dr Dre* *Deep Sleep* track *The Next Episode*, a future smash which is - unusually - one of three hip-hop records currently in the top five. The others are *Stipac by Joe* - down a notch to number three, though with a 1.7% increase in support - and *Jay-Z's* *I Just Wanna Love*, which advances 1-5, though with no real impetus. In an otherwise quiet week in the Urban Chart, the only new entry to the Top 10 is Another Level/True Steppers man *Dave Bovens'* forthcoming solo debut *Shut Up... And Forget About It*, which gains a toehold at number 19.

POP TOP 20

1	THE LADY BOY IS MINE The Stuntmasters	East West
2	ON THE RADIO Martine McCutcheon	Innocent
3	CELEBRATE OUR LOVE Alice Deejay	Positiva
4	BLOOD IS PUMPHIN' Voodoo & Serano	Xtra Hit/XtraVaganza
5	2 SERVO AGAIN Guff'n'Puff	Go Beat/Polydor
6	WHOOPI... THERE IT IS BM Dubz presents Mr Rumble/Brazz/Hot/Kee	Incentive
7	THE RIDDLE Gigi D'Agostino	RCA
8	INNER SMILE Texas	Mercury
9	BEAUTIFUL DAY U2	Island
10	INFINITY CJ Stone	Incentive
11	EVERYTHING YOU NEED Mr Foggan feat. Marla Roko	Resilience
12	HEAVEN & David Morales presents The Face feat. Juliet Roberts	Manitesto
13	BOY VERSUS GIRL Boom!	London
14	BEYOND TIME Blank & Jones	Edel
15	THE WAY YOU MAKE ME FEEL Steps	Mercury
16	FRASO Seduction	Arista
17	TOUCH ME Rui Da Silva feat. Cassandra	kismet/Arista
18	LIVIN' FOR LOVE Natalie Cole	Elektra
19	FEELS SO GOOD Melanie Cole	Virgin

CHART COMMENTARY

by ALAN JONES

The top two singles on the sales and airplay chart are identical for only the sixth time in the last two years, as **Rui Da Silva's Touch Me** and **Jennifer Lopez's Love Don't Cost A Thing** move 82 and 6-1 on the airplay chart. Lopez thus registers a double number one, a less rare feat these days, although **Love Don't Cost A Thing's** tally of 2,158 plays is still far fewer than the 2,517 logged by **Madonna's Don't Tell Me**, who slips to three to accommodate Lopez and Da Silva.

Lopez's previous highest charting airplay hit was her debut single **If You Had My Love**, which peaked at number three, closely followed by **Waiting For Tonight** which reached number four. Both peaked on the sales chart one slot lower than on the airplay chart. In numerical terms, the biggest supporter of Lopez's current smash is **Atlantic 252**, where it was aired 91 times

● Much-hyped as the first big new act of 2001, **Starsealer's Fever** was serviced to radio last week and managed just 30 plays on its first frame, nine of them from Radio One.

● **Virgin 1215** is providing crucial support for a variety of rock acts at present, airing **Creech's With Arms Wide Open** 38 times and **Arch's Shining Light** 34 times last week, among

last week (seven times fewer than **Rui Da Silva's** single, which was the station's most-played hit). In audience terms, it was 39 plays from Radio One which mattered most, however, delivering 30.76m listeners for Lopez, or 36.7% of the record's total. **Touch Me** was also played 39 times by Radio One, and the two records shared most-played honours on the station - it's the sixth week in a row at the top of the list for Touch Me, an unprecedented run, during which it has been played by Radio One no fewer than 228 times.

All Saints seem to have disintegrated but they're still chasing their fourth number one airplay hit with **All Hooked Up**, which seems untroubled by their recent troubles, moving 18-137 on the airplay chart in the last fortnight. Their first number one airplay hit was **Never Ever** at the beginning of 1998, and they returned to take pole position

others. The station seems to be moving closer to its rock remit than for some time.

● **Third time lucky for My Desire** by **Amira**, which failed to make the Top 50 when first released in 1997 or when re-issued in 1998. The cult dance hit vaults 100-46 on the airplay chart this week, with 19 plays from Radio One and 250 other spins.

twice last year, first with **Pure Shores** and then with **Black Coffee**. If they can top the chart with **All Hooked Up** they will finish their career with a hat trick of consecutive number ones. But they haven't always had great support from radio - their 1998 hit **War Of Nerves** peaked at a lowly number 31 on the airplay chart.

With **All Saints** seemingly on the way out, and our apologies to **Boni**, The **Sugababes** are now London's premier girl group. But their latest single **New Year** has suffered badly from its title, which make it sound like it should be removed from the airwaves at the same time as the Christmas decorations are taken down. As a result, it has slumped 93-49 in the last fortnight, and has diverted programmers attention back to their debut hit **Overload**, which has jumped 73-39-34 in the same period.

The highest of six new entries to the Top

50 this week is **Dido's Here With Me**, which jumps 54-31. It's one of those records which is attracting attention from a wide range of stations from rock (Virgin) to dance (Kiss) and was even aired by London religious broadcasters Premier last week. Oddly enough, it has reached number 31 with comparatively little support from the BBC's big guns. Radio One aired it 10 times last week, making it the station's 47th most-played out and Radio Two played it just once. Expect both to increase exposure considerably as the record heads for the Top 10 of both sales and airplay lists.

Steps' number two sales hit **It's The Way You Make Me Feel** finally started to pick up significant airplay last week but although it was aired 820 times, most of its support came from small stations, hence the record is still just shy of the Top 50 at number 57.

AIRPLAY FACTSHEET

AT A GLANCE WEEKLY MARKET SHARES



Radio One top 10 companies by % of total airplay of the Top 100, and corporate group shares of the Top 100 of the Top 100

MTV

1	1	1	1
2	2	2	2
3	3	3	3
4	4	4	4
5	5	5	5
6	6	6	6
7	7	7	7
8	8	8	8
9	9	9	9
10	10	10	10

Most played videos on MTV UK/Media Research Ltd w/e 18/1/2001
Source: MTV UK

THE BOX

1	1	1	1
2	2	2	2
3	3	3	3
4	4	4	4
5	5	5	5
6	6	6	6
7	7	7	7
8	8	8	8
9	9	9	9
10	10	10	10

Most played videos on The Box, w/e 13/1/2001
Source: The Box

STUDENT TOP 10

1	1	1	1
2	2	2	2
3	3	3	3
4	4	4	4
5	5	5	5
6	6	6	6
7	7	7	7
8	8	8	8
9	9	9	9
10	10	10	10

UK student chart for w/e 19/01/2001
Compiled by Student Broadcast Network, based on UK student radio chart returns.

CD UK

Performances:
Inner Smile
Tea Set
Start Up... And Forget
About It
Darin Brown; You Make Me Sick
Pink; Whole Again
Atomic Kitten; To Be Free
Emilia Tornik; Love Don't Cost A Thing
Jennifer Lopez
Videos: **Stick In A Moment You Can't Get Out Of** / **U2 Rattle and Hum** 13/1/2001

RADIO ONE PLAYLISTS

A-LIST Stan Erntem; Demone Fatboy Slim feat. Macy Gray; Love Don't Cost A Thing
Jennifer Lopez; All Hooked Up All Saints; Touch Me Rui Da Silva feat. Cassandra; Back Rogers Feeder; Why? Mia Farrow; Need U U2 David Morales presents The Face; Juliet Lewis; Camels Stars; Shining Light Ash; The Next Episode Dr Dre feat. Snoop Dogg; Everytime You Need Me Frank Ocean; I'm A Slave 4 U Britney Spears; Hollers; Bullitt (Alt) Ruff Wurf; Umo Bionic; Chase The Sun Planet Funk; Pop Ya Collar Urban; Snow J772; Oh No Mos Def feat. Pharosane Monch & Nate Dogg; Case Of The Ex Nip

B-LIST Inner Smile Teas; Things I've Seen Spooks; You Make Me Sick Pink; Played-A-Live (The Wedding Song) Sali Dadi; Supreme Robbie Williams; My Desire Amira; The Unknown Mark B & Bionic; Dream To Me Darlo G; Boom Selection Gerfunk Cruz; American Boy Justin Guarini; One Step Closer Limp Bizkit; To Be Free Cintiliana Toronto; **Stick In A Moment You Can't Get Out Of** U2

C-LIST Never Had A Dream Come True S Club 7; Little Sparrow (album) Dolly Parton; Who Do

MTV UK

PLAYLIST ADDITIONS
My Desire Amira; All I Do Demonicus feat. Brian Chambers; Snow J772; If You're Gone Matchbox 20; Conversation Intercom Soulwax; Things I've Seen Spooks; **Stalling On The Edge...** Sizzur; Grewel Pit Wu Tung Chan; Paradise Kiss; Can't Keep Me Silent Angel; Spaced Invader Hollers; Danger MySkiak

POP SINGLE OF THE WEEK: All Hooked Up All Saints

THE PEPSI CHART

Performance: Fatboy Bomb; Things I've Seen Spooks; Why Me-Teag Video: **Tequila On The Edge** Wheatons; Love Don't Cost A Thing Jennifer Lopez
Real lineup 18/1/2001

NATIONAL LOTTERY

Featured artists: Music To Watch Girls
By Andy Williams; Kiss Ready The Temptations; Real That Kind Anatazia
Final line up 13/1/2001

TOTP

Performance: Inner Smile Teas; Need U U2 David Morales presents The Face feat. Juliet Lewis; Back Rogers Feeder; Nobby Wants To Be Lonely Rico Martin & Christina Aguilera; Why Me Teag; Touch Me Rui Da Silva feat. Cassandra; Love Don't Cost A Thing Jennifer Lopez
Draft lineup 18/1/2001

RADIO TWO PLAYLISTS

A-LIST Where It's Headed Linea Maric; Inner Smile Teas; Sweet Surrender Sarah McLachlan; Road Toppin Red Hot Chili Peppers; On The Radio Martine McCallaghan; **Stick In A Moment You Can't Get Out Of** U2

B-LIST Meet The Parents (OST) (album) Various; Just Let Me Be Jennifer Taylor; The Galaxy Kid Steve Earl & Sharon Shannon; The Kousavus Kid (album) Rodney Crowl; Almost Famous (OST) (album) Various; Supreme Robbie Williams; What Makes A Man Wastite; **Whole Again** Atomic Kitten

C-LIST Never Had A Dream Come True S Club 7; Little Sparrow (album) Dolly Parton; Who Do

CAPITAL RADIO

Additions
Tequila On The Edge Wheatons; Back Here Rico Martin & Christina Aguilera; Chase The Sun Planet Funk

POP SINGLE OF THE WEEK: All Hooked Up All Saints

POP SINGLE OF THE WEEK: All Hooked Up All Saints

BEST SELLERS OF 2000 SINGLES TOP 100

It fixes it to be number one in the for top singles prize of 2000

When 31 singles topped the chart back in 1998 it was a new record. That was subsequently shattered in 1999, when there were 36 singles number ones, and comprehensively beaten again last year, with no fewer than 43 singles taking turns at the top.

The inability of any single to spend even four weeks at number one was but one symptom that last year was not a vintage one for singles overall. Further evidence that the format was in the doldrums was provided by the fact that in the whole year only eight singles managed to sell more than half a million copies, compared to 20 in each of the two previous years. And the biggest of them was, for the first time, was not even by a human being. It was, of course, animated children's TV character Bob The Builder's *Can We Fix It*, which sold more than 850,000 copies in December to claim the title which had long seemed likely to go to All Saints' *Pure Shores*.

Bob The Builder's victory follows Britney Spears' triumph in 1999 and gives distributor Pinnacle the number one single for the second year in a row. It is the first single on the BBC label to become the number one of the year, although the Beeb came close in 1998 when Every Little Thing by Nick Berry was number two to the Communards' *Don't Leave Me This Way*.

The BBC/Pinnacle triumph was fitting, as the indie sector as a whole was buoyant once again, with 28 of the 100 biggest sellers of the year reaching the trade through independent distributors. That is six more than the previous record, set in 1999, and marks the third year in a row that indies have raised their game. No major distributor came near to matching the indies' share: Universal was closest, with 19 records in the Top 100. Pinnacle contributed 15 records to the indies' haul, with its parent company Zomba's flagship Jive label providing nine of them.

The downturn in singles sales slashed the number of acts selling more than 1m singles in the year from nine to five, even though artists were credited for any record which sold more than 120 copies, the number required to reach the survey's cut-off position of 5,000. The number 100 single in 2000 sold just 150,000 copies and would have been ranked 25 places lower in 1999.

The race to see who was the best-selling act of the year was the closest ever, with Westlife just shading it from Eminem and Craig David. The Irish group started the year at number one, ended it at number two and had three further number ones in the intervening months, but still ended up with a comparatively modest tally of 1,243,510 sales. Eminem all but equalled that, with a hip-hop bestseller tally of 1,241,906. And he was only 42 sales ahead of third-placed Craig David, whose tally was boosted by his Artful Dodger collaborations as well as by his own solo career.

The Baha Men enjoyed a lengthy run in the Top 10 with *Who's the Doggie?*, which finished in fourth place for the year with sales of more than 617,000 copies even though it did not reach number one. Many number one hits sold far fewer than half that tally, with the year's lowest-ranking chart-topper being the Morris Strichland *Preachers' The Masses Against The Classes*,



Strong sellers: Bob The Builder, Souljah and the Baha Men (clockwise from above left)

HOW 2000'S TOP 100 SINGLES BREAK DOWN

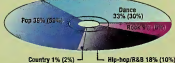
TOP 100 BY TYPE OF ARTIST



TOP 100 BY COUNTRY OF ORIGIN



TOP 100 BY GENRE

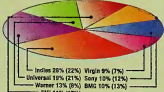


Group	NUMBER OF ENTRIES BY CORPORATE GROUP			
	Top 10	Top 20	Top 40	Top 100
INDIES	3	5	10	28
UNIVERSAL	3	6	10	19
WARNER	1	3	7	13
EMI	3	3	3	11
BMG	0	0	3	10
SONY	0	0	4	10
VIRGIN	0	1	3	9

which sold only 142,000 copies in its life and finished at number 110 for the year. Record companies displayed more restraint than normal in releasing singles; only 6,434 were released in 2000, a decrease of 1,007 over 1999 and the lowest figure since 1994. Those that were released might have sold fewer copies than in recent years but they hung around for longer, averaging 4.63 weeks in the chart compared to the all-time low of 3.45 weeks plumbed in 1997 (see table). Just 845 singles made their chart debut in 2000, 263 fewer than the 1997 peak of 1128, and the lowest tally since 1990, when there were 814 new hits.

Records which did sell in quantity were more likely than ever to have a female vocalist. Female soloists outnumbered male soloists in the Top 100 of the year for only the third time – and beat them well, filling 21 places, compared to the men's 13. Furthermore, of 66 group/duo efforts in the Top 100, 31 of them were predominantly sung by female vocalists, while several of the others were 50/50 duets or instrumentalists. We still prefer foreign women to Brits for some reason. It is more than 20 years

TOP 100 BY CORPORATE GROUP



Source: CHARTWEEK Research

THE 10 HIGHEST WEEKLY SALES

Disc shown is chart date

359,633	– Bob The Builder Can We Fix It	(Dec 30)
230,747	– Westlife Who Makes A Man	(Dec 30)
214,963	– Bob The Builder Can We Fix It	(Dec 23)
202,591	– Spiller Grooves! (If This Ain't Love)	(Aug 26)
199,307	– Robbie Williams Rock DJ	(Dec 23)
199,084	– All Saints Pure Shores	(Dec 26)
188,803	– Eminem Stan	(Dec 12)
186,306	– Sonique I Feel So Good	(Jan 10)
186,305	– Bob The Builder Can We Fix It	(Dec 15)
187,859	– Fragma Total's Miracle	(Apr 22)

* Indicates first week sales

since our girls were more in evidence than their foreign counterparts, and they mustered just seven solo appearances in the Top 100 last year, half of the foreign tally. This is despite the fact that UK acts

SINGLES CHART NEW ENTRIES & LIFESPANS 1991-2000

Year	New entries	Average lifespan
1991	888	4.39 wks
1992	1,032	3.77 wks
1993	1,030	3.78 wks
1994	1,063	3.73 wks
1995	1,101	3.54 wks
1996	1,109	3.61 wks
1997	1,128	3.45 wks
1998	1,052	3.70 wks
1999	830	4.36 wks
2000	845	4.61 wks

overall enjoyed a very good year, accounting for 43% of the chart, and increasing their lead over American acts from 9% to 12%. The Anglo-American duopoly used to account for 90% of chart action but the invasion of European acts has reduced this considerably in recent years, reaching a low of 68% in 1999. Both Brits and Yanks

gained ground last year, however, reducing the remainder's share from 31% to 24%.

Despite the best endeavours of disparate bands such as Coldplay and Limp Bizkit, rock music continues to have a low profile on the singles chart. Pop and dance hats fill 72 of the Top 100 places for 2000, while both hip hop and R&B are enjoying rapid growth, leaving rock with just nine representatives in the chart – of which the highest placed is Go Let It Out by Oasis, way down in 36th place, with sales of 280,000. Rock has never had it so bad. Coldplay 80th more than 1m copies of their debut album *Parachutes* but only just sneaked into the Top 100 of the singles chart at number 93 with the biggest of their three singles, *Yellow*. Alan Jones

Where two or more artists have collaborated on a single, all have been credited with the full sales of their collaboration. All sales data © C/M. Music Control. All tables and analyses were compiled by Alan Jones. The chart covers the 52 weeks from Sunday January 2, 2000 to Saturday December 30, 2000. Highest position and weeks on chart are for these 52 weeks only.

BEST SELLERS OF 2000 SINGLES TOP 100

Peak Wks
pos. on ch. artist

label (distributor)

Peak Wks
pos. on ch. artist

label (distributor)

1	3	CAN WE FIX IT	Bob The Builder	BBC Music (P)
2	1	16	PURE SHORES All Saints	
3	1	17	IT FEELS SO GOOD Sophie	London (TEN)
4	2	12	WHO LET THE DOGS OUT Baha Men	Universal (U)
5	1	20	ROCK DJ Robbie Williams	Eel (V)
6	1	3	STAN Eminem	Chryslis (E)
7	1	18	TUCA'S MIRACLE Fragma	Interscope/Polydor (U)
8	1	19	GROOVEJET (IF THIS AINT LOVE) Spiller	Positive (E)
9	1	4	NEVER HAD A DREAM COME TRUE S Club 7	Positive (E)
10	1	14	FILL ME IN Craig David	W/Star (BMG)
11	2	8	REACH S Club 7	Polydor (U)
12	1	6	CAN'T FIGHT THE MOONLIGHT LeAnn Rimes	Dart/London (TEN)
13	1	15	RISE Gabrielle	Go Beat/Polydor (U)
14	1	15	THE REAL SLIM SHADY Eminem	Interscope/Polydor (U)
15	1	14	OPPS I DID IT AGAIN Britney Spears	Jive (P)
16	1	16	LADY (HEAR ME TONIGHT) Mado	Polydor (U)
17	1	15	7 DAYS Craig David	Wildstar (BMG)
18	1	16	NEVER BE THE SAME AGAIN Melania Cluse Left Eye Lopez	Virgin (E)
19	1	14	AMERICAN PIE Madonna	Maverick (TEN)
20	4	14	THE BAD TOUCH Bloodhound Gang	Geffen (U)
21	2	16	OUT OF YOUR MIND True Steppers/Bowers/Beckham	Naija/Arista (BMG)
22	1	14	LIFE IS A ROLLERCOASTER Nonan Keating	Polydor (U)
23	2	12	FREESTYLER Bomfunk MCs	Incandide (TEN)
24	1	19	MUSIC Madonna	Maverick (TEN)
25	1	5	INDEPENDENT WOMEN Destiny's Child	Columbia (TEN)
26	3	15	SANDSTORM Darude	Nero (V)
27	1	12	I TURN TO YOU Melanie C	Virgin (E)
28	1	11	AGAINST ALL ODDS Mariah Carey feat. Westlife	Columbia (TEN)
29	4	14	THE THING Sineq	Def Soul (U)
30	1	12	MOVIN' TOO FAST Artful Dodger & Ronina Johnson	Knack On (V)
31	1	12	DON'T CALL ME BABY Madison Avenue	VC Recordings (E)
32	1	12	BORN TO MAKE YOU HAPPY Britney Spears	Jive (P)
33	1	13	BREATHLESS The Cars	Affinity (TEN)
34	5	8	NUMBER 1 Tweenies	BBC Music (P)
35	1	8	MY LOVE Westlife	RCA (BMG)
36	1	12	GO LET IT OUT Oasis	Big Brother (BMG/V)
37	2	12	FLOWERS Sweet Female Attitude	WEA (TEN)
38	2	14	KERNKRAFT 400 Zombie Nation	Data (SMV/TEN)
39	2	14	WHAT MAKES A MAN Westlife	RCA (BMG)
40	1	15	YOU SEE THE TROUBLE WITH ME Black Legend	Eternal (TEN)
41	1	14	DON'T GIVE UP Chicane feat. Bryan Adams	Xtravaganza (SMV/TEN)
42	1	13	BAG IT UP Geri Halliwell	EMI (E)
43	4	5	OPERATION BLADE (BASS IN THE PLACE) Public Domain	Xtravaganza (SMV/TEN)
44	3	13	TAKE A LOOK AROUND (THEME FROM MI 2) Limp Bizkit	Interscope/Polydor (U)
45	1	13	WE WILL ROCK YOU Five & Queen	RCA (BMG)
46	1	12	SPINNING AROUND Kylie Minogue	Parlophone (E)
47	1	12	DAY & NIGHT Billie Piper	Immocore (E)
48	5	12	SHACKLES (PRAISE YOU) Mary Mary	Columbia (TEN)
49	5	11	SITTING DOWN HERE Lene Marlin	Virgin (E)

50	2	12	GOTTA TELL YOU Samantha Mumba	Wild Card (U)
51	1	11	BOUND 4 DA RELOAD (CASUALTY) Dixie & Neuzino	East West (TEN)
52	3	14	IT'S MY LIFE Ben Jovi	Mercury (U)
53	2	11	I KNOW WHAT'S UP Donell Jones	LaFace/Arista (BMG)
54	6	14	I'M OUTTA LOVE Anastacia	Epic (TEN)
55	3	12	SILENCE Delirium feat. Sarah McLachlan	Northern (P)
56	3	13	BOLLY GROOVE Archachad feat. Nana	Go Beat/Polydor (U)
57	1	9	HOLLER! LET LOVE LEAD THE WAY Spice Girls	Virgin (E)
58	3	10	SEX BOMB Tom Jones & Maussie T	Gut (P)
59	1	11	TAKE ON ME A1	Columbia (TEN)
60	1	12	BLACK COFFEE All Saints	London (TEN)
61	1	12	FOOL AGAIN Westlife	RCA (BMG)
62	3	9	SHE BANGS Ricky Martin	Columbia (TEN)
63	5	11	LUCKY Britney Spears	Jive (P)
64	5	10	SHALALA LALA Vengaboys	Positive (E)
65	3	10	TIME TO BURN Storm	Data (SMV/TEN)
66	3	11	SHOW ME THE MEANING OF BEING LONELY Backstreet Boys	Jive (P)
67	2	10	ALL THE SMALL THINGS Blink 182	NCA (U)
68	6	11	BLOW YA MIND Lock 'N Load	Pepper (P)
69	21	29	AMAZED Lonestar	BNA/Grappine (BMG/SMG)
70	2	10	SKY Scorpions	Universal (U)
71	2	11	SAY MY NAME Destiny's Child	Columbia (TEN)
72	3	5	WALKING AWAY Craig David	Wildstar (BMG)
73	2	10	THE TIME IS NOW Moko	Echo (P)
74	4	10	ON THE BEACH Yoko	Manifesto (U)
75	3	10	SMOOTH Santana feat. Rob Thomas	Arista (BMG)
76	2	11	KIDS Robbie Williams/Kylie Minogue	Chryslis (E)
77	3	10	MOVE YOUR BODY Cherish	Eternal (TEN)
78	5	12	BABYLON David Gray	East West (TEN)
79	3	8	BYE BYE BYE 'n Sync	Jive (P)
80	5	11	HE WASN'T A MAN ENOUGH Tom Branton	Arista (BMG)
81	9	15	A LITTLE BIT OF LUCK D.J. Luck & MC Neat	Red Rose (U)
82	4	9	DEEPER SHADE OF BLUE Steps	Jive (P)
83	2	19	RE-REWIND THE CROWD SAY SO Selecta	Artful Dodger
84	2	10	ADELANTE The Roots	Rebel/Pub. Domain (SMV/TEN)
85	6	10	STILL DRE Da Real Steep Dogg	Mutiny (BMG)
86	3	10	HEART OF ASIA Watergate	Interscope/Polydor (U)
87	4	12	CAUGHT OUT THERE Kelly Rowland	Positive (E)
88	3	13	WHAT A GIRL WANTS Christina Aguilera	Virgin (E)
89	1	10	STOMP Steps	RCA (BMG)
90	5	12	WHEN I SAID GOODBYE/SUMMER OF LOVE Steps	Jive (P)
91	2	9	I'M OVER YOU Martina McCutcheon	Immocore (E)
92	8	12	OOH STICK YOU Sophie & Celeste	Universal (U)
93	4	12	YELLOW Coldplay	Parlophone (E)
94	3	10	THE GREAT BEYOND REM	Warner Bros (TEN)
95	6	11	WOMAN TROUBLE Artful Dodger/R. Craig/David	Pfr (TEN)
96	5	11	JUMPIN' JUMPIN' Destiny's Child	Columbia (TEN)
97	7	10	WILL I EVER Alicia Keys	Positive (E)
98	3	8	2 FACED Luvisia	EMI (E)
99	4	9	BIG BROTHER UK TV THEME	Eternal Four
100	2	6	ONE MORE TIME Daft Punk	Chance! 4 Music (U)

TOP 50 BEST-SELLING SINGLES ARTISTS OF 2000

1	WESTLIFE	1.24m	18	FRAGMA	0.53m	35	TOM JONES	0.36m
2	EMINEM	1.24m	19	SISOO	0.53m	36	BILLIE PIPER	0.36m
3	CRAIG DAVID	1.24m	20	TRUE STEPPERS	0.52m	37	DJ LUCK & MC NEAT	0.34m
4	S CLUB 7	1.18m	21	SPILLER	0.52m	38	'N SYNC	0.34m
5	BRITNEY SPEARS	1.06m	22	OASIS	0.51m	39	SAMANTHA MUMBA	0.33m
6	ROBBIE WILLIAMS	0.96m	23	DARUDE	0.49m	40	THE CORRS	0.33m
7	SONIQUE	0.92m	24	RONAN KEATING	0.47m	41	BON JOVI	0.33m
8	MADONNA	0.90m	25	A1	0.47m	42	SASHI	0.32m
9	ALL SAINTS	0.88m	26	VENGABOYS	0.46m	43	CHRISTINA AGUILERA	0.32m
10	BOB THE BUILDER	0.85m	27	LEANN RIMES	0.45m	44	ALICE DEEJAY	0.32m
11	MELANIE C	0.79m	28	BOMFUNK MCs	0.43m	45	CHICANE	0.30m
12	ARTFUL DODGER	0.77m	29	MODJO	0.42m	46	SANTANA	0.30m
13	DESTINY'S CHILD	0.71m	30	MARIAH CAREY	0.41m	47	LENE MARLIN	0.29m
14	GABRIELLE	0.62m	31	BLOODHOUND GANG	0.40m	48	GERI HALLIWELL	0.28m
15	BAHA MEN	0.61m	32	FIVE	0.39m	49	BLACK LEGEND	0.28m
16	KYLIE MINOGUE	0.60m	33	BACKSTREET BOYS	0.39m	50	LIMP BIZKIT	0.28m
17	STEPS	0.59m	34	MADISON AVENUE	0.37m			

Top artists rankings are based on the 5,000 best-selling singles of 2000.

BEST SELLERS OF 2000 ALBUMS TOP 100

Beatles cinches top two positions as Britania returns

Something old and something new allowed EMI to claim the top two places in the annual best-sellers list for the first time since 1969. It did so courtesy of The Beatles' 1 and Robbie Williams' Sing When You're Winning.

The Beatles album – the first best released on CD to cover the group's entire career – sold more than 319,000 copies in its first week in the shops, and went on to sell a massive 1.65m copies in the last 48 days of the year. It is the first Beatles album to top the annual rankings in the 31 years since Abbey Road triumphed, and the first compilation of previously released material to emerge as the year's biggest seller since 1994 when Cross Road – The Best Of Bon Jovi was number one.

Robbie Williams was not even alive when The Beatles split up in 1970 but Stoke-on-Trent's most famous son sold 1.6m copies of his third solo album Sing When You're Winning, thereby snatching the runners-up slot at the death from Eminem's The Marshall Mathers LP.

Williams has emerged as a consistent performer since splitting from Take That, with each of his solo albums thus far selling well in excess of 1m copies. I've Been Expecting You was the sixth biggest-selling album last year and fifth in 1998, while Life Thru A Lens was ranked fourth in 1998.

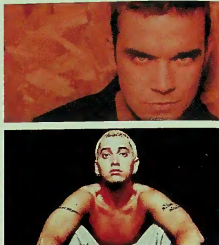
The Beatles and Robbie Williams were also the two biggest-selling albums acts overall in 2000, with The Beatles' back catalogue adding a further 480,000 sales to their tally, to take their total sales for the year to 2.33m. As usual, Sgt Pepper was the star performer of their catalogue, although its sales tally of 66,000 and rank of 205 were both well down on 1999, when it was 131st with 92,000 sales. However, it did up much better, occupying 284th place for the year with sales in excess of 44,000, compared to 228th place and sales of 50,000 in 1999. Altogether 24 albums by The Beatles were ranked among the Top 500 for the year. The only artists with more albums in the list were Bob Dylan and Elvis Presley – joint winners with 36 albums apiece – Bob Marley (29) and Van Morrison (26). The entire list, covering sales down to 1,700 copies, was used for the purpose of our artist rankings.

One of the more remarkable success stories is that of Shania Twain's Come On Over. This March 1998 release was placed 67th in the 1998 rankings after selling 174,000, and topped the 1999 list with a staggering 2,202,000 further sales. It sold another 683,000 last year to claim 20th place in the list.

As well as Twain, Universal has two even longer-running successes to pay the bills. Abbey 3 1992 compilation Gold – Greatest Hits 1963-2000 with 12 platinum discs to its credit and a place in the all-time Top 20, it still managed to sell a further 367,000 copies in the year to claim 41st place.

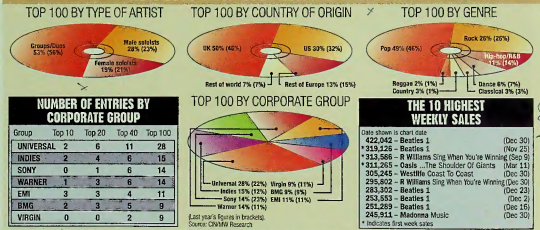
Meanwhile, Barry White's The Collection, which dates back to 1988, was re-packaged and became a big success again, no doubt helped by the release of Black Legend's cover of White's You See The Trouble With Me. All told, The Collection sold 613,000 in the year, to take 23rd place.

The success of these albums helped



The Beatles, Robbie Williams and Eminem (clockwise from left): the top three best-selling artists of 2000

HOW 2000'S TOP 100 ALBUMS BREAK DOWN



appeared to have lost since 1997, when it held a commanding 67% share of the Top 100 places before dipping to a six-year low of 45% last year.

One of the biggest disappointments of the

BIGGEST ALBUMS 1991-2000

- 1991: STARS Simply Red
- 1992: STARS Simply Red
- 1993: BAT OUT OF HELL II - BACK INTO HELL Meat Loaf
- 1994: CROSS ROAD - THE BEST OF Bon Jovi
- 1995: ROSSON & JHOME Robson & Jerome
- 1996: JAGGED LITTLE PILL Alanis Morissette
- 1997: BE HERE NOW Oasis
- 1998: TALK ON CORNERS The Corrs
- 1999: COME ON OVER Shania Twain
- 2000: 1 Beatles

year was Oasis' Standing On The Shoulder Of Giants, which reared to a first-week sale of more than 311,000 in March but sold only 230,000 in the whole of the rest of the year, to occupy 26th place. Radiohead's Kid A also sold far fewer than the band's previous debut album OK Computer but their problems were self-imposed. OK Computer has sold more than 2m copies but the absence of singles or videos for Kid A restricted its sales to fewer than 280,000, resulting in 50th place

in the list.

Tracy Chapman's self-titled 1988 debut album was the sixth biggest-selling artist album of its year and has become one of the great perennialis. It sold a further 137,937 copies in 2000, missing a place in the Top 100 by one place and 151 sales. Among vintage catalogue albums (original albums issued more than 10 years ago, as opposed to compilations such as Abba's and Barry White's), it was the biggest seller, though it was closely followed by Fleetwood Mac's Rumours (11.2th place with 125,000 sales).

Finally, a hearty pat on the back for our neighbours in Ireland who provide all of the top six albums by artists from the rest of Europe, thanks to Westlife (numbers four and 32), Ronan Keating (number 12), The Corrs (number 16), U2 (number 30) and Enya (number 35). **Alan Jones**

All sales data © C.I.N. All tables and analyses were compiled by Alan Jones. The chart covers the 52 weeks from Sunday January 2, 2000 to Saturday December 30, 2000. Highest position and weeks on chart are for these 52 weeks only.

BEST SELLERS OF 2000 ALBUMS TOP 100

Peak	Wks on ch.	Title	Artist	Label (distributor)	Peak	Wks on ch.	Title	Artist	Label (distributor)	
1	1	1	Beatles	Apple (E)	50	1	12	KID A	Radiohead	Parlophone (E)
2	1	17	SING WHEN YOU'RE WINNING	Robbie Williams	51	5	34	S CLUB 7		Polydor (U)
3	1	31	THE MARSHALL MATHERS LP	Eminem	52	3	25	THINGS TO MAKE AND DO	Modisa	Epic (P)
4	1	7	COAST TO COAST	Westlife	53	4	21	GOLD - GREATEST HITS	Carpenters	ASAP (U)
5	1	51	PLAY	Moby	54	11	32	INVINCIBLE	Five	RCA (BMG)
6	1	19	BORN TO DO IT	Craig David	55	4	31	ALL THE WAY - A DECADE OF SONG	Celine Dion	EPIC (E)
7	1	9	THE GREATEST HITS	Texas	56	7	22	THE WOMAN IN ME	Shania Twain	Mercury (U)
8	1	24	PARACHUTES	Coldplay	57	10	31	MY WAY - THE BEST OF	Frank Sinatra	Reprise (E)
9	1	32	THE GREATEST HITS	Whitney Houston	58	2	14	LIGHT YEARS	Kylie Minogue	Parlophone (E)
10	1	14	MUSIC	Madonna	59	7	16	FOREVER	Spice Girls	Virgin (E)
11	2	34	WHITE LADDER	David Gray	60	7	16	GOLD - THE BEST OF	Spandau Ballet	Chryslis (E)
12	1	21	RONAN	Ronan Keating	61	16	30	I'VE BEEN EXPECTING YOU	Robbie Williams	Chryslis (E)
13	1	52	RELOAD	Tom Jones	62	11	30	TALK ON CORNERS	The Corrs	Atlantic (E)
14	1	52	THE MAN WHO TRAVIS		63	2	10	CHOCOLATE STARFISH AND THE HOT DOG	Umpu Bakti	Interscope/Polydor (U)
15	1	49	RISE	Gabrielle	64	26	13	THE HOUR OF BEWILDERBEAST	Becky Gwynn Boy	Twisted Nerve (U)
16	1	23	IN BLUE	The Corrs	65	15	30	ENEMA OF THE STATE	blink 182	MCA (U)
17	1	27	7 S Club 7		66	24	5	IT'S ALL ABOUT THE STRAGGLERS	Artful Dodger	Island (E)
18	1	43	SUPERNATURAL	Santana	67	15	25	CAN'T TAKE ME HOME	Pink	Island (E)
19	2	32	OPPS I DID IT AGAIN	Britney Spears	68	15	31	AUTOMATIC FOR THE PEOPLE	REM	Warner Bros (E)
20	1	51	COME ON OVER	Shania Twain	69	15	25	BY REQUEST	Boyz n the Bunch	Polydor (U)
21	7	41	AFFIRMATION	Savage Garden	70	9	28	THE ULTIMATE ALBUM	Vengaboys	Positiva (E)
22	11	46	THE WRITING ON THE WALL	Destiny's Child	71	15	36	UNLEASH THE DRAGON	Sisqo	Def Soul (U)
23	6	50	THE COLLECTION	Berry White	72	9	12	GREATEST HITS	Lenny Kravitz	Virgin (E)
24	4	48	NORTHERN STAR	Milannee C	73	6	25	WISHING	Marina McDonald	Intocore (E)
25	5	31	ONKA'S BIG MOKA	Toploader	74	8	28	WORD GETS AROUND	Stereophonics	V2 (SMV/P)
26	1	27	STANDING ON THE SHOULDER OF GIANTS	Oasis	75	6	18	LOVERS ROCK	Sade	Epac (E)
27	4	8	BUZZ	Steps	76	25	25	LEGEND	Bob Marley & The Wailers	Tuff Gong (U)
28	3	38	ON HOW LIFE IS	Macy Gray	77	13	9	SOLO	Freddie Mercury	Parlophone (E)
29	1	10	SAINTS & SINNERS	All Saints	78	14	7	THE A LIST	AT	Columbia (E)
30	1	8	ALL THAT YOU CAN'T LEAVE BEHIND	U2	79	15	22	PLAYING MY GAME	Lene Marlin	Virgin (E)
31	8	5	THE 50 GREATEST HITS	Elvis Presley	80	12	20	THE BEST OF ME	Bryan Adams	Mercury/RAM (U)
32	3	49	WESTLIFE	Westlife	81	5	14	AT HIS VERY BEST	Ensemble Humphreys	Universal Music TV (U)
33	5	13	THE VOICE	Russell Watson	82	8	14	THE IMMACULATE COLLECTION	Madonna	Sire (E)
34	3	8	THE BEST OF	Blur	83	16	7	SOUND LOADED	Ricky Martin	Columbia (E)
35	6	5	A DAY WITHOUT RAIN	Enya	84	2	14	PIECES IN A MODERN STYLE	William Orbit	WEA (E)
36	2	40	BABY ONE MORE TIME	Britney Spears	85	10	25	YOU'VE COME A LONG WAY BABY	Fatboy Slim	Skint (SMV/P)
37	9	7	THE VERY BEST OF - 1980-2000	U2	86	14	23	NO STRINGS ATTACHED	N Sync	Jive (P)
38	1	24	CRUSH	Ben Jovi	87	16	12	BORN	Bond	Decca (U)
39	4	47	2001	Dr Dre	88	14	16	CHRISTINA AGUILERA	Christina Aguilera	RCA (BMG)
40	9	52	CAULFORNICATION	Red Hot Chili Peppers	89	12	19	UNPLUGGED	The Corrs	Atlantic (E)
41	7	52	GOLD - GREATEST HITS	Abba	90	30	5	DREAM A DREAM	Charlotte Church	Sony Classical (E)
42	6	25	HEAR MY CRY	Scorpions	91	15	24	MILLENNIUM	Backstreet Boys	Jive (P)
43	6	7	ONE NIGHT ONLY - THE GREATEST HITS	Elton John	92	4	10	FAITH & INSPIRATION	Daniel O'Donnell	Ritz (RMG/U)
44	10	50	THE SLIM SHADY LP	Eminem	93	12	21	THE ULTIMATE COLLECTION	Santana	Columbia (E)
45	5	46	STEPTACULAR	Steps	94	2	12	PAINTING IT RED	Beautiful Soulz	Gro Discs (U)
46	1	20	ALONG WITH EVERYBODY	Richard Ashcroft	95	14	22	SURRENDER	Chemical Brothers	Virgin (E)
47	7	37	PERFORMANCE AND COCKTAILS	Stereophonics	96	6	12	FRAGMENTS OF FREEDOM	Morcheeba	East West (E)
48	8	11	THE WHOLE STORY - HIS GREATEST HITS	Cif Richard	97	5	6	FAMILIAR TO MILLIONS	Oasis	Big Brother (SMV/P)
49	11	36	BRAND NEW DAY	Sisqo	98	14	15	SONGS FROM THE LAST CENTURY	George Michael	Virgin (E)
					99	21	18	GREATEST HITS	Eurythmics	RCA (BMG)
					100	12	6	CONSPIRACY OF ONE	Outpacing	Columbia (E)

TOP 50 BEST-SELLING ALBUMS ARTISTS OF 2000

1	BEATLES	2.33m	18	SANTANA	0.98m	35	ENYA	0.50m
2	ROBBIE WILLIAMS	1.93m	19	TRAVIS	0.97m	36	RED HOT CHILI PEPPERS	0.50m
3	EMINEM	1.91m	20	OASIS	0.97m	37	STEREOPHONICS	0.48m
4	WESTLIFE	1.84m	21	STEPS	0.88m	38	RUSSELL WATSON	0.45m
5	MADONNA	1.46m	22	GABRIELLE	0.84m	39	UB40	0.44m
6	MOBY	1.43m	23	ELVIS PRESLEY	0.73m	40	RADIOHEAD	0.44m
7	TEXAS	1.34m	24	SAVAGE GARDEN	0.72m	41	REM	0.44m
8	THE CORRS	1.33m	25	U2	0.72m	42	QUEEN	0.43m
9	CRAIG DAVID	1.33m	26	BARRY WHITE	0.66m	43	FRANK SINATRA	0.43m
10	WHITNEY HOUSTON	1.17m	27	DESTINY'S CHILD	0.63m	44	ELTON JOHN	0.41m
11	BRITNEY SPEARS	1.12m	28	ALL SAINTS	0.56m	45	DR DRE	0.41m
12	COLDPLAY	1.10m	29	MELANIE C	0.56m	46	CELINE DION	0.36m
13	S CLUB 7	1.09m	30	TOPLADER	0.55m	47	BOB MARLEY & THE WAILERS	0.36m
14	DAVID GRAY	1.08m	31	BLUR	0.54m	48	CLIFF RICHARD	0.35m
15	TOM JONES	1.00m	32	MACY GRAY	0.54m	49	ANDREA BOCELLI	0.35m
16	RONAN KEATING	1.00m	33	ABBA	0.51m	50	SONIQUE	0.34m
17	SHANIA TWAIN	0.98m	34	BON JOVI	0.50m			

Top artists rankings are based on the 5000 best-selling albums of 2000

Orbit touch produces another winner

For the second year in a row, the number one airplay hit, as determined by Music Control, is a William Orbit creation. Orbit produced and co-authored Madonna's debut *Ray of Light*, which topped the 1999 rankings and performed an identical dual role on Pure Shores, the All Saints hit which topped the chart for six weeks in February and March and emerged as the easy victor in the 2000 rankings.

As formats between radio stations blurred, it was one of nine records in 2000 to register a higher audience than that with which Madonna triumphed in 1999, achieving both the highest number of plays (64,777) and the largest audience (2.14bn). Pure Shores was on schedule to become the first record to top the airplay and sales rankings since Wet Wet Wet's *Love Is All Around* in 1994 but lost its sales crown to Bob The Builder's *Can We Fix It* in the last week of the year.

It was never in danger on the airplay chart, however, finishing a massive 13,262 plays and 365m listeners ahead of runner-up *Groovejet (If This Ain't Love)* by Spiller. Bob The Builder's single, by the way, was played a mere 330 times, was heard less than 50m times and finished in 675th place for the year.

Pure Shores was a worthy chart champ and one of two records to spend six weeks at number one in 2000, the other being Sonique's *It Feels So Good*, which ended up as the fifth biggest hit of the year. The All Saints and Sonique hits were among four records which appear in the Top 10 of both the sales and airplay charts for 2000, the others being the previously mentioned Spiller



Airplay champs in 2000: All Saints (left) and Spiller

hit, and Robbie Williams' *Rock DJ*.

Williams was heard on the 2000 airwaves more than any other artist, with 5,355m audience impressions in the year, a remarkable tally, representing about 100 per person. He seems to have the knack of creating records which have very long radio lives, as evidenced by the presence of no fewer than eight of his singles in the Top 20 for the year (*Rock DJ* at eight, *She's The One* at 26, *Supreme* at 74, *Kids* with Kylie Minogue) at 78, *Strong* at 119, *Angels* at 129, *Millennium* at 153 and *Let Me Entertain You* at 198). Craig David, who was runner-up to Robbie in the audience rankings, was the only artist to have three records in the Top 50 for the year, with 7 *Days* at 14, *Fill Me In* at 15 and *Walking Away* at 33.

Although hometown talent has consistently outperformed US acts in the singles chart for the past decade, this has not been the case on radio, with US acts taking a bigger slice of the Top 50 radio pie every year from 1996 to 1999. They failed to do so last year, though,



with British acts filling 28 positions, American acts 15 and others just seven.

No American record was able to make the Top 10 for the year, with Mary Mary's *SheKisses* at 13 being the most popular out from the other side of the Atlantic. It was also one of the records which attained a significantly higher final place in the airplay list than on the sales list, where its 2000 rank was 48th. Others which achieved even more disproportionate airplay were Lene Marlin's *Sitting Down Here* (number 12 on airplay, 49 on sales), Mollak's *The Time Is Now* (17, 73) and, biggest of all, Gabrielle's *What A Woman* (19, 144). The Bob The Builder single was the best illustration of the flipside of this coin (records with great sales but poor airplay), other notable examples including the Baha Men's *Who Let The Dogs Out* (number four on sales, 304 on airplay), the Tweenies' *Number One* (34, 900) and any number of boy band hits, including all five Westlife singles (1, 23), with almost exactly the same exposure between them as

TOP 10 AIRPLAY ARTISTS

	Audience in billions	
1	Robbie Williams	5.35bn
2	Craig David	4.74bn
3	All Saints	3.70bn
4	Madonna	3.52bn
5	Gabrielle	3.45bn
6	Britney Spears	3.31bn
7	Artful Dodger	3.10bn
8	Melanie C	2.99bn
9	Sonique	2.98bn
10	The Corrs	2.52bn

Spiller's *Groovejet* managed on its own. Westlife's biggest airplay hit - *Foot Aidin* - is ranked at 83.

All Saints' victory brought Warner Music the airplay crown for the second year in a row and the company saw a significant improvement in its airplay performance overall, landing nine hits in the Top 50 for the year, compared to five in 1999. It was beaten only by Universal and the combined might of the independents, both with 11 entries, while Sony managed six, BMG five and both Virgin and EMI four entries.

Finally, we should note that Natalie Imbruglia's *Torn* continued to attract considerable support, three years after becoming a major retail success. *Torn* was the 18th biggest airplay hit of 1997, number three in 1998 and number 50 in 1999. In 2000, it was aired 13,894 times and was heard more than 480m times, enough for it to rank a highly creditable 104 for the year, ahead of more than all but 2% of 2000's releases.

Alan Jones

PK	W/C	Title	Artist	label
1	26	PURE SHORES	All Saints	London
2	1	GROOVEJET (IF THIS AIN'T LOVE)	Spiller	Positive
3	1	RISE	Gabrielle	Go Beat/Polydor
4	1	DON'T CALL ME BABY	Madison Avenue	VG Recordings
5	1	IT FEELS SO GOOD	Sonique	Serious/Universal Island
6	1	NEVER BE THE SAME AGAIN	Melanie C Feat. Lisa Lopes	Virgin
7	1	LADY (HEAR ME TONIGHT)	Modjo	Sound Of Barclay/Polydor
8	1	ROCK DJ	Robbie Williams	Chrysalis
9	3	MOVIN' TOO FAST	Artful Dodger Feat. Romina Johnson	Lookat MyX!
10	1	LIFE IS A ROLLERCOASTER	Ronan Keating	Polydor
11	1	TOCA'S MIRACLE	Fragma	Positive
12	4	SITTING DOWN HERE	Lene Marlin	Virgin
13	29	SHACKLES (PRAISE YOU)	Mary Mary	Columbia
14	2	FILL ME IN	Craig David	Wildstar
15	1	7 DAYS	Craig David	Wildstar
16	2	MUSIC	Madonna	Maverick
17	5	THE TIME IS NOW	Moloko	Echo
18	20	DON'T GIVE UP	Chicane Featuring Bryan Adams	Xtravaganza
19	2	WHEN A WOMAN	Gabrielle	Go Beat/Polydor
20	1	BORN TO MAKE YOU HAPPY	Britney Spears	Jive
21	5	SMOOTH	Santana Feat. Rob Thomas	Arista
22	1	BLACK COFFEE	All Saints	London
23	2	BREATHLESS	The Corrs	143/Lava/Affinity
24	4	SEX BOMB	Tom Jones And Mousse T.	Gut

PK	W/C	Title	Artist	label
25	1	FLOWERS	Sweet Female Attitude	Mix/WEA
26	2	SHE'S THE ONE	Robbie Williams	Chrysalis
27	1	I TRY	Macy Gray	Epic
28	3	BABYLON	David Gray	IHT/East West
29	2	SKY	Sonique	Serious/Universal Island
30	2	IN YOUR ARMS (RESCUE ME)	Mu Generation	Concept
31	2	WHAT A GIRL WANTS	Christina Aguilera	RCA
32	1	OOPSI!... DID IT AGAIN	Britney Spears	Jive
33	4	IN DEMAND	Texas	Mercury
34	10	THONG SONG	Sisqo	Def Soul
35	10	HE WASN'T MAN ENOUGH	Toni Braxton	Lafayette/Arista
36	1	GLORIOUS	Andrae Johnson	WEA
37	10	SAY MY NAME	Destiny's Child	Columbia
38	1	STEAL MY SUNSHINE	Len	Columbia
39	3	OVERLOAD	Sugababes	London
40	4	U KNOW WHAT'S UP	Donell Jones	Lafayette/Arista
41	5	I TURN TO YOU	Melanie C	Virgin
42	1	WALKING AWAY	Craig David	Wildstar
43	3	AMERICAN PIE	Madonna	Maverick/Warner Bros
44	1	STILL	Macy Gray	Epic
45	1	KEEP ON MOVIN'	Five	RCA
46	7	WON'T TAKE IT LYING DOWN	Honeyz	1st Avenue/Mercury
47	4	BODY GROOVE	Architects Feat. Nana	Go Beat/Polydor
48	9	ALL THE SMALL THINGS	Blink 182	MCA
49	6	SWEET LOVE 2K	Fierce	Wildstar
50	5	SHOW ME THE MEANING OF BEING LONELY	Backstreet Boys	Jive

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The General Manager is seeking to appoint a secretary/PA who will undertake the administrative duties associated with the day-to-day running of a busy venue. These include typing, minute taking, arranging meetings, travel and diaries. The ideal candidate will have spent time as a conference to support people at all levels.

SALARY: £16,500 PER ANNUM. CLOSING DATE FOR APPLICATIONS: 26th JANUARY 2001.

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SALARY: £12,500 PER ANNUM. CLOSING DATE FOR APPLICATIONS: 26th JANUARY 2001.

SUCCESSFUL CANDIDATES WILL BE CONTACTED WITHIN TWO WEEKS OF THE CLOSING DATES FOR THE ABOVE TWO POSTS.

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Ocean is seeking an enthusiastic, dedicated, qualified accountant with at least 3 years relevant experience to oversee the day-to-day running of the finance department. Reporting directly to the Finance Manager, you will be skilled in establishing financial procedures to meet operational and statutory requirements for all aspects of Ocean's business, along with responsibility for the supervision of staff to ensure the smooth running of the department. You will be responsible for the timely production of information for management reports as well as the maintenance of all statutory records and ensuring good relations with suppliers, lenders, bankers and other stakeholders. The successful candidate will ideally have experience in live event and/or venue operations, and a keen interest in music. The ability to work under pressure as part of a team is essential.

SALARY: NEGOTIABLE ACCORDING TO EXPERIENCE. SUCCESSFUL CANDIDATES WILL BE CONTACTED AND INVITED TO INTERVIEW FOR THIS POST.

To apply for any of these three posts please send a CV and covering letter in the first instance to: Jane Roberts, Ocean Music Venue, 270 Mare Street, Hackney, London E8 3HE. Unfortunately we are unable to contact candidates who have not been shortlisted, and are also unable to take phone calls regarding these posts.

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If you would like to apply for this position please write or e-mail with a copy of your CV, to David Rockberger, Music Sales Limited, 8/9 Fifth Street, London W1V 5TZ / david.rockberger@musicalsales.co.uk

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