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United Business Media

NEWS: Rock veteran **GZZY OSBOURNE** and family to star in a fly-on-the-wall TV series which has scored a US hit



NEWS: BMG-signed **NATALIE IMBRUGLIA**'s album makes the right impression, scoring a Top 40 debut in the US



TALENT: Brooklyn trio **YEAH YEAH YEAHS** spark an A&R frenzy with their show at last week's SXSW



FOCUS ON MID- AND LOW-PRICE SECTOR - FEATURE: P24-28

FOR EVERYONE IN THE BUSINESS OF MUSIC

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musicweek

Bard gets tough on embargo-breakers

by Robert Ashton

Bard has ordered record companies and distributors to get tough with rogue stores which consistently sell CDs before the embargoed Monday release date - or risk a return to same-day deliveries.

The retail association issued a stern warning to record companies, as it unveiled a blueprint of change designed to reinforce its position as a powerful voice in the music business.

In the warning - to both the majors and key wholesalers - Bard director general Bob Lewis describes the embargo breaches as "serious" and demands that they "take all steps necessary" to ensure there are no more incidents. He adds early sales of the Will Young and Gareth Gates singles in the past months were the "straw that broke the camel's back".

"We want to see the agreement honoured and any stores found out should be penalised," he says, reminding the record companies of the early shipment agreement brokered in the mid-Nineties. "Once is a mistake, twice isn't."

Bard chairman Simon Wright says it needs to "come down heavy" because consistent repeats of the problem can disrupt the chart, with sales going uncounted, labels' marketing efforts thrown into disarray and retailers penalised for respecting the release dates. "Some retailers need to be told if they continue to sell on Saturdays or Fridays before release that they won't get the records early," he adds.

The supermarkets are seen as the main culprits and independent retailers the biggest losers. One retail



Gates: breaches sparked warning
source says that indices which see non-specialist retailers putting out singles and albums early might also be tempted to break the embargo and risk punishment of losing early deliveries themselves. It is estimated that a return to Monday deliveries would cost around £600,000 each week in higher courier rates, organising additional transport and stocking costs.

Sony senior VP sales John Aston, who received the Bard memo, says record companies are treating the issue seriously, because a return to same-day delivery is not feasible, in terms of both costs and logistics. "If we find it is happening then we stop supplying," he says.

Other recipients of the Bard memo also say they have measures in place to enforce the embargoes, but a combination of untrained staff, high staff turnover and early staff purchases is undermining them.

Andy Adomson, general manager of audio at THE, which supplies Sainsbury's, WH Smith, Debenhams and Indies, says, "I take our responsibility very seriously, but the whole system depends on trust. The boxes we send are sealed and dated, we check every week for early sales and,

if we see any discrepancies, we inform the buying team. When we find a store has broken the embargo for a second time we stop new releases."

The warning comes as Bard chairman Wright last week announced a relaunch of the 13-year-old association, inviting "visual and games" retailers to join the group.

The move, which is likely to see an influx of new entertainment retailer members including Blockbuster and Electronics Boutique, will be accompanied by an overhaul of Bard's strategy, to give more emphasis to issues such as digital distribution, downloading and digital piracy.

Wright stresses the fundamental aims of Bard will remain intact, but a new agenda is necessary to reflect the changing retail environment.

● **Gates' record** debut, p5

Sir Elton John and his songwriting partner Bernie Taupin (pictured) are to be honoured at the 11th Music Industry Trusts Dinner this autumn, in recognition of their services to British music.

John and Taupin began collaborating together in 1968 and have racked up scores of hits in the intervening years, including Rocket Man, Daniel, Your Song and, the biggest-selling - 33m sales - single of all time, 1997's charity release Candle In The Wind. David Munnis, vice chairman of EMI Recorded Music and chairman of the NMTS committee, says the pair are worthy recipients of the award, which was previously awarded to Ahmet Ertegun, Sir George Martin and John Barry. "They have written some of the greatest songs of all time," says Munnis. "For more than three decades, their songwriting partnership has endured and produced hit after hit. They represent the best of British songwriting." The celebratory dinner will this year take place on November 4 at London's Grosvenor House Hotel.



Levy plans cultural shake-up at EMI

Alain Levy has vowed to change the culture of EMI and challenge the established values of the modern-day music industry.

Announcing £38.5m of annual savings and job cuts of 1,800 worldwide, Levy told a media gathering on Wednesday that the industry faces a string of problems of its own making, with a lack of growth over five years, serious traditional and digital piracy and a dominance of marketing over A&R.

"The creative part of the business seems to have become less important than ever," he said. "The majority of artists sell fewer copies of their second album than the first today. And there is a tendency to buy market share rather than create it.

with indiscriminate spending on videos and TV advertising."

Levy unveiled a strategy centring around a Phase 1 - to be concluded by September - of getting the company in a fit shape, followed by a Phase 2 of addressing external issues to allow it to compete.

"This is not a cost-cutting exercise for the sake of it," he adds. "It is a reshaping of EMI for the future. It is about changing the values of the company."

"You have to raise the issue of what business the record companies are in. They are in the business of finding talent, living with that talent through their career and making them grow. A lot of record companies are self-centred and focused on the

executive being the star, not the artist."

"I think a lot of people in the industry, including some of our people [at EMI], see the announcement of the fact of a deal as more important more than the reality of the deal.

"In five months I have seen some pretty crazy deals being done by our competitors. And I know they won't work. EMI will not do such deals."

He acknowledged that EMI had to change. "Part of the US problem is that we have been trying to buy market share," he says. "We went into joint venture deals which don't make sense, in order to get a quick fix."

● **EMI restructuring details**, p3

Campbell quits Ministry radio role

Ministry Of Sound was understood to be moving quickly last week in a bid to replace radio boss David Campbell and keep its East Midlands radio licence bid on the rails.

Ministry issued a one-line statement on Monday confirming the board had accepted the resignation of Campbell, the former Ginger Media boss who joined the company as vice chairman just seven months ago. Campbell was brought in to the company in August of last year after a deal between

Ministry and venture capitalist group 3i, which paid £24m to take a 20% stake in the company.

Campbell's brief was to ramp up Ministry's radio presence, among other media developments, chiefly to broker its bid for an analogue radio licence for the East Midlands.

Last Friday, sources indicated that Jonathan Goodwin was set to be appointed as chairman of the bid. Goodwin helped broker Chris Evans' deal to buy Virgin Radio and has been involved in the financing of Ministry's East Midlands bid.

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Alan Levy used the current success of Kylie Minogue in the US to highlight the importance to EMI of correctly prioritising International projects. Capitol in the US was determined to pass on the Minogue campaign before Christmas, Levy said, but pressure to push on from new EMI Recorded Music CEO David Munn led to the launch, number three chart entry and \$15,000 first-week sales of Kylie Minogue's Fever album. Shipments have now risen to 3.3m. With US radio support for I Can't Get You Out Of My Head creating new interest in Latin America – the album went gold in Mexico last Tuesday – Asia and Japan, the US success is driving a new wave of interest in the project, said Levy. Ultimately, the decision to push through in the US is resulting in an extra 2.5m International sales, he said. "And that with a record which, at Christmas, you would have thought was over [internationally]," he adds.



Levy to save £100m a year with fresh strategy for EMI

by Ajax Scott

EMI Recorded Music chairman and CEO Alan Levy unveiled a comprehensive global restructuring plan aimed at "positioning EMI for the future" on Wednesday, comprising the loss of 1,800 jobs and an exceptional payment of £240m, which is expected to save £100m a year.

In addition to confirming the redundancies, EMI also revealed a series of other measures including halving its dividend to 8p, the sale of minority stakes in other businesses including HMV Media (see story above), and articulated write-offs.

Besides the £38m being paid to Marian Carey, EMI is also making an exceptional provision of £46m to cover legal and artist write-offs. Since the arrival of Levy and newly-appointed North American CEO David Munn

in October last year, around 400 artists have been dropped worldwide out of a total of 1,600.

The cuts are expected to have the deepest impact in North America, which will account for 27.4% of the job losses but produce 46.3% of the £96.5m predicted global annual savings. Europe will bear the brunt of the job reductions (34.5% – amounting to more than 600 jobs) and will produce 33.5% (£32.9m) of the savings. Sales, finance, IT and manufacturing are the areas of activity expected to be affected most in the overhaul, which was unveiled to the City and the media in a series of briefings at the London Studios last Wednesday. Around 500 of the total job losses predate the arrival of Levy and Munn last year.

In the UK, the company last week



Levy: 'positioning EMI for the future'

forced ahead with its restructuring plans, which are expected to result in the loss of 80 jobs across its Capitol and Virgin operations and 192 jobs with the closure of its Swindon plant. The sales teams for the two record companies were offered voluntary redundancy or reapplying for new positions within a combined sales function in meetings last Tuesday. Sources suggest that EMI is proposing to locate its combined telesales team at Legation Spa. Such a

HMV Media for sale if price is right, says EMI

EMI Group chief financial officer Roger Faxon confirmed on Wednesday that its 42.65% stake in HMV Media is for sale – at the right price.

Facing the media, Faxon stressed that the group is in no rush to sell the retailer, which he described as "a strong business, performing well".

But he told analysts, "If an attractive opportunity were to come forward, we would take advantage of it. It is only a matter of time for such an opportunity to emerge."

Faxon also said a "trade sale and a flotation" are equally possible, but that he was not expecting an offer in today's business environment.

EMI Group's equity stake in HMV Media Group came about as a result of the demerger which took place in 1998.

news file X

OUR PRICE OPENINGS HALTED

Sany UK has hit delays in the roll-out of its newly-converted Our Price stores, because it is awaiting minor planning approvals from Railtrack. The Australian company – which bought up the beleaguered Our Price chain last October – had planned to open the first of its re-modelled stores in three rail station sites next week.

JEESTER CLOSES DOWN OFFICE

Jeepster Recordings is to close the doors of its Clapham Junction office at the end of March, in a move which will also see the departure of Mark Jones, Stef D'Andrea and Matt Willis. The company announced it is not considering any new signings in the immediate future, but confirmed that forthcoming releases from Belle & Sebastian and Salako would go ahead. Their Winchester office will remain.

PLAN TO HALT MEDIA LEAKS

The BPI Council is due to meet this Wednesday (27) to further discuss a proposal to restrict the availability of mivocw "sales flashes", in a bid to crack down on media leaks of the data.

BENSON AND BENNETT LINED UP

Concept Music artist Jamie Benson and Ed Records' Bennett have been confirmed as two of the acts to perform at the *Music Radio 2002* conference on April 15 at London's Shaw Theatre. Two more acts are to be confirmed within a week. The showcase will be recorded live for a CD, which will be pressed immediately and distributed to delegates at the end of the conference.

SLIGHT RISE IN BRITS AUDIENCE

The BPI Awards recorded consolidated TV audience figures of 4.723m, according to new Barf data. The figures are a marginal improvement on the overnight figure of 4.7m, as announced in February, and represents a 3.2% share of viewing.

It's roubles for UK indies as Russian rack-space secured

Independent record labels are poised to open up a potentially massive, but largely untapped, market under a new deal between Alm and the largest music retailer in Russia.

Under the arrangement, Alm member labels such as Cooking Vinyl, Beggar's Banquet and Mute will supply product to Soyuz, which commands nearly half of the Russian music retailing market with 46 stores in Moscow and St. Petersburg.

Soyuz will then feature 12 titles each month, which it will rack in a dedicated display in its own stores, as well as supplying to a number of other record retailers, including a large Moscow café chain. The CD selection will be changed every month, with an accompanying compilation album including a track from each featured record. Individual titles are expected to be priced between £13-£15, with the compilation either given away free with each purchase or sold separately for £4 as part of the promotional campaign.

Cooking Vinyl and Alm International chairman Martin



Goldschmidt: long-term deal

Goldschmidt, who brokered the deal with Soyuz ASB director Alois Alasu, says the move is a long-term commitment to build the profile of UK music in Russia. "A lot of our Russians have heard of our bands, but just can't get hold of the music," he says.

Alasu also promises to push the UK labels' product with a high-profile marketing campaign, which will change each month to keep up to date with the new titles being racked. In addition to the compilation, he says an in-store video will be played within Soyuz stores, backed by radio advertising, slots on Russian MTV and posters.

MPs get into music as Commons welcomes industry get-together

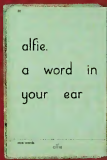
The breadth of the UK music industry was represented as the All Party Music Group was launched at the House Of Commons on Wednesday last week.

Organisations including the BPI, Alm, the Music Publishers Association, British Music Rights, Aura, PPL and the Music Managers' Forum were represented at the event, which was attended by artists Martyn Aire, Tony Hadley and Blur's Dave Rowntree.

MP Stephen Hepburn, the chairman of the APMG, said the group would allow him and his fellow MPs to learn more about the cultural and economic contributions of the music industry, as well as providing a means by which the concerns of the industry could be communicated to the Commons.

Alastair Hunter, the chairman of British Music Rights, specifically highlighted the implementation of the Copyright Directive and the E-Commerce Directive as issues which needed support from MPs.

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Social workers might find the subject-matter worrying, but the fly-on-the-wall series documenting the home and garden lifestyle of Ozzy Osbourne and his family is provisionally booked to launch in the UK on May 19 after becoming the highest-rated show on the MTV in the US. The Osbournes draws on footage from 55 cameras located throughout Ozzy's Californian home – although not the bathroom or bedroom – to record the “unorthodox” and “outrageous” antics of the heavy metal king, his wife and manager Sharon and their two teenage children, Jack and Kelly. The plan is to run one half-hour episode of the 10-part series each week. Meanwhile, Ozzy and friends are taking Ozfest outside the UK and the US for the first time to play a 17-date, 10-country European tour this summer, including Germany and Ireland. Ozfest 2002, promoted by Clear Channel, will also feature Tool and System Of A Down.



BMG scores historic double as Gates powers to top spot

by Joanna Jones

BMG managed to make history again yesterday (Sunday) with Gareth Gates's *Unchained Melody* set to become the second-fastest-selling debut single of all time.

Gates' single was due to easily finish the week at number one, selling more than twice as many units as the rest of the market combined by the end of business last Thursday.

Unchained Melody was selling around 80% of the units sold in the first week of Will Young's debut single, three weeks ago. It racked up first-day sales of 328,000, reaching the 643,000 mark by the end of Thursday – compared with 81,000 for Will Young's debut (see graph).

BMG UK president, Gail Doherty described the week as “phenomenal”.

“We are on target to get close to 1m and if it doesn't reach that it is



not exactly the end of the world,” he says.

The success of the single also helped RCA to score its third successive number one spot with different releases. RCA was the last label to achieve this, back in October 1999, when Christina Aguilera, Westlife and Five topped the chart in quick succession.

BMG sales director Brian Rose is

sales curve could be attributed to a younger demographic buying Gates' single and that he expected subsequently strong weekend sales.

“He had a fantastic day and it is selling as well as Will in some non-traditional retailers, but the biggest difference is on the high street in music specialists,” says Rose.

“I don't think that is down to anything we have done. It is just the type of consumer. It also means that, if it's a younger demographic, it should also have a great Saturday.”

As in the week of the Young single, Rose lashed with retail to ensure rapid feedback on demand.

Asda's music buying manager Becky Oram says its Retailink system was essential in allowing the chain to keep on top of demand, collecting hourly data from stores around the country in a central database. “We could tell by 10am on the

CADs launch award to recognise urban video

Music Week's Creative And Design Awards will inaugurate a new award for best urban video at this year's seventh annual event.

The awards, staged in association with *MVStarter* publication, Promo, will take place at the London Hilton in Park Lane on Thursday May 9.

The awards also inaugurated a new qualifying period for entries. Entries are accepted for product released between January 1, 2001 and February 28, 2002. In previous years, the qualifying period ran to December 31. The first deadlines for entries arrive this week, today (March 25) for videos and Wednesday (27) for sleeve design and advertising. Shortlists will be unveiled on April 8.

For further information, contact Louise Stevens on 020 7579 4244 or email cad@musicweek.co.uk

newsfile

DURAN DURAN TOP TOTP POLL

TOTP2 voters have voted Duran Duran's *Rio* as the best TOTP performance of all time. Second was Madonna's *Like A Virgin*, followed by Queen's *Killer Queen*. Voting was conducted by post and as part of celebrations to mark TOTP2's 20th edition. The three performances will be aired in reverse order on April 2 and 3.

PPL BMS GERMAN DEAL

PPL and German collecting society GVL have signed a reciprocal agreement covering record company rights for broadcasting and public performance in the UK and Germany. Under the deal, GVL will represent UK Indies in Germany for broadcast and public performance and PPL will be able to collect and distribute German royalties. The agreement follows recent deals with Dutch society SENA and Canadian society AVLA.

DONE & DUSTED SCOOP BBC GOING

Media and marketing group Done And Dusted picked up the *2002 Awards music & arts* grant at BBC TV Centre on March 12. The company was honoured for its production of *One Night With Robbie Williams Live* at the Royal Albert Hall, which is broadcast on BBC1 last year. The annual awards event is staged jointly by production trade body Pat and the BBC.

LD SET TO PUSH EMI EVENTS

LD Publicity & Promotions have won the account for EMI's *Fuel The Noise* music events, which are staged in nine cities across the UK this summer. Previously EMI had a recent deal with promoter Individual summer shows but this year the company has brought the tour, sponsored by *Heat* magazine, under one banner with collective marketing and a national PR campaign.

EMI PREPARES QUEEN CAST ALBUM

EMI is lining up the release of what is likely to become one of the biggest-selling musical albums of the summer, the cast album of the Queen show *Will Rock You*, which previews this week and opens on May 14, is scheduled to appear in the second half of June.

MTV REVAMP'S EUROPEAN SERVICE

MTV Europe – the service serving 25 territories including Israel, Turkey, Hungary and South Africa – is unveiling a new on-air and programme format. From April, the revamped look boasts fresh logos,idents and show packaging as well as programming including global chart countdown programme *World Chart Express*, five weekend show *The Fridge*, US format *TRL* and reality show *The Osbournes*. Website *mtve.com* has also been given a facelift. In turn, MTV announced this week its broadband interactive channel *MTV Live* is launching for the first time in Sweden in conjunction with Tella.

POPKORN FEE OFFER OPENS

The early Popkorn registration date, with a reduced delegate rate of £150, arrives next week, on April 8.

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BMG treads carefully in global Pop Idol roll-out

While Will Young and Gareth Gates have smashed domestic singles sales barriers, BMG is maintaining a cautious approach in its international campaign for the Pop Idol stars.

But BMG's international manager Dave Shack, who recently attended an Asia Pacific conference where affiliates were presented the series package and sales figures, says, “It is very early days – both artists are currently touring, both have albums and subsequent singles to make. As much as I feel the interest for Pop Idol is there around the world, we cannot currently satisfy it.”

South Africa and Poland are already broadcasting the UK series, while the BMG is preparing to service both Gates' and Young's singles to radio in Germany.

19 Management's Simon Fuller last week sealed the Fox Networks deal to recreate the UK series in the US. *Freemantle* – which co-owns rights with 19 – is also said to be close to signing major deals to either place the UK series in other markets or sell the format overseas.

Northern buyers back local hero

Retailers set the North/South divide was alive and well following the release of Gareth Gates' *Unchained Melody*, with some north of England stores, including those in Gareth's home town of Bradford, reporting biggest-ever first-week sales.

According to CIN data for the first four days on sale last week, north England (covering Yorkshire, the North East and Lancashire) and Scotland accounted for 43.1% of Gates' sales, compared to 38.4% in the first week of Young's sales.

Indeed, the first four days of Young's sales saw 75,000 sold in Yorkshire, compared with 94,000 of Gates' (see pie chart).

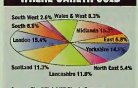
In addition, London accounted for 15.4% of all Gates' sales, compared with 18.9% for Young.

Some retailers also observed that more and younger women were snapping up the Gareth Gates record.

Virgin Megastores Bradford buyer Tim Morsley says the store took 500 customer reservations and sold 1,000 copies on Monday – one customer reserved 15 copies.

“Because he is a Bradford boy it

WHERE GARETH SOLD



Source: The Official UK Charts Company

has been pretty crazy for us,” says Morsley. “We had people queuing outside the store as soon as we arrived at 6.30am and we opened early. There was a two-to-three-week build-up here – we have never experienced anything like it since Candie in the Wind.”

Several other stores opened early with Virgin Newscast reporting queues from 4.30am.

HMV's Bradford store manager Andy Baxter said the euphoric build-up to the record's release in the city and subsequent first-week sales eclipsed anything in his 17 years of working for the company.

“Around the time of the Pop Idol final, we got T-shirts printed up saying

“HMV Bradford Says Vote Gareth”, so that built the momentum,” says Baxter. “We got on board very early, pre-arrival to customers. We had 500 CDs and 100 tapes reserved and, when we opened, the local and national press were here.”

“It sold 10 times Will Young on the first day. But it has also been a good week for other music, with people also buying the George Michael, Blue and Shakira singles.”

However, even those retailers who said that *Unchained Melody* was out-selling Will Young's single in the first few days of release, believed that Gates' total first-week sales would not outstrip the Pop Idol winner.

Mike Dalby, of Essex independent Adrian's, says a flurry of enquiries prior to the release of Gates' single had not translated into expected first-day sales, but it had picked up steadily ever since following massive media attention.

“It has sold very well, but not quite as well as the first-week sales of Will Young and it is mainly younger women buying, compared with a wider cross-section buying Will Young,” he says.

newsfile

BIG FISH RENEWS V FESTIVAL DEAL
Specialist sponsorship agency Big Fish Events has been reappointed by the promoters of the V Festival to raise revenue from this summer's V2002 events in Chelmsford and Staffordshire. Big Fish Events has already confirmed Virgin Mobile as the main sponsor, while drinks brands Bacardi and Budweiser – in a new three-year deal – will also repeat their involvement. WMC will replace Wembley TV as sponsor of the second stage. A sponsor for the club tent is also being sought for this year.

STUDY BACKS SMS MARKETING
Independent research commissioned by the Mobile Marketing Association has revealed a recall rate by consumers of between 71% and 96% to brand campaigns promoted via mobile phones. The study, undertaken by digital research company OneQuest in the UK, Germany and Italy, says that 43% of consumers feel SMS messages from advertisers have a positive impact on the brand, with 7% stating that text messages prompt a negative response.

NUS OFFERS STUDENT DATABASE
The National Union of Students is offering labels to take advantage of its student database for marketing purposes, after the list passed the 500,000 mark. The database has been developed through the web site nusonline.co.uk and activate.co.uk by the NUS and marketing agency ITM Communications. Opportunities for labels include using names on the list for direct mail, e-mail and online promotions.

WISE BUDDH VINS BRITNEY PITCH
Channel Five has commissioned independent production company Wise Buddha to produce a one-hour "behind the scenes" documentary from Kylie Minogue's promotional tour of the US. The programme, called *Splitting Around* and narrated by Zoe Ball, will include exclusive content and follows The Britney Spears Story broadcast by Channel Five earlier this year.

GALAXY 105 COVERS WMC
Chrysalis Radio-owned Galaxy 105 is broadcasting from the Miami Winter Music Conference in weeks, with acts including David Morales, Neil Bentley and Alex Pepper playing sets from the side of the conference centre pool.

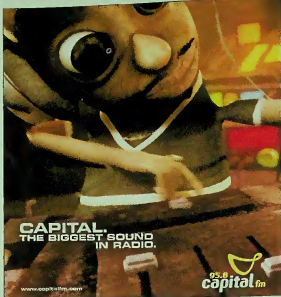
WESTLIFE GO FOUR-TIMES PLATINUM
E.P. Westlife's World Of Our Own is certified as reaching four-times platinum status this week by the BPI, while Alicia Keys' *Songs In A Minor* scores a double-platinum gong. Meanwhile, Gareth Gates' single *Unchained Melody* reaches double platinum on first-week sales.

HOW TV SHOWS' RATINGS COMPARE

Programme	this week (000s)	change (000s)	up/down
Top Of The Pops*	3,610	n/a	
CD-UK*	2,156	n/a	
SMY*	1,552	n/a	
The Saturday Show	774	n/a	
Popworld (Sun)	481	n/a	
Exclusive (Tues)	357	n/a	
The Poppy Chart Show	340	n/a	
Night Fever	321	n/a	

* Combined totals. Source: Broadcast EAG
(BPI data for w/c February 18-20 2002)
 n/a = no previous data on year-to-year comparisons available

Capital Radio and MTV UK have signed their first marketing partnership agreement, to promote content and properties across different media platforms. The deal, put together by Capital's new Network's commercial controller Ann O'Neill and MTV Networks head of marketing communication Simon Downing, gives national exposure for Capital's London station for the first time, with the TV campaign running across MTV, VH1 and Paramount until December. The agreement also gives Capital the broadcast rights to MTV and VH1 events such as the MTV Europe Music Awards and VH1 Divas, while stations in the radio group's FM network will run MTV-branded promotions including ticket giveaways. MTV has also agreed that Capital Gold will be the media partner for VH1's 200 Greatest Hits. "The partnership means we can develop integrated promotions, because both parties have such a strong alliance with their 16-34 target audience," says Downing.



Slump in ITV and C4 viewing prompts rethink on youth ads

by Steve Hemsley
Concerns over the accuracy of audience data and the decline in the number of 16- to 34-year-olds watching ITV and Channel Four is forcing record companies to question where they spend their TV advertising budgets.

Across January and February, total viewers on commercial stations among 16-34s was down 9.2% year on year, according to data collated from the much-criticised new BARB audience research panel introduced at the start of the year. The TV saw a decline of 25.8% among this age group following a fall of 18.5% across November and December, while Channel Four experienced a slump of 21.9% (12.1%). In contrast, Channel Five has seen a jump of 9.4% (+8.8%) and satellite stations a rise of 24.2% (+24.5%). BARB has come under fire for

being unable to supply consolidated viewing figures during January and early February, while some of the 4,200 used for the previous panel is its first new panel for 10 years have quit in recent weeks.

This means only 3,900 households are currently supplying viewing information, which is down on the 4,200 used for the previous panel and well short of the 5,100 promised by BARB, leaving advertisers dubious about the data's accuracy.

However, the latest information does reaffirm a trend which began to emerge at the start of 2001, that 15- to 34-year-olds are watching less TV and switching away from ITV, Channel Four and the BBC.

During January and February, the BBC's share of all viewing has fallen by 14.5%, according to the figures. "Marketers with record companies must be aware of longer-term



Pepsi show: one advertising option

trends and question their channel does reaffirm a trend which began to emerge at the start of 2001, that 15- to 34-year-olds are watching less TV and switching away from ITV, Channel Four and the BBC.

"Marketers with record companies must be aware of longer-term

Metropolis to launch DVD and TV division

The Metropolis Group is setting up a new film and production division, enabling it to work with record companies on DVD and TV projects from concept to completion.

Since establishing its DVD division two years ago, Metropolis has devised projects for artists including Manic Street Preachers, Kylie and Super Furry Animals' *Rings Around The World* DVD album. However, prior to establishing the M Productions outfit, it had to hand over production work to an outside company.

Business development manager Mike Gillespie believes the division will give the group involvement from the conceptual stage right through to directors shooting footage and editing. "It means we will be able to maximise the full potential of DVD, because sometimes ideas get lost in translation," he says.

increase their spend on the station by around 80% in the past year, with Virgin Music, Universal and Telstar responsible for the biggest rises.

"The perception of the station among advertisers has changed and record companies can see which spots drive sales, such as the Poppy Chart show, the Movie Chart Show, football and films, while our soap hour has been of particular interest to labels because it reaches a daily audience," he says.

Karen Simmonds, head of marketing for Polydor Associated Labels, says she has noticed a shift in the viewing habits of young adults.

"Rather than buying back Channel Four or ITV coverage, we are using information supplied by our media buying agency to purchase more targeted programming across more stations and cherry-picking slots which helps to reduce wastage," she says.

Hed Kandi takes on rivals with striking new brands

Jazz FM-owned compilations company Hed Kandi is raising its profile this year in the face of increased competition with the launch of two new labels.

Founder Mark Doyle says a series of compilations supported by Hed Kandi's distinctive artwork will be released during 2002 on the house label Stereo Sushi and chillout and lounge music label Ice Lounge.

"Our success has led to a lot of hand-picking and I prompted a 'food of illustrated compilations based on bar grooves,'" says Doyle. "Our new labels have been launched to capitalise on the market's hunger for this product, and allow Hed Kandi to move into a more commercial position and build on the visual aspect of the package with poster and PoS support for retailers."

He adds that there are plans for a new 12-inch label later this year and that negotiations are



Doyle: launching new imprints

continuing with potential partners in a number of territories over the possible launch of the Hed Kandi concept overseas.

The Hed Kandi label's successful compilation series include *Serve Chilled*, *Winter Chill*, *No Cool*, *Beach House*, *Disco Kandi*, *Deeper* and *Back To Love*, while it has also signed acts such as Afterlife, 45 Dip and Anthea.

Tesco follows Sainsbury's lead with trials of CD-burning kiosks

Supermarket giant Tesco is following rival Sainsbury's by trialling the CD-burning kiosk technology developed by Virtual Music Stores.

The chain has introduced the system, which burns CDs to order and allows 3,000 tracks, at its Watney Extra branches in Bar Hill in Cambridgeshire and Reading. It will be rolled out across the 40-branched Extra network after the three-month trial, if Tesco receives positive feedback from customer research which it is undertaking on a weekly basis.

This analysis will assess whether the chain's sales targets are being met and highlight how many shoppers are experimenting with the service but not making a purchase.

"We began talking to VMS last autumn and initially wanted to get Christmas, but we decided that time of year was too busy to launch a test," says Tesco business planning manager Gillan Hawkes. "The service is



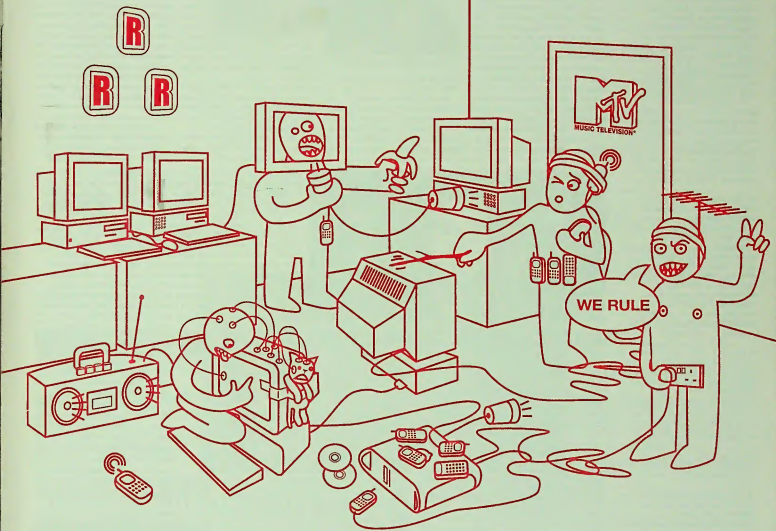
Tesco: trials in Extra stores

being marketed jointly by us and VMS using in-store and local press activity, with an extensive mailing to homes in each store's catchment area."

Tesco has also negotiated exclusive promotions with VMS, including an offer to shoppers of a free track with every five they purchase for either £1 or £1.50.

Sainsbury's has been testing the VMS system in its Calcote, Reading and Newbury stores since October and installed a kiosk at York last week.

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Imbruglia album rises right

UK-signed artists secured the top two spots on the Norwegian radio chart, following two-place jumps for both Poydior's Sophie Ellis Bextor and Sony's A1 this week. Ellis Bextor's *Murder On The Dancefloor* takes the airplay chart crown, while A1's *Caught In Middle* climbs 4-2. Elsewhere in Scandinavia, Murdor holds its number three position at radio in Denmark. Other big UK-signed gainers in Norway this week include Parlophone's Kylie Minogue, whose *One Step Beyond* improves seven places to 13.

● **Mushroom's Garbage** continue their chart success down under as *Beautiful* improves. *Garbage* climbs steadily back up the Australian albums chart, improving 24-15-14 in the past three weeks. *Sony 52's* *Intergal* also enjoys a resurgence in Australia as *A Funk Odyssey* climbs 27-5-4 over the past three weeks.

● UK-signed Natalie Imbruglia's *Wrong Impression* picks up pace at European radio, entering Norway's airplay chart at 25 this week. Meanwhile, the BMG-issued track jumps three to 19 in Denmark's radio chart and improves 22-19 in Austria.

● **EMI's Chrystal's Robbie Williams** is fast catching up with himself on Australia's albums rundown this week, as king *When You're Winning* jumps two places to 12. The album closes the gap on his other album *Sing When You're Here* which jumps 10-11 this week to sit at eight. Meanwhile, the two singles *Something 'Stupid and Better* Man slip one place each this week to land side by side at 13 and 14.

● European radio programmers continue to show support for RCA's Westlife, who this week see *A World Of Our Own* jump another nine places on the Netherlands' singles sales chart to reach 32. The singles also climbs five places to enter Australia's radio chart at 10, number seven and holds at six for a second week in Denmark, while, on home turf, the track edges into Ireland's top five airplay rundown.

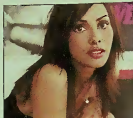
● As **Kylie Minogue's** *In Your Eyes* makes serious gains in France's radio chart, its predecessor, the European radio success *Can't Get You Out Of My Head*, dips out of France's airplay top 30 and falls 22-26 in its singles sales chart this week. Meanwhile, her album joins the list of France's 100 favourite albums, as Fever climbs to 87 on the albums sales chart. Elsewhere around Europe's airwaves this week in *Your Eyes* improves 10-6 in the Netherlands, 6-3 in Germany, 22-10 in Portugal, while in Italy the track moves to number three.

● **Universal** acts continue to dominate the upper reaches of Parlophone's airplay chart with four competing for pole position in the top 10. Mercury's Lamb Justice for the top spot with Gabriel, while Poydior's *Lighthouse Family* climb 10-5 this week. Universal's 10-2 *Go Beat* at six with Walk On and *Go Beat*/Poydior's *Gabrielie* holds her position at nine with *Don't Need The Sun To Shine*.

by Joanna Jones

An extensive North American promo drive for BMG's Natalie Imbruglia is helping to reinforce interest in the singer after her first album in four years, *White Lies Island*, entered the US Top 40 albums chart a week ago. But, after the phenomenal success of her debut album in the US - 1998's 2m-selling *Left Of The Middle* which was led by the massive radio hit *Turn* - the campaign for *White Lies Island* remains focused on re-acquainting the public with the singer. Stateside after her four-year absence.

BMG head of international Dave Shack says, "You have to remember that in the past four years we have seen the likes of Anastacia and Britney Spears come on the scene. There is a whole new generation of



Imbruglia: Billboard number 35

kids out there who may not know who Natalie is."

Imbruglia's debut album *Left Of The Middle* sold around 6m units worldwide, including 3m in Europe, 2m in the US and 500,000 in Australia. Meanwhile, *White Lies Island* sold 33,319 copies in its first

week of release in the US, before slipping to 49 last Friday.

An extensive US promo trip in recent weeks has included appearances on the *Jay Leno* and *Rosie O'Donnell* shows, alongside radio interviews with 35 stations and several acoustic performances. Currently in rehearsals for a performance at a US radio convention on April 6, Imbruglia is then set to return to Europe for another round of promo in Spain and France including an appearance on *Hit Machine*.

The US push for *White Lies Island* also featured a call and win competition across top 40 radio networks to win a trip to hear her play in the Bahamas this May.

After a mixed reception for his single *That Day* across Europe, sup-

port with *Wrong Impression* continues with the track gaining a hit rotation on MTV Spain and heavy rotation on MTV Nordic.

Shack believes the song has turned around the fortunes of the album. "Despite the fact we did more than 300,000 albums on the back of *That Day*, we still never felt like it was a hit album," Shack says. "Now *Wrong Impression* is changing all that and, at the moment, the campaign is full of optimism."

"To use a footballing analogy, we were coming from 1-0 down but *Wrong Impression* has got us back to a decent level showing that Natalie is still relevant," he adds. "It has been an expensive strategy, but it has been well worth it if the biggest market in the world is showing great signs of initial support."



Warner Europe is launching a European promo push for US crossover artist **Josh Groban** including a string of TV appearances and a UK showcase to coincide with the UK release of his eponymous debut album on Monday. Groban's album went Top 10 in Norway after its release in January and was released in Germany, Switzerland and Austria in February after interest generated by an appearance on TV series *Ally McBeal* and his high-profile performance at the closing ceremony of the Winter Olympics. A UK showcase for press this Tuesday will be followed by appearances on the Swedish letter show *Bingo Lotto* and Spain's *Musica Si*. Paul McGhee, marketing manager of US labels for Warner Music UK says, "The album went number 10 in Norway after a TV appearance there and we hope to repeat that feat in Spain, Sweden and Austria. We are just going to keep chipping away at things by bringing him in again and again." Groban returns to the UK for more in the summer.

UK TOP 20 AIRPLAY HITS IN EUROPE

UK	EUROPE	Artist (UK company)
1	1	You Are So Beautiful (Parlophone)
2	2	World Of Our Own (Westlife)
3	4	Free Kiss (Imbruglia)
4	3	Free Kiss (Imbruglia)
5	5	Home Ain't Dry (The Shins)
6	6	Murder On The Dancefloor (Sophie Ellis-Bextor)
7	8	Flowers In The Window (Tina Turner)
8	10	Shine Like Crazy (Beverly Knight)
9	9	Can't Get You Out Of My Head (Kylie Minogue)
10	15	You Come Back Baby (Imbruglia)
11	13	Free Lighthouse Family (EMI)
12	16	Cheer In The Middle (A1)
13	20	My Blue Heaven (Imbruglia)
14	32	Somewhere (Shout! Brothers)
15	11	What A Love We Have (EMI)
16	14	You Are So Beautiful (Imbruglia)
17	17	Alive Again (ME)
18	19	Evergreen (Timbaland)
19	-	The Hindu Times (Gaga)
20	-	Don't Leave This Sun To Shine (Gabrielie)

Chart shows the 20 most added UK-based tracks on the EMI UK 100 chart of 2003. Source: Music Week.

PROMO DIARY: BEVERLEY KNIGHT

March 26 In Germany for interviews on the TV shows *RTL Nord, Viva*, and later, a performance at Hamburg's Grunspan.

March 27 Performance on Belgian TV show *Classe*.

March 28 On to Cologne to be filmed by *Viva* for a feature, followed by a performance in the evening.

March 29 Interviews with Belgium's Radio Donna, among other radio and press promo, followed by a gig at Paradiso.

March 30 A gig at Paradiso follows an acoustic session for the Radio 3.

April 4 In France for live performance for Lyon's Radio Scopy.

April 5 More promo in Germany.

April 30 A performance at Holland's Queen's Day radio festival.

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Single	Artist	Label	Weeks on chart	UK
AUSTRALIA	single	Made In Australia	Capitol	4	4
AUSTRALIA	single	Made In Australia	Capitol	4	4
CANADA	single	Only Time (Warner UK)	3	2	
CANADA	single	Only Time (Warner UK)	3	2	
FRANCE	single	Can't Get You Out Of My Head (Kylie Minogue)	37	29	
FRANCE	single	Can't Get You Out Of My Head (Kylie Minogue)	37	29	
GERMANY	single	My Blue Heaven (Imbruglia)	20	18	
GERMANY	single	My Blue Heaven (Imbruglia)	20	18	
ITALY	single	Made In Australia	Capitol	21	5
ITALY	single	Made In Australia	Capitol	21	5
NETHERLANDS	single	What A Love We Have (EMI)	23	23	
NETHERLANDS	single	What A Love We Have (EMI)	23	23	
SPAIN	single	Can't Get You Out Of My Head (Kylie Minogue)	8	7	
SPAIN	single	Can't Get You Out Of My Head (Kylie Minogue)	8	7	
US	single	Can't Get You Out Of My Head (Kylie Minogue)	30	24	
US	single	Can't Get You Out Of My Head (Kylie Minogue)	30	24	
US	single	Can't Get You Out Of My Head (Kylie Minogue)	30	24	

Source: Music Week. Chart compiled by Music Week. UK chart based on the EMI UK 100 chart of 2003. Source: Music Week.

AMERICAN CHARTWATCH

by ALAN JONES

Another lacklustre week for sales sees the O Brother, Where Art Thou? soundtrack retaining pole position even though its sales slip by 10,000 units to 149,000. It would have declined more but the announcement of and subsequent publicity generated by the Academy Of Country Music's award nomination which singer/producer Alan Jackson's Drive album to climb 5-3. Drive was the only album in the Top 20 to increase its sales - and it is a sobering fact that a year ago this week the **Dave Matthews Band's** *Everyday* album shot to the top with sales of more than 700,000, a total which is more than the combined sales of the top seven albums this week.

Debating between O Brother and Jackson, to prevent the first century 1.2 of the millennium, is new boy band **BK2's** self-titled debut album. Selling more than 209,000 copies last week, the album comes hot on the heels of the 16-year-old pop/R&B quartet's debut single *U R High*, which has found a second life battling to keep the format afloat in recent weeks, with spending 10 of its 14 weeks on the sales chart at number one, while attracting a total of 311,000 punters. It slides 1-3 this week, to be replaced at the top of the sales chart by **Mr Cheeks's** *Lights Camera Action*, which sold nearly 23,000

copies last week. Despite its sales, BK2's single has a low profile on *Billboard's* Hot 100 - traditionally the most important chart - as crucial airplay from Top 40 stations has been practically non-existent. With airplay counting for far more than sales on the Hot 100, BK2 reached only number 38 on the chart and retreat 49-55 this week.

UK-signed acts continue to hold up well on the albums chart, while UK-born acts withdraw still further. There are now six of the former before we reach one of the latter. **Kylie Minogue** holds at number nine while **Fever**, followed by **U2's** (pictured) *All That You Can't Leave Behind* (17-25). **Cher's** *Living On A Prayer* (22-33), **Enya's** *A Day Without Rain* (37-40) and **Natalie Imbruglia's** *White Lies Island* (35-49). Then comes **Live's** *Music From The Great Divide* (40-49). **Dublin**, which sold 123,000 copies last week, and debuts at number 52.

The first UK-born act, as last week, is also in remission, moving 19-21. And, although **Kylie Minogue's** *Days* is on the slide too, dipping three notches from its peak position (number seven) to number 10. At the top of the chart for the fourth week in a row is **Avril's** *It's Funny* by **Jennifer Lopez & Ja Rule**.

SXSW loves Courtney as British delegation is on the up in Austin

by James Roberts

South By South West 2002 reaffirmed its position as one of the highlights of the music industry's busy conference calendar, with more than 900 emerging bands and performers converging on Austin, Texas last week.

A general 15% decline in delegates was countered by a stronger-than-ever British turnout, with around 200 registrations from the UK, including labels, publishers, managers, artist agencies and promoters.

With the draw for many being the evening live showcases, SXSW's daytime schedule was the strongest to date, with a keynote speech from Courtney Love being the highest-profile event on offer. Love's rambling — often incoherent — address on Saturday, chaired by *LA Times* reporter Chuck Phillips, was centred around her current campaign for artists to get better deals from major labels, which has adopted the title of the Recording Artists Coalition.

Despite attempts from Phillips to keep the speech on track, much of Love's comment went off at a tangent. Like a rebellious teenager, Love relished the opportunity to tell "scandalous" tales, such as how Universal almost let U2's All That You Can't Be Leave Behind. However, in between the highly entertaining but irrelevant banter, Love revealed her plans to travel to the UK in the coming weeks to sign a new record deal with an as-yet-unnamed label.

"I'm gonna have a top five record over there within two months," she declared. "I'll put



Love: provocative two-hour speech those little Strokes in their place."

Love also predicted the outcome of her forthcoming legal battle with the remaining members of Nirvana: "I'm gonna win that case in about four hours," she said.

A more traditional keynote speech came from artist and producer Robbie Robertson, who chose to bypass many of the issues affecting the music industry in 2002, instead offering his personal experience by telling the story of his own career.

"In a nutshell, these are some of the pit stops in this journey that we've all been part of," he said in his philosophical 90-minute speech. "I'm just glad to have been bitten by the musical bug and to have been taken on this wonderful musical journey. We're inclined to forget what our connection to music is — the thrill, that it gives us."

Elsewhere in the daytime schedule,

Recording Industry Association of America (RIAA) president Hilary Rosen was interviewed by *Hollywood Reporter* music editor Tamara Conniff. Rosen's main points of interest came from data drawn from a recent RIAA commissioned survey which found that 34% of frequent music buyers were buying less product because they could find what they wanted online for free.

The report also found that a further 24% of consumers found that they were unable to find anything they wanted to buy. "Nobody in the food chain is serving the consumers well enough," said Rosen. The consumption of music online was also addressed in a panel looking at the hurdles facing the various legitimate subscription services, such as Pressplay and MusicNet. Pressplay's Alex Luke said, "People under 25 aren't into the idea of paying for this stuff, so we're looking at targeting 25- to 34-year-olds." Luke also predicted that downloads could be supported by advertising, whereby "you download a song and get a 10-second commercial attached".

Elsewhere, SXSW delegates were being encouraged to "think worldwide" in a panel chaired by AIM's chief executive Alison Wenham. The panel, which highlighted how an understanding of the subtle differences in the global music business is critical to international success, also included J Records' A&R Peter Edge and Songlines managing director Doug D'Arcy.

THE SXSW view

MIKE SMITH, VP A&R, EMI MUSIC PUBLISHING

Favourite performance: "Her Space Holiday, who played a stunning electro set to a packed crowd upstairs at Buffalo Billiards, or Pretty Girls Make Graves, a firebrand female-fronted rock act formed from the ashes of the Murder City Devils."

Biggest hype: "Courtney Love's panel — 90 minutes to hammer home a simple point."

Act you are sorry you missed: "Model Ford at Antone's on Saturday."

SXSW 2002 moment: "At The Hard Rock Cafe, when the guitarist from The Icarus Line smashed a glass case on the wall housing one of Steve Ray Vaughan's guitars, tried to trash the guitar and was set upon by security who chased him all the way down Sixth Street to the interstate."

MIKE MCCORMACK, DEPUTY MD, UNIVERSAL MUSIC PUBLISHING

Favourite performance: "Starsailor's performance was really good."

Biggest hype: "Yeah Yeah Yeahs."

Act you are sorry you missed: "I'll tell you in six months' time."

SXSW 2002 moment: "My impromptu birthday party that ended late and messy."

ALEX HAMMOND, FEATURES WRITER, EVENING STANDARD (LONDON)

Favourite performance: "Young Heart Attack and The White Stripes."

Biggest hype: "Lift To Experience."

Act you are sorry you missed: "The Datsuns and The Pattern."

SXSW 2002 moment: "Meeting Courtney Love. Actually I didn't, but I dreamt I did."

MARTIN GOLDSCHMIDT, MD, COOKING VINYL

Favourite performance: "Dan Ben."

Biggest hype: "Norah Jones."

Act you are sorry you missed: "They Might Be Giants."

SXSW 2002 moment: "The Cooking Vinyl showcase."

SAFIA JAFFERY, MD, TASTE MEDIA

Favourite performance: "Serfin at the ASCAP showcase."

Biggest hype: "Yeah Yeah Yeahs."

Act you are sorry you missed: "The Polyphonic Spree — a 20-piece band in white suits."

SXSW 2002 moment: "No! Fin! failing to convince the boardman of his identity at the sold-out New Zealand showcase, while asking other people in the queue to confirm his identity without success."

NICK STEWART, INTERNATIONAL A&R, BIRD

Favourite performance: "Cathryn Gray at Antone's on Thursday night — a female Ryan Adams who is going to be huge."

Biggest hype: "The whole thing — but that's what it's designed to do."

Act you are sorry you missed: "Howie Beck."

SXSW 2002 moment: "The keynote address from Robbie Robertson was outstanding."

EWAN GRAY, HEAD REPERTOIRE LABELS, NOS

Favourite performance: "Ocasional, Chicks On Speed, My Morning Jacket, Burning Bridges and The Deathly Deaf."

Biggest hype: "All the bands that wanted to be The Strokes."

Act you are sorry you missed: "I missed most acts on Thursday, but bought the CD while I was out there."

SXSW 2002 moment: "Going to a shooting range and firing big guns."

POLLY COOPER, A&R MANAGER, CHRISLIPS MUSIC

Favourite performance: "Between Yeah Yeahs and Burning Bridges."

Biggest hype: "Norah Jones."

Act you are sorry you missed: "New Zealand's finest, The D4."

SXSW 2002 moment: "Joe from The Icarus Line smashing Steve Ray Vaughan's signed guitar out of its glass case in the Hard Rock Cafe and then attempting to play it."

The buzz on Brooklyn's Yeah Yeah Yeahs (pictured) at SXSW threatened to dwarf their actual performance at La Zona Rosa last Friday. However, a quick one-liner from guitarist Nick Zinner, who announced that the band had signed to Microsoft, left the assembled executives gutted that the trio — comprising Zinner, frontwoman Karen O and drummer Brian Chase — were more concerned with delivering a solid set than dealing with the A&R scrum at the side of the stage. The trio's sparse — thanks to the absence of bassist or keyboards — yet compelling sound has grown in popularity since the release of their self-financed debut EP. Yeah Yeah Yeahs will be touring the UK and Europe in April, as support to the Jon Spencer Blues Explosion.



The Revs and Serafin shine in Austin spotlight

SXSW LIVE: BEST OF THE REST

All-girl AC/DC covers band Helix. Baltes were responsible for many hung-over Brits on Friday, thanks to their 4am performance in an after-hour, drinking den... Vying with Yeah Yeah Yeahs for the most talked-about act of the week title was Blue Note chanteuse Norah Jones (pictured), whose gig outside Starbucks got all the right moves shaking... Dublin's finest The Frames spread their magic at Austin's Scottish Rite Theatre... Texan acts do not usually raise eyebrows, but *The Deathly Deaf* certainly did with their brand of ingenious alternative pop... Hard-pegged work from the UK's Toby Slater night set... Competition in the worst band name race was fierce, with *The Tossers*, *Dracula Sucks*, *Bankin' Clapper* and *God Drives A Galaxy* all in the running...

The beauty of SXSW is never knowing what sounds are just around the corner. One such unexpected highlight was Irish trio *The Revs*, whose party pop-punk set — pitched somewhere between *The Commitments* and *Blink 182* — proved to be a welcome relief from the numerous Strokes-influenced US acts.

Despite being something of a phenomenon in their native Ireland, where their independently-released album made the top five, *The Revs* have kept their UK profile deliberately low. "We decided not to go knocking on every door in the UK and US, but just focus on getting our collective act together and build *The Revs* story and the experience of the band," says manager Robert Stephenson.

With a song about sverral pop manager Louis Walsh among their best tracks, *The Revs* finest moment is *Wired To The Moon*, which is itching to become the wildcard radio hit of the summer. Following their SXSW performance, the band were due to travel to Australia to sign a deal for the territory.

Another act to enjoy considerable interest following their SXSW performance were UK rock four-piece *Serafin*. The band — who are releasing their EP *Day By Day* independently in the UK



The Revs: a SXSW highlight from Ireland

this week — have been asked to return to the US in two weeks to perform a major label showcase.

Other British acts to shine included Ash who — fresh from signing a US deal with Kinetic — played a knockout set. Their UK labelmates My Vitrol also enjoyed a similar ecstatic welcome. UK garage act Oxide & Neutrons' US debut fared less well, managing to attract only a handful of spectators to the expansive Element venue, highlighting the difficulty which non-guitar-based acts face in grabbing headlines at SXSW.

MAM DELIVERS NEW WAVE OF DANCE

From Positiva and Perfecto to Rulin' and NuLife, every dance label worth its salt has packed its corporate bikinis and headed off to Miami this week for five nights in the clubs and five days in the sun, soaking up the sounds at the annual Winter Music Conference. To follow last week's Dance feature, *Music Week* this week presents its first dance CD, Miami Beachplugging, highlighting some storming tunes which are being presented to the delegates, bringing a flavour of Florida to your turntable. Grab your CD, give it a spin and enjoy our very own taste of Miami.

TRACK 5 STARCHASER: Love Will Set You Free (Rulin'). This euphoric anthem has been around a while as an instrumental, but, with new vocals both written and performed by one of Brian Rawling's writers, Steve Lee, it was serviced to Radio One's Judge Jules earlier this year and he has been playing it ever since. Some 10 test pressings were circulated prior to Miami, where a further 25 more will be distributed to the night tastemakers. With Ministry Of Sound claiming rights to the track for the UK, Australia, the US, Germany and Scandinavia, this track is being targeted squarely at the summer market and is scheduled for release in the first half of May.

TRACK 6 THE SCUMFROG VS BOWIE: Loving The Alien (Positiva). Featuring a sample from Bowie's tune of the same name, this is the latest hot tune from Scumfrog, a US producer whose Groovafusion single We Love You reached the higher reaches of the club charts last year. Signed directly to Positiva, it was picked up by Pete Tong last year and has built underground support before being promoted to DJs over the past couple of weeks. Going to radio last week, it is being readied for commercial release on April 29.

TRACK 7 29 PALMS: Touch The Sky (Perfecto). Recorded by the California-based, former S'Express member Pete Lorimer, this woodier-vocalled, piano-led stormer is being prepared for commercial release on May 13, with radio starting any day now. Before that, around 50 white labels have already gone to clubs in the UK. In advance of a servicing of 200 one-trackers in WMC, specifically labelled "Miami".

TRACK 8 FLURR: I Want You (Ede). This male outfit are among Denmark's best-known soul/dance producers, with Danish Grammy recognition before them. This driving, slice of soul album and a number 2 with 20 weeks on the chart in Denmark. Firmly established by Ede as an international priority across Europe, the duo's latest offering features Swedish male vocalist Magnus Carlsson and is being readied for commercial release on April 22.

TRACK 9 OCTAVE ONE FEAT. ANN SAUNDERSON: Blackwater (Concept Music). Initially released in February in the UK, this tune has been re-recorded and given a more dramatic edge courtesy of a 10-piece string section. It is being distributed in limited-edition form to DJs playing parties in Miami, in an effort to revive profile and build support ready for re-release later this year. Licensed to Ministry Of Sound for Germany – which also has publishing rights – the track is the latest from the Burden brothers, Lawrence,



OCTAVE ONE



THE SCUMFROG

Miami Beachplugging CD



1. Love Will Set You Free Starchaser (Rulin')
2. Loving The Alien The Scumfrog vs Bowie (Positiva)
3. Touch The Sky 29 Palms (Perfecto)
4. I Want You Flurr (Ede)
5. Blackwater Octave One feat. Ann Saunderson (Concept Music)
6. Make Luw Room 5 feat. Oliver Cheatham (Positiva)
7. Let It Go Zoom (Gusto)
8. Beautiful Bigfella feat. Noel McCalla (BMG/NuLife)
9. Space Slipmatt Single Minded
10. Why Wait For The Weekend Dom K (white label)
11. Join Me Brother Afro Angel (Concept Music)
12. Touch Me Katol (BMG/Arista)
13. Living on the Edge Laiback (Bolshi Records)
14. Get The Grip Hardrockbeaters (Pride Records, Italy)

the end of May. Before that, there is a Junior Jack mix on the way and possibly a video, highlighting the commercial ambitions for this tune.

TRACK 10 SLIPMATT: Space (Single Minded). Slipmatt will be in Miami himself to promote

this incessant electronic tune, which sees the in-demand DJ rekindling his partnership with longtime collaborator Lime. To build interest prior to Miami, Single Minded – who have the track for the world – have already pressed 1,000 white labels for distribution in the UK, and have been creating interest from specialist radio. With Single Minded also looking to licence the track out, rather than issue it on their own imprint, label interest has been building too.

TRACK 10 DOM K: Why Wait For The Weekend (white label). Sultry vocals and an incessant groove characterise this tune, which makes its first splash at Miami where 30 test pressings will be distributed to key tastemakers. Steve Long is managing the act, which brings together Dominique Kelly (on vocals) and her sister Charlotte

(who sings and has cowritten the tune with Richard Derbyshire). Offers are already on the table for the package, which has been bouncing around for about a year and includes a remix by Trouble Inc., who recently created a storm with their mix of Luther Vandross's Never Too Much. **TRACK 11 AFRO ANGEL: Join Me Brother (Concept Music).** This latin growler is the new tune from the outfit since who scored a massive international hit with Pasada, three years ago, under the name Afro Medusa. Forced to change their name following a dispute with an earlier label, they have already started promo work for the track – which Concept has licensed from Tommy Boy for the UK and Eire – started a couple of weeks ago.

TRACK 12 KATOL: Touch Me (BMG/Arista). Echoing vocals and an intoxicating rhythm characterise this tune, which is being unveiled at Miami, surrounded by mystery. The track is produced by Darren Heavey and Michael Loney and written by Kat Cosnett. Heavey & Loney have a list of remix credits to their name, most recently for NuLife label-mates Jam & Spoon.

TRACK 13 LAIBACK: Living on the Edge (Bolshi). Not to be confused with the Danish Laiback, the UK's Jason Cohen has been recording dance music under this moniker for Bolshi since spring 1998. Set up for release on May 6, this grunting, grinding distortion-fused funk-out – which is too early even for servicing to Miami – previews his album Frequency Delinquency which is scheduled for July.

TRACK 14 HARDROCKBEATERS: Get The Grip (Pride Records, Italy). Created by Italian producers Fabrizio Gregorelli, DJ Coy and Chicco Martini, world rights to this tune are held by Pride Records, the newly-established label created in partnership with Italian club Mezzoni Le Plaisir. Melding Eighties electro vibes with hardrocking beats, it is looking to spark interest at Miami prior to its servicing to DJs next month.

blinky-blony delights of Cheatham's classic Get Down (Saturday Night), this storming festooz tune is among a string of tracks being presented by Positiva at the WMC. It is one of four tracks on a label sampler which is being circulated in Miami, in advance of a planned mid-summer release.

TRACK 7 ZOOM: Let It Go (Gusto). A collective comprising Sergio Joel Edwards, Producer Matt Schwartz and DJ Scott Freney, Zoom have produced a driving, building tune which is receiving support from DJs including Joey Negro, Brandon Block and Graeme Park among others, on the basis of an initial mailout. To tie into its launch at Miami, the tune will be promoted with a limited mail out of test pressings.

TRACK 8 BIGFELLA FEAT. NOEL MCCALLA: Beautiful (BMG/NuLife). With a delicious latino brass opening, this tune brings a new US house sound to NuLife and has been issued to 30 select DJs in test pressing form prior to Miami, with a view to building demand prior to release towards



29 PALMS

SINGLE

of the week

SO SOLID CREW: Ride Wild Us (Relentless/Independiente ISOM27)



Garage's prime players look like having another smash with this wire-tight track, which is already affiliated at Radio One. Their trademark skipping beats, datt production and overall attitude are all present and correct — in short, it is another slice of class. Given their present profile and the old adage regarding publicity, this should chart high. **C**



ALBUM

of the week

VARIOUS: Pop Idol — The Big Band Album (S/RCA 7432132412). The unstoppable Pop Idol



brand extends into the albums market with this 13-track set. Will, Gareth, Darius and their fellow finalists tackle nostalgic favourites including *Beyond the Sea*, *Mock The Knife* and *That Ole Devil Called Love* with suitable swagger and admirable aplomb. With the group currently on a 21-date UK arena tour, it is hard to see how this project could possibly fail commercially.



VARIOUS: 24 Hour Party People OST (London 0527449302). Factory Records lives again on this soundtrack to the new film about the Manchester music scene.



the music was already developing in sweatshops such as CBBG's in the US. Building on a style that had lineage back to the 13th Floor Elevators and The Sonics, through to The Stooges and on to the Ramones and Television, punk in the US was always a little more than spiky and spiky hair. Like R&B in the Sixties, the Brits took it, repackaged it and sold it back.

Charting Factory's influences from the Sex Pistols and The Clash through classics from Joy Division, New Order and the Happy Mondays, it looks towards the house explosion of the late Eighties. New Order's collaborations with Moby on *New Dawn Fades* and the Chemical Brothers on *Here To Stay* will, like the film, please fans — but what remains is a powerful legacy.

HOOBASTANK: Hoobastank (Mercury 5864352). So ubiquitous in US rock right now that it is becoming harder to distinguish one band from another. And so it is with Californian four-piece Hoobastank, whose debut album offers 12 more middle-of-the-road rock standards for the predominantly teenage male fans to lip up.

NEIL YOUNG: Are You Passionate? (Reprise 9362481112). Young's 38th album is very much a curate's egg. It opens promisingly enough, but starts to go awry with Let's Roll. Young's mawkish tribute to victims of the September 11 tragedy. It is not until the wonderful final track, *She's A Healer*, which could have come from *On The Beach*, that the damage is repaired.

Here now releases

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

This week's reviewers: Dugald Baird, Phil Brooke, Joanna Jones, Nick Tesco and Simon Ward.

SINGLE reviews



MAD DONNA: The Wheels On The Bus (Shifty Disco DISC00202). The vocals on this track are so Madge-like that Mr Ritchie could be fooled. Quirky

independent label Shifty Disco delivers this tongue-in-cheek pastiche of Madonna's *Ray of Light* in the style of the children's nursery rhyme. Pre-school kids will love it. **35L: Take It Easy (Epic 6724042)**. The Scott-Lees siblings' debut single is a standard pop affair which contains echoes of Fido's chart-topping *Keep On Movin'*. Big sister Lisa's managerial skills — not to mention her A-list pop pedigree — could give these newcomers to the world of pop a much-needed kickstart. **C**

RYAN ADAMS: Answering Bell (Lost Highway RVANCD2). This laidback, country-tinged ballad — which distinctly sounds like it was made 30 years ago — serves to push Adams' acclaimed Gold album. Adams plays UK dates on April 7-10 at Manchester's Apollo and London's Britan Academy.

FAITH EVANS: You Get No Love (Bad Boy/Arista 74321932432). The leadoff track from the album Faithfully sees Evans' trademark smoky vocals backed by a rather plodding bassline. You Get No Love garners solid support in both R&B and pop charts Stateside with a radio mix also featuring a smooth rap from Loon and P Diddy himself. **C**

SERAFIN: Day By Day EP (Taste Media TMCDPE002). Four confident nuggets of indie rock make up Serafin's debut EP. Weezer and shades of Placebo come to mind, although any influences are well disguised. The foursome's fortunes are looking up as they have been invited to a major-label showcase in the US after turning heads at SXSW last week.

USHER: U-Turn (Arista 74321932072). This fourth cut from Usher's massive platinum-selling album 8701 is an upbeat R&B number with a retro feel. With a more laidback vibe than previous singles *Pop 101* and *U Remind Me*, *U-Turn* evokes the dance crazes of the Eighties and Nineties.

ONE GIANT LEAP: My Culture (Palm Pictures 16LNC1). Duncan Bridgeman and Jamie Catto's One Giant Leap project bears its first fruit in the form of *My Culture*. Currently B-listed at Radio One, *C*-listed at Radio Two and gaining multiple radio adds, the track pairs Faithless frontman Maxi Jax's vocals alongside the sweet pop voice

of Robbie Williams to haunting effect. **AGENT SUDDY: Why (Virgin VSCDT1819)**. The hip-topped duo's latest single comes straight from the land of jazz-funk circa 1985 — and comes complete with a remix from Eighties legend Jovanotti Benitez. Why has been wowing clubland in recent months and looks set to transport Steven Halliday and Martin Cole into the mainstream.

THE CHARLATANS: You're So Pretty — We're So Pretty (Universal Island MCSD40283). Acclaim and recognition has rightly swung towards The Charlatans of late, and with the announcement of a Gastonbury headline slot comes this third single from current album *Wonderland*. Although not as inspired as previous single *A Case of Eight Pieces*, right time. Produced by Rob Schnapf (*Beck/Foo Fighters*) and clocking in at 1m35s it makes its point — and leaves one wishing it was a tad longer.

MAIT DAREY FEAT. MARCELLA WOODS: Beautiful (Incentive CENT36CD5). This euphoric trance track — which was a Top 20 hit two years ago — sees another outing thanks to new mixes from Pulser and JDS. An A-listing at Radio One should be enough to ensure it at least matches its previous chart fortunes.

ALBUM reviews



BADLY DRAWN BOY: About A Boy (057) (Twisted Nerve/XL TNXC1512). This stopgap project finds Damon Gough supplying the entire soundtrack to

the film adaptation of Nick Hornby's book of the same name. The adventurous approach of his debut *The Hour of Bewilderbeast* has been forsaken in favour of a more direct guitar-led style, which makes for an unfussy, uncomplicated album scattered with pop trinkets including future single *Silent Sign*, released today (March 25). **C**

LIT: Atomic (RMG 74321916112). Another Cali-rock four-piece demonstrate how to stand out in a crowded market. On this, their third album, the poppy West Coast influences combine perfectly with the heavy riffs and guitar solos and bring to mind The Offspring, Metallica and Silver Sun. The Last Time Again features on the soundtrack to *American Pie 2*.

RECOMMENDATION: X-PRESS 2 FEAT. DAVID BYRNE: Lazy (Skint SKINT74CD). X-Press 2 trio Rocky, Diesel and Ashley Beedle hook up with former Talking Head Byrnie for this idiosyncratic house track. Byrnie adds a slicker touch to a tune which has plenty of crossover appeal, while mixes from Fatboy Slim and Peace Division have ensured a top placing on *MTV's Club Chart*. Radio One has jumped on board with a B-listing, while the act's debut album, *Muzikism*, is released on April 22.





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CLASSICAL *n e w s*

by Andrew Stewart

THE SIXTEEN UNVEIL CORO IMPRINT

Among the increasing number of classical music organisations to launch own-brand labels, The Sixteen (pictured) enter the field with a clear advantage. Harry Christophers' professional chamber choir has now bought its extensive catalogue of recordings, made for the now defunct Collins Classics label in the Nineties. Original masters of The Sixteen's studio activities are being reissued under the group's Coro imprint, distributed in the UK by Select Music. A two-disc set of Purcell's *The Fairy Queen* is released in April, timed to coincide with a production at English National Opera, while Handel's *Samson* is set to appear in June in time for The Sixteen's Proms performance of the work.

"We had and still have a very good relationship with the owners of the Collins catalogue and persuaded them to sell our titles back to us," says The Sixteen's founder Harry Christophers. "We'd spent 10 years making those recordings, which I think were our best work, so we wanted to get control over them. It has cost us, but setting up Coro means that we are masters of our own destiny." The conductor adds that he has always believed artists should promote their own recordings, not least in order to reach the widest possible audience.

The success of The Sixteen's millennium year Choral Pilgrimage to British cathedrals inspired this year's Flowering of Genius tour, which continues in April and May with performances at Exeter, Turin, Wells and Worcester cathedrals. According to Christophers, concert audiences are queuing to buy Coro titles, not least a critically



acclaimed Flowering of Genius compilation featuring music by Victoria, Guerrero, Tallis and other composers associated with the courts of Mary Tudor and Philip II of Spain.

Quality packaging and artwork govern Coro presentation, which also benefits from the careful recompilation of material from the old Collins catalogue. "We worked hard on the Coro logo and branding," says Christophers. "There will be an annual disc to accompany our choral pilgrimages, which we've planned for the next two years. Because they sell at our concerts, it gives a strong back catalogue to the label."

Future projects include new recordings of a commission from James MacMillan and music by Victoria. "We're not going to go crazy," says Christophers, "but we are looking to bring more unknown repertoire to the fore, continue with our Victoria series and raise the money necessary to record Handel's *Jephtha* and other oratorios."

EMI ROLLS OUT NEW 'Pleasure Titles

Long before *Naxos* launched its budget line in the UK, thrifty fans of classical music were very well served by EMI's Classics For Pleasure label.

The CPF brand, relaunched last year, receives a strong marketing push in May with the release of the Vernon Handley English Music Series, including a complete cycle of the Vaughan Williams symphonies and new couplings of works by Elgar and Delius. The series presents 12 titles drawn from the catalogue, which are conducted by the artist affectionately known in the business as "Tod". Vernon Handley's outstanding contribution to English music can be measured by the quantity of printer's ink devoted to superlative reviews of his CPF discs, not least his revelatory Elgar performances with the London Philharmonic Orchestra.

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

ALBUM of the week

SCHUBERT: Including *Sonata in E major, D.157* and *Sonata in G major, D.894*.

Volodos (Sony Classical SK 89647).

Russian pianist Arkadi Volodos has drawn rave reviews for his recitals and Sony Classical recordings of virtuoso Romantic repertoire. This disc, recorded in Vienna's majestic Sinfonietta a few weeks before it was destroyed by fire last summer, reveals the lyrical qualities of Volodos' playing and the sophisticated subtlety of his musicianship. Volodos is at his rhetorical best when dealing with the *Sonata in G major's* opening movement, unfolding the work's poetic Marketing changes of mood with the power of a master storyteller. Marketing for the release includes advertising in the specialist classical press and a high-profile presence on Sony Classical's website.



REVIEWS

For records released up to April 8, 2002

VOLANS: String Quartet No.2 - Hunting; Gathering; String Quartet No.5; String Quartet No.4 - White Man Sleeps, The Duke Quartet (Black Box Music B8M1069). Kevin

Volans was born in July 1949 in Pietermaritzburg, capital of the South African province of Natal. Following studies with Kartheine Stockhausen during the Seventies, he turned to the native music of Africa as a source of inspiration. The Kronos Quartet's 1989 recording of the composer's *White Man Sleeps* became the biggest-selling string quartet disc ever released. And this Black Box release underlines why Volans has been described as "a composer of staggering gifts" and "one of the planet's most distinctive and unpredictable voices", supported by sensational playing from the Duke Quartet. **JS BACH: Cantatas BWV 153, 154, 73, 144, 181. Bach Collegium Japan/ Suzuki (BIS Records BIS-CD-1221). These cantatas were written in the first six weeks of 1724 and**

show the incredible range of compositional strategies employed by Bach to complement the appointed sermon of the main Sunday service. His Epiphany cantatas offer stern warnings to any among the Lutheran faithful who are tempted to venture from the path of righteousness. Masaki Suzuki's team of European and Japanese musicians skilfully capture the world-weariness of this music without wallowing in despair.

HEGGIE: Dead Man Walking, Graham, Von Stade, San Francisco Opera/Summers (Erato 8753-86238-2 (2CD)). Composer Jake Heggie manages to stretch his

tonal musical language, refined in his output of songs, to create a powerful music drama based on the book by Louisiana nun and prison reform campaigner Sister Helen Prejean. *Dead Man Walking*, to a libretto by playwright Terrence McNally, was premiered at San Francisco Opera in October 2000 and has since been recognised as a modern American masterpiece. Erato's excellent original-cast recording, taken live, captures the opera's raw emotions and compassion.

BRYN TERFEL

"Terfel is a force of nature..." The Sunday Telegraph
 "With the agility of a wrestler and the sexual charisma of a rock star" Financial Times



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 BBC Music Magazine



CD 472 275-2

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 Music from the TV series
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Music from the new ITV drama based on John Galsworthy's true classic tale, *The Forsythe Saga*, a magnificent story of family life and emotions told on an epic scale. Bryn Terfel sings the captivating title track that accompanies the series.

Press Advertising: Gramophone, International Record Review, Classic FM (May issues), The Sunday Times Culture, The Western Mail (7th April)
 Radio Advertising: Classic FM, ILR stations in Wales (from release)
 Leaflets: Royal Opera House, Wagner Society, Bryn Terfel mailing lists, London Calling (Wales), Mail-order
 Press Activity: Front cover BBC Music Magazine (May issue)

Release Date: 8th April 2002 Call-Off: 28th March 2002
 Order from the Universal order desk Tel: 0930 310 310



Universal Classical, 22 St Peter's Square, London W6 9NW www.universalmusic.com

RETAIL FOCUS: SOLO MUSIC

by Robert Ashton

The Solo Music chain boasts locations in three West Country towns, but given the independent's unique two-stores-in-one concept it could conceivably claim to run six shops.

Since opening the first store – in Truro in 1989 – rather than mixing specialist classical, blues, jazz and country product with the rock and pop releases, joint owners Maggie Garrett and Penny Keen have opted to create completely separate and sound-proofed areas on different floors.

Despite having to recruit specialist staff to run the different operations, installing separate counters and tills, the pair have followed the concept through with their new shops in Exeter and Barnstaple, which opened their doors in 1992 and 1998 respectively.

As a result of this setup, Garrett concedes that she would be reluctant to leave Brian – who works on the rock desk in Exeter and plays in local band Kids Near Water – in charge of the classical store. "Likewise, the classical guy wouldn't know the first thing about nu metal," says Garrett. "But I think it pays in the long run,



Solo Music team: specialist knowledge

because customers who like classical music generally don't like the environment of rock shops. Also, if you are offering classical, I think you need people who know about it and also commit to stock. We try not to make it too intimidating for younger people, who are put off by pure classical stores."

The approach appears to be working. While students from Exeter University are browsing for

POSTER CAMPAIGNS DRIVE SALES

Joint owner Penny Keen's background in advertising means the chain's marketing techniques are as sophisticated as some of the multiples. Solo Music employs a local ad agency in Exeter to create its poster ads, which will typically run at Easter. In the summer season and Christmas and reflect a different theme or appropriate release. Currently, a classical campaign is being run on Adsheds at bus sites to tie in with Easter and Garrett says more rock and pop titles will be featured in the summer push.

Lostprophets, Gomez, Puddle Of Mud, Nickelback, Lambchop, The Strokes and White Stripes downstairs, retired residents of the town can sit peacefully on the sofas upstairs quizzing the knowledgeable staff or thumbing the Penguin guides for new bluesgrass or Michael Nyman releases.

Nu metal and hip hop are the best-sellers and we've got a lot of interest in the Streets,

Kom and Hundred Reasons just now," says Garrett. "Garage, R&B and soul are less popular, but I suppose that's because we're out in the sticks. Upstairs in the specialist store, there is a big demand for 20th century classical musicians, such as Nyman and Steve Reich, and modern jazz exponents including Keith Jarrett."

Solo Music works closely with local clubs to promote and sell tickets for club nights and also nearby festivals such as Glastonbury. The cross-promotion keeps Solo in touch with new acts and also helps bring new customers such as tourists into the stores.

Garrett is on the lookout for new sites to add to the chain, but is adamant that they would only buy now if it is possible to recreate the two-floor concept. "It's not just the right site – we also have very particular about the layout," she says. "It is what people now expect from our shops and I think that difference works."

Solo Music, 22A Market Arcade, Guildhall Centre, Exeter EX4 3HW, tel: 01392 496564, fax: 01392 491785, email: maggie@solomusic.fsnet.co.uk, website: www.solomusic.co.uk

IN-STORE NEXT WEEK (from 2/14/02)



Windows – Now 51, Atlantic; **In-store** – Master At Work, Marc Et Claude, Now 51, Pet Shop Boys, Iron Maiden, Celtic Tenors, Simple Minds, The Acid Lounge, I Giant Leap, Ray Davies, Aurora, Motorhead, Darren Hayes, Celine Dion; **Press ads** – Master At Work, Celtic Tenors, Simple Minds, The Acid Lounge, I Giant Leap, Ray Davies, Aurora, Motorhead, Pet Shop Boys, Simply Red, Iron Maiden, The Time Machine, Lo Fidelity Allstars, Acoustic, Télépopmusik, Hoist, Vivid, Copland.

Rockers Presents Fourism



Single – Sheryl Crow; **Windows** – Clearout; **In-store** – Britney Spears, Stereophonics, X-Ecutioners, Hoobastank; **Press ads** – Cornershop, Aurora, Britney Spears, New Jack Swing, Missy Elliott.



Windows – Easter chart album promotion, compilation campaign, MTV Five Night Stand; **In-store** – Pet Shop Boys, Cornershop, Badly Drawn Boy; **Press ads** – Badly Drawn Boy, Embrace, Easter chart albums promotion.



Windows – Gareth Gates, George Michael, Blur, Marilyn Manson, Alicia Keys, Darren Hayes, Pet Shop Boys; **Albums** – All G Inside (OST), R Kelly & Jay-Z, Gomez, Destiny's Child, Rude Boy Revival, Back To The Old School – Drum & Bass



Windows – Pet Shop Boys, Star Trek Enterprise 1.1; **In-store** – Easter promotion; **Listening posts** – Lady Sings The Blues, Cornershop, Peter Dinklage, David Holmes



Windows – Britney Spears, Sheryl Crow, Stereophonics, X-Ecutioners, Linkin Park; **In-store** – Aaron Carter, Lyte Funkie Ones



Windows – Three CDs for £18 offer: Now 51, Half of Sixe, Fame Gold, Voices, Best of the Rut Pack, Specials, Eva Cassidy, Alanis Morissette, Shakira; **In-store** – three for £18 offer, two for £10 offer, DVDs at £12.99, Mail, Propper, New World, Johnny Cash, Blues Roots, Rough Guide to World Music



Selects listening posts – Giant Sand, MJ Cole: Back To Mine, Metamatics, Ministry, Africaneque; **Mojo recommended retailers** – Gertrude Burgalari, Ashley Hutchinsons, Lindisfarne, Humble Boy, Mary Loran & Saint Lou, Dakota State; **Mixmag recommended retailers** – Bar Grooves 2, John Selway Journeys By DJ, Way Out West, Oris Jay, Paris Calling Vol. 2



Singles – Sheryl Crow, Cliff Richard, Britney Spears, Ladies First; **In-store** – Alicia Keys, Michael Bolton



In-store display albums – The Bees, Alfie, Full Circle Live, Cornershop, LuLusky Does Dallas, Rae & Christian, A Certain Ratio, City



Windows – Pet Shop Boys, Adam P; **In-store** – Peto Yon, The Coral, Pet Shop Boys, Brian Carter, X-Ecutioners, The Vines, Music &



In-store – sale, Virgin TV comps, acts such as Lays and Dreamcatcher and these past few weeks at retail have seen a steady yet frenzied clamour for the latest tune on the label, Shake U Body by Shy FY & T-Power feat. DJ, which will be available at the end of the month.

ON THE SHELF

DAWN HIRST,
senior sales assistant,
Badlands, Huddersfield



"Although we stock the full music range we've got a big punk and hardcore section in the shop and, since we seem to be the only people in Huddersfield carrying this, music business is really good.

We're doing very well with the **NOFX/Rancid Split** Series album on **EYO Records** and the **Real Big Fish** albums. They both sell well on promo and are doing even better now. **The Hives** are doing well, particularly their first two albums on Burning Heart, and their **Potatoes** compilation still sells well.

We get a lot of good stuff from Plastic Head Distribution and some of the new em-core acts, such as **Save The Day**, are selling extremely well. We've got a promotion on at the moment where we're selling back catalogue from acts such as **Green Day**, **Rammstein**, **Incubus** and **The Detones** for £9.99. We sourced the catalogues ourselves and set up the whole promotion, which has been going steady.

We're moving to bigger premises in the Varsity Shopping Centre across town next month so we're pretty preoccupied with that. We'll have a lot more floor space and expect to see a lot more passing trade. It'll also give us a chance to stock more vinyl, since we are seeing a revival in demand for acts such as **The Hives** and **Boards Of Canada**.

We know our market and our regular customers know they can get what they want here. Nu-metal is the dominant trend, although I can see a growth in demand for the new pure-down sound from acts such as **The White Stripes** and **The Strokes**, which is still selling well. There's a bit of a turn away from the over-produced punk sound going on.

We have our own in-store album chart and this week **Gomez** is at number one, closely followed by the brilliant **Too Many D's** by **Southwest** on **PIAS**. We sell the **Music Week** singles chart but we tend to sell mainly albums, although Marilyn Manson is doing well on import."



"The past few weeks have seen the release of two exciting new albums, both fully supported in-store with posters and listening post profile, namely **Genetic World** by **Télépopmusik**, a wonderful chilled house set, and the fantastic debut album **Come Away With Me** by **Norah Jones**. It's great to see **Beverly Knight** finally getting the recognition, and Top 10 album, that she deserves with the long-awaited **Who I Am**. We've promoted her new release with a retail poster campaign, listening post profile and a series of promotional launch events and playbacks across the South East. Other records to benefit from these promotions are **Rock In Rio**, **Iron Maiden's** latest live album, which is due at the end of the month, and the fresh new **Pet Shop Boys** album, **Release**. Both of these will be supported by launch nights, playbacks and other promotional events across the region, as well as being prominently racked in-store.

ON THE ROAD

DEB PORRITT,
EMI sales manager for
the South East

Recent work at radio has included setting up interviews and features for new albums by **Supertramp** and **Swing Out Sister**, and garnering support for the great trio of remasters of albums by **The Specials**.

Already this year, the **Positiva** label has notched up significant chart success with acts such as **Lays** and **Dreamcatcher** and these past few weeks at retail have seen a steady yet frenzied clamour for the latest tune on the label, **Shake U Body** by **Shy FY & T-Power** feat. DJ, which will be available at the end of the month.

The next couple of months continues to be vibrant and exciting with outstanding new music from **Doves**, **Coldplay** and **Idelwild** and the energetic talent of **The Vines**, as well as **Mail Music**, which is a wonderful collaboration between **Damon Albarn** and musicians from **Mall** which kick-starts the **Honest Jon's** label. And watch out for **Now 51**, which is set to hit the streets in time for Easter."

30 MARCH 2002

CHART COMMENTARY

by ALAN JONES

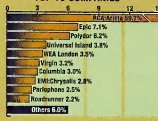


BMG's newest label, S, tops the chart with its first three releases this week, with Gareth Gates' 'Unchained Melody' completing a hat trick of chart toppers which also includes Westlife's 'World of Our Own' and Will Young's 'Anything Is Possible/Evergreen'. It thus beats The Beatles' Apple label, which had consecutive number ones with its first two releases - The Beatles' 'Hey Jude' and Mary Hopkin's 'Those Were The Days' - but missed with its third, Jackie Lomax's 'Sour Milk Sea'. The only labels in chart history to have three or more consecutive number ones are Philips (1956/57, five in a row), Columbia (1963, four in a row), Parlophone (1964), Decca (1965), PWL (1989) and RCA (1999). S is, of course, the new home for Simon Cowell projects, and is also under the RCA umbrella.

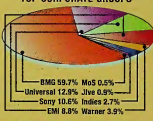
The 850,535 copies Gareth Gates' 'Unchained Melody' sold last week give it a margin of nearly 13:1 over Will Young's

MARKET REPORT

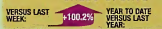
TOP 10 COMPANIES



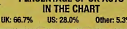
TOP CORPORATE GROUPS



SALES UPDATE



PERCENTAGE OF UK ACTS IN THE CHART



single, which sold a further 66,000 copies. Young's single has now sold 1,650,000 in total, and remains at number 16 in the all-

SINGLE FACTFILE

After three weeks atop the singles chart, Pop idols winner Will Young's 'Anything Is Possible/Evergreen' is dethroned by Pop idols runner-up Gareth Gates' reworking of 'Unchained Melody'. At 17 years and eight months, Gates is the 31th youngest act to top the chart (Little Jimmy Osmond, Donny Osmond, Helen Shapiro, Billie, Paul Anka, Britney Spears, Tiffany, Nicole, Kate Bush and Sandie Shaw - in order of youthfulness - were younger) but is the youngest British male solo star

to make it, beating Craig Douglas, who topped the chart in 1959 with 'Only Sixteen' when aged 18 years and one month. Gates' is the fourth artist to have a number one with 'Unchained Melody', which has started in nine versions - both tallies being unacademised. The last time it was number one was for Robson & Jerome, whose recording spent seven weeks atop in 1959, though its first week of sales of 310,000 were far short of Gates' opening tally of 850,000.

49.71% share of last week's 1.71m sales. It helped singles sales to beat their 2001 levels for only the third time in 12 chart weeks this year. Despite the success of Young and Gates, total singles sales in 2002 are 1.4% down on 2001 at 41,134,853.

A year in the week after Savage Garden's swansong single 'The Best Thing' peaked at a lowly number 35, the now defunct duo's lead singer Darren Hayes makes his solo chart debut at number eight with 'Instanbul'.

George Michael registers his 14th consecutive Top 10 hit with 'Fastlove', which debuts this week at number seven. The last time a Michael solo single failed to chart higher, was back in 1991, when 'Heal The Pain' peaked at number 31.

Finally, the Pet Shop Boys have had more Top 40 hits than any duo in chart history - and they notch up hit number 33 this week with 'Home And Dry'. The introductory single from their new album 'Release' debuts at number 14.

INDEPENDENT SINGLES

This Week	Last Week	Title	Artist	Label (distributor)
1	1	THE WORLD'S GREATEST	R Kelly	Jive 925242 (P)
2	NEW	BROKE	Cassius Henry	Blacklist 013025 (E) V
3	NEW	MINDCRUIS	Way Out West feat. Tricia Lee	Distinctive Breaks DISNCO 80 (P)
4	4	ADDICTED TO BASS	Puretone	Gusto CDGUS 6 (P)
5	NEW	DISTRACTIONS	Zero 7 feat. Sia	Ultimate Dilemma UDRGDS 046 (SM/VP)
6	NEW	STUPID KID	Alaska Trio	2 Design/Regiment BORN CDGDS (P)
7	2	THE FAKE SOUND OF PROGRESS	Luzophrosne	Visible Noise TORMENT20 (P)
8	NEW	SMILE TO SHINE	Baz	One Little Indian 316 TPY021 (SM/VP)
9	NEW	FALLING	Liquid State feat. Marcella Woods	Perfecto PERF 26CDS (SM/VP)
10	7	BAD BABYSITTER	Princess Superstar	Rapster/RR RR 007CDM (V)
11	3	COCCON	Bank	One Little Indian 322TPY022 (SM/VP)
12	NEW	GNETO	Rhythm Masters feat. Joe Winson	Black & Blue NEGCD 074 (V)
13	5	TRIPPIN'	Oris Jive presents Delena	Gusto CDGUS 3 (P)
14	6	PULSAR 802	Miaou Piccolo	BXR BXRCA 0162 (ADD)
15	NEW	OVERPROTECTED	Britney Spears	Jive 925342 (P)
16	NEW	WESTERN BATTLE	Seaford	Infectious INFC 13CDS (SM/VP)
17	NEW	INSTANTLY/JUNGLEZ	BK & Acra Savage	Nakize NUKP385 (ADD)
18	NEW	BIG GROWN FUCKER	Finger Lickin' RLR 0031 (DG)	
19	12	TO GET DOWN	Temp Mass	Perfecto PERF 30CDS (SM/VP)
20	15	HANDBAGS AND GLADRAGS	Stereophonics	V2 VPR 501752 (SM/VP)

All charts © The Official UK Charts Company 2002

PEPSI Chart

This Week	Last Week	Title Artist	Label	This Week	Last Week	Title Artist	Label
1	NEW	UNCHAINED MELODY	Gareth Gates	5	21	CAMEL	City High Inc. Emi
2	1	ANYTHING IS POSSIBLE/EVERGREEN	Will Young	5	22	A WOMAN'S WORTH	Alcazar Kane Jive
3	2	ME (JIVE AT 5)	Drugs	6	23	ADRENALIN	Drugs New York State Emi
4	NEW	WHENEVER WHEREVER	Shayne	6	24	LOVE FUDGEBOY	James Blunt Jive
5	NEW	TAINTED LOVE	Andy Madsen	6	25	THE WORLD'S GREATEST	R Kelly Jive
6	3	FLY BY	Blue	6	26	HEY BABY	No Doubt Interscope/Polydor
7	NEW	FREEZE!	Green Machine	6	27	WITH ME	Miss T Interscope/Polydor
8	NEW	INSTANTANEOUS	Dennis Brown	6	28	ADDICTED TO BASS	Puretone
9	4	HOW YOU REMIND ME	Backstreet	6	29	FLOWERS IN THE WINDOW	Tommy Stinson Interscope
10	NEW	SOMETHING NEW	Paulina	6	30	ONE DAY IN YOUR LIFE	Avicci Emi
11	NEW	AIN'T IT FUNNY (REMIX)	Jamiro Quai	6	31	WHAT ABOUT US?	Brandy Atlantic/Costume
12	NEW	HERO	Enrique Iglesias	6	32	CLOSE COVER	Mezzanotte Decca/Warner
13	NEW	IN YOUR EYES	Kyle Minogue	6	33	POOR MISGUIDED FOOL	Stargate
14	NEW	A NEW DAY HAS COME	Line 250	6	34	HANDBAGS AND GLADRAGS	Stereophonics V2
15	NEW	WORLD OF OUR OWN	Westlife	6	35	I WILL ALWAYS LOVE YOU	Westlife EMI
16	NEW	GET THE PARTY STARTED	Missy Elliott	6	36	ON THE RUN	Timbaland Interscope
17	NEW	WRONG IMPRESSION	Madein	6	37	MORE THAN A WOMAN	Whitney Houston Jive
18	NEW	POINT OF VIEW	Estelle	6	38	SHAKE UR BODY	Shy FX & Pussycat Inc. Polydor
19	NEW	HOME AND DRY	Pet Shop Boys	6	39	MURDER ON THE DANCEFLOOR	Sophie Ellis-Bextor Polydor
20	NEW	SHOULD WE DANCE	Enrique Iglesias	6	40	ONE STEP TOO FAR	Paulina Inc. Decca

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MAD DONNA The Wheels On The Bus



the massive new track, currently Top 10 on The Box, coming to you shortly

30 MARCH 2002

CHART COMMENTARY

by ALAN JONES



No change in the top three this week, but a 3% increase in sales for **Nickelback's** *Silver Side Up* increase its advantage over **The Essential Barbra Streisand** and **Shakira's** *Laundry Service*, which remain at two and three despite losing 18% and 25% of their sales power respectively. The **Nickelback** album sold more than 39,000 copies last week – its best week yet, beating by 176 its tally of a fortnight ago – and has now sold 266,000 in total. It climbs to fifth place on the year-to-date bestsellers list, where the **Stereophonics' Just Enough Education To Perform** remains in the lead. Performing his greatest hits live on ITV nine days ago (Saturday March 16) provided a big boost to sales of **Elton John's** current album, **Songs From The West Coast**, which logged a 243% increase in sales to spring 62-20. The former number two album has not been this high for 14 weeks. Another talented singer/writer at home behind the piano makes a more subtle

MARKET REPORT

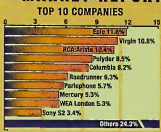
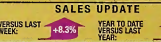


Figure shows the 10 companies by % of total sales of all UK albums of the 20 weeks charted.



but equally impressive move this week. **Alicia Keys** reached number three with her debut single *Fallin'* last November but has to

ALBUMS FACTFILE

Remix albums rarely have anything like the same amount of impact as brand new albums do but this week sees two hit the charts, one proving the rule and the other proving the exception. Making an okay but unremarkable debut at number 25, *This Is The Remix Is Destiny's Child's* third album in 11 months, and debuts well below the number one peak of last April's *Survivor*, although it beats the number 117 peak

of December's *8 Days Of Christmas* set. But, with interest sparked by the remix hit single *Ali'n T I'm Funny*, **Jennifer Lopez** fares much better, debuting at number four with her *J To The L.O. - The Remixes* set. It sold 25,000 copies last week, marginally less than her last album set *J*. **L** sold when debuting at number two in February 2001. The latest set draws from both *J* and her previous album *On The Six*.

TOP CORPORATE GROUPS

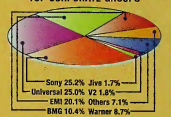
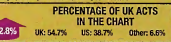


Figure shows the 10 corporate groups by % of total sales of the 20 weeks charted.



settle for a less impressive number 18 now for the follow-up *A Woman's Worth* this week. It is, though, popular enough to propel

her album *Songs In A Minor* to number six – the highest position of its 29-week chart career. Scoring an impressive 560,000 copies to date, the album has had a very unusual chart career with lengthy up and down runs and no one-week aberrations, moving 75-61-41-24-18-14-11-7-8-11-17-23-22-26-29-15-10-10-12-17-22-31-19-17-16-6-6.

Jay-Z has had a remarkable singles career with nearly 20 hits, but has placed only one album on the chart until this week. He suddenly troubles that score, however, with the simultaneous debut of *The Best Of Both Worlds – His New Collaboration with R Kelly – and Chapter One*, a hits collection which comes with some new mixes. *The Best Of Both Worlds* leads the way at number 37, charting below the position gained by all four of Kelly's previous chart albums, and by Jay-Z's *The Blackprint*, which reached number 30 last September. *Chapter One* debuts at number 65.

COMPILATIONS

There are five new entries peppered around the top 10 this week but they generate only a 4% increase in sales and none of them is strong enough to dethrone **Supergod**, the **Universal Music Television** and **WSM rock** collaboration, which extends its stay at number one to a fortnight. The album sold 28,500 copies last week, comfortably beating **Capital Gold Legends III**, which takes second place with a deficit of more than 32%. The **Capital Gold Legends III** album is off to a surprisingly slow start, compared to the first album in the series – entitled simply **Capital Gold Legends** – which debuted at number one last June with first week sales of nearly 44,000 and stayed there for seven weeks, eventually selling more than 400,000 copies. The follow-up – **Capital Gold Legends II** – sold 32,500 when debuting at number two last November on its way to 360,000 sales. It

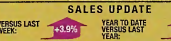
never did get a chance to reach number one, being steamrollered by a **Now That's What I Call Music** release – and guess what fate is in store for **Capital Gold Legends III**. There is a soundtrack album in the top 10 for the second week in a row. Last week saw the special edition of **Moulin Rouge** resting in ninth place, while this week sees the soundtrack to **All @ Indoshore** occupying the same position. The album includes acts like **NWA**, **Public Enemy** and **Juvenile** as well as UK rappers **So Solid Crew**, with **All** on just eight of its 21 tracks.

It is tempting to think **All** is a 'London thing', but the record sold 5% below par in the capital, achieving its best results, in East Anglia, where it performed 64% above par. It did less than half as much business in Scotland, Ireland and the North as you would expect from an album selling 10,000 copies nationally.

MARKET REPORT



Figure shows the 10 companies by % of total sales of all UK albums of the 20 weeks charted.



TOP CORPORATE GROUPS

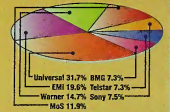


Figure shows the 10 corporate groups by % of total sales of the 20 weeks charted.



INDEPENDENT ALBUMS

This Week	Last Week	Title	Artist	Label (Distribution)
1	2	IS THIS IT	The Strakes	Rough Trade RTRADCD 030 (V)
2	1	JUST ENOUGH EDUCATION TO PERFORM	Stereophonics	V2 VVR 101583 (M)
3	NEW	THE BEST OF BOTH WORLDS	R Kelly & Jay-Z	Jive 922512 (P)
4	3	YOUR NEW FAVOURITE BAND	Hives	Virgin 922512 (P)
5	4	THE FAKE SOUND OF PROGRESS	Los Christopher	Virgin 922512 (P)
6	6	SIMPLE THINGS	Zero 7	Ultramarine DORCD006 (M/P)
7	NEW	TEN MORE TURNIPS FROM THE TIP	Iron Dory & The Blockheads	Real Gone Music 922512 (P)
8	NEW	SOMETHING WICKED THIS WAY COMES	Headliner	Ninja Tune ZNCD 04 (V)
9	NEW	LOUD	Temp Mass	Perfecto PENTALB000 (M/P)
10	NEW	PARANOID	Black Sabbath	Castle Music CMTCD004 (P)
11	NEW	WHITE BLOOD CELLS	White Stripes	XL Recordings XLCD 151 (V)
12	15	BRITNEY	Britney Spears	Jive 922532 (P)
13	16	HAWKEYE BETWEEN THE GUTTER AND THE STARS	Fatboy Slim	Skin BRASSIC 2000 (M/P)
14	9	ROOFTY	Bluesonic Jazz	XL Recordings XLCD 141 (V)
15	NEW	THE OPTIMIST	Tavin Baskins	Real Gone Music 922512 (P)
16	NEW	FROM HERE TO INFIRMITY	Alkaline Trio	B Unique/Regain RUNOR (V)
17	NEW	ONE GIANT LEAP	One Giant Leap	Palm Pictures (M/P)
18	NEW	SONGBIRD	Eve Cassidy	Blue Street HDT 01045 (HOT)
19	17	TRUE CONFESIONS	Urochs	Essential! ESCD02788 (P)
20	16	GOODYE COUNTRY (HELLO NIGHTCLUB)	Groove Armada	Pepper 923482 (P)

THE YEAR SO FAR...

TOP 20 ALBUMS

TW	LW	Title	Artist	Label
1	1	JUST ENOUGH EDUCATION TO PERFORM	STEREOPHONICS	V2
2	2	ESCAPE	ENRIQUE IGLESIAS	INTERSCOPE/POLYDOR
3	3	NO ANGEL	DIDD	CHEEKYARISTA
4	4	SWING WHEN YOU'RE WINNING	ROBBIE WILLIAMS	CHRYSALIS
5	NEW	SILVER SIDE UP	NICKELBACK	ROADSHOW/VERMILION
6	5	FEVER	KYLE MINOQUE	PALMROSENE
7	6	WORLD OF OUR OWN	WESTLIFE	RCA
8	13	THE ESSENTIAL	BARBRA STREISAND	COLUMBIA
9	10	THE VERY BEST OF	STING & THE POLICE	A&M
10	11	FREAK OF NATURE	ANASTACIA	EPIC
11	15	FAIN IS LOVE	JAY-Z	DEF JAM
12	12	READ MY LIPS	STEPHIE ELLIS-BEXTOR	BLU
13	15	SONGS IN A MINOR	ALICIA KEYS	JIVE
14	9	SUNSHINE	SUB 7	POLYDOR
15	17	A FUNKY DISCO	JAMROQ/DAI	SONY
16	19	LEGACY - THE GREATEST HITS COLLECTION	BOYZ II MEN	UMTV
17	18	ALL RISE	BLUE	INNOCENT
18	14	DREAMS CAN COME TRUE - GREATEST HITS	GARIBELLE	GEAR/BROADWAY
19	16	SMALL WORLD BIG BAND	JUOLS HOLLAND	WSM
20	NEW	WHITE LEADERS	DAVID GARY	EAST WEST

30
mar
2002

THE OFFICIAL CHARTS

singles



100% **music week**

30
mar
2002

albums



- | | | |
|----|---|----------------------|
| 1 | UNCHAINED MELODY
Garth Gates | S |
| 2 | EVERGREEN/ANYTHING IS POSSIBLE Will Young | S |
| 3 | ME JULIE All 4 & Shaggy | Island/Uni-Island |
| 4 | WHENEVER WHEREVER Shakira | Epic |
| 5 | TAINTED LOVE Marilyn Manson | Maverick/Warner Bros |
| 6 | FY BY II Blue | Innocent |
| 7 | FREEK! George Michael | Polydor |
| 8 | INSATIABLE Darren Hayes | Columbia |
| 9 | HOW YOU REMIND ME Nickelback | Roadrunner |
| 10 | SOMETHING Lessgo | Positive |



- | | | |
|----|------------------------------------|--------------------|
| 11 | AIN'T IT FUNNY Jennifer Lopez | Epic |
| 12 | HERO Enrique Iglesias | Interscope/Polydor |
| 13 | A NEW DAY HAS COME Celine Dion | Epic |
| 14 | HOME AND DRY Pet Shop Boys | Parlophone |
| 15 | THE WORLD'S GREATEST R Kelly | Jive |
| 16 | I WILL ALWAYS LOVE YOU Rik Waller | EMI/Library |
| 17 | CARAMEL City High feat. Eve | Interscope/Polydor |
| 18 | A WOMAN'S WORTH Alicia Keys | J |
| 19 | WRONG IMPRESSION Natalie Imbruglia | RCA |

GIVE YOUR ARTISTS THE RIGHT EXPOSURE

1.7 MILLION MUSIC FANS EACH MONTH



1 SILVER SIDE UP

- | | | |
|----|---|-------------|
| 1 | SILVER SIDE UP
Nickelback | Roadrunner |
| 2 | THE ESSENTIAL Barbara Streisand | Columbia |
| 3 | LAUNDRY SERVICE Shakira | Epic |
| 4 | J TO THA L-O - THE REMIXES Jennifer Lopez | Epic |
| 5 | A FUNK ODYSSEY Jamiroquai | S2 |
| 6 | SONGS IN A MINOR Alicia Keys | J |
| 7 | ALL RISE Blue | Innocent |
| 8 | IN OUR GUN Gomez | Hut/Virgin |
| 9 | THE VERY BEST OF Sting/The Police | A&M/Polydor |
| 10 | FREAK OF NATURE Anastacia | Epic |



- | | | |
|----|--|--------------------------|
| 11 | FEVER Kylie Minogue | Parlophone |
| 12 | WHO I AM Beverley Knight | Parlophone/Rhythm Series |
| 13 | UNDER RUG SWEPT Alanis Morissette/Maverick/Warner Bros | Epic |
| 14 | LEGACY - THE GREATEST HITS COLLECTION Boy II Man | Island/Uni-Island |
| 15 | NO ANGEL Dido | Cheeky/Atista |
| 16 | ESCAPE Enrique Iglesias | Interscope/Polydor |
| 17 | JUST ENOUGH EDUCATION TO PERFORM Stereophonics | V2 |
| 18 | WORLD OF OUR OWN Westlife | RCA |
| 19 | PAINT ELEGANT, IN PAINT | Def. Jam |



- 15 21 011 Platinum 45 feat. More Fire Crew Go Beat
- 14 22 WORLD OF OUR OWN Westfritz S
- 13 23 POOR MISGUIDED FOOL Starsailor Chrysalis
- 18 24 POINT OF VIEW DB Boulevard Illustrious/Epic
- 19 25 SHOULD A WOULD A COULDA Beverley Knight Parlophone
- 17 26 BREAK YA NECK Busta Rhymes J
- 20 27 GET THE PARTY STARTED Pink Arista
- 22 28 IN YOUR EYES Kylie Minogue Parlophone
- 16 29 ON THE RUN Tillmann Uhrmacher Direction
- 24 30 B WITH ME Mis-Teeq Inferno/Island



- 31 BROKE Cassius Henry Blacklist
- 27 32 ALWAYS ON TIME Ja Rule feat. Ashanti Def Jam/Mercury
- 23 33 CLOSE COVER Minimalistbx Data
- 28 34 YOU S Club 7 Polydor
- 30 35 ADDICTED TO BASS Puretone Gusto
- 29 36 MY SACRIFICE Creed Epic
- 33 37 WHAT ABOUT US? Brandy Atlantic
- 32 38 BAD BABYSITTER Princess Superstar Repstar/UK
- 13 39 MINDCIRCUS Way Out West feat. Tricia Lee Distinctive Beats
- 21 40 THE FAKE SOUND OF PROGRESS Lostprophets Visible Noise



compilations

1 SUPERCHARGED 6 11 SCHOOL DISCO.COM - SPRING TERM

UMT/VWSM Columbia

2 CAPITAL GOLD LEGENDS III 9 12

Moulin Rouge - Collectors Edition (JST)
Inferno/Polydor

3 GODSKITCHEN - LIFE 13

IC:Rebelle

4 RUDE BOY REVIVAL 8 14 THE VERY BEST OF ALL WOMAN

Telesar TV/IMG

5 NOW DANCE 2002 PART 2 5 15 NEW WOMAN 2002

Vegyn/EMI

6 VOICES 12 16 SOUL BROTHERS

W&M

7 MURDER ON THE DANCEFLOOR 15 17 FRANTIC 2002

Universal TV W&M

8 GIRLS SAY 18 AT THEIR VERY BEST

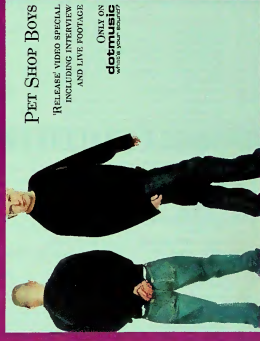
Universal TV Universal TV

9 A G IN A HOUSE - DA SOUNDTRACK 10 19 PURE GENIUS

Island/Island W&M

10 PURE GROOVE 16 20 BACK TO THE OLD SKOOL - DJEM & BASS

Telesar TV/IMG Ministry Of Sound



PET SHOP BOYS

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INCLUDING INTERVIEW
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20 21 FOREVER AND EVER - DEFINITIVE COLLECTION Dennis Roussos Philips

22 22 THE INVISIBLE BAND Travis Independent

23 23 SWING WHEN YOU'RE WINNING Robbie Williams Chrysalis

15 24 WHATEVER GETS YOU THROUGH THE DAY Lightbox Family Wild Card/Polydor

11 25 THIS IS THE REMIX DESTINY'S CHILD Columbia

25 26 WHITE LILIES ISLAND Natalie Imbruglia RCA

11 27 SAFINA Alessandro Safina Mercury

26 28 WHITE LADDER David Gray IHT/East West

36 29 ALL KILLER NO FILLER Sum 41 Mercury

31 30 LOVE IS HERE Starsailor Chrysalis



43 31 MY WAY - THE BEST OF Frank Sinatra Reprise

18 32 THE ESSENTIAL COLLECTION Neil Diamond Columbia

17 33 THE GENTLE CHILLOUT ALBUM Ryan & Rachel O'Donnell DeadandCo

24 34 SUNSHINE S Club 7 Polydor

28 35 IS THIS IT The Strokes Rough Trade

46 36 CLASSICAL GRAFFITI The Planets EMI/Dramatico

11 37 THE BEST OF BOTH WORLDS R Kelly & Jay-Z Jive

29 38 YOUR NEW FAVOURITE BAND Hives Popnotes

30 39 SMALL WORLD BIG BAND Jools Holland W&M

34 40 NO MORE DRAMA Mary J Blige MCA/Universal



THE OFFICIAL UK CHARTS SPECIALIST

30 MARCH 2002

MID-PRICE

This	Last	Title	Artist	Label (Distributor)
1	1	YOUR NEW FAVOURITE BAND	Rhino	Parlophone MCA2502 (P)
2	3	LIGHT YEARS	Kylie Minogue	Parlophone 28402 (E)
3	2	MIDN SAYS	Air	Virgin D2948 (E)
4	2	URBAN HYMNS	The Verve	Hut DH145 (E)
5	12	THE BEST OF 1969/1974	David Bowie	EMI 71942 (E)
6	9	JUMP BACK...THE BEST OF 1971-1979	The Rolling Stones	Virgin 67220 (E)
7	13	PARADISE	Kat	Carlin/Atlantic 824222 (TEN)
8	13	THE MIS EDUCATION OF LAURYN HILL	Lauryn Hill	Columbia 69422 (TEN)
9	17	RAY OF LIGHT	Madonna	Maverick 82460472 (TEN)
10	4	COME ON OVER	Shania Twain	Mercury 170812 (E)
11	15	ATOMICANIXIS...THE VERY BEST OF BLONDIE	Blondie	EMI 491992 (E)
12	17	EXPANSION TEAM	Dizanne Price	Capitol 74722 (E)
13	20	GOLD - THE BEST OF BROTHERS IN ARMS	Spandau Ballet	Chrysalis 527002 (E)
14	1	7 BROTHER...WHERE ART THOU? (OST)	Various	Virgin 49592 (E)
15	7	TRACY CHAPMAN	Tracy Chapman	Mercury 170692 (E)
16	10	WARNING	Green Day	Elektra 53628242 (TEN)
17	6	GREATEST	Duran Duran	Reprise MCA21096 (TEN)
18	10	RAVE ANTHEMS	Various	EMI 587302 (E)
19	10	BACK TO FRONT	Lizel Kelly	Decca/Dance 824082 (DISC)
20	10			Polydor XDUST024 (U)

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BUDGET

This	Last	Title	Artist	Label (Distributor)
1	4	HOLST: THE PLANETS/MYSTIC TRUMPETER	Rene/RSNQ/Lloyd-Jones	Nones 950776 (S)
2	1	HEARTBREAKERS	Daniël O'Donnell	Music Collection MCD240 (DISC)
3	10	YOU REALLY GOT ME - THE BEST OF MOTOWN CHARTBUSTERS - VOLUME 3	Various	Selnet S52706 (P)
4	6	HITS COLLECTION	Dusty Springfield	Spectrum 551462 (U)
5	5	PRIMOY WOMAN - THE BEST OF TRACY CHAPMAN	Ry O'Donoghue	Spectrum 527492 (U)
6	12	THE BEST OF	The Mamas And The Papas	MCA MCB 19519 (EUK)
7	8	TRUE LOVE - A COLLECTION	Al Green	Music Collection MCD2 218 (DISC)
8	10	THE BEST OF	Ned Diamond	MCA/Uni-label MCD 15699 (EUK)
9	9	THE CARPENTERS	The Carpenters	Karousel 520062 (P)

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R&B SINGLES

This	Last	Title	Artist	Label (Cat. No. (Distributor))
1	1	ME JUDGE	Ali G & Shaggy	Island/Uni-Island CD719 (U)
2	2	AIN'T IT FUNNY	Jennifer Lopez	Epic 674922 (TEN)
3	3	A WOMAN'S WORTH	Alicia Keys	J 742175262 (BMG)
4	5	CAMEL	Kid n'key high feat. Eve	Interscope/Polydor 476742 (U)
5	2	THE WORLD'S GREATEST	Brandy	J 74215242 (P)
6	2	BREAK YA NECK	Busta Rhymes	J 742192232 (BMG)
7	4	SHOULDA WOULDNA COULDA	Boyz n' the City	Parlophone CD85 6370 (E)
8	5	ALWAYS ON TIME	Destiny Faye feat. Ashanti	Def Jam/Mercury 589462 (U)
9	6	BROKE	Celcius Healy	Blacklist 01301589E (E)
10	6	GET THE PARTY STARTED	Pink	LaFace/Arista 742193182 (BMG)
11	7	WHAT ABOUT US?	Brandy	Atlantic AT 012620 (TEN)
12	10	WE THUGG'N'	Fat Joe	Atlantic AT0124CD (7777)
13	10	GET OUT	Felton	Serious SER9 327 (U)
14	10	MY GIRL MY GIRL	Warren Stacey	Def Soul 589923 (U)
15	8	BAD BABYSITTER	Princess Superstar	Page One/EMI 742193182 (BMG)
16	11	COTTA GET THRU THIS	Daveed Brindley-Field	Relentless/RELENT 27CD (M/TEN)
17	10	AM TO PM	Christina Milian	Def Soul 589933 (U)
18	9	LOVELY	Bubba Sparox	Interscope/Polydor 4876352 (U)
19	14	MORE THAN A WOMAN	Ajyalah	Blackground VJST 230 (E)
20	12	BROTHA PART II	Angie Stone feat. Alicia Keys/Eve	J 742329242 (BMG)
21	17	BAD INTENTIONS	Dr Dre feat. Knoc-Turn'Al	Interscope/Polydor 487332 (U)
22	15	WORST THINGS TO WORST	Diapered Peoples	Capitol CD4 334 (E)
23	13	LOOKIN' AT YOU	Wendy G feat. Tai	Universal MCA250 40275 (U)
24	10	PART TWO	Method Man/Redman/Mary J Blige	Def Jam 5893520 (Import)
25	18	CRAZY RAP	Afroman	Universal/Uni-label MCA250 40273 (U)
26	19	DANCE FOR ME	Mary J Blige feat. Common	MCA/Uni-label MCA250 40274 (U)
27	20	FAMILY AFFAIR	Mary J Blige	MCA/Uni-label MCA250 40267 (U)
28	10	WORLD WIDE WORLD	LaFace/Arista 742193182 (BMG)	
29	18	I'M LEAVIN'	Outlawz feat. Rah Digga & Melvin Blain	Nuffitts BLCM 04 (V)
30	25	UGLY	Bubba Sparox	Interscope/Polydor 487642 (U)

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MUSIC VIDEO

TW	LAST	Title	Artist	Label (Cat. No. (Distributor))
1	3	ROBBIE WILLIAMS: Live At The Albert	Robbie Williams	Chrysalis 632823
2	1	ANDREW LLOYD WEBBER: Music Of Andrew Lloyd Webber	Various	Video Collection VCR12
3	2	WESTLIFE: World Of Our Own	Westlife	BMG Video 14211942623
4	5	S CLUB 7: S Club Party - Live	S Club 7	Polydor 528773
5	4	ROCKY HOLLANDERS: In The Flesh	Rocky Hollanders	Sony Columbia 51182
6	11	SNAP: Doggystyle	SNAP	Real Gone Music REV323
7	20	THE SMASHING PUMPKINS: 1991-2000 Greatest Hits Video Collection	The Smashing Pumpkins	Red/Virgin 074762
8	7	KYLIE MINOGUE: Live In Sydney	Kylie Minogue	Warner Music Video 08245533
9	8	STARS: Gold - The Greatest Hits	Stars	Virgin 5201415
10	6	BRYAN ADAMS: Live At Stone Castle	Bryan Adams	Island/Uni-label 652160

COUNTRY

This	Last	Title	Artist	Label (Distributor)
1	1	GOLD	Ryan Adams	Last Highway 710252 (U)
2	2	COME ON OVER	Shania Twain	Mercury 170812 (U)
3	5	BLUE HORSE	Bo Diddley	Nones 32062 (E)
4	3	BREATHE	Faith Hill	Warner Bros 247372 (TEN)
5	6	I NEED YOU	Lo-Arm Times	Carlin/Atlantic 82781628 (TEN)
6	4	LINE LAUGH LINE	Arnell Anderson	Besitee BOSC2 2002 (BMG/UC)
7	5	STUCK ON LOVE	Lorie Lurie	Lorie VJCD128 (V)
8	7	DRIVE	Anitra Nashville	97862305 (BMG)
9	10	NEW FAVORITE	Alison Krauss & Union Station	Rounder RHOCD 605 (PROF)
10	10	FAITH & INSPIRATION	Daniel O'Donnell	Rite RZCD 111 (BMG/UC)
11	9	SCARECROW	Garth Brooks	Capitol 513202 (E)
12	12	I'M ALREADY THERE	Leona Lewis	Grapevine/BMG 742118212 (RMO/BMG)
13	13	NICKEL CREEK	Cosy Nick Creek	Sugar Hill SHCD2969 (PROF)
14	15	THE WOMAN IN ME	Shania Twain	Mercury 522862 (U)
15	17	WIDE OPEN SPACE	Dixie Chicks	Epic 688422 (TEN)
16	16	LONELY GIRL	Leona Lewis	Grapevine/BMG 679637622 (BMG/UC)
17	14	RED DIRT GIRL	Emmylou Harris	Grapevine GRCD 03 (RMO/UC)
18	20	THE SIX SUE	Mary Chapin Carpenter	Columbia 522552 (TEN)
19	18	RED HOT SPARROW	Dolly Parton	Sanctuary SANCD074 (U)
20	16	WRECKING BALL	Emmylou Harris	Grapevine GRCD 02 (RMO/UC)

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ROCK

This	Last	Title	Artist	Label (Distributor)
1	1	SILVER SIDE UP	Nickelback	Roadrunner 720482 (U)
2	2	SUPERCHARGED	Various	UMTV/VM5 596592 (U)
3	3	TOGETHER	System Of A Down	Columbia 501536 (P)
4	4	THE FIRE SOUND OF PROGRESS	Losropoulos	Visible Noise TORMENT02 (U)
5	6	WEATHERED	Creed	Epic 548752 (U)
6	5	HYBRID THEORY	Linkin Park	Warner Bros 53624752 (TEN)
7	7	BLACK REBEL MOTORCYCLE CLUB	Black Rebel Motorcyclist Club	Capitol 520507 (E)
8	8	MORNING VIBE	Incubus	Epic 548682 (U)
9	9	PARADISE	Black Sabbath	Vesta CMC2 (P)
10	10	SATELLITE	P.O.D.	Atlantic 74673472 (TEN)

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DANCE SINGLES

This	Last	Title	Artist	Label (Cat. No. (Distributor))
1	1	MINORCISCU	Way Out West feat. Telex Lee	Distinctive Breaks DISNTX 80 (P)
2	2	BIG GUNNED FUUCKER	Plum Duds	Finger Lickin' FR1 801 (IG)
3	3	IT'S GONNA BE (A LOVELY DAY)	Bracciano & Aisher	Discorec 12CDEK17 (E)
4	4	ON THE RUN	Tillman Unschamer	Discorec 127126 (E)
5	5	THETD	Rhythm Masters feat. Joe Watson, Black & Blue	NED 12014 (V)
6	6	FALLING	Liquid State feat. Marcella Woods	Perfecto PER297 (M/MP)
7	7	JUNGLEIZE	BK & Anne Savage	Nukleaz NUKP285 (ADD)
8	2	0!	Platinum 45 feat. More Fire Crew	Go Best/Polydor GDBX 48 (U)
9	4	CLOSER	Minorski	Data DANCEZT (M/TEN)
10	5	PULSAR 262	Mouso Pfecto	BIG EXV1462 (ADD)
11	6	THIRTY NINE	Junior Jack	VC RECORDS VCR12 107 (E)
12	8	SMILE TO SHINE	Baz	One Little Indian 316712 (M/MP)
13	8	SOMETHING	Lasgo	Positiva 1271V 169 (E)
14	10	GHETTO TEARS	Whisper	Loaded LOAD88 (M/MP)
15	10	TRIPPIN'	Oni Jay presents Delena	Gusto 12025 3X (P)
16	10	PALLADIUM	Alan Braxe & Fred Falke	Roulez WOL702 (ADD)
17	11	GOOD TIME	Peroim	Incentive CENT 37 (M/MP)
18	9	X RAY FOLLOW ME	Space Frog	Tigelli Trax TRAXORX (R)
19	10	NOT STOP	Breath	White Label BREAT001 (ESD)
20	10	FIRE GOOD	Tayo Meets Precious Cats	Mob M0809 (U)

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DANCE ALBUMS

This	Last	Title	Artist	Label (Cat. No. (Distributor))
1	1	A FUNK ODYSSEY	Ammiraj	S2 540498/540492 (TEN)
2	1	WHATEVER WICKED THIS WAY COMES	Harborside	Ninja Tune ZENB 4 (E)
3	3	MEZZANINE	Massive Attack	Virgin WBPL 4/WBRC6 4 (E)
4	4	SIMPLE THINGS	Zero 7	Ultimate Dilemma UDR196/UDR0166 (M/MP)
5	5	TRANCE NATION	Various	Ministry Of Sound - J (M/MP/TEN)
6	6	DISCOURAGE	Dani Prok	Virgin VJ 2940 (E)
7	3	LOUD	Time Mays	Perfecto PERNAB 01/P/PERNAB 02 (ADD)
8	5	COME WITH US	The Chemical Brothers	Virgin XDUSTLP 5XDUSTCDX 5 (E)
9	6	GODSKITCHEN - LIFE	Various	Incredible 5076212 (E)
10	6	SECONDHAND SOUNDS - HERBERT REMIXES	Various	Peacefrog - PFG021 (CD V)

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30 MARCH 2002

COOL CUTS CHART

as featured on Top Gear's Saturday night show on Kias 100 and Energy Big City Network

	Artist	Label
1	DOVE Mooney	Dream/Pesista
2	WE ARE ALL MADE OF STARS Mischy	Made
3	WARP 15th Element	Leeds
4	LET THE GOOD TIMES ROLL/WORKING THROUGH LAYO & BUSHWA XL	XL
5	TOUCH THE SKY 29 Palms	Perfecto
6	A LITTLE BIT PARANOID Different Gear	City Rockers
7	INTO THE NIGHT 4 Strings	Virgin
8	I FEEL SO FINE KMC feat. Dhany	Incentive
9	FOLLOW ME ANYWHERE	Sirius
10	FIRE MOUSE T	Perennial Jamz
11	CHOCOLATE BOOM Punk Kidz	Duty Free
12	DJS, FANS & FREAKS Blank & Jones	Incentive/Wea
13	DID I DREAM Lost Witness	Data
14	EIGHTEEN TEN Loco	Global Harmony
15	THROWING SHAPES Dirty Vegas	Credence
16	IT'S SOMETHING Tomia Viva	United
17	STRONG Moanet feat. Mary	Low Pressings
18	HELLO AGAIN Tiefschwarz	Classic
19	THE PRAYER Dance Freak	Altro Act
20	SOUND OF THE FLOOR Menace	Plastic Fantastic

URBAN TOP 20

1	5 AIN'T IT FUNNY Jennifer Lopez feat. Ja Rule	Columbia
2	WHAT'S LUV? Fal Joe	East West
3	OOPS (OH MY) Tweet	Gold Mind/Elektra
4	THE YOU KID IN ME BORGEEZ INC., Ithi & Jay	Re-Mix/Big Jam Inc.
5	FOLKIN Ashanti	Murder Inc.
6	YOU GETS NO LOVE Faith Evans	Puff Daddy/Arista
7	GOT ME A MODEL RL feat. Erick Sermon	J/Arca
8	ALL Y'ALL Timbaland & Magoo feat. Tweet	Virgin
9	SATURDAY (OOOH BOOH) Ludacris	Def Jam
10	ROCK THE BOAT Aaliyah	Blackground
11	RUN AWAY (I WANNA BE WITH YOU)T MESS... Nivea Jiv	Def Jam
12	ROUND AND ROUND Angel & Method Man	Atlantic
13	WHAT ABOUT US Brandy	Urbanstar
14	SKIN Elastic Love	Blackout/Feel
15	BROKE Cassidy Harry	J/Arca
16	BREAK YA NECK Busta Rhymes	Bermuda
17	HOT 0'VAL Cagney feat. General Lee	Elektra
18	CAN'T BEAT (YOUNG IN) Fabolous	Atlantic
19	WORLD OUTSIDE MY WINDOW (LP SAMPLER) Q-Tip	Q-Tip
20	NO MORE DRAMA Mary J Blige	MCA

CLUB CHART TOP 40

	Artist	Label
1	FREEK! George Michael	Polydor
2	I WANT YOU Filar	Disco/Wax/Edel
3	DREAMING Aurora	EMI
4	LAZY P	Inferno
5	TRANZY STATE OF MIND Push	Inferno
6	LIKE A CAT DRAT feat. Veronica	BXR UK
7	I FEEL SO FINE KMC feat. Dhany	Incentive
8	ONE STEP TOO FAR Faithless feat. Dido	Cheeky/Arista
9	CLEAR BLUE WATER Ocean Lab feat. Justine Suissa	Codex/Bea
10	HUNGRY Koshen	Moksha/Arista
11	IN THE BEGINNING Roger Goode	trr
12	THE BASS EP Fergie	Decade/Elektra
13	4 MY PEOPLE Missy 'Misdemeanor' Elliott	Xtravaganza
14	EVERYDAY 2002 Alex Gold & Agnelli & Nelson	Devolution
15	TROY - THE PHOENIX FROM THE FLAME Sinead O'Connor	white label
16	STRONGER Full Strength	Data
17	DID I DREAM Lost Witness	white label
18	INFECTED Barthez	Perfecto
19	LETAL INDUSTRY DJ Tiesto	Virgin
20	DEVOTION The Mystery	Xtravaganza
21	YOU MAKE ME GO OOH Kristine Blond	WEA
22	BREAK A LOVE Peter Dinklage + Pet Shop Boys	Parlophone
23	MY CULTURE 4 Giant Leap feat. Maxi Jazz & Robbie Williams	Pain Pictures
24	TEMPLE OF DREAMS Future Breeze	FN
25	FEEL STEREO Dino Lenny	Incentive
26	FREAK LIKE ME Supababes	Island
27	BREAKING UP THE GIRL Garbage	Mushroom
28	(THIS IS A) SONG FOR THE LONELY Char	WEA
29	NEVER FULL ROMANTHONY	Virgin
30	SONIC EMPIRE Members of Mayday	Deviant
31	WHERE'S MY... (FEAT. LIL' MO) Adam F presents	EMI
32	BE COOL Paffendorf	Substance
33	WHY AGENT SMO	Virgin
34	WHERE (DID IT GO) Ikon	white label
35	SHAKE UR BOOTY Shy FX & T-Power feat. Di	Plus
36	I NEED YOU Transzulent	Ark
37	THE LOVE I HAVE FOR YOU Dina Vass	Go Beat
38	BADAGRY BEACH Ben Onono	Badagry Beach
39	TAINED LOVE/SAY HELLO, WAVE GOODBYE Soft Cell	Mercury
40	SWEET DREAMS C&A	Eternal

CLUB CHART BREAKERS

1	NEBUCHAN Frank T.R.A.X.	Neo
2	PUNK Ferry Corsten	Tsunami
3	TOUCH THE SKY 29 Palms	Perfecto
4	NEED YOUR LOVIN' Saved By Zero	white label
5	TURN THE TIDE Sylver	Pepper
6	YOUNG HEARTS Kings Of Tomorrow	Defected
7	MONSTER Liquid People	Soul Syndicate
8	ONE MORE CHANCE Nina Todorov	Attitude
9	NOTHING 2 PROVE Roger Sanchez feat. Sharlene Spilieri	Defected
10	CHAMPAGNE DANCE Pay As U Go Cartel	Direction

Breakers are the 10 records outside the Top 40 which have registered the most imports (DJ reactions). The Club Chart Top 60 (including mixes), Urban, Pop and Cool Cuts charts can be obtained from www.dancemusic.com. To receive the club charts in full by fax contact Emma Preece-Jessop on fax (020) 7579 4170.

CHART COMMENTARY

by ALAN JONES

He can't get the better of Pop Idol's Gareth Gates and Will Young in the sales chart but **George Michael** makes his return to the dancefloor by registering an emphatic double number one, with *Freeek!* surging 22-1 on the Club Chart and 15-1 on the Pop Chart. The track has a 10% lead at the top of the Club Chart and a more emphatic 40% at the Pop Chart. It boasts some excellent mixes from Skyness, Moogymen, Max Reich and most of all, Scumfrog - whose David Bowie-sampling track *Love The Alien* is currently causing a buzz. *Freeek!* it on this week's *FN* Miami Beach-published CD... Meanwhile, the two highest new entries on the Club Chart are oldies. Making the week's top debut, *Everyday 2002* finds Agnelli & Nelson's classic (a club chart topper in 1999) now credited **Alex Gold** vs **Agnelli & Nelson**, as the Xtravaganza label boss tries his hand at making the track. It has a wafertidn majority over *Sinead O'Connor's* 15-year-old *Troy - The Phoenix From The Flame*, which the returning reverend has licensed from EMI to Devolution. Making it work on the dancefloor are remixes from John Creamer & Stephanie K and Push. And, after weeks of stagnation, the Urban Chart is bristling with new entries, with 14 arrivals in the Top 40, the highest intake of the year. Meanwhile, the Urban Chart has the same number one for the fourth week in a row. **Jennifer Lopez** & **Ja Rule** have left behind the massive majority they had in recent weeks, but are still 18% of the chasing group. Odds are they will be replaced next week, however, because the rest of the top five is made up of big jumpers, all of which had chart positions in double figures last week. And the late Aaliyah may rock the boat too, as her latest posthumous single arrives in her hurry at number 10. **Mary J Blige** makes a quieter debut at number 20 but should make a big leap next week - and, after topping the Club and Pop charts thanks to an excellent remix from Basement Jaxx, **Missy Elliott** will return to her natural habitat with 4 My People, which has the added attraction of mixes of One Minute Man for urban DJs.

POP TOP 20

1	15 2 FREEK! George Michael	Polydor
2	3 I'M NOT A GIRL, NOT YET A WOMAN Britney Spears	Jive
3	4 TAINED LOVE/SAY HELLO, WAVE GOODBYE Soft Cell	Mercury
4	10 DREAMING Aurora	EMI
5	18 (THIS IS A) SONG FOR THE LONELY Char	WEA
6	16 2 I WANT YOU Filar	Disco/Wax/Edel
7	3 4 INFECTED Barthez	Perfecto
8	9 WHERE (DID IT GO) Ikon	white label
9	15 5 IN MY EYES MILK INC.	All Around The World
10	10 TAKE IT EASY SSL	Epic
11	11 WHERE'S MY... (FEAT. LIL' MO) Adam F presents	EMI
12	2 5 ONE DAY IN MY LIFE Anastacia	Epic
13	7 3 IN THE BEGINNING Roger Goode	trr
14	8 4 4 MY PEOPLE Missy 'Misdemeanor' Elliott	Elektra
15	14 3 EVERGREEN Belle Lorraine	Euphoric
16	4 4 WASTABLE Damon Hayes	Columbia
17	11 1 LAXY X-Press 2	Skit
18	1 I FEEL SO FINE KMC feat. Dhany	Incentive
19	6 3 ONE STEP TOO FAR Faithless feat. Dido	Cheeky/Arista
20	23 CLEAR BLUE WATER Ocean Lab feat. Justine Suissa	Codex/Bea

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hip-hop

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Please contact Gavin Saffer on 020 7579 4144 or email gavin@musicweek.com

30 MARCH 2002



1 FLOWERS IN THE WINDOW Travis **Independiente** 1731 +8 75.04 +6

Pos	Track	Artist	Label	Wk	Peak	Wk	Points	Wk	Points
1	FLOWERS IN THE WINDOW	Travis	Independiente	1731	+8	75.04	+6		
2	WHENEVER WHEREVER	Shakira	Epic	2618	+5	70.70	-4		
3	IN YOUR EYES	Kylie Minogue	Parlophone	2599	-5	68.15	-22		
4	FLY BY II	Blue	Innocent	2904	+10	67.28	+9		
5	WRONG IMPRESSION	Natalie Imbruglia	RCA	1757	-6	65.10	+15		
6	SOMETHING	Lasgo	Postiva	1877	+14	60.85	+6		
7	SHOULD WOULD COULDA	Beverley Knight	Parlophone/Rhythm	1653	-2	59.76	-5		
8	HOW YOU REMIND ME	Nickelback	Roadrunner	1740	+8	59.18	+14		
9	AIN'T IT FUNNY (REMIX)	Jennifer Lopez feat. Ja Rule	Epic	1016	+31	58.15	+15		
10	ALWAYS ON TIME	Ja Rule feat. Ashanti Douglas	Def Jam/Mercury	905	-8	59.28	-5		
11	EVERGREEN	Will Young	S	1612	-18	49.77	-15		
12	ONE DAY IN YOUR LIFE	Anastacia	Epic	1510	+2	48.90	n/c		
13	HEY BABY	No Doubt	Interscope/Polydor	1294	+1	47.14	-6		
14	LOVE FOOLSOLOGY	Jamiroquai	SO	1847	+1	46.11	-1		
15	SHAKE UR BODY	Shy FX & T Power feat. DJ	Postiva	951	+48	43.92	+46		

HIGHEST CLIMBER

Pos	Track	Artist	Label	Wk	Peak	Wk	Points
1	UNCHAINED MELODY	Gareth Gates	S	1565	+45	43.43	+112
2	GET THE PARTY STARTED	Pink	LaFace/Arista	1853	-15	43.41	-57
3	POINT OF VIEW	DE Boulevard	Illustrious/Epic	1841	-1	42.97	-20
4	WORLD OF OUR OWN	Westlife	S	1842	-6	41.80	-13
5	4 MY PEOPLE	Missy Elliott feat. Eve	East West/Elektra	746	+68	41.37	+26
6	FREEK!	George Michael	Polydor	1478	+10	38.03	-4
7	A WOMAN'S WORTH	Alicia Keys	Atlantic	1129	+32	37.06	+25
8	ADDICTED TO BASS	Puretone	Gusto	1173	-4	37.00	-12
9	WHAT ABOUT US	Brandy	Atlantic/East West	683	-9	36.16	+23
10	INSTABLE	Darren Hayes	Columbia	731	+29	34.51	+23
11	HERO	Enrique Iglesias	Interscope/Polydor	1552	-27	32.41	-41
12	ME JULIE	Al G & Shaggy	Universal/Island	730	+33	32.55	+22
13	POOR MISGUIDED FOOL	Starsailor	Chrysalis	740	+22	30.92	+22
14	SOAK UP THE SUN	Sheryl Crow	AS&M/Polygram	623	+34	29.75	+3
15	ONE STEP TOO FAR	Faithless feat. Dido	Cheeky/Arista	764	+24	27.89	+24
16	MORE THAN A WOMAN	Aaliyah	Blackground/Virgin	761	-11	27.52	-13
17	TAINED LOVE	Marilyn Manson	Maverick/Warner Bros	234	+33	26.33	+39
18	HOME AND DRY	Part Shop Boys	Parlophone	376	+21	26.11	+9
19	B WITH ME	Mig-Theg	Inferno/Teitastar	775	-19	25.69	-17
20	CAMEL	City High feat. Eve	Interscope/Polydor	721	-15	25.17	-7
21	HANDBAGS AND GLADRAGS	Stereophonics	V2	1196	-5	24.48	-6
22	WHERE'S MY...	Adam F. feat. Lil Mo	EMI/Cristal	295	+14	22.35	+7
23	MY CULTURE	I Giant Leap feat. Maxi Jazz & Robbie Williams	Palm Pictures	461	+149	22.04	+71
24	A NEW DAY HAS COME	Celine Dion	Epic	803	+42	21.78	+11
25	I CAN'T WAIT	Ladies First	Polydor	528	+48	20.59	+50
26	THE HINDU TAMES	Oasis	Big Brother	614	+112	20.34	+47
27	ANYTHING IS POSSIBLE	Will Young	S	593	-5	20.16	-33

BIGGEST INCREASE IN PLAYS

Pos	Track	Artist	Label	Wk	Peak	Wk	Points
1	FREAK LIKE ME	Ryan Adams	Universal Island	349	+248	19.94	+82
2	ANSWERING BELL	Sugarbades	Low/Hwy/Mercury	64	+78	17.87	+62
3	GOTTA GET THRU THIS	Dan Balgley	Relentless/DND	706	-14	18.12	+12
4	FAMILY AFFAIR	Mary J Blige	MCA/Uni-Island	635	-2	18.41	-4
5	ON THE RUN	Tilman Ullmacher	Direction	414	+2	18.14	+5
6	CLOSE COVER	Minimistic	Data/Mystery Of Music	630	-17	18.17	-67

BIGGEST INCREASE IN AUDIENCE

Pos	Track	Artist	Label	Wk	Peak	Wk	Points
1	RIDE WID US	So Solid Crew	Relentless/Independiente	159	+11	18.08	+129
2	BEAUTIFUL	Matt Darcy feat. Marcella Woods	Incentive	290	+12	17.52	+51

TOP 10 GROWERS

Pos	Track	Artist	Label	Wk	Peak	Wk	Points
1	UNCHAINED MELODY	Gareth Gates (S)	S	1565	+48		
2	HINDU TAMES	Oasis (Big Brother)	S	614	+325		
3	SHAKE UR BODY	Shy FX & T Power feat. DJ (Postiva)	1861	91			
4	4 MY PEOPLE	Missy Elliott feat. Eve (East West/Elektra)	746	302			
5	MY CULTURE	I Giant Leap (Palm)	461	276			
6	A WOMAN'S WORTH	Alicia Keys (Atlantic)	1129	275			
7	FREAK LIKE ME	Sugarbades (Universal Island)	249	248			
8	AIN'T IT FUNNY	Jennifer Lopez feat. Ja Rule (Epic)	1016	237			
9	A NEW DAY HAS COME	Celine Dion (Epic)	803	238			
10	DREAMING AROUND	EMI/Chrysalis	653	223			

TOP 10 MOST ADDED

Pos	Track	Artist	Label	Wk	Peak	Wk	Points
1	ORIGINAL SIN	Elton John (Pinnacle/Mercury)	11				
2	FREAK LIKE ME	Sugarbades (Universal Island)	249				
3	IF TOMORROW NEVER COMES	Rozanne Keating (Polydor)	9				
4	MY CULTURE	I Giant Leap (Palm)	302				
5	INSTABLE	Darren Hayes (Columbia)	6				
6	A WOMAN'S WORTH	Alicia Keys (Atlantic)	6				
7	SOAK UP THE SUN	Sheryl Crow (AS&M/Polydor)	5				
8	KISS KISS HOLLY VANDER	(London)	5				
9	DREAMING AROUND	EMI/Chrysalis	4				
10	TAKE IT EASY	(Epic)	4				

TOP 10 PRE-RELEASE

Pos	Track	Artist	Label	Wk	Peak	Wk	Points
1	FLOWERS IN THE WINDOW	Travis (Independiente)	1731			75.04	
2	ONE DAY IN YOUR LIFE	Anastacia (Epic)	1510			48.90	
3	SHAKE UR BODY	Shy FX & T Power feat. DJ (Postiva)	1861			43.82	
4	4 MY PEOPLE	Missy Elliott feat. Eve (WEA)	746			41.37	
5	SOAK UP THE SUN	Sheryl Crow (AS&M/Polydor)	623			29.75	
6	ONE STEP TOO FAR	Faithless feat. Dido (Cherry/Arista)	764			27.89	
7	WHERE'S MY...	Adam F. feat. Lil Mo (EMI/Cristal)	295			22.35	
8	MY CULTURE	I Giant Leap feat. Maxi Jazz & Robbie Williams (Palm Pictures)	461			22.04	
9	I CAN'T WAIT	Ladies First (Polydor)	528			20.59	
10	HINDU TAMES	Oasis (Big Brother)	614			20.34	

RADIO ONE

Pos	Track	Artist	Label	Wk	Peak	Wk	Points
1	SHAKE UR BODY	Shy FX & T Power feat. DJ (Postiva)	1861	24	36		
2	AIN'T IT FUNNY (REMIX)	Jennifer Lopez feat. Ja Rule (Epic)	1016	31	32		
3	4 MY PEOPLE	Missy Elliott feat. Eve (East West/Elektra)	746	29	31		
4	AWAYS ON TIME	Ja Rule feat. Ashanti Douglas (Def Jam/Mercury)	905	24	31		
5	TAINED LOVE	Marilyn Manson (Maverick/Warner Bros)	234	29	30		
6	SOMETHING	Lasgo (Postiva)	1877	30	29		
7	FLOWERS IN THE WINDOW	Travis (Independiente)	1731	28	27		
8	FLY BY II	Blue (Innocent)	2904	28	24		
9	HEY BABY	No Doubt (Interscope/Polydor)	1294	24	23		
10	WHERE'S MY...	Adam F. feat. Lil Mo (EMI/Cristal)	295	20	23		
11	MOTIVATION	Scott Brown (Jive/Mercury)	1651	15	22		
12	HOW YOU REMIND ME	Nickelback (Roadrunner)	1740	19	21		
13	IN THE BEGINNING...	Roger Goodie (3rd)	1052	14	21		
14	LOVE FOOLSOLOGY	Jamiroquai (SO)	1801	23	21		
15	ADDICTED TO BASS	Puretone (Gusto)	1426	23	21		
16	RIDE WID US	So Solid Crew (Independiente)	1599	10	20		
17	ME JULIE	Al G & Shaggy (Universal/Island)	1099	17	19		
18	THE WHOLE WORLD	Charlotte (Kiss/Lifeline)	1053	15	19		
19	IT	Platinum 45 feat. Maxine (Fire Crew/Big Bad)	1424	22	18		
20	POOR MISGUIDED FOOL	Starsailor (Chrysalis)	1253	15	18		
21	BEAUTIFUL	Matt Darcy feat. Marcella Woods (Incentive)	290	9	18		
22	VEGAS TWO TIMES	Stereophonics (V2)	1403	11	17		
23	SILENT SIGH	Lady Gaga feat. DJ (Reckord)	1578	22	17		
24	SHOULD...	Beverley Knight (Kiss/Lifeline/3rd)	1178	21	17		
25	LAZY	Phish 2 feat. David Byrne (Skins)	989	9	17		
26	WRONG IMPRESSION	Natalie Imbruglia (RCA)	1716	14	16		
27	FREEK!	George Michael (Polydor)	1478	24	16		
28	MORE THAN A WOMAN	Aaliyah (Blackground/Virgin)	761	18	16		
29	THE FINE	...Loutrophagos (Virgin Radio)	612	14	16		

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ILR

Pos	Track	Artist	Label	Wk	Peak	Wk	Points
1	IN YOUR EYES	Kylie Minogue (Parlophone)	5526	2553	2448		
2	WHENEVER WHEREVER	Shakira (Epic)	5189	2283	2395		
3	FLY BY II	Blue (Innocent)	4174	1730	1925		
4	GET THE PARTY STARTED	Pink (LaFace/Arista)	3533	2019	1763		
5	POINT OF VIEW	DE Boulevard (Illustrious/Epic)	3456	1752	1752		
6	WORLD OF OUR OWN	Westlife (SO)	2660	1823	1728		
7	SOMETHING	Lasgo (Postiva)	3124	1426	1646		
8	WRONG IMPRESSION	Natalie Imbruglia (RCA)	3762	1479	1536		
9	FLOWERS IN THE WINDOW	Travis (Independiente)	3024	1553	1753		
10	SHOULD...	Beverley Knight (Kiss/Lifeline/3rd)	2959	1433	1524		
11	EVERGREEN	Will Young (S)	2963	1359	1515		
12	HOW YOU REMIND ME	Nickelback (Roadrunner)	3769	1359	1515		
13	EVERGREEN	Will Young (S)	2963	1359	1515		
14	HERO	Enrique Iglesias (Interscope/Polydor)	2940	1820	1429		
15	UNCHAINED MELODY	Gareth Gates (S)	2610	832	1391		
16	ONE DAY IN YOUR LIFE	Anastacia (Epic)	2914	1214	1373		
17	FREEK!	George Michael (Polydor)	2622	1185	1302		
18	HEY BABY	No Doubt (Interscope/Polydor)	2945	1162	1176		
19	HANDBAGS AND GLADRAGS	Stereophonics (V2)	2613	1125	1164		
20	ADDICTED TO BASS	Puretone (Gusto)	2254	1141	1109		
21	A WOMAN'S WORTH	Alicia Keys (J)	1454	862	941		
22	SUGAR FOR THE SOUL	Sade (Columbia)	3423	1033	821		
23	ALWAYS ON TIME	Ja Rule feat. Ashanti Douglas (Def Jam/Mercury)	2625	895	820		
24	SHAKE UR BODY	Shy FX & T Power feat. DJ (Postiva)	1861	543	814		
25	AIN'T IT FUNNY (REMIX)	Jennifer Lopez feat. Ja Rule (Epic)	1016	503	807		
26	MURDER ON THE DANFORTH	John McVie (A&M)	1626	805	806		
27	MORE THAN A WOMAN	Aaliyah (Blackground/Virgin)	761	794	701		
28	A NEW DAY HAS COME	Celine Dion (Epic)	1281	491	694		
29	ONE STEP TOO FAR	Faithless feat. Dido (Cherry/Arista)	1053	581	693		
30	BUT MY LOVE	Max Tundra (Incentive)	2057	504	679		

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RETAIL DISCOUNT CAMPAIGNS: HOW LOW CAN YOU GO?

Ongoing retail discount campaigns, which are successfully shifting massive quantities of music product, rely on increasingly interdependent relationships between labels and retailers. Adam Webb reports how both sides are benefiting, even when the backscratching gets a bit rough

It is hard to avoid retail price promotions, these days. Storefronts once dominated by new releases and the Top 40 have been given over to near-permanent sales and catalogue promotions, as retailers strive to profit in an increasingly competitive market. The knock-on effect is that the time delay between full-price issue and cut-price offer is shifting.

Yet the implications of discounting are far-reaching says Union Square Music director of marketing Steve Bunyan. While some labels welcome the increased sales and profile these promotions undoubtedly bring, others are concerned with the changing power balance between themselves and the retailers. This, in turn, has transformed sales and marketing for everyone from the majors to budget-price compilation specialists.

"We know that that promotions are a crucial part of every retailer's business and they're a crucial part of our business. So we try to be in as many as we can and our sales force takes every opportunity it gets to mention how we think our titles will be useful for their promotions." As Bunyan recognises, discount campaigns are now firmly established as part and parcel of the retail landscape.

The majority of current campaigns run on a multi-buy basis — with the inducement of a combined discount (in the case of HMV's two-for-£22, Virgin's five-for-£50 or Vital's two-for-£20 offers) or a free product (in the case of Borders' forthcoming three-for-two campaign).

According to Andrew Williams, campaign buyer for Borders, this promotion was initiated by the retailer itself.

'Retailers are happy because they know loss leaders will fly out of the shops, and we're happy because they will then take loads of our titles that wouldn't be quite as lucrative'

— John Reed, Sanctuary

selling the product at the end of the day." At the other end of the spectrum, it is

"We approached all our suppliers with the kind of mechanic we were looking to run and the kind of price points we wanted to buy at," he says. "I generally have an idea in the back of my head of the kind of titles I want from each supplier, so I can then cherry-pick those titles from the inevitably long list of product they offer us. Once the campaign is up and running, suppliers will start coming to us with suggestions for future inclusions. Once again, I cherry pick from these lists to get the right kind of titles for our stores."

The degree of liaison between retailers and labels in deciding which products will be promoted and at what price, depends ultimately on the size of the label and the strength of its catalogue. For majors such as SMC catalogue, the process is very much a two-way affair, with the sales department offering strategically-priced titles around the store's promotion mechanic.

As BMG catalogue marketing manager Charlie Stanford asserts, "I'm a great believer in working closely with retail and finding out what they think, if a retailer came up to me and said, 'you should definitely look at doing this', I would really consider it, because they are the people

more a case of 'just keeping on their [the major retailers] radar,'" according to Bunyan, and forwarding new releases to campaign

managers. "Union Square are a very good company for them to work with, because we have so many titles and so many different price points, and because they know we are very keen to support these promotions. And, because they know that, they will come to us and say, for instance, 'We're going to do a two-for-£10 promotion and we'd like to

include some of your titles, do you want to come and talk to us about it?' And then negotiations start."

'I'm a great believer on working closely with retail and finding out what they think'

— Charlie Stanford, BMG

national sales manager Henry Neri, the company will typically offer several of its best titles at a hugely discounted dealer price, on the basis that retailers will take other lesser known Sanctuary titles. In a classic case of swings and roundabouts, the label will take a hit on these "loss leaders" but will gain in other ways.

According to John Reed, general manager of Sanctuary Special Markets, "Retailers are happy because they know loss leaders will fly out of the shops and we're happy because they will then take loads of our other titles that wouldn't be quite as lucrative. We've shipped enormous quantities of some titles and barely made a penny, but if you look at the bigger picture and the level of support we get across our catalogue, then we win."

The benefits of discount campaigns are obvious for retailers. Essentially, customers are far more likely to purchase two CDs for £22 than one for £12.99, hence the reliance on campaigns and their perennial presence at the storefronts. Andrew Williams estimates that the titles in Borders' ongoing three-for-£18 campaign sell approximately five times the volume they would at full-price, accounting for between 10% and 20% of all stock sold. This has positive effects beyond measurable financial gains. "We are dramatically increasing the volume of catalogue product we sell, while maintaining our margin and our competitiveness," says Williams. ▶p26



On the cut-price racks (clockwise from top left): Ryan Adams, Madonna, Kid Rock, Alicia Keys

The retailer: MVC

Mike Mulligan, music category manager at MVC, is hopeful that the current Classic Cuts £6.99 mid-price campaign is highlighting the fact that MVC positions itself as a specialist retailer.

"The promotion is arranged by decade, from the Sixties to 2000, with four defining titles, such as The Band or Blondie, highlighted for each. We felt that a straight A-Z made it difficult for customers to find an adjacent title and that they would probably shop within the decade with which they were most familiar. The campaign is now in its final week and we've done a roaring trade. I'm not sure of the exact figure, but I'd say promotions account for up to 20% of our total sales."

Product rotation is essential as customers have become far more aware of bargains and prepared to shop around. Multi-format promotions across CDs and DVDs are one way of overcoming this and encouraging traffic in all parts of the store. When the mid-price promotion concludes at the end of this week, MVC will start its Easter campaign, which will combine a stock clearance and striking new deals with retailers.

For MVC, these deals will certainly be retail-driven, with the store more than prepared to make suggestions to labels and distributors regarding what will work on the shop floor. Mulligan views negotiations between the two parties as mutually beneficial. "Campaigns governed by price breaks are getting tired. The onus is now on the retailer to seize the initiative," he says.



Blondie

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The indie catalogue specialist: MCI

"And of course the customer is getting better value for money, which should hopefully increase our brand loyalty." Titles are reviewed and restocked approximately every three months, an effective method of rekindling interest in stock across the genres. This, and a close relationship with labels and distributors, is seen as the key to a successful promotion.

"All a campaign like this needs to be successful is a bit of trust on the part of both sides. In other words, I need to trust the label that if I take 100 copies of a product rather than 10 copies, I will be able to sell them, and they need to trust me that if they give me 40% discount rather than 20%, I will buy substantially more units from them."

This "no-loss" scenario is certainly recognised by the majors, who successfully use retail campaigns as a marketing tool to prompt their product's shelf life. Rauli Chatterjee, head of sales at Warner Music, believes the relationship is "very much a two-way process, with both parties mutual beneficiaries." When The Best Of The Pogues dropped at mid-price after Christmas, it sold 40,000 copies in one month, the same figure it sold in its first month at full-price precisely a year earlier. Other recent successes for Warner have been Madonna's Music (more than 100,000 units sold since its dealer price was cut) and Alanis Morissette's first two "grown-up" albums. Dropped temporarily to mid-price in the wake of her new album, Under Rug Swept, Jagged Little Pill and Supposed Former Infatuation Junkie have since sold 38,000 between them.

Charlie Stanford has long noted the effectiveness of such temporary price drops. "There was a time when I first started when all the reductions were permanent, from full to mid-price," he says. "Now, we tend to be a bit more savvy about the way we actually promote the back catalogue and drop full-price albums to mid-price for anything from a day to a three-to-six-week period. A great example of that is Dirty Dancing. Last year it was one of our top mid-price bestsellers and it was constantly in the compilation charts. That happened because we had three drops last year from full to mid-price, timing them to coincide with big retail campaigns, and we sold massive bulk orders. We also found that when it goes back up to full-price, the orders didn't dry up. They slowed, obviously, but they still continued and no doubt we'll be doing more of these in the coming years."

The reason for making such temporary

At MCI, sales and marketing director Danny Keene is gearing up to the forthcoming HMV sale. A close 11-year relationship with the retailer has seen their Music Club series, featuring artists such as Dionne Warwick, Bob Marley and Al Green, become one of the best-selling budget ranges in the UK. A significant proportion of these will occur at sales time when prices will be reduced from £5.99 to £3.99 – similar to a CD single.

"HMV, along with the other retailers, have been very supportive to MCI," says Keene. "Working closely with their campaign manager Graham Davidson, we will be aiming to shift units across the board and there is no doubt that campaigns are now an essential part of our business."

The retail chain will be using MCI's Rave Anthems as part of its advertising campaign. Part of the Decadance imprint, these three-CD boxes are the result of a year-old co-operative venture with Ministry of Sound. "It's a good combination, as Ministry deal with licensing and packaging, while we are specialists in catalogue marketing," says Keene. "These relationships can only breed confidence when we negotiate with retailers."

The two companies have even branched out of the budget market to produce the TV-advertised album Celtic Chiffoni, which entered the charts three weeks ago at number 17. A forthcoming £3.97 budget campaign with Asda's distribution partner Handelman highlights the importance of building close relationships with the sector.

price drops are numerous. It could be that an album has reached the end of its life cycle, having dropped from the top 200 and exhausted its promotional life as a new release; that it coincides with the awards show like the Brits or Mobo; or that a new release is expected to raise interest in an artist's back catalogue. The end result, as described by Stanford, is a sort of consistently juggling act, with MCI constantly on the move in response to market conditions. "Nine times out of ten, whenever you see temporary price drops, you'll do three, four, five, six, seven times more than at full price. The great thing about mid-price is that you do see a huge uplift in sales and, for us, it's been like that since I've been doing the job for the past three years, and it's continuing like that. We are still seeing – on the right titles, reduced at the right time – a massive uplift in sales."

While the majors are actively stimulating their sales, the budget specialists rely on a customer's propensity to impulse-buy during multi-purchase campaigns. This offers the chance, not only to shift the significant stock volumes that would not be possible from the A2 racks, but also to raise label profile without a big marketing spend. For this reason, titles are commonly offered up for



promotion almost immediately.

For Laurie Adams, managing director at Decadance, campaigns are an "essential sales tool for promoting our product, particularly in low seasons, when retailers need to encourage customers to keep spending. From our point of view, these campaigns can also gain us extra precious retail rack space, which is hard-won in competition with heavily-promoted product from major labels. The fact that the product is highly discounted does not seem to affect the sales at a higher price during the rest of the year."

For Union Square, the budget compilation album Funk Soul Brothers, released on their Metro imprint, is a typical success story. "It gets picked up every time in the two-for-£10 or the four-for-£20 promotions. People see the names on it like Curtis Mayfield, Roy Ayers and Bobby Womack and at that sort of price, it's worth a bit. The great thing is, we're not reliant on spending a lot of marketing money to tell the consumer about the product. It's working as an impulse purchase."

But, if the major and budget labels are thriving on campaigns, for others the drive to discount prices is proving a contentious issue to say the least. One sales manager at a leading independent label complains that

the chains are too inflexible when it comes to lifting over discount terms.

"Slowly, over the course of the past three or four years, as campaigns have become the core of high street retail, the price mechanic has dramatically lowered in RRP value. This effectively means that we are being asked for higher and higher discounts and there comes a point where we just can't afford to even put these titles into campaigns. Parallel to this, they often dictate what price they think these albums should be. For example, a title that has steadily sold through at £3.99 is then requested to be £6.99; an inability to deliver that level of discount can sometimes mean no support in future campaigns."

One label that is working around this kind of catch-22 situation is Sanctuary. In addition to using loss leaders as a means of accessing rack space and promoting slower-selling stock, John Reed offers another example of how the company makes discounting work for itself. "With John Holt's 1,000 Votes Of Holt – a real reggae evergreen – we've created a deluxe double CD edition, but we're also keeping the original available because in that way we can actually target a given campaign. So if there is a campaign aimed at mid-price, we can still keep our luxury John Holt album at full price around £8.29 while the original is available at around £5.50. So if a retailer wants the John Holt album it gives us the flexibility to give them the product that fits in with the price of their campaign. Part of the reason would have the two editions in the UK market is because of campaigns."

In this way, the label has increased control over what precisely is discounted and by what percentage. "It's give and take. Sanctuary has certainly benefited from having a good relationship with mainstream UK retailers and giving them what they want for campaigns, where other companies have felt that they couldn't compromise in that way. You suffer slight pain financially, but in the long term you benefit because, if you haven't got the retailers on your side you become marginalised." Recent successes include Dolly Parton's Little Sparrow, which was re-racked after Christmas following her TV appearances with Graham Norton in Dollywood.

Given that retail campaigns are here to stay, such tactics are surely the way forward. As Reed says: "You have to work on the premise that you miss most of the people most of the time and anything you can do to get to people has to be a good thing."

"We are being asked for higher discounts and there comes a point where we can't afford to put titles into campaigns; an inability to deliver that level of discount can mean no support in future campaigns" – independent label source

"We are dramatically increasing the volume of catalogue product we sell, while maintaining our margin and competitiveness. The customer is getting better value for money which will hopefully increase our brand loyalty" – Andrew Williams, Borders

The major label: Warner Music



Alanis Morissette

Warner Music is currently running a number of different campaigns. According to senior accounts manager Jimmy Mulpy, these are constructed in negotiation with retailers across the board, with the aim of profiting from dominant genres in the market. Therefore, a non-metal promotion, including Kid Rock, Staind, Deftones and Green Day, will aim to sell a variety of mid-price titles on the back of the strong rock market. "The majority of mid-price sales are in multi-buy campaigns," says Mulpy. "So the hope is that a customer will buy, say, an old Green Day album at mid-price and we'll gain incremental business." Similar drives are also being made on the booming Best Of and Soundtrack genres, with titles such as The Best Of The Corrs, Apocalypse Now, Tomb Raider and The Beach being offered to retailers at reduced price.

Mulpy adds, "We are looking for support from retailers across a wide range of our catalogue and campaigns have become instrumental to our sales and our marketing." Aside from these discounts on back catalogue, the strategic process of temporary drops has become increasingly part of a product's shelf life. Recent sales success for Alanis Morissette's Jagged Little Pill and Supposed Former Infatuation Junkie at mid-price, after the release of her current Under Rug Swept album, are testament to this.



UPCOMING LOW-PRICE RELEASES



THE ANIMALS: The Most of The Animals (EMI Gold 72345382929).

Out now. This robust 16-track set from Newcastle's finest covers most of the casual bashes, from House of the Rising Sun, We've Gotta Get Out of This Place, It's My Life and Don't Let Me Be Misunderstood to Animalised versions of Ray Charles' Hallelujah I Love Her So and Sam Cooke's Bring It On Home To Me. It has all been done before, but there is no knocking it at budget and, as an introduction to possibly the most powerful British R&B group of the Sixties, it does the job admirably.

JULIAN COPE: Peggy Suicide (Spectrum IMCD188). **Out now.** While it would not be quite right to say that Julian Cope lost the plot in the post-Tearsforfears Eighties, 1991's Peggy Suicide, a sprawling, politically charged double album, certainly set an ambitious new template for the singer. Opener Pristeen kicks things off, building from a gentle acoustic beginning to a towering, velvet Underground-style drone, the lengthy Safesurfer weaves a dense, sombre web of guitars, while Beautiful Love and East Easy Rider toy with Manchester-influenced beats. Those who have come to regard Cope as a Krautrock-ionising, ley line-documenting eccentric would do well to go back and see just how good a rock star he made.



WOODY GUTHRIE: The Legendary Woody Guthrie (Music Club MCD490). **March 25.**

Music Club follows up its 75,000-selling Very Best of Woody Guthrie collection with a further sample from the

deep Guthrie archives. Although Guthrie's name has been banded about freely since the advent of die-hard fan Bob Dylan, the adaptation of unused Guthrie lyrics by Billy Bragg and Wilco for their Mermaid Avenue albums in recent years has undoubtedly done much for the potential market of one of the original protest singers.

STIFF LITTLE FINGERS: Anthology (EMI 72435773629). **Out now.** This three-CD set is basically a reissue of 1983's *All The Best*, the definitive Stiff Little Fingers compilation, with the addition of some extra tracks and a live disc recorded at Brixton Academy at some unspecified date. Three versions of Alternative Ulster might be over-giving it a bit, but at least it's a good song.



THE BAND: The Collection (EMI Gold 724385507823). **Out now.**

The Band's first appearance at budget was swiftly pulled from the shelves shortly after its release a couple of years ago to make way for a set of augmented, remastered original albums at mid-price. Now it returns, offering a handful of genuine greatest hits (The Weight, The Night They Drove Old Dixie Down, I Shall Be Released) alongside lesser, but frequently interesting material from the mid-Seventies' albums. The imminent release of the ultimate box set of their Last Waltz farewell concert will help to point the spotlight in the direction of this release.

VARIOUS: Funk Soul Brothers 2 (Metro METRCD08). **Out now.** Wading through tons of obscure old funk so you don't have to, Union Square follows up its meticulous Funk Soul Brothers set with more of the same, digging in the crates for killer cuts from the Meters, Funkadelic, Bobby

Womack and many lesser known, but equally funky, dudes. Also at the £3.57 dealer price on Metro are Cafe Italia (METRCD079), the latest in the cafe series, featuring Enrico Caruso and Beniamino Gigli and Dub/More Bass Culture (METRCD078), offering more heavy dub from Lee Perry, King Tubby, Mad Professor and others, compiled by dub luminary Ian McCann.

DIANA ROSS: Diana Ross (Spectrum 0168182). **April 8.** The album which gave us Ross's version of Ain't No Mountain High Enough as well as signature tune



Reach Out And Touch (Somebody's Hand), the singer's eponymous debut had much to live up to, having effectively brought about the end of The Supremes. A Motown album through-and-through, obsessively A&R'd by Berry Gordy and written to order by Nicholas Ashford and Valerie Simpson, it didn't disappoint then and it doesn't now. This reissue reinstates tracks contributed for the original album by Laura Nyro, as well as a number of alternate versions.

EDDIE KENDRICKS: The Collection (Spectrum 5446262); **DAVID RUFFIN: The Collection** (Spectrum 1597302). **April 1.** Spectrum's chronicle of lesser-known Motown material continues with round-ups of two former Temptations. Leaving the group, but not the label, in 1968 and 1970 respectively, Ruffin and Kendricks both staked their claims for solo glory, with mixed results. Ruffin's career was the more successful of the two in chart terms, while Kendricks, who left the Temptations on the eve of their biggest hit, *Just My Imagination*, yielded diminished commercial returns with his vaguely disco-inspired direction, as exemplified by *Keep On Truckin'* and *He's A Friend*. It is Ruffin's material which wears the best here, coming as it largely does from Motown's late-Sixties glory days. Highlights include his first post-Temptations hit *My Whole World Ended* and the melodramatic *I've Lost Everything I've Ever Loved*.



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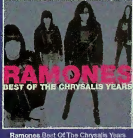
Various Artists: Country Divas
5/8 3622



Crystal Gayle: Love Songs
5/8 7102



Various Artists: The Most Awesome Line Dancing Album 7
5/8 6912



Ramones: Best of The Chrissy Years
5/8 4712

The Very Best In Low-Price Music

UPCOMING MID-PRICE RELEASES



THE PSYCHEDELIC FURS: The Psychedelic Furs (Columbia/Legacy 5063622); Talk Talk Talk (Columbia/Legacy 5063623); Forever Now (Columbia/Legacy 5063642); Beautiful Chaos: Greatest Hits Live (Columbia/Egg/Legacy 5060352). **Out now.** The jewel in this round of reissues is very probably Talk Talk Talk, the post-punk expats' second album, produced by new Mercury joint MD Steve Lillywhite and home to the eventual hit Pretty in Pink. Among the rest of the batch, along with the eponymous debut and third album Forever Now, all furnished with extra tracks, is a live album, Beautiful Chaos: Greatest Hits Live, recorded by a reformed version of the band in Los Angeles last year. There is one new track, Alive (For Once In My Lifetime), although there are no signs of a full studio reunion.

2102442. April 8. Twenty-five years into his career, Nashville maverick Ely is anthologised here on mid-price for the first time, enabling those who have picked up on his role in the Clash story — he toured with the band in the US, and Joe Strummer contributes a foreword to the sleeve notes here — to put some music to the name. From Lubbock To Laredo gives a taste of most of Ely's various styles, from country-rock to Cajan to rockability to Tex-Mex, and demonstrates the consistency with which he has plied his trade. Cut from similar cloth to cult heroes such as Townes Van Zandt, Guy Clark and Steve Earle, Ely nonetheless offers nothing here that post-country poster boy Ryan Adams wouldn't be happy to put his name to.



ANGIE STONE: Black Diamond (Arista 7432172752). April 22. Reduced to mid-price three years after its original release, Black Diamond still stands as one of the definitive examples of the neo-traditionalist soul movement it helped to usher in. Highlights include the very funky Love Junkie and Man Loves His Money and the gorgeous No More Rain, as well as a reworking of Marvin Gaye's Trouble Man.

TEENAGE FANCLUB: A Catholic Education (Paperhouse SFRE001CD). Out now. The Fannies' pre-Creation 1989 debut sounds, as the publicity proclaims, like "Revolver played at very high volume with the speakers bugged". It is perhaps slightly unfortunate that the band's catalogue is all available at the lower price points these days, but their recent collaboration with Jad Fair on Words Of Wisdom And Hope through Geographic — independent of their ongoing deal with Epic — shows there is life in them yet.



FIVE: Kingsize (RCA 74321875972); ANOTHER LEVEL: From The Heart — The Greatest Hits (NWS/BMG 74321926392). Out now. It was Simon Le Bon who once said that, "When you have a teenage girl following, then you last just as long as your poster lasts on the back of the wardrobe door."

The arrival of Five's Kingsize at mid-price demonstrates just how quickly the corners of the posters can start to curl. It is sobering to consider that the same album was a serious BMG priority only last autumn. Also hoping to see their shelf-life extended at mid-price are Another Level. All the hits are here to be found — a surprising number of them, actually, from Bomb Diggy to I Want You For Myself — but it is fair to say that boy bands and catalogue sales are not often mentioned in the same sentence. Nonetheless, both acts brought something new to the arena and there is nothing like a friendly price tag to reawaken a lapsed fanbase.

JOHNNY CASH: Carryin' On With Johnny and June Carter Cash (Columbia/Legacy 5063702); The Fabulous Johnny Cash (5063712); Hymns by Johnny Cash (5063722); Ride This Train (5063732); Orange Blossom Special (5063742); America (5053992); Ragged Old Flag (5054002). Out now. Much as RCA has dramatically redressed the Elvis Presley catalogue balance with its Artist Of The Century avalanche of reissues, so Columbia appears intent on carving out a similar place for Johnny Cash. The Man In Black's catalogue has been sliced and diced in numerous ways over the past couple of years, with themed compilations (Love, God, Merder) issued alongside best of collections and straight reissues such as these. Five feature bonus tracks, and two, the mid-Seventies curios America and Ragged Old Flag, have never before been released on CD. Between them, they range from the near-essential — The Fabulous Johnny Cash from 1958, his first album for Columbia and only his second outright, to the collectible likes of Railway concert album Ride This Train.



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Music Week's April 27 issue will contain a Genre Watch feature looking at Hip Hop.

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When Epic's Celine Dion was presented with the most expensive disc yet made - in recognition of 15m album and single sales in the UK - she promptly gave it away. But the world's most successful female artist was not making light of her award, she was handing the one-off disc to be auctioned for the Help A London Child charity. Capital FM's Chris Tarrant, who is patron of the charity, handed the disc - daintily encrusted with Asprey & Garrard's finest diamonds - to Dion last Thursday. The disc is currently on display at HMV's Oxford Street store and will be auctioned live on Capital FM on March 31. Pictured at the presentation with Dion are Sony UK chairman Rob Stringer, Tarrant and Sony Music Europe prez Paul Burger.

Remember where you heard it: Wednesday's EMI briefings were superb pieces of theatre. Levy delighted in showing that his new team were getting on fine, despite the decision to take responsibility for the UK away from Emmanuel De Buretel in January and give it to Tony Wadsworth. "Look they are sitting next to each other," he quipped...Eric Nicoli also referred to one dumb journo's suggestion that Levy had simply been "tinkering". "If this is tinkering, then I suggest you wouldn't want to get involved with Levy when he gets stuck in," he snarled...Levy may not have been too impressed to hear Nicoli explain that equivalent executives earn three to 10 times Levy's basic salary; of course, Nicoli stressed, the performance-related share options more than make up for the shortfall...In an apparent dig at the Mariah Carey deal, Levy added: "In the future, I will not sign deals on a short term basis for huge advances, when we don't have the catalogue"... After becoming public enemy number one in Finland for his "we had 49 artists in Finland - I don't think there are 49 Finns that can sing" comment, Levy is clearly not too bothered about making more friends. Many artists are pissed off with record companies, he insists. "But being attractive to artists doesn't mean saying yes to everything

they want," he adds. "It's like with kids, if you give sweets to them all the time, they become spoilt brats"...Carry on that way, Alain, and you won't solve one of your other biggest problems very quickly. "Now Munns is in America, I don't have anyone to drink with," he says...At

the Commons launch for the All Party Music Group, Aura top brass Nigel Parker made the apt point that, "A week is a long time in politics, but in the music business, it can be an entire career"...Producer Robin Millar was touched to meet Andy Gray for the first time since he used to buy records from Gray's Cambridge market stall in the Seventies. "He helped shape my music tastes," said Millar...At what was a packed members' dining room, former APMG head Geoff Hoon would have shown his face, but was too busy fielding cat calls in the War On Afghanistan debate in the chamber. As Rob Dickins pointed out, "there is clearly a career path" for the chairman of the group...On the subject of the BPI chairman, Dooley can't resist passing on a fabulous nugget from Stan Cornyn's new, very US-focused, history of Warner Music, Exploding: The Highs, Hits, Hype, Heroes and Hustlers. Apparently, one of "wiry, engaging" Rob's greatest gifts is his "ability to hang a spoon from his nose tip"...Viewers tuning in to watch Ozzy Osbourne and his family cavort in MTV's new sitcom *The Osbournes* may be surprised to see that there isn't a hint of a raunchy leather couch or goovy leopard-covered fire throw. In fact, home furnishings



Nordoff Robbins is 250,000 squid better off after last week's HMV Football Extravaganza auction, which saw a pair of Beckham's boots go for more than three grand and drew some very nimble ex-players - oh, as well as Nobby Stiles and Vinnie Jones. Manchester's finest forward Sir Bobby Charlton was honoured with a lifetime achievement award, presented by United manager Sir Alex Ferguson, while Stiles entertained the crowd - including Roger Hunt, Martin Peters and Geoff Ardiles - with his silky after-dinner speech. Pictured from left, Joe Kinnear, Jones, HMV Media co Brian McLaughlin, Alan Curbishley and O2 coo Laurence Alexander, whose company sponsored the night.

Chez Ozz are more Mrs Marple than Mott The Hoople, with chintz, floral soft furnishings and Welsh dressers taking precedence over, um, heavy metal...Talking of which, there were few survivors from Wednesday night's Iron Maiden gig. But, it was all in a good cause, with the money raised from that and current single Run To The Hills going to the band's former drummer, Clive Burr, who is battling against MS...Beckham's boots to those classy footballers at Mushroom, who ran off winners at Nordoff Robbins five-a-side soccer challenge for the second year running after beating plucky Sony in the finals...Finally, the Brit school is trying to track down former pupils working in the music industry to help it celebrate its 10th birthday on July 20. Contact ABoulton@brit.croydon.sch.uk for details and the chance to win a Mercedes in the night's raffle.....



Radio 1's finest raised a few gallons at the Sony Radio Academy Awards nominations launch, in the salubrious surroundings of London's Commodore Club last Monday night. The Emap team (1) thought it would be rude not to raise a glass of good cheer after fielding multiple nominations for Kiss 100 and for 96.9 Viking FM. Meanwhile, Classic's Trevor James, Clive Dickens, Virgin's Steve Taylor and Horizon's Trevor Marshall (2) also found cause to celebrate. Guests at the event could have sworn they heard some disgruntled boos coming from the direction of that shrinking violet Kelvin MacKenzie, as nominations for BBC programmes were read. Needless to say, Talk Sport was not among those mentioned.

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If you have any comments or queries arising from this issue of Music Week, please contact Alex Scott at: email - alex@musicweek.com fax +44 (0)20 8309 7000; or write to - Music Week Feedback, Seventh Floor, Ludgate House, 245 Blackfriars Road, London SE1 9UR.

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