



**UK'S GIANT EYES ON  
 FESTIVALS MARKET -  
 FEATURE P23-25**

FOR EVERYONE IN THE BUSINESS OF MUSIC

24 AUGUST 2002 £3.80

# musicweek

## Robbie deal to set up Xmas album

by Martin Talbot

Retailers can look forward to a new Robbie Williams studio album this Christmas - whichever label he is signed to. Williams' management IE Music has confirmed that the singer is set to have a new album issued for the third successive Christmas; it is being prepared for release in mid-November, with a single following in early December.

Williams' co-manager Tim Clark confirmed the plans, despite the fact that the artist has not yet signed a record deal for the release. "We are going to do it [release the record] by hook or by crook," he says.

Clark says he is hopeful that a label deal will be struck in the next six weeks, allowing around two

months to prepare the logistics of a release.

A source close to the singer says, "Robbie has been recording in Los Angeles and he is much further ahead than we expected him to be. There is finished material." And Clark confirms that Williams has completed virtually the entire album, following sessions in LA, although it is still being mixed.

Clark says work is already beginning on parts for the release, including photo sessions, artwork and promos, significant elements of which have been supplied by IE to EMI/Chrysalis on Williams' past two albums.

"We have lots of marketing plans," he adds. "We are aiming to conclude a deal before the end of September. Obviously, we can do



Williams: new album deal soon

lots of it ourselves, but we do need to have a record company on board. But we also need to have the right deal."

Although negotiations are continuing over Williams' label future, there are conflicting signals indicating whether or not he will split with EMI, his home since launching his solo career in 1996. While IE has

hired an independent PR to handle publicity for the project, EMI/Chrysalis's Chris Briggs - who works for the label as a consultant - is also contributing his A&R skills to the new project.

Clark says, "[Briggs] has been helping us in A&R'ing it, but how that sits with EMI I'm not sure." But Clark insists that Briggs' involvement does not necessarily indicate whether Williams will stay with EMI or not.

Williams' future home has been one of the signing stories of 2002, the subject of speculation since the success of Swing When You're Winning last Christmas. Besides EMI, both Universal US boss Doug Morris and Universal UK chairman Lucian Grainge have voiced interest in signing Williams.

It is understood that selected

media will hear initial tracks over the next fortnight, with one source describing the material as "adult grooves".

BMG Publishing managing director Paul Curran - who signed Williams last year - says he has only heard very high-quality early recordings. "I have heard nothing finished, but I have heard some of the songs and there is a great album in the pipeline," he says. "It sounds every bit as good as his last album."

Tesco senior buying manager for music and books Alan Hunt welcomes confirmation of what is likely to be one of the biggest releases of the year. "It's great news," he says. "That's definitely another very good addition to the schedule, which is looking stronger than last year."

● Greatest hits bonus, p5

**1Xtra** programme editor Willber Willberforce hailed a new era for fans of black music as the BBC's brand new digital urban music station launched on air at 5am last Friday. The first tune played by **THE13** Rampage was Dangerous, a track recorded especially for the launch by Rodney P and Skitz featuring Roots Manuva and Beverley Knight. It kicked off a five-hour opening broadcast, while a series of parties in five venues around the country, including one at London's The Bollieries, marked the birth of the new network. Willberforce says, "It is a great feeling to know that from this day on fans of black music are going to have a station dedicated to them and their music 24/7." Pictured switching on the very first track are 1Xtra hosts Rampage.



## OD2 offers users CD burning

UK digital distribution company OD2 has become the first online subscription service in Europe to offer users the opportunity to burn tracks to CD as part of their monthly subscription.

Bristol-based OD2 unveiled Version 2 of its core software at industry trade event Popkomm in Cologne last Friday, just a week after industry-backed online subscription service Pressplay offered US users expanded burning facilities.

For a fixed monthly fee of £4.99, subscribers to OD2's service can stream, download, burn and transfer

tracks onto a range of DRM-compatible devices. But subscribers will only be able to burn five tracks per month under a credits scheme which allows online subscribers to collect a month. Online retailers Tiscali, Ministry of Sound, MSN and Preserave went live with the new service last Friday.

OD2 marketing director Ed Awerdeck says, "Version 2 will play a key role in getting those already familiar with digital music to move on a stage, for example, from renting a track to buying the burning rights."

● Popkomm attendance down, p3

## Pepsi to quit chart show in new year

Commercial radio's market-leading Network Chart Show is seeking a new sponsor after Pepsi decided not to renew its contract into 2003.

The drinks giant has backed the programme for the past nine years, as it has overtaken the BBC's Radio One Top 40 show in the ratings - latest Rajar figures for quarter two 2002 revealed it is now a record 946,000 listeners ahead of its rival with an audience of 3.6m, it is understood Pepsi reached its decision because of a proposed increase in the sponsorship fee.

Commercial Radio Companies Association chief executive Paul Brown says, "It has been a very good brand fit and they have been



**Simon Cole and Dr Fox: positive**  
 very good sponsors, but nothing lasts forever. They have used what they learnt over here in other countries in the world."  
 UBC chief executive Simon Cole, whose company produces the Neil Fox-hosted programme for 99 com-

mercial radio stations, says the industry should be relaxed about the sponsorship position. "You couldn't have a better time to find a new sponsor with audience levels 1m ahead of Radio One," he says.

News of the Pepsi decision follows an announcement that Mark Goodier is leaving Radio's Top 40 show and the station at the end of the year. Radio One expects to have his successor announced by around late autumn.

"We are in the process of looking at talent across the country and seeing who's out there and who will be a suitable presenter for what will be a sharp new show," says a spokesman.



**The number on everyone's mobile...**

From this week, people can now identify and 'tag' music - including pre-releases - by calling 2580 from any mobile phone while the music is playing.

See the Tag Chart on page 13 to see this week's hottest pre-releases...

The Simple Life arrives on pre-registered mobile phones with the option to download music. Features work with the latest networks - Orange, Vodafone, O2 and 3 - and require no network. Offer valid for 14 days. 5p per call. CD and Vodafone. 50p a tag. Vodafone charges an additional 10p per call. Visit [www.tagmusic.com](http://www.tagmusic.com) for further details.

# MUSICWORKS



THE UK'S NEW MUSIC CONVENTION & FESTIVAL

OCT 31 - NOV 2 2002 

MusicWorks is a unique opportunity for you to explore future developments across the music industry and related sectors including video, film, TV, games and new media.

MusicWorks is for music industry practitioners and has a dynamic programme of seminars, exhibitions, live music, experimental fringe events and networking opportunities over a three-day convention and festival in Scotland's cultural capital

The first stage of the programme is now on-line. Highlights include a state-of-the-industry debate on new technology; developing music retailing and even a pitch pit for business development.

This is your chance to explore music in the film industry, copyright and the law, cash creation, training and education, government policy and programming policies in television.

At night, MusicWorks brings you a festival of new music and clubnights in some of the UK's most exciting performance spaces.

- REGISTER NOW – to ensure you are the first to hear about seminars and to take advantage of early booking deals
- PROMOTE your service to your target audience with an exhibition space
- VISIT [www.musicworksUK.com](http://www.musicworksUK.com), email [musicworks@uzevents.com](mailto:musicworks@uzevents.com) or call 00 44 141 552 6027 for more details

INITIAL PROGRAMME NOW ONLINE

MusicWorks, UZ Ltd, 40a High Street, Glasgow, G1 1NL, UK

T: +44 (0)141 552 6027 F: +44 (0)141 552 6048

E: [musicworks@uzevents.com](mailto:musicworks@uzevents.com) W: [www.musicworksUK.com](http://www.musicworksUK.com)



[musicpublishersassociation.com](http://musicpublishersassociation.com)

## Half staff shed from Woolworths e-tailer

Woolworths' music e-tailer Streets Online is shedding nearly half its staff and moving offices to streamline its operations.

The retailer confirmed last Thursday that the roles of 20 of its 43-strong Streets Online team were being made redundant and the firm is entering into consultation with staff.

Most of the redundancies from the firm, which encompasses Audio-street and fulfills online CD orders for the Woolworths group, are on web content. They will be absorbed by existing Entertainment UK staff.

The website's operation will move from Crawley to EUK's Hayes offices in November.



# Guitar resurgence aids sales rise for rock mags

by Robert Ashton

The dizzy Osbourne effect and the resurgence of guitar bands on the live music circuit has further fuelled the popularity of rock and metal publications, according to new ABC figures.

While six of the seven leading week-by-week monthly rock titles reported increases in the December-to-June 2002 circulation figures, unveiled last Thursday, three pop and three dance titles lost further ground.

Enip's Kerrang! was the best performer, adding a massive 60.2% year on year to take sales from just 52,428 last year to 83,986. IPC Ignite's *Uncut* posted a 31.8% hike to 83,487, above NME, which consolidated its market position with a modest 7% rise, to take its circulation to 72,057. On the downside, *Mikning* Ministry and *Muzik* slipped by 0.1%, 13.6% and 18.5% respectively.

NME publishing director Neil Robinson says, "Guitars are back!" He adds that IPC's decision to drop promotional efforts such as CD cov-

## WINNERS AND LOSERS

	December 2002	December 2001	% Change
Circulation	100,149	200,150	10.0
Q	100,138	87,120	+14.9
Kerrang!	83,986	52,428	+60.2
Uncut	83,487	63,361	+31.8
NME	72,057	70,142	+2.7
Media Monitor	44,070	38,018	+15.9
Classic Rock	38,554	32,242	+19.6
TOTY	23,007	23,441	-1.8
Smash Hits	19,077	19,821	-4.3
TV Hits	14,329	17,513	-18.4
CDUK	138,122	179.0	-19.0
Mikning	100,330	100,404	-0.1
Muzik	65,030	76,274	-13.6
Ministry	36,018	44,219	-18.5

ers to invest more in the editorial product has paid off. "The record companies are realising they need to invest in new artists and the more new acts coming through the better for the NME," he says.

However, Robinson says IPC is not ruling out the improving future prospects of dance magazines such as its own *Muzik*, because the mar-

ket may come back, just as NME revived after sales slumped post-Britpop. "We recognise the market is in steep decline and the magazines that follow it will suffer if people are not investing in the next generation of DJs."

Similarly, Future Publishing publisher Jackie Garford believes *The Osbournes* MTV show and the internet-generated in the likes of Led Zepplin by a number of bands such as The White Stripes helped shift additional sales for *Metal Hammer* and *Classic Rock*, which saw year-on-year increases of 15.9% and 19.6% respectively. "There has been a move from dance to rock again," she says.

Allie Lewis, publisher of BBC's *Top Of The Pops*, is putting a brave face on the title's 16.5% year-on-year decline, which was par for the course in the pop sector: *Smash Hits* down 4.3%, and *TV Hits* dropped 18.4%. Lewis says the sector has probably reached its natural base. "There are many external factors, with CD sales down," he says.

Tower Records' Piccadilly Circus branch was taken over by a live music festival last week, as more than 20 bands performed in the store. The second Tower Festival dominated the basement department of the flagship London store over five days, with the Crescent, Electric Sott Parade, Minteman and James Yorkston among the acts who performed to crowds of more than 300 on some evenings. The event was a repeat of the successful festival staged last summer to mark the store's 15th anniversary and was sponsored by both NME and Xfm. Pictured performing at the show are Mew, the Epigone-led four-piece whose debut single *Am I Wry? Nol* is scheduled for release on September 16.

## news file

**ASDA ENTERTAINMENT SALES BOOST**  
Wal-Mart pointed to strong non-food growth sales for its Asda chain as the US retail giant last Tuesday revealed an overall 26% growth in second-quarter earnings. Wal-Mart's net income for the period ending July 31, 2002 was \$2.04bn. Asda last month revealed its entertainment sales have this year risen by more than 40%.

**EDEL! TRICKS TO LEAVE AT END OF YEAR**  
Edel's Rockline Europe CD/Hearge Trick is quitting his post at the end of the year. He says his position has been made redundant by Edel's shift from a fully-fledged international group of companies towards a European operation whose structure is partly based on partnerships with third parties. His responsibilities will be taken over by Edel music CFO/COO Michael Baur.

**MACKENZIE TO UNVEIL TRIAL RESULTS**  
The Wireless Group's Kelvin MacKenzie, a critic of Rajiv's methodology for monitoring radio listeners, says he plans next month to reveal the results of a new trial for his group's own audience monitoring service. The group, whose system records listening habits via special wrist watches, last Wednesday said pre-press losses for the six months to June 30 had halved to £8.88m. Turnover rose £1m to £14.2m.

**LINCOLN'S DEVS SETS UP GAS OFFICE**  
Mirella Davis, Mushroom UK's head of international, is leaving the label after five years to set up a European office of US management company Gas Entertainment in London with immediate effect. Davis will head the West London-based European office with a brief to capitalise on Gas artists' international sales for the world outside the US. Her replacement at Mushroom is yet to be announced.

**MACPHERSON MOVES TO CHRYSALIS**  
Kenny MacPherson, most recently Warner/Chappell A&R senior vice-president, has been appointed Chrysalis Music Group's North American president. Based in Los Angeles, he will oversee all the UK company's music publishing activities in the region.

**SAMSON GUITARIST DIES OF CANCER**  
Paul Samson, guitarist with UK heavy metal band Samson, died aged 48 on August 9 of cancer. The band, who were signed to Polydor, were part of the Eighties' new wave of British heavy metal and initially featured Bruce Dickinson on vocals before he joined Iron Maiden. A cremation service is due to take place today (Monday) near Norwich.

**COOPER BACK AT RADIO ONE**  
Former Radio One producer Ben Cooper, who worked on programmes for Nicky Campbell, Chris Moyles and Jo Whiley, has regained the station as executive producer. He has spent the past year at Capital as a senior producer.

**MERCURY SAMPLER CD TO BE RELEASED**  
Devo's 'Top 10' single, which Goes The Fear, is one of 13 tracks included in this year's Panasonic Mercury Music Prize Sampler CD, released next Monday. Alongside the cut from *The Last Broadcast*, one track from each of the other 11 nominated albums feature, as well as this is Love from last year's winner, PJ Harvey's *Stories From The City, Stories From The Sea*.

## Pamra chief leaves for sculpture post

Pamra chief executive Anne Rawcliffe-King announced last Friday that she is to leave the organisation in November.

Rawcliffe-King, 51, is to depart after six years in the post to become Society Director of the Royal Society of British Sculptors.

Rawcliffe-King, who trained as a sculptor, says she is delighted to be returning to the sector. But she adds, "It is hard to be leaving at such a positive juncture in Pamra's history, but I am confident that in the new spirit of collaboration within the industry, Pamra and its partners will be able to build on and expand its existing substantial achievements."

Her departure comes four months after Pamra was criticised over problems distributing royalties. Following the criticism, fellow performers' bodies the Musicians Union and Aural led round in support of the organisation.

Over the past year Pamra has worked closely with the MU, Aural Equity and the Music Producers' body to improve collection and distribution of royalties to performers, through PPL's Performers Forum.

# Lower numbers at German music trade fair reflect turbulent industry conditions

The organisers of key European music trade event Popkomm say declines in exhibitor and visitor numbers this year reflect an industry facing still tough trading conditions.

The official number of exhibitors at the event held in Cologne at the end of last week was down 4%, with visitor numbers expected to at least equal that decline – although many attendees said they felt participants seemed to be down by at least 15% or more. However, a considerable international contingent numbered among the 757 exhibitors.

Musikkommando managing director Uli Grossmaas says devastating floods across Eastern Europe in the run-up to the event did not deter visitors from neighbouring countries. But he conceded that an 11th-hour cancellation by keynote speaker – Bertelsmann chairman Rolf Schlöter – had been a dramatic change to the conference programme.

"The key players – the majors and independent labels – are still here," says Grossmaas of the conference,



Grossmaas: key players attended

which was held in a lighter, cooler section of the Kölnmesse complex this year, winning the universal approval of delegates.

"The past few years have had a depressed mood but the industry is no longer in mourning, the business is ready to re-organise itself. But there is no real masterplan of how to do it," says Grossmaas. He adds that Popkomm 2003 is certain to go ahead, although the organisation itself will inevitably have to slim its operations, letting some staff go unless there is a "dramatic turn-

## UMG sees its revenues and income take a fall

Universal Music Group (UMG) added to Vivendi Universal's massive debt and share price problems last week by unveiling a disappointing 4% fall in revenues and nearly a 30% decline in operating income for the first six months of this year.

Vivendi saw 25% wiped off the value of its shares, after revealing a £12.3bn first-half loss last Wednesday, combined with debts of £19bn, nearly one-third of which will need to be paid off within the year.

Vivendi immediately announced a massive £10bn asset sale with US publisher Houghton Mifflin and its stake in mobile operator SFR already under a block.

Operating income at UMG was 28% below last year's comparable period, falling from €234m to €169m, although the picture would have been worse if the increase in the disposal of real estate from office moves and the sell-off of UMG's interest in MTV Asia had not been included.

The declines were largely attributed to lower margins and to increased costs, especially in the A&R sector.



## HIRST AND DAKES JOIN GALAXY 105

Galaxy 105, the UK's biggest commercial radio station outside London, has hired Simon Hirst and Darryl Dakes as co-hosts of its new breakfast show. The pair will join existing host Jolo Moorhouse. Hirst and Dakes formerly hosted the breakfast show on EMAF's Viking FM.

## WARNER LAUNCHES DVD DRIVE

Warner Music International is launching an international DVD-Audio campaign covering 60 titles, including The Eagles' Hotel California, Fleetwood Mac's Rumours and The Band's The Last Waltz. The campaign will launch through its Warner Vision International division on August 26.

## EMAP STRIKES TV DEAL IN IRELAND

Emap Performance has struck the first international deal for its TV stations, reaching an agreement with NTL Digital to broadcast all six of its music channels in Ireland. The stations, which will go on air from August 26, were previously only available in Ireland via Sky Digital.

## MP3.COM APPROVES BROADBURN

Anthony Broadburn has been appointed MP3.com Europe European marketing manager after two years at Itscali where he was online marketing manager. In the new role, he will oversee the company's pan-European marketing strategy.

## GALAXY RENews CLOTHESHOW TIE-IN

For a third consecutive year, Chrysler's Radio 1 Galaxy brand has signed a deal as the official radio partner of the Clotheshow, which is taking place at Birmingham's NEC from December 6-11.

## BACKSTREET OPENS NEW YORK OFFICE

London-based Backstreet International Merchandise, whose clients include Basement Jaxx, One Tree, Fatboy Slim and Radio One, has opened its first US office in New York. The company, whose US base is headed up by Andy Allen, has been providing merchandise for more than 15 years.

## COX JOINS BRITANNIA ROW STUDIOS

Britannia Row Studios in south west London has appointed Mark Cox as studio manager with responsibility for all aspects of studio operation as well as looking after its producers and engineers round Front Row Management. He was previously Miloco Studios' booking manager.

## MIXMASTERS SET FOR SECOND RUN

Innovative TV series Mixmasters, which features DJ and AV mixes, is set to return for a second run from September 5 on ITV1. The series will include mixes from artists such as Aim, Fila Brazillia and DJ Die, plus new mixes from Giles Thatcher, Brian Kane, Chenko and Addictive TV.

## THIS WEEK'S BPI AWARDS

The New 52 set reaches three-times platinum status, while Queen's Platinum Collection reaches two-times platinum. Norah Jones's Come Away With Me and 2Pac's Greatest Hits both go platinum.

## HOW TV SHOWS RATINGS COMPARE

Programme	This week's % change	10 weeks ago	10 weeks ago
Top Of The Pops*	3.6%	9.7	10.2
Top Of The Pops II (Tue/Sat)	1.68%	113.7	113.7
Top Of The Pops III (Wed)	1.14%	26.8	26.8
CD:UK*	1.55%	-5.2	-5.2
Top Of The Pops (Chart Show)	1.24%	-4.0	-4.0
SM:1*	1.28%	n/a	n/a
The Saturday Show	7.54%	n/a	n/a

\* Combined sales. Source: MediaCom/EMG (Data from week July 15 2002).

## West Mids bid heralds regionalised SMG plan

by Paul Williams

SMG is aiming to fly in the face of increasingly-centralised commercial radio groups by regionalising its Virgin Radio brand.

The early declaration last week of a plan to apply for the third West Midlands regional FM licence heralds a strategy of trying to set up local Virgin stations across the country. A second bid, for a forthcoming Glasgow licence, has also been proposed.

SMG's business development manager Bobby Hain says one of the aims is to extend the Virgin Radio brand. "It was got a national presence and an FM presence in London, but there's a lot more we can make of it," he says. "There's a lot of potential to have other radio stations in the country."

The West Midlands bid will reflect the risk bias of the existing 1215 AM national and FM London services, with Hain promising a range from The Beatles, Stones and Hendrix through to the likes of Puddle Of Nine and the



Hain: aims to extend Virgin brand

Red Hot Chili Peppers. However, the programming itself would be different from the current Virgin stations with separate presenters and local information.

Despite a rock music resurgence this year, Hain believes the sector is still heavily under-served by existing radio. "We worked with Jeff Bennett at Heavenly on an East Midlands licence and he's all these fantastic acts, but it's very difficult to get airplay for them," he says.

Hain acknowledges that the move towards a regional output goes against a widening trend within the

commercial sector, with stations within the same group sharing some programming. "Most other groups are trying to put together a quasi network of different stations to gain national coverage, but we've already got that with a mainstream pop-rock format. The Virgin brand is ubiquitous - everyone knows what it is - so it's easy to go against the trend," he says.

Hain also agrees that, with another Virgin station in the area, there would be the risk of dividing the brand's existing audience. According to the latest Rap, it is already struggling, with its national share of listening dropping from 1.6% in quarter two 2001 to 1.2% during the same period this year.

As part of its plans for the West Midlands licence, SMG is planning a 28-day, restricted service licence for Wolverhampton during September. The regional licence itself has not yet been given a date for advertising by the Radio Authority, although Hain expects it to attract around 12 to 15 bids.

## Napster assets up for sale at auction

Music retailers, venture capitalists and media firms are among companies being encouraged to bid for Napster's assets, which are due to be auctioned on August 7 at the US bankruptcy court in Delaware.

A committee of unsecured creditors led by UK indie association Aim has retained investment banking firm Trenwith Securities to market the assets free of all liabilities and pending litigation claims. The creditors are said to be seeking \$25m with qualified bidders having until August 21 to submit proposals for the file-sharing service.

The service has been idle since the last summer after the recording industry filed a copyright infringement suit. German media giant Bertelsmann had promised to bid \$9m at the auction after earlier losing to Baurer an estimated \$85m to fund the song-swap service's operations during its bankruptcy re-organisation.

"Despite being shut down in July 2001, the company still commands brand name recognition," says Trenwith Securities investment banking division managing director Rick Chance.



## Return of X-Ray set to boost national magazines market

Xfm and the publisher of *Sleazetation* and *Jockey Set* are joining forces to launch a new national glossy.

Hoping to exploit the gap left by the demise of titles such as *Sleazet* and *Melody Maker*, Xfm and Swinsteel Publishing are relaunching the free quarterly magazine *X-Ray* in October as a full-colour, A5-sized monthly with national newsstand distribution and an initial print run of 90,000. It will be £2.50.

Xfm managing director Graham Bryce and new *X-Ray* editor Richard Sutcliffe say it will fill a gap between titles such as *NME* and *Kerrang!*, aimed at 19- to 29-year-olds. "This is the next incarnation for *X-Ray*, but it is a stand-alone title," says Bryce. "A lot of existing music magazines come from a rich heritage, but are struggling in the new market. But *Xfm* is not single genre and in the modern world people don't care about just one genre. There is no offering at present that fully reflects the diversity of credible new music



Bryce: X-Ray to cover more genres

Similarly, Sutcliffe says that, although *X-Ray* will "reflect the attitude and ethos of Xfm, it is a completely stand-alone product". He adds: "There is nothing really around like it, with lots of new music from rock 'n' roll, dance and hip hop and beautiful photos with some lifestyle features."

The October launch issue will be followed by a second issue in February, from which point the magazine will either go bi-monthly or monthly.

Increased exposure for Wall of Sound duo

Royksopp (pictured) via a T-Mobile TV advertising campaign has helped their current album *Melody Am* break into the Top 20 for the first time. The album, first released last year, was expected to shift around 10,000 copies last week and was on course to make a chart climb yesterday (Sunday) of around 170 places into or around the Top 10. "It's the album people never knew they knew," says label manager Toby Peacock. *Melody Am* was deleted around two months ago to build up demand on the back of the TV exposure.

"Their music has also recently been used as a sound-bed on the World Cup and Big Brother," says Peacock. The ongoing promotion of *Melody Am* also marks Wall of Sound's first TV advertising campaign for a release, with a regional campaign due to run on Channel 4 and E4.

## Presley pips The Beatles to top PRS tributes count to own

The King may be dead, but it is long live the King for the UK's tribute acts who still cannot get enough of Elvis Presley.

Twenty-five years after Presley exited the stage for the final time, he finds himself back at number one, this time sitting at the top of a newly-published PRS survey of the artists which attracted the most live tribute acts in the UK during 2001.

Presley, whose popularity among the tribute circuit is likely to be further boosted with this summer's chart-topping *A Little Less Conversation*, is joined by a series of other veteran acts of mostly impersonated artists. The Beatles claim second place and Abba third with Queen/Freddie Mercury in fourth spot. The survey was carried out around 5,000 venues for market research company Mantz on behalf of PRS.

PRS head of distribution and data services John Cooter says, "We are going to these lengths to

## TOP OF THE TRIBUTE LIST

- 1 Elvis Presley
  - 2 The Beatles
  - 3 Abba
  - 4 Queen/Freddie Mercury
  - 5 George Michael/Wham!
  - 6 The Blues Brothers
  - 7 Robbie Williams
  - 8 Bee Gees
  - 9 Tina Turner
  - 10 U2
- Source: PRS

make sure we get the money we've collected under blanket licences for people playing music back to the people who have made it to the music.

Only three acts among the top 10 list started their chart careers after the Seventies, headed by George Michael/Wham! in fifth position. The only artist in the list who emerged in the Nineties is Robbie Williams in seventh position, while the most-performed song was the Mavericks' hit *Dance The Night Away*.

## Beggars takes half of Matador Records

The Beggars Group has outlined details of its 50% acquisition of US indie Matador Records, which Beggars chairman Martin Mills describes as a "natural" partnership. Under the deal, Beggars' US CEO Lesley Blekley will continue to head the UK independent's North American operation, while Matador founder Chris Lombardi will remain running the US label. Outside the region, Matador will be represented by Beggars through its UK office and Beggars' offices in other territories.

Beggars chairman Martin Mills says the two companies have very compatible cultures and values and work with artists of similar outlook. "It's very natural that Beggars should be partners in Matador in both a musical and business sense," he says. "What we have represented to English alternative music in the past 20 years is mirrored by Matador's position in the American alternative spectrum."

## Real artists' greatest hits as Xmas schedules build

by Paul Williams

Retailers are preparing for a repeat of Christmas 2001, when almost half the 20 biggest-selling artist albums were greatest hits packages.

With first-time career overviews on the way from the likes of the Manic Street Preachers and Westlife, and new retrospectives from evergreens such as Elvis Presley and The Rolling Stones, stores believe this year's festive chart could end up mirroring last year's, when a record nine "best of" were in the Top 20.

"There was a lot of talk last year that there were a few too many and yet Christmas week we had five in the Top 10 and others lower down," says HMV head of rock and pop Rob Campkin. "There is always room for good greatest hits packages, this year particularly with Elvis, Westlife, U2 and the Stones and they'll all very comfortably be in the Top 20, if not the Top 10."

However, against the sheer weight of other best of's last year outside the Top 20, the emphasis this year seems to point to quality over quantity. A number of acts are issuing best of's for the first time, including Ash and Björk, while there are new pack-

## Shazam brings instant track identification to mobile users

The days of wondering what record is being played over a bar's PA system may be over from this week, following the long-awaited launch of Shazam on four of the UK's largest mobile phone operators.

With the O2, i-Mobile, Vodafone and Orange networks on board, Shazam will go live with more than 40m UK mobile users able to find out instantly which songs are being played in pubs, bars or restaurants.

The song identification system, which has former BMG and EMI bosses John Preston and Sir Colin Southgate among its investors, allows users to dial a four-digit code on their mobiles, hold them up to the music and receive a text message identifying the name of the song and the artist. The user code, revealed for the first time today (Monday), is 2580.

Shazam founder and business development director Chris Barton says music and youth are the two areas mobile phone operators want to target. Recent research carried out by NOP for Shazam shows that around 80% of 12 to 25-year-olds need to identify songs and half are willing to pay to do so.

He adds, "It's basically a promotional tool for the record companies. People will identify songs and then go out and buy the CD." Each song recognition costs 50p, with Shazam creating a personal user site for users to check their tags. Barton adds that he is targeting around 750,000 users, who he expects to use the service, on average, once a week.

A marketing campaign will kick off in September and Barton says he is already eyeing overseas markets to launch the service.

### BEST OF THE BEST OF'S

Sept 2 Catatonia. Greatest Hits (Blanco Y Negro)

Sept 9 Ash: Intergalactic Sonic 7 (Infectious) Sept 23 Elvis Presley: Hits (RCA) Sept 30 The Rolling Stones: 40 Licks (Virgin)

Oct 7 Björk: Greatest Hits (One Little Indian)

Oct 21 David Bowie: Best Of (EMI) Oct 28 Manic Street Preachers: Forever Delisted (Epic)

Nov 14 Westlife: Greatest Hits (RCA) Nov 15 U2: Best Of 1990-2000 (Island)

ages from acts which have previously been given the greatest hits treatment.

A second U2 retrospective will chronicle their post-Eighties output on one album for the first time, the EVIs best of will include the chartopping A Little Less Conversation, while the Stones' 40 Licks will be the first to document their entire career to date.

The 40-track double Stones album, which will be released by Virgin on September 30, represents this year's

attempt by EMI to emulate the success of its runaway 2000 Beatles 1 hit. A year ago it offered the most comprehensive round-up of Pink Pimp's career.

Virgin Megastores and V Shops chart trading manager Gareth Perry says the fact it uniquely contains material across the catalogues handed by EMI and Universal will make it huge. "There is a massive opportunity because if there is one catalogue or one artist people want a definitive album of in their collection it's the Stones," he says.

EMI is also lining up another David Bowie best of but is not being drawn into speculation about a further Beatles compilation, which is said to be under consideration to mark the 40th anniversary of the band's first hit, Love Me Do, in October.

BMG's main greatest hits' hopes rest with Presley and Westlife, whose first best of is expected to include five new tracks.

Meanwhile, Manic Street Preachers' best of, Forever Delisted, is set marked for October 28 and will boast two new tracks. There is also speculation that Warner will release an REM best of.

## Analysts raise EMI fears over shrinking market

Analysts UBS Warburg have voiced fears that EMI may be unable to reduce its cost base quickly enough in the second half of the year to lift its performance, forcing UK Reg.Vis. showing a market decline.

The company says that the 15.4% dip in the BPI's second-quarter trade deliveries could impact negatively on EMI's results if the decline in the UK market carries through into the rest of the year.

However, City analysts concede that EMI Recorded Music chief Alain Levy, who has implemented major cost-saving initiatives, can usually rely on a better second-half performance from the group and there is no indication that the market fall will continue. Levy has already revised his revenue targets as the market



Levy: revised revenue targets

predictions have worsened and now expects flat growth.

An EMI spokeswoman declined to comment. But, in the report, UBS suggests that EMI may have difficul-

ty squeezing quick savings from the group's variable costs, such as marketing and distribution, to help its profit figures in the short term because they have already been budgeted. The brokers estimate only 20% of the company's cost base is fixed, but adds that the remaining 80% is fixed in the short term because the bulk of recording, marketing and distribution costs are incurred ahead of an album delivering sales.

Meanwhile, in good news for the major, former Warner Bros president Phil Quartararo is under consideration to have accepted an invite by EMI Recorded Music vice-chairman David Munn to take on a new role in the US. No details had been confirmed last Friday, as Music Week went to press.

## MUSIC COMMENT

### ROBBIE SIGNING WILL PLEASE SHOPS



It is unusual, to say the least, to hear of an artist preparing an album as big as Robbie Williams' will be without a record label on board.

But, EMI Music's negotiations with EMI – and other companies – has been one of the more intriguing stories of the year.

For weeks now, it has had the opportunity to test the water and assess the market interest in such circumstances – following the conclusion of a deal which has seen an artist develop from solo wannabe to genuine international superstar. Arguably, they wouldn't be doing their charge justice if they didn't. But for EMI the only one thinking that there is, perhaps, only one smart move to be in and Robbie? For all the money they could make picking up by transferring labels, EMI has been a loyal, dependable home for an artist who has had his lows and his highs. The fact that Chris Briggs is involved in Robbie's new project says a lot. And, of course, EMI is also where his catalogue resides.

Whatever Robbie's ultimate decision, of course, if the new deal is liked soon enough to herald new material before Christmas, the singer will please every retailer in the country.

On a set of poor figures and the game is up, apparently. As the media began to pick up on the BPI's deep disappointing second-quarter figures this week, the fortunes certainly came out to play.

But just as one swallow doesn't make a summer, one poor quarter does not bring the year crashing down. Talk to retailers now and business is actually not bad, and that is remarkable after six months in which there have been few significant new releases into the market.

The confirmation that there will be a new Robbie Williams album on the way bolsters an already promising list. Over the past two Christmas, Robbie has demonstrated that if there are any bankers left in the market he is one of them. Three million albums in a total of four months over the final quarters of 2000 and 2001 speak for themselves.

Besides the usual – and, this year, bumper – greatest hits albums, there are also studio albums afloat, Williams' offering will sit in the racks alongside Stanisa Twain, Blue, David Gray and the Pop Idol threesome, while there is sure to be interest in Def Jam's take on Mariah Carey, if Craig David and Dido deliver before year-end – as one retailer indicated on Friday it would make for the best final quarter in years. Not such cause for concern, after all, perhaps.

Martin Talbot, martin@musicweek.com

## GED DOHERTY DEVELOPMENT IS KEY TO SUCCESS



Amid the clutter of corporate structures being moved around, there should be a few shrewd moves that guides our manoeuvres. And that force must be dictated by the central issue that faces all of us in the music business: artist development.

Unless we learn how to develop artists better, then all the synergies and rationalisations will add up to little more than moving deck chairs on the Titanic. If you are in the business of music, then the people who make the music are the assets that matter most. It's that simple.

Of course, for those of us who work in record companies – big or small – how we order our business matters as well. But it only matters if we order ourselves to be better at artist development.

Much has been written about BMG's decision to do away with the traditional label structure and introduce a music division focused on different genres. It seemed sensible to have genre specialists working together and focused on artists in that genre. Who better to develop an artist than an artist development issue.

It is still too early to tell whether this approach will bring long-term results, but the early signs – from Kosheen to Cooper Temple Clause – are encouraging. It will be interesting to see whether others follow our lead.

But a renewed focus on artist development cannot just rely on restructuring the way we do traditional A&R. At BMG, having benefited from a new way of doing A&R in the form of Pop Idol, we face a different artist development issue – one of turning celebrities into long-term artists. This is an issue many within the industry are facing, but the answer is to think in terms of long-term artist development, not short-term exploitation.

And, of course, development continues long into an artist's career – and long afterwards. What my colleagues are currently doing with Elvis's career would, I hope, force a ray of smile out of Colonel Tom Parker. Again, a resolute focus on artist development is bringing its own commercial rewards.

There is at least one other good reason why artist development should become the management mantra of today. Good people come into the music business to work with good music.

If the culture of an organisation is focused on the production of great music rather than the playing of politics, then you are likely to attract the best people and create the most productive environment for them to work in.

Get the tenth slot right and the financials will follow.

Ged Doherty is president of BMG UK's Music Division



## chartfile

● WEA London's Holly Valance has been honoured for topping the charts in her home territory of Australia at Aria's inaugural No. 1 Chart Awards. Valance, whose records are distributed through Engineering/Universal down under, saw her Kiss Kiss single rise to the number one spot on the Aria singles sales chart earlier this year. The No. 1 Award was introduced by the industry association for the first time this year and honours chart-topping domestic talent in the singles and albums charts. Meanwhile, Kiss Kiss dipped 9-12 there in the singles sales chart.

● Def Leppard's first album in three years almost matches its run of 11 US debuts at the border in Canada, as X enters there at 12. But the veteran UK band experience a more disappointing start with their third solo act in Australia, coming in at 49 in the sales chart. Elsewhere, Mercury labelmate John the Very Best Of album makes a return to the Top 50 at 39.

● Beth Orton's North American success story continues in Canada, as third album *Daybreaker* enters the sales countdown at number 34, six places above the position where it started chart life in the US.

● Poyd's Roman Keating continues to climb Australia's singles sales chart with If Tomorrow Never Comes, which rises two places to 15, while Destination slides one place to anchor the Top 10 of the albums chart. German radio leads the way with follow-up single I Love It When We Do, which progresses 24-17 on the Music Control airport countdown.

● Early international support in Norway for Coldplay's in My Place is starting to spread in other overseas markets, with a debut placing in the Australian singles sales chart at 31.

● Norwegian radio programmers again lead the way with the lead-off track from the album *A Rush Of Blood To The Head* and continue their support this week as in My Place climbs the local Music Control airport chart. 18-12. Irish radio is also warming to the single, driving it 21-19 on the MO airport countdown.

● George Michael's Polydebutted *Shout The Dog* debuts in the Australian singles sales chart at 36. Despite suffering from a backlash in the UK and across the Atlantic, Michael's single has won strong airport support in Italy and Spain and now moves 16-6 on Belgium's Music Control airport chart.

● V2's Liberty X reach their highest position yet in the Australian singles sales chart, with Just A Little more warming to 18 while the single has also gone gold in New Zealand and made a breakthrough in Germany's sales chart at 36. Dutch radio continues to support the track, boosting it 6-2 on the Music Control airport chart. The band have also been recorded in versions of Just A Little for YOTP Germany and were due to perform at a series of radio festivals in Cologne over the weekend.

by Joanna Jones

The Streets planned US assault this autumn in its spearhead hit bunch of a new Atlantic Records imprint set up by two media-owning fans of the UK act.

Video Records, started by the founders of the Canadian publishing, TV and film company of the same name and now operating from New York offices, finalised a deal two weeks ago with Mike Skinner to handle the Streets for North America. It now has debut album *Original Pirate Material* (OPM) lined up as its first release there on October 22.

The launch of the label came about after executives from Vice discussed their enthusiasm for the Streets to Atlantic Records' executive vice president Craig Kaliman.

"We were obsessed with this

Westlife's (pictured) *World Of Our Own* single has gathered 77 adds at US Top 40 radio following the act's first assault on the US market since the late Nineties. BMG UK International vice president Dave Shack says the approach this time around is "more scientific" and Westlife are being presented as a male vocal band, with the remixed single having a more urban feel. "We spent six months planning with RCA in the US until we felt the conditions were right," Shack says. "Reaction from key stations Z100 and Kiss has been positive and there is a real excitement from Westlife and ourselves to make this happen." A re-versioned *World Of Our Own* album is due for October 8 release comprising cuts from *World Of Our Own*, new songs and some tracks featured on the forthcoming *Greatest Hits* collection, which is set for a November 11 international release.

EURO AND UK TOP AIRPLAY HITS			
Country	Title/Artist (Label)	Chart Pos.	UK Chart Pos.
IRELAND	No. 1 The Corrs — Vanessa Carlton (J&M)	4	2
UK	Top UK Music — Sophie Ellis-Bextor (Polygram)	4	2
DENMARK	No. 1 The Corrs — Vanessa Carlton (J&M)	2	1
UK	Top UK Get Out — Sophie Ellis-Bextor (Polygram)	4	4
FRANCE	No. 1 The Corrs — Vanessa Carlton (J&M)	1	2
UK	Top UK Music — Sophie Ellis-Bextor (Polygram)	2	2
GERMANY	No. 1 Undermind — Shakira (Epic)	1	2
UK	Top UK Airline: Nikk — Inconnex (Virgin)	4	3
ITALY	No. 1 Adele — Las Metaphors (Columbia)	1	1
UK	Top UK Kiss Kiss — Holly Valance (V2)	8	8
UK	No. 1 The Corrs — Vanessa Carlton (J&M)	2	2
UK	Top UK Just A Little — Liberty X (V2)	2	2
SPAIN	No. 1 Océo — Revolver (RCA International)	1	1
UK	Top UK Shoot The Dog — George Michael (Polygram)	17	13
UK	No. 1 Little — Elva Ni DeLicia (V2)	1	1
UK	Top UK Love At First Sight — Kelly Rowland (Polygram)	2	2

The above lists are for the week ending 23rd August 2002. For the full chart visit [www.musicweek.com](http://www.musicweek.com)



## AMERICAN CHARTWATCH

by ALAN JONES

The Rising by Bruce Springsteen & The E Street Band continues at the top of the US albums chart as the standard bearer for rock, but looking quiet on its second week, rag continues to reign. The Rising sold 239,000 copies in its albums week in the shops — a 55% dip week-to-week — narrowly beating hip hop nelly Nelly (up 3-2) and Eminem (-5), whose latest albums are showing great tenacity and are easily the two biggest sellers of the year. The Eminem show has sold 45m copies in 12 weeks, while Nellyville has crossed the 2.5m mark in seven weeks.

It could be no surprise, therefore, that the four highest new entries on the chart are rap or rap-related, with Scarface debuting at number four with The Fix, Rick Daddy in at seven with Thug Holiday and Project Pat debuting at number 12 with Layin Da Smack Down, and the soundtrack to XXX — a mixture of heavy rock and rap, including a new Nelly track — debuting at number 11, and likely to go higher with the movie itself topping the box office chart.

The album which vacates the number 11 spot for XXX, coincidentally, is X. Def Leppard's latest set, which freefalls all the way to number 36 but still leads the British contingent. Among a whole load of downers in the UK



The Streets: out via Vice In US Streets' record and we were asking why I did not have a home in the US," says Vice co-founder Suroosh Ahluwalia. "Craig saw how passionate we were and how we were already working it from an editorial perspective on the magazine and offered us an imprint."

Ah adds that, at first, Vice plans to harness its cutting-edge credentials and tap into the marketing might of the US major only "when the time is right". He is confident the album can reach the 100,000 sales mark Stateside, while admitting that it is a

challenging album for the US market.

Avi says collaborations on one-off singles between Skinner and other artists could spark wider interest, although crossover into the hip hop mainstream is unlikely. Initially targeting college radio, Vice hopes to build a buzz around The Streets using its own PR and street teams, while Skinner himself is set to visit North America for a string of live dates in the three weeks surrounding the release of the album.

"While we understand it is a challenging one for the US market, it is a unique sound and the early signs from the critics are that this will strike a chord," explains Warner Music UK director, senior international manager David White. OPM has sold 275,000 globally to date, he adds.

White says support in Scandinavia,

France and Australia has been particularly strong, providing evidence of the wider potential for Skinner's slang-bending lyrical approach.

"There was a feeling that because OPM is such a key record perhaps the approach will be more focused with a small independent label which has everything to gain," he adds. "Vice is cutting edge and for it to get together with The Streets seemed like a perfect fit in terms of attitude and understanding."

"Atlantic Records' Kaliman says, "The lyrics will be somewhat new to the US listener, but all it takes is some crafty marketing and Vice is perfectly suited to launch The Streets."

He adds, "Vice is forward thinking and will have the backing of a major for marketing and publicity when it needs it and when the time is right."



## PROMO DIARY: BBMAK

August 20 Performance on Kiss Radio in LA  
August 21 Interviews for Japanese press in LA then travel to New York  
August 22 Appearance on Warner Bros morning show in New York  
August 23 Performance on New York's 2100 radio station morning show  
August 24 Performance at charity event for Arthur Ashe US Open at Flushing Meadows, to be broadcast by CBS  
August 27 Performance and signing at Orange County's Virgin Megastore to coincide with the release of *102 X* tour  
August 28 On in New York and then Portland for more promotion  
September 2 - In-store promotion at Wet Seal clothing store in Houston, Texas  
September 5 Perform Out Of My Head on ABC



## TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Title/Artist (Label)	Chart Pos.	UK Chart Pos.
AUSTRALIA	single Get Out — Sophie Ellis-Bextor (Polygram)	7	2
UK	album Destination Never Ending (Polygram)	10	9
CANADA	single Days On — Sophie Ellis-Bextor (Polygram)	8	6
album Def Leppard (Mercury)	12	-	
FRANCE	single Mar... — Sophie Ellis-Bextor (Polygram)	6	5
album Fever Kylie Minogue (Polygram)	25	25	
album Stand Up... Right Said Fred (Mercury)	18	18	
single Undermind — Shakira (Epic)	29	11	
album Another One Sweats Daily (Mercury)	5	5	
ITALY	album Another One Sweats Daily (Mercury)	7	5
NETHERLANDS	single Just A Little Liberty X (V2)	7	5
album Read My Lips — Sophie Ellis-Bextor (Polygram)	21	35	
album Shoot The Dog — George Michael (Polygram)	4	-	
album The Day After Tomorrow — The Pussycat Dolls (Mercury)	17	15	
US	single Get Out... — Sophie Ellis-Bextor (Polygram)	23	33
album Def Leppard (Mercury)	36	11	

Source: ARIA, Australian Singles Chart; Canada: RPM; Japan: Top 100; UK: Music Week; Netherlands: Dutch Charts; France: SNEP; Italy: Top 100; Germany: GfK Entertainment; Spain: PROMUSICSA

and UK-signed contingent, the only winners are Kylie Minogue (pictured), who arrests her recent fall to climb two notches to number 75 with *Love At First Sight*, and Orange Juice, who returns to the Top 100, although it has one of its less incendiary weeks, climbing 31-30. As a result, Minogue loses her billing as top Anglo-Antipodean on the chart to Daniel Bedingfield, who loses another strong 10-place jump to number 23 with *Gotta Get Thru This*. Bedingfield's single is entirely driven by airplay, as there is no commercial release of the track, a fact which should help to drive sales of his debut album, also entitled *Gotta Get Thru This*, when it is released on August 27.

Among other UK acts on the Hot 100, Dirty Vegas's *Days Go* by rebounds 54-51, without a bullet; Craft slides 64-77 with *Walking Away*; and, after making a fine debut last week at number 68, BBMAK's *Out Of My Heart* (into *Two Hearts*) is static, albeit with a significant increase in airplay. At the top of the chart, Nelly rules for the ninth week in a row, with *Dilemma* on its second week at the summit, immediately following the seven-week reign of Hot In Herre. Nelly is only the sixth artist in US chart history to replace himself at number one, following Elvis Presley, The Beatles, Boyz II Men, Ruf Wainwright and Ja Rule.



its second week at the summit, immediately following the seven-week reign of Hot In Herre. Nelly is only the sixth artist in US chart history to replace himself at number one, following Elvis Presley, The Beatles, Boyz II Men, Ruf Wainwright and Ja Rule.

## SUEDE ✕

## We needed to make a record with soul — something that was real'

by James Roberts

"We went up a million garden paths recording this album," says Suede vocalist Brett Anderson, speaking of the band's fifth studio album, which he has just completed work on. That Anderson has spent the best part of two years poring over the successor to the electronic sound of 1999's *Head Music* hides a series of setbacks.

It all began well, with Anderson entering one of the most prolific writing periods of his life following the end of promotion for *Head Music*. "I hired a cottage in the countryside with an acoustic guitar, a typewriter and loads of books. It did fire me up," he says. But in March 2001, as Suede prepared to start recording his songs, Neil Cudling surprised the band by quitting. Despite the loss, the band embarked on the sessions with Beck producer Tony Hoffer.

"We went in with an idea that we were going to make a very strange, electronic folk record," says bass player Matt Osman. But after a few weeks of work, alarm bells started ringing. "The tracks didn't work sonically. The sound didn't fit the songs," says Anderson. The work was shelved and the band went back to the drawing board. "We needed to make a record with soul — not Marvin Gaye kind of soul, but something that was real," says Anderson. "We used techni-

que a lot on *Head Music*. It was quite a superficial, plastic album. That process led into the first version of the album we made."

The band called on producer Stephen Street to bring them a more heartfelt sound. "We needed someone to steer the ship, which is when Stephen Street got involved. He got great performances out of the band," says Saul Galpern, who first signed the band to his Nude label and remains involved with the group following the demise of the label last year. The partnership proved to be strong, with the resulting album *New Morning* proving to be Suede's most natural-sounding record since their eponymous debut.

Behind the scenes, the end of Nude has led the band to a new label home with Epic UK. It is a natural progression following Nude's previous relationship with Sine outside the UK. But the business moves are not the only changes facing the band this time around.

"The industry just feels very different," says Anderson. "The media is very different. For a start, most of the magazines we used to be in don't exist anymore," he says. *Melody Maker* — the magazine that declared Suede "the best new band in Britain" even before they had released one note of music — is just one of the casualties of Suede's era of media consolidation.



Suede: five albums down the line, the band arrive at Epic UK

But with 10,000 tickets sold for their three London shows in November, Suede must already be confident that their return is eagerly anticipated. In fact, they hope the warm and simple sound of *New Morning*, which will be preceded by the single *Positively* on September 16, will tap into the general

good will for the act, who are undoubtedly one of Britain's modern day treasures.

"It will be appreciated by the fanbase and by people who have not bought a Suede record for a while, but have grown up with the band," says Galpern. "They are still biggest underground band in the country."

## NIGHTMARES ON WAX ✕

## Warp taps NoW's underground kudos

by James Roberts

Long-term artist development stories are all too rare in an industry transfixed by quarterly balance sheets and reality TV — but one Warp Records artist is taking the concept to new extremes.

"People always say 14 years in development is a long time, but we always say what's the rush?" says Warp co-founder Steve Beckett. The artist he has been nurturing, George Evelyn, aka *Nightmares on Wax*, "has just produced what is already being tipped as this autumn's stealth success, *Mind Evolution*."

"The fact that George has made this album is not related to marketing or needing to have singles. It's more about allowing him to experiment and learn to collaborate with vocalists and other musicians," says Beckett.

Of course, *Nightmares on Wax* is no new kid on the block. In fact, he is already one of Warp's biggest successes, largely through work of mouth for underground classics such as Smokers Delight and Carboot Soul. "People would come up to me and say 'I listened to this track non-stop in a café in Thailand' or 'It was the soundtrack to our holiday backpacking in South America', and I'd ask them if they'd bought it. They'd say, 'no, my mate taped it for me.' But it was based on word of mouth and you can't buy that," says Evelyn.

Despite the popularity of NoW with home-taping backbeaters, Smokers Delight has sold around 100,000 copies for Warp. The label is hoping the awareness will transfer into crossover success this time round. "It built up and is known as one of the classic chill-out albums," adds Beckett. Carboot Soul



Evelyn: Warp plans to use underground success to cross over fifth NoW album

followed in 1999 and was another underground success. "Every album has been a gradual build on the last," says Beckett.

The freedom given to such acts sums up the label's ethos. "A lot of the acts on Warp can survive on selling 30,000 to 40,000 records on a 50/50 royalty deal, so they

have the freedom to make records their way." Squarepusher and Autechre are just two other Warp acts set to return this autumn with new albums.

*Nightmares on Wax's* development has run hand-in-hand with the growth of the label, which burst out of Sheffield in the early

Nineties. "George was only the second person signed to the label," recalls Beckett. "He has seen us grow up as much as we've seen him grow up. I can still remember him as a rave kid from Leeds coming over to our shop in Sheffield and me trying to persuade him to sign to our label. It's satisfying to see him stick with us and it has paid dividends for him musically by having freedom."

A move to London in Sheffield two years ago, which was "partly business, partly personal", gave the label a further boost. But, when, in October last year, 38-year-old Warp co-founder Rob Mitchell lost his hard-fought battle with cancer, Beckett vowed "to continue to build on what Rob has given us".

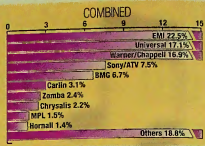
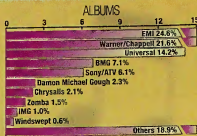
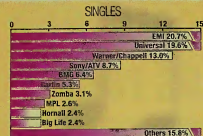
His pledge has seen Warp forge ahead with a number of new projects. Although Beckett admits the label is in the midst of a "signing spree", much of the label's creative force is going into the development of Warp Films, which is set to launch with short film projects from Chris Morris and Chris Cunningham.

"It feels like when we first started the label, at the time when bands were starting not to have to pay to go into expensive studios just to make records. As with music, technology is getting cheaper and allowing people to be creative with film. The power is being taken away from the chequebooks," he says.

Since the recent sale of Mute to EMI, the stable of highly creative UK independent labels is looking an increasingly lonely place to be. While Beckett cites Beggar's Banquet and Wall of Sound among his last remaining peers, Warp says it is little interested in what everyone else is up to. "We've never been part of the pack mentality, but we have managed to be profitable with a healthy turnover by trusting our gut instincts."



SECOND QUARTER 2002 PERFORMANCE

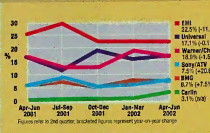


Source: Compiled by MIV from Midland Brown data

TOP 10 SINGLES FOR Q2 2002

Title/Artist	Publisher
1 A LITTLE LESS CONVERSATION Elvis Vs JXL	Carlin 100%
2 IF TOMORROW NEVER COMES Ronan Keating	BMG/Hornall
3 JUST A LITTLE Liberty X	EMI 50%/Big Life 50%
4 WITHOUT ME Enimem	Chrysalis 16.66%/BMG 33.75%
5 KISS KISS Holly Valance	Universal 100%
6 LIGHT MY FIRE Will Young	Universal 100%
7 ONE STEP CLOSER Club Juniors	EMI 33.33%/BMG 66.67%
8 BREAK LIKE A DAMB	Universal 75%/Others 25%
9 UNCHAINED MELODY Gareth Gates	MPL 100%
10 HOW YOU REMIND ME Nickleback	Warner/Chappell 100%

COMBINED 12-MONTH TREND



WRITERS OF Q2 2002'S TOP SINGLES

Writer/Artist	Publisher
1 STRANGE/DAVIS Elvis Presley	Carlin
2 BROOKS/BLAZY Ronan Keating	BMG/Hornall
3 ESCOFFERY/HAMMOND/HAMMOND Liberty X	EMI/Big Life
4 MATHERS/BASS/MCLAREN Enimem	Chrysalis/BMG/Universal/Others
5 JAMES WELTON/ANSO Holly Valance	Universal
6 MORRISON/DEMPSEY/KROEGER Will Young	Universal
7 PERCY/LEVER/DENNIS/CLUB JUNIORS	EMI/BMG
8 VALENTE/NEAMES/HILL/COOLINS/CLINTON/COOPER/NEWMAN Sugababes	Universal/Others
9 NORTH/ZARET Gareth Gates	MPL
10 KROEGER/NICKELBACK Nickleback	Warner/Chappell

... by a twist of fate, Paul Connolly ever finds himself trapped in a lift with Gary Numan, Turkish internet star Mahr and the surviving members of The Doors he should effortlessly be able to unite them in conversation.

As diverse as their contributions are to the history of pop music, the three acts ended up as strange bedfellows in quarter two, as chart-topping reworkings of songs which were previously hits for them ensured Connolly's Universal moved closer to EMI on singles than it had done for two years.

The census of the new catalogue of EMI's archival paid dividends over the three months, as it claimed 100% of the Holly Valance hit Kiss Kiss which - just more than a year after becoming a minor hit for Mahr as 'Kiss You' - finished as the quarter's fifth biggest single. A place below it, Universal claimed full publishing control of Will Young's reworking of The Doors' Light My Fire while it had Gary Numan's 75% contribution to the Sugababes' Are Friends Electric-sampled Freak Like Me (eighth of the quarter).

But even Universal's highest share on singles since the third quarter of 1999 was not enough to unseat the still imperious EMI which, despite tumbling 36.6% year-on-year, remains supreme in the sector and across the publishing market shares as a whole. Its 0.3 percentage points lead over second-placed Universal was its lowest on singles since the opening quarter of 2000, but just successes through the likes of the Liberty X hit Just A Little, in which it shares control with EMI, and the debut CD of Juniors' smash One Step Closer ensured it another victory.

However, for the second quarter in a row, EMI's albums market share finished ahead of its singles showing, something that before this year had happened since the third quarter of 1999. As with Universal on singles, its 24.6% showing here owed a debt to its strong catalogue with the revival of the Queen Greatest Hits II, II and III package providing one of its biggest hits of the quarter. The company claimed 95.8% of all retrospective, which finished as the sixth biggest seller of the quarter, partly boosted by the profile of the musical We Will Rock You. As a bonus, EMI's record and publishing operations also have stakes in the West End hit.

In a period generally lacking big new album releases, EMI relied heavily on some of its best-quoted one hits to power its way through the second quarter. However, new success arrived in the shape of the Ronan Keating's Destination, the quarter's fourth biggest album, in which it had a third share, and Norah Jones' Come Away With Me, which ranked 18th and came with a 43.6% EMI share.

EMI RETAINS LEAD AS UNIVERSAL GAINS

Universal mounted a spirited challenge for the singles crown in Q2 but EMI kept hold of overall supremacy, writes Paul Williams



Holly Valance (left) reaped rewards for Universal, while EMI scored success with Liberty X



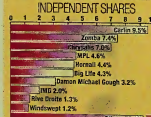
KING BRINGS CARLIN INDIE SHARES CROWN

Elvis Presley was not the only one returning to the building in quarter two, as the King's revival sent Carlin straight to the top of the indie market share. The publisher emerged out of the Top 10 to grab an unbeatable 9.5% of the indie publishing market across the three months, after claiming a 100% stake in the period's biggest-selling single, the JXL remix of Presley's A Little Less Conversation. On singles alone it captured 16.7% of the indie business.

Only the previous quarter, MPL itself had moved from outside the Top 10 to top the indie rankings, but struggled to keep the pace it set on the back of Gareth Gates' chart-topping cover of Unchained Melody. It still managed a fourth-place 4.6% this time, but that represented less than a quarter of its previous share.

Zomba and Chrysalis held to second and third places with 7.4% and 7.0% respectively, while Hornall moved into the Top 10 to take fifth spot with 4.4% after claiming a half share in the Ronan Keating hit If Tomorrow Never Comes. The single

SECOND QUARTER COMBINED INDEPENDENT SHARES



Source: Compiled by Music Week from OCC data

was the quarter's second biggest seller. Big Life was also a new arrival to the Top 10, with its 50% stake in the Liberty X hit Just A Little (third biggest seller of the quarter) helping to place it sixth with 4.2%. Below it at seven, publisher Damon Michael Gough grabbed a 3.2% share after writer and performer Damon Michael Gough scored the 13th biggest-selling album of the year as Bady Drown Boy with the Album A Boy soundtrack.

Universal's strong singles run was counter-balanced by a sharp dip on albums. Having captured around a 20% share during the previous two periods, it dropped to 14.2% and further behind both EMI and Warner/Chappell in quarter two. In contrast, runner-up Richard Maffei's team claimed its highest share of albums since the days of the early Nineties, when it would regularly challenge EMI as top publishing company. Uniquely, it claimed shares in the quarter's five biggest-selling albums, ranging from 2.5% of top seller The Eminem Show to 55.0% of third-placed Pop Idol - The Big Band Album. Only the Queen album among the quarter's 10 biggest sellers did not contain a Warner/Chappell credit.

Its usually less-impressive singles market share is also showing up, although it was unable to match its Pop Idol-driven 45.5% quarter-one showing, its highest singles score in more than four years. Its 13.0% figure this time was still its second highest on singles during the past two years as, for the second quarter running, its Nickleback hit How You Remind Me was among the period's Top 10. A lengthy 9.4 percentage points behind third-placed Warner/Chappell, Sony/ATV moved up to fourth on the combined table with a 7.5% share after improving both its singles and albums showings. Its 8.7% score on singles came with a reminder of the prevalence of Sony recording acts also signed to the major's publishing side, as Shakira and Oasis provided Charli Pinder's company with the two biggest hits of its quarter. Shakira's hit Whenever, Whenever ranked 11th and Oasis's Thru The Wire finished 12th, with Sony/ATV claiming 100% of both.

BMG, swapping places with Sony to drop to fifth place overall, had a mixed quarter with gains on albums but losses on singles. Its 7.1% albums showing was the best it had produced since the first quarter of last year, but on singles it dropped by around the percentage points since the last quarter to take 6.4%, despite having a half share of Ronan Keating's If Tomorrow Never Comes. Just as MPL managed in the previous quarter, Carlin emerged out of nowhere on the back of an oldie to take sixth spot on the combined chart. MPL also retained its Top 10 status, although it faded as Unchained Melody slipped down the chart.

As ever, the real excitement lies at the top of the market share table as EMI again finds itself with a real fight on its hands. But despite the fact that its singles supremacy is under threat more seriously than for several years, it can still produce a combined market share above 20%, something neither one of its two main challengers, Universal and Warner/Chappell, have managed in two and three-quarter years.



## SINGLE of the week

**N-TRANCE: Forever (All Around The World CDGLOBE257).** A year on and the follow-up to N-Trance's number five hit *Set You Free*, looks to have all the components required to repeat that success. Blasted at Radio One, the single features label-mate Kelly Lorenna on microphone duties. With a discography of a dozen singles that stretches back over eight years and achieved sales of some 5m, Forever should adequately set out the stall for the release of N-Trance's Best Of, which is due shortly.

## SINGLE reviews



**RECORDED: THE WHITE STRIPES: Dead Leaves And The Dirty Ground (XL Recordings XLS 148CD).** Everybody's favourite colour-coded duo, The White Stripes, return with another slab of retro nouveau.

The riff is reminiscent of early Led Zeppelin at their blues rock best, while Jack White's vocals could well be responsible for a full revival of doxy British blues.

**TRUCKS: It's Just Porn Gum (Cut CDGUT4).** One of the summer's catchiest alternative anthems looks set to carry on from where Wheaties left with Teenage Dirtbag. Already shaping up to be a hit in Scandinavia – half of the group are from Norway – the campaign for this track has already included cheeky flyposting over well-known poster ads.

**JURGEN VRIES: The Theme (Direction XPR3592).** This excellent new track from Argic's Darren Tate is an electrifying composition, built around a massive riff, and reassuringly no vocal has been added in an afterthought. A-listed at Radio One in its original version, it also boasts club mixes from Altitude and Jam X.

**THE SOUNDTRACK OF OUR LIVES: 21st Century Rip Off (WEA XEA357CD).** This Swedish sextet show off their sublime brand of Seventies-sounding psych-rock on this impressive track, which is taken from their Behind The Music album. The band recently supported Oasis in the US and return to the UK for the Reading/Leeds festival.

**APPLETON: Fantasy (Polydor 5709842).** This single marks the all-important launch of the ex-All Saints sisters and is taken from their debut album *Aloud*. With high-profile collaborators hard at work on this polished but rather generic slice of pop-rock and PR in overdrive, airplay should come easily.

**SAVES THE DAY: Freakish (B-Unique BUN034CD5).** This is the second single from the album *Stay Where You Are*. It is not as immediate as *At Your Funeral*, but the Radiohead-esque elements in the song should attract more attention to their cause.

**PINK: Just Like A Pill (Arista 74321 959652).** Blasted at Radio One, this is the

third single to be taken from Pink's big-selling album *Missundaztood*. Having started as an R&B wannabe, Pink seems to have transformed into Ms Rock-Lite, and this track combines slightly dodgy drug reference lyrics with a big chorus.

**LISA ROXANNE: Love Story (Palm Pictures PPCD7080).** After reportedly taking a break following the release of her debut single *No Flow* last year, she concentrates on school, the pint-sized UK R&B singer follows up with the equally catchy *Love Story*. With the production might of Swedish powerhouse Murlyn Music behind her and a Clisting at Radio One, the welcome should be warm.



**THE BREEDERS: Set Of Three (4AD BAD 2213CD).** The second track from *The Breeders'* third studio album *Title K* is a short and sweet stomp that clocks in at under two minutes. Other tracks on this single include a live version of *Safari* and a stunning rendition of the theme tune to *Buffy The Vampire Slayer*.

**SCHNEIDER TM: Frogstioe (City Slang 20198-2).** Dream-flicker pop in which the enigmatic Schneider imagines splicing together a frog and a turtle, this tale is recounted over a backing of squeally undulating electronics. This naggingly addictive single is a taster for the forthcoming *Zoomer* album.

**LYRICS BORN: Hello (Ninja Tune ZEN12120).** The Solidesis/Quantum star returns with another lyrically dextrous offering, this time backed with slouched beats and dulcet female vocals. Hello will whet the fanbase's appetite for forthcoming album *Later That Day*.

**THOMSON: Pixelated Mexican Sun (Poptones MC5074).** The West Coast quartet's second single is a strident piece of rock with Crazy Horse aspirations. Although unlikely to attract mainstream airplay, the specialist press will be interested in the new McGee signings.

**UNDERWORLD: 2 Months Off (V2 JB0502090).** It is business as usual for the Emerson-less Underworld's first single, with crystalline strings and cryptic vocals pinned down by pristine tech-house beats. Clubland has already welcomed the track,

## ALBUM of the week

**CHRIS COCO: Next Wave (Distinctive Breaks DISNCD28).** Dance producer, Radio One DJ and chillout maestro Chris Coco emerges with his debut solo album. Mixing electronica, dub and classical with a hypnotic sheen, it also features guest vocals from Nick Cave (on a version of Lou Reed's *Sunday Morning*), Patrick Benjamin and John Banks. Varied enough to sustain repeated listens, it should comfortably win over fans of acts such as Zero 7, Lamon Jelly and Bent.



but longtime Underworld fans will lament a lack of their customary eccentricities. It is currently Blasted at Radio One.

**PAUL WELLER: It's Written In The Stars (Independente ISOM63MS).** Weller returns with an uplifting, horn-led track that suggests 25 years of recording has done little to dim his creative spark. Written with The Nocturnal Underground's Simon Dine, it is a promising taster for his new album *Illumination*, released September 16.

**SEVEN AM: Slave (Trickn Trick001).** Seven AM conjure a sonorous dominic-led smoky house groove on *Slave*, which has been making inroads in the capital's clubs. The original is backed by a sturdy remix from ex-Lo Fidelity Alister Matt Harvey.

**STYLES & PHAROAE MONCH: The Life (Rawkus MCST40292).** Pharoe Monch dons the mic once more for this track lifted from the compilation *Sonobombing 3*. This single features Monch over Styles-produced beats to great effect and has earned a Clisting at Radio One.

**BLAZE: Do You Remember House? (Shipwreck SLP00515).** This slice of soulful, nostalgic old-school house is lifted from the dance pioneers' current album *Spiritually Speaking*. Featuring vocals from Palmer Brown, it is a look back at the glory days of the scene which should warm the hearts of clubbers old and young.

## ALBUM reviews



**MARK RAE: Rae Road (Grand Central GCD0115).** This is the debut solo album from Mark Rae, better known as half of Rae & Christian. While his day job has seen him collaborating with the great and good, Rae Road is a more modest, intimate affair. The low-slung hip hop remains, as does the summery good time vibe known and loved by his legion of admirers.

**CINEMA: Before The Dark (Domino WIGCD113).** Crawford Tait and Gregor Reid's debut album under the Cinema guise is a lush, widescreen instrumental offering which skilfully transcends the glut of current downtempo albums in its scope and ingenuity. Word-of-mouth interest will ensure this bewitching album is not overlooked.

This week's reviewers: Dugald Baird, David Barrington, Phil Brooke, Joanna Jones, Owen Lawrence, James Roberts, Nick Tesco, Simon Ward and Adam Woods.

# STRONGHIRE

the best Pro Tools systems in London  
stronghire.com

020 7426 5150



by Andrew Stewart

DUNCUMBE TO DEBUT ON CLASSIC FM

Classic FM's strategy to reach the broadest possible audience receives a boost this autumn with the on-air debut of Lisa Duncombe (pictured), a 22-year-old violinist who recently graduated from Trinity College of Music. The radio station responded positively to Duncombe's request for general work experience, attracted by her observation that many young people are passionate about classical music but often feel alienated by the absence of presenters who talk their language.



"She believes there is a huge audience for classical music out there among her contemporaries," says Classic FM's managing editor Darren Henley. "We invited her in, were impressed and put her in the studio for a series of tests. On the strength of those demos, we decided to sign her. Lisa Late And Live is set to run every weekday for two hours at midnight, extending to three hours every Saturday. "The show will be young and irreverent in style," says Henley. "She is keen to find those performers between the ages of 18 and 30 who don't necessarily get a regular airing."

Text messaging and e-mail interactivity will be used to bring the audience in touch with Duncombe's choice of listening. "It's very exciting," she says, admitting that she has been totally overwhelmed by the level of media interest in her appointment. "As young musicians, we're all being told that

there are no jobs for us. I had been a fan of Classic FM and, like my friends, listened to it a lot. I felt we needed a younger person on the radio to relate to people of my age."

Duncombe says that her contemporaries — music students and young classical music fans — have no hang-ups about listening to music for enjoyment. She suggests that formal or academic styles of radio presentation all too often get in the way of their listening pleasure. "Classic FM is approachable and easy-listening," she adds. "I feel I have a good idea of what young people want to hear. If I can help any young artists as well, that would be great."

Profkofev, Shostakovich and other eastern European composers chart high on Duncombe's classical hit list. She also intends to offer a chillout strand to draw dance fans towards classical music. "I'm friendly, I'm bubbly," she says, "and I thought it would be nice for people to hear something fresh on the radio."

CLASSIC FM MAGAZINE REVEALS REVAHP

While Classic FM receives a 10th-birthday schedule makeover, Classic FM Magazine has also invested in a new look. The redesigned monthly title, produced under licence by Haymarket, underlines its broad-based consumer proposition with abundant white space, picture features and a run down of the last decade's top 10 classical groundbreakers.

Inimitable fiddler Kennedy graces the cover of September's issue — he is number one in the list of Classic FM listeners' musical heroes. Other Classic favourites line up on the first two covermount CDs, Bocelli, Kissin, Terfel and Rostropovich among them. The companion disc of "classics for kids" connects with the launch of the magazine's instruments for schools campaign.

Andrew Stewart can be contacted by email at [AndrewStewart1@compuserve.com](mailto:AndrewStewart1@compuserve.com)

ALBUM of the week



ROTT: Symphony; Pastorales Vorspiel. Vienna Radio 50/Russell Davies. (CPO 999 854-2). The wild-eyed photograph of Hans Rott (pictured) in this disc's booklet reveals the young Viennese composer's insane Asylum shortly before his 25th birthday, around five years after completing his Symphony in E major. The work was rediscovered in the 1960s and appeared to contain themes and ideas used by Rott's student contemporary, Gustav Mahler. This outstanding performance by the Vienna Radio Symphony Orchestra and Dennis Russell Davies underlines the extent of Mahler's debt, showing why he said of Rott that "he and I seem to be like two fruits from the same tree". The disc makes a great case for Rott's talent, richly preserved in the Symphony and the Pastorales Vorspiel, here in receipt of its premier recording.



REVIEWS

for records released up to September 2 2002

**NYMAN:** String Quartets 2, 3 & 4; If, Why, etc. The Lyric Quartet; Haram; members of the Michael Nyman Band. (Black Box BBM1.020). The aptly named Lyric Quartet

successfully colonise territory pioneered by the Balanescu Quartet, producing an attractive blend of expressive playing and rhythmic energy. Saxophonist Simon Haram's contributions to the disc extend to his arrangements of Nyman's If and Why, two seductive works that show emotional depths often hidden in the composer's minimalist film scores. Advertising in the specialist classical press supports this key late summer release from Black Box.

**CHERUBINI:** Les deux Journées. Beuron, Delunsch, Andrea Schmidt; Chorus Musicus Köln; Das Neue Orchester/Christoph Spering. (Opus 111 OP 30306). Christoph Spering's Opus 111 discography includes a

wealth of classical and romantic works presented with meticulous preparation on period instruments and with very fine soloists. This thrilling disc helps explain why Cherubini's lyric comedy Les deux Journées was among the most popular hits of the early 1800s, admired by the poet Goethe and produced in Europe's leading opera houses.

**HANDEL:** Oratorio Arias. Daniels; Ensemble Orchestral de Paris/Nelson. (Virgin Classics 5 45497 2). On this record, American countertenor David Daniels joins forces with the modern instruments of the Ensemble Orchestral de Paris, under the stylish and spirited musical direction of John Nelson. The singer's subtle use of vibrato, sheer virtuosity and warm tone help mark him apart from many male alto fied to the idea that early music demands bland, monochrome singing. Destructive War From Belshazzar or Up The Dreadful Steep Ascending From Jephthah make ideal tracks for in-store demonstration.



reflection



music of peace and tranquility

Over 2 hours of the most serene music including tracks from Barber, Pachelbel, Ravel, Fauré, Albinoni and many more.

catalogue no. 472 578-2  
call off: 30th August 2002  
release date: 9th September 2002

order from your universal sales rep or  
telephone 08705 310 310  
facsimile 08705 410 410



UNIVERSAL CLASSICS 2, JARVIS  
[www.universalsales.co.uk](http://www.universalsales.co.uk)  
universal classics 22 st petrus square london w6 9rw

## RETAIL FOCUS: TRADING POST

by Ajax Scott

Classic rock guru Victor Krumpholtz is a music retailer, but he is entirely apt for Simon Vincent, proprietor of Trading Post, one of the longest-running independent music retail outlets in Gloucestershire.

"It's always been a huge music fan and an even bigger fan of the shop, which I've been coming since 1982," he says. "Then, when I started my career working in a bank in 1986, I decided that one day I would own it."

And so it came to pass that when former proprietor Jo Waters decided to retire 18 months ago, Vincent took the chance of a lifetime and quit his job in a bank; as he puts it, he liked the company so much he bought it.

Since then he says he has sought to preserve the spirit of the two-storey shop, while extending its range and focus.

"The product range was quite limited and I wanted to introduce more choice. I wanted to explore new music that hasn't been introduced to this shop or any other shop anywhere, which we have certainly succeeded in doing," he says. "The shop policy is never to play stuff in store



Trading Post: long-running independent

that people have not heard of already. We gain extra margin by getting people to buy something that they have never heard of as well as buying the record that they came in for."

Vincent says that no one genre defines his sales, though he has had particular success with leftfield dance and imported download compilations. "We have started stocking Royksopp very early on and we've done very well with that,"

## TRADING POST'S TOP SELLERS

1. Fabrica Lamy - La Mezzanine de l'Alcazar (Pochette/Magnum)
2. Dals - Heuten Churchie (Big Brother)
3. Red Hot Chili Peppers - By The Way (Warner Bros)
4. Beth Orton - Day Breaker (Heavenly)
5. Various - Private Lounge 3.5 (Aprocity)
6. Various - Buddha Bar (Chiff'O Music)
7. Primal Scream - Evil Heat (Columbia)
8. Del Leppard - X (Mercury)
9. Yonderli - Shallow And Profound (Mole Listening Pearls)
10. VJ Coover, Van Morrison, Bob Dylan - various classic catalogue albums

say. "We've also done great business with Claude Challe's Buddha Bar and the Nirvana Lounge-style compilations. In fact, on Claude Challe's Sun compilation this tiny shop in Stroud has sold one-third of the volume which the whole Virgin chain ordered."

Local competition in Stroud includes a Woolworths and indie store Kane's, but Vincent says that Trading Post, which also sells second-

hand vinyl on its first floor, has established its own niche. "What we do is quality - if you enjoy quality and want to shop here then you have to pay a rate that is synonymous with the shop staying strong," he says. "We're competitive on price with three-for-£20 deals and the like, but I won't destroy value to cut prices."

Despite the store's location, Vincent says he receives a steady stream of visitors from Vital, The Pinnacle, SRD, Proper and Discovery. "They're all good, but Proper and Discovery are the standout ones - they've made a real effort to put their product in the shop at a good price, so I won't be left with stuff that I can't sell."

Since making his career change, Vincent says he has been flat out, working 10 to 12-hour days six days a week, but he has no regrets. "I've had a fantastic first 18 months - I'm just loving it," he says. "I know the industry is meant to be in decline but I'm not seeing it. If people see you having fun at work they want to be part of it and that means it's easier to turn them on to new music."

Trading Post: 23 Nelson Street, Stroud, Gloucester GL5 2HH, tel: 01453 759 116, e-mail: simon@tradingpost.teevee.co.uk

## IN-STORE NEXT WEEK (from 26/8/02)



**Windows** - Coldplay, Peter Pan; **In-store** - Coldplay, Bowling For Soup, Gary Moore, Eva Cassidy, Chris Coco, Lasgo, Toploader, The Music, Alison Moyet, UB40-Fathers Of Reggae, Eva Cassidy, La Guns, Norah Jones, Hell Is For Heroes, Dirty Vegas, McAlmont & Butler, Beth Orton, Scooter, No 92, Doves, DJ Tiesto, Pet Shop Boys, The Vines, David Bowie, Arctic Bliss, Harris, Kelly White, The Boggs, Turnmy Touch, My Vitrol, Halford, Generations 80's, Samuel Ramey, Paul Carrack, Queens, Roger Waters, Bedrock, Training Day & Peter Pan DVD/AHS, Andy's 4 for £20 sale, Andy's 2 for £22 on single chart albums, 10 for £5 tape sale, Andy's 3 for £12 Video Sale; **Press ads** - Norah Jones, Spanish Guitar, Kelly White, The Boggs, Turnmy Touch, My Vitrol, Medieval Baebees, Arctic Bliss, Classics For Pleasure



**Singles** - Atomic Kitten, Enrique Iglesias, Nickelback, Ash, Ms Dynamite, Mil Royale, Tweet, The Twinesies, 3SL; **Albums** - Coldplay, Daniel Bedingfield, Chilled Jazz, Queens Of The Stone Age, Catalonia, Lasgo, Sugababes, Snap!, Bowling For Soup, Black Sabbath, Carpenters, Rock The Dancerfloor, Live For The Weekend



**Listening posts** - Eva Cassidy, Dixie Chicks, Coldplay, Queens Of The Stone Age, LPR Verve releases.

Harmless Records, Vanguard Blues and over 500 full albums in our digital stores nationwide; **In-store** - three for two and two-for-£10 on CDs; **Windows** - three CDs for two



**In-store** - DJ Jazzy Jeff, Bright Eyes, Jason Loewenstein, DJ Cl1 Presents, The Liams, Earoh, 6, Royksopp



**In-store** - 3SL, Enrique Iglesias, Ash, Nickelback; **TV ads** - Bowling For Soup; **Singles** - Atomic Kitten; **Press Ads** - Queens of the Stone Age, St. Etienne, Ms Dynamite, The Who;

**Windows** - Coldplay



**Main Promotion** - CDs from £6.99; **Listening Posts** - Black Crowes, Kosheen, Rebel Gilberto, Ice States, Gemma Hayes; **Press ads** - from Hell MVC Exclusive Packaging, Bruce Springsteen; **Windows** - Coldplay, Sudden Street 2, Itanium Jo



**Selecta listening posts** - Dillinger Escape Plan feat. Mike Patton, Imperial Tenor, Bowling For Soup, Joey Jay, Eric Gales; **Mojo recommended retailers** - Montgiffier Brothers, Puerto Muerto, Dando Shaft, Junior Kimbrough, Duffy

Power, Chris Lucy; **Mixmag recommended retailers** - Muthy, Zahra, Unit 7, Jon From, Valente M. Windows - Mercury Music Prize, Coldplay; **In-store** - Marc Antonio, Goldrush, Coldplay, Peshay, The Liams; **Press ads** - Mercury Music Prize



**Press ads** - Bowling For Soup, Daniel Bedingfield, Sugababes; **In-store** - Ibiza Annual, Iveta Euphoria, Kiss Hitlist; **Windows** - Toploader, Eva Cassidy, Sale



**Press ads** - Eve, The Gurus; **In-store** - Toploader, Eva Cassidy, Kiss Hitlist; **Windows** - Toploader, Eva Cassidy



**Singles** - Enrique Iglesias, Atomic Kitten, 3SL, Ms Dynamite, Twinesies, Nickelback, Tweet, Ash, Mint Royale; **Albums** - Sugababes, Coldplay; **In-store** - Orleans Din, Moby



**Singles** - Ash, Moby, Album - Eva Cassidy; **In-store** - Eva Cassidy, Ibiza Euphoria, Holiday Hits, Ibiza Annual, Kiss Hitlist, Abs, Blazin Squad, Nickelback, Miley, 3rd Edge, Toploader; **Press ads** - Blazin Squad, Nickelback, 3rd Edge, Eva Cassidy, Abs



**Woolworths** the



**ON THE SHELF**  
STEVE BYFIELD,  
manager, Tower Records,  
Piccadilly Circus, London

"This week the store has been taken over by the Tower Festival. We have over 25 bands on through the week for the festival, which started last year because it was this store's 15th anniversary and we wanted to do a big celebration of five music. It was very successful and everyone seemed to enjoy it so much that it was something we wanted to do as an annual event."

It is completely hectic. All the offices are being used by the bands; once they have done their soundchecks they have to sit around and wait until they are on stage, so they have to go somewhere. But we can't really get anything done unless it is to do with the music festival. But this is what this business is all about - live music end up-and-down bands.

It is hard work, but it is a welcome change from the norm. At the end of the day, we are a record store, but I like to think that the

people who come to Tower are music lovers and as well as coming in to buy music we can give them some free gigs too. There are people queuing to see the bands and the actual number of people seeing the bands is between 150 and 300.

I will be glad to get back to normal, but next year we will be all gearing up to do it again. We have been talking about it since January or February. The staff generally involved in running it have really enjoyed it, but I don't think they work as hard at any other time of the year.

Otherwise, business generally is fine. Tourism is definitely picking up - that's noticeable - after being down since September 11.

And the summer sale has been doing well too - where we have been offering a lot of mid-price titles at £5.99 - as has the 'two for £22' sale, and we have also been running a 'buy one, get one free' DVD campaign."



**ON THE ROAD**  
PAUL SAVILLE,  
salesforce executive,  
Pinnacle

"It has been a typical summer. The shops are doing okay - they could be a lot worse. The fact that more than 1m people bought Lord Of The Rings on the day of release shows that even if it is a really hot day people will still go out and buy something they want."

Generally, we have got a busy autumn coming up. The Bowling For Soup album is out on August 26 following their Top 10 single. There will also be singles from The Strokes and The Libertines and a debut release by Reno. We also have New Order's Back To Mine, which is expected to be the biggest yet in the series.

We have two big cast recordings coming too; the first is Chitty Chitty Bang Bang, which is out on August 26. This is the biggest show in London's West End at the moment with £10m-worth of advance bookings. First Night is releasing the cast recording from Boy George's Taboo, which should also do well.

Meanwhile, Gary Moore has a new album coming out on Sanctuary. He has formed a

band called Scars, which is a stripped-down three-piece with Cass Lewis, who was the bass player with Slunk Anaristic, and Darren Mooney, the drummer from Primal Scream.

Beyond those records we are into the fourth quarter and we have quite a good lineup of releases through to the end of November. We have a new Feeder album and a Moleko album, both on Echo, which will have singles before there is also a Stereolab Radio One Sessions album on Strange Fruit.

There are also debut solo albums from Backstreet Boys' Nick Carter and 'N Sivek of The Underdog and a Stone Roses complete best of with the music they did for Silvertone and Geffen combined.

Otherwise, Music For Nations have an album from ImMe, an up-and-coming UK rock band, which will really appeal to people who are into Music For Nations. And one of our metal labels, Relapse, will be releasing a Nile album which should do well for them."





Pos	Artist	Title	Label/CD/Cass (Distributor)	Pos	Artist	Title	Label/CD/Cass (Distributor)
<b>1</b>	<b>NEW</b>	<b>ROUND ROUND</b>	Island/UK-Ireland CD/CDX/CA (IRS/EMI)	38	<b>21</b>	<b>REMINO ME/SO EASY</b>	Wall Of Sound WLD0740X - UK (IRS)
2	<b>COLOURBLIND</b>	Diana Christy/Lead Boy/Zumba/CD (Cherise/Quinesh) - UK	Mercury 63862/83964 (UK)	39	<b>NEW</b>	<b>MISTI BU</b>	London LOND4049 - (TEN) - UK (NAR)
3	<b>NEW</b>	<b>ROMEO UNO</b>	Releasent/Releasent/CD/DRE/ET/RE/AMC (UMV/TEN)	40	<b>NEW</b>	<b>NUKLEUZ DJ'S</b>	Nukleuz - V (ADD) - UK (NAR)
4	<b>NEW</b>	<b>JAMES DEAN (I WANNA KUNO)</b>	Damon Beaudin/Redford/Donny AYO (Redford/Donny AYO)	41	<b>NEW</b>	<b>YOU KNOW THAT I LOVE YOU</b>	Asina 742126/0674221/55094 (TEN) - UK (NAR)
5	<b>LIKE A PRAYER</b>	Senirus/Mercury/5ERR96/CD/5ERR96MC (UK)	Mercury 63862/83964 (UK)	42	<b>18</b>	<b>LIGHT MY FIRE</b>	Wax 742131/0000/74221/04304 (BMG) - UK (NAR)
6	<b>LOVIN' IS HARD</b>	Lealand/53052/52/70564 (UK)	Lealand 53052/52/70564 (UK)	43	<b>1</b>	<b>HERE I AM</b>	ASA/Mercury/437144/2487438 (UK) - UK (NAR)
7	<b>ALONE</b>	Lissy/Lulu/Mercury/EMI (Lulu/Vivipod)	Positive CD/SINGLES1781 - (TEN) - UK (NAR)	44	<b>34</b>	<b>WHEN YOU LOOK AT ME</b>	Def Soul 52208/05/20964 (UK) - UK (NAR)
8	<b>HALF A HEART</b>	H & Chare (Anderson/Lo) EMO/7emba/Sony/ATV (Anderson/Sassman/Lewis)	WEA WEA320/WEA320F (TEN) - UK (NAR)	45	<b>3</b>	<b>ROCK STAR</b>	Virgin VUSC0233Y - (TEN) - UK (NAR)
9	<b>ANYONE OF US (STUPID MISTAKE)</b>	8 742131/0000/742131/0004 (BMG)	8 742131/0000/742131/0004 (BMG)	46	<b>15</b>	<b>LOVE AT FIRST SIGHT</b>	Parlophone CD/R5 6571Y - (TEN) - UK (NAR)
10	<b>BLACK SUITS COMIN' (NOO YA HEAD)</b>	Charmal/63810/16/20314 (TEN)	Charmal 63810/16/20314 (TEN)	47	<b>2</b>	<b>LUV DA SUNSHINE</b>	Mercury/63862/83964 (UK) - UK (NAR)
11	<b>UNDERNEATH YOUR CLOTHES</b>	Epic 67263/627/25034 (TEN)	Epic 67263/627/25034 (TEN)	48	<b>22</b>	<b>TROY (THE PHOENIX FROM THE FLAME)</b>	DeWolfe/DEW90033Y - (IMPORT) - UK (NAR)
12	<b>I NEED A GIRL (PART ONE)</b>	Pyl Dadey/Asina 742131/0000/742131/0004 (BMG)	Pyl Dadey/Asina 742131/0000/742131/0004 (BMG)	49	<b>3</b>	<b>HI VLTG 3/PTS.OF.ATHRTY</b>	Warner Bros W588D - (TEN) - UK (NAR)
13	<b>IN MY PLACE</b>	Parlophone CD/R5517/CR65974 - (UK)	Parlophone CD/R5517/CR65974 - (UK)	50	<b>3</b>	<b>FOREVER</b>	Interstate/EMI 46233/2/08342 (EMC) - (TEN) - UK (NAR)
14	<b>DO YOU SEE THE LIGHT?</b>	Data DATAB03/DATAB03MCS (UMV/TEN)	Data DATAB03/DATAB03MCS (UMV/TEN)	51	<b>29</b>	<b>FALLING</b>	Chrysalis CDCH5314Y - (TEN) - UK (NAR)
15	<b>AUTOMATIC HIGH</b>	Foxy/RCA 52783/2/52783/4 (UK)	Foxy/RCA 52783/2/52783/4 (UK)	52	<b>NEW</b>	<b>ROOTS</b>	B Unique BUN0000CX - (TEN) - UK (NAR)
16	<b>A THOUSAND MILES</b>	AMM/Mercury/497342/4875744 (UK)	AMM/Mercury/497342/4875744 (UK)	53	<b>23</b>	<b>NOW</b>	Mercury 0529629Y - (UK)
17	<b>NEW</b>	<b>RAINY DAY</b>	MCA/UK-Ireland MCSX/400389/MCS/402188 (UK)	54	<b>15</b>	<b>STRANGE RELATIONSHIPS</b>	Columbia 67298/5/67298/4 (TEN) - UK (NAR)
18	<b>THE LOGICAL SONG</b>	Sheffield/TanGed/UK 013296 STU1013296 STU IV (Scooter/Scooter/Universal/Wonder/DeWolfe/Johnson)	Sheffield/TanGed/UK 013296 STU1013296 STU IV (Scooter/Scooter/Universal/Wonder/DeWolfe/Johnson)	55	<b>4</b>	<b>I JUST WANT YOU</b>	Wunderhuber/DEW1022/018MC (MNV/TV)
19	<b>GIRL ALL THE BAD GUYS WANT</b>	Manc For Nations CD/001194/UK194 (Blur/Bowing For Soup/Walkers/Zomba (Refract/Walker)	Manc For Nations CD/001194/UK194 (Blur/Bowing For Soup/Walkers/Zomba (Refract/Walker)	56	<b>4</b>	<b>SAFE FROM HARM</b>	FHM FCD06/FC486 (TEN) - UK (NAR)
20	<b>HOT IN HERRE</b>	Universal/MCST/40298/MCS/402188 (UK)	Universal/MCST/40298/MCS/402188 (UK)	57	<b>16</b>	<b>IF TOMORROW NEVER COMES</b>	Universal/570131/5702702X (UK) - UK (NAR)
21	<b>OH BOY</b>	Roc-a-fella/Mercury/063862/063864 (UK)	Roc-a-fella/Mercury/063862/063864 (UK)	58	<b>2</b>	<b>FASCINATED</b>	Rain RILLM72753Y - (UMV/TEN) - UK (NAR)
22	<b>CANTIN' IT UP</b>	Def Jam 06382/82/06382/84 (UK)	Def Jam 06382/82/06382/84 (UK)	59	<b>4</b>	<b>YOUR SONG</b>	Mercury 639126/39194 (UK) - UK (NAR)
23	<b>AROUND THE WORLD</b>	EMI/Dery CDAT4037/CDAT4036 (UK)	EMI/Dery CDAT4037/CDAT4036 (UK)	60	<b>11</b>	<b>GET OVER YOU/MOVE THIS MOUNTAIN</b>	Poly/R 570623/57064 (UK) - UK (NAR)
24	<b>BOYS</b>	Jive 525312/2/5253114 (TEN)	Jive 525312/2/5253114 (TEN)	61	<b>2</b>	<b>STOP TRYING YOUR HEART OUT</b>	Big Brother RHC50024 - (UMV/TEN) - UK (NAR)
25	<b>JAM SIDE DOWN</b>	Universal TV 132326 - (UK)	Universal TV 132326 - (UK)	62	<b>16</b>	<b>LK (CAROLINA CAROL BELA)</b>	V Recordings VU505/VD505MC (SRD) - UK (NAR)
26	<b>FOOLISH</b>	Murder Inc. 023994/023994 (UK)	Murder Inc. 023994/023994 (UK)	63	<b>4</b>	<b>TELL IT TO MY HEART</b>	All Around The World CD/R56293/CA/08258 (MCA) - UK (NAR)
27	<b>WHEREVER YOU WILL GO</b>	RCA 742131/0000/742131/0004 (BMG)	RCA 742131/0000/742131/0004 (BMG)	64	<b>17</b>	<b>IT'S OK!</b>	Innocent SIN00353/INOC (UK) - UK (NAR)
28	<b>YM GONNA BE ALRIGHT</b>	Epic 672984/027844 (TEN)	Epic 672984/027844 (TEN)	65	<b>16</b>	<b>KISS KISS</b>	London LOND464L/0M/5484 (TEN) - UK (NAR)
29	<b>HERO</b>	Roadrunner/RP 20423P/20464 (UK)	Roadrunner/RP 20423P/20464 (UK)	66	<b>NEW</b>	<b>SATISFY MY LOVE</b>	Conti/Musique CD/UB300224 - (SRO) - UK (NAR)
30	<b>WITHOUT ME</b>	Intercepte/Poly/R 472724/472724 (UK)	Intercepte/Poly/R 472724/472724 (UK)	67	<b>24</b>	<b>UNCHAINED MELODY 2</b>	S 742131/0000/742131/0004 (BMG) - UK (NAR)
31	<b>WORK IT OUT</b>	Columbia 67282/2/672824 (TEN)	Columbia 67282/2/672824 (TEN)	68	<b>1</b>	<b>I CAN CLIMB MOUNTAINS</b>	Chrysalis CDCH5314Y - (TEN) - UK (NAR)
32	<b>A LITTLE LESS CONVERSION</b>	RCA 742131/0000/742131/0004 (BMG)	RCA 742131/0000/742131/0004 (BMG)	69	<b>2</b>	<b>ESCAPE</b>	Intercepte/Poly/R 472724/472724 (UK) - UK (NAR)
33	<b>TIME OF MY LIFE</b>	SZ 477883/2 - (UK)	SZ 477883/2 - (UK)	70	<b>5</b>	<b>MOVE IT LIKE THIS</b>	S-Curve/EMI/0615/0615Y - (TEN) - UK (NAR)
34	<b>SHOOTING STAR</b>	All Around The World CDGBL258 - (TEN) - UK (NAR)	All Around The World CDGBL258 - (TEN) - UK (NAR)	71	<b>5</b>	<b>FULL MOON</b>	Atlantic/AT1300/AT1301C (TEN) - UK (NAR)
35	<b>NEW</b>	<b>UH UH</b>	Epic 672921/672914 (TEN)	72	<b>3</b>	<b>AMERICAN LEGION</b>	Parlophone CD/R56293 - (TEN) - UK (NAR)
36	<b>JUST A LITTLE</b>	V2/VW5019860/WVS01865 (MNV/TV)	V2/VW5019860/WVS01865 (MNV/TV)	73	<b>NEW</b>	<b>PAPA DON'T PREACH</b>	Epic 6721532D - (Import) - UK (NAR)
37	<b>BY THE WAY</b>	Warner Bros W588D - (TEN)	Warner Bros W588D - (TEN)	74	<b>5</b>	<b>WISH I DIDN'T MISS YOU</b>	J 742131/0000/742131/0004 (BMG) - UK (NAR)

Pos	Artist	Title	Label/CD/Cass (Distributor)
1	Various Artists	Various Artists	Various Artists
2	Various Artists	Various Artists	Various Artists
3	Various Artists	Various Artists	Various Artists
4	Various Artists	Various Artists	Various Artists
5	Various Artists	Various Artists	Various Artists
6	Various Artists	Various Artists	Various Artists
7	Various Artists	Various Artists	Various Artists
8	Various Artists	Various Artists	Various Artists
9	Various Artists	Various Artists	Various Artists
10	Various Artists	Various Artists	Various Artists
11	Various Artists	Various Artists	Various Artists
12	Various Artists	Various Artists	Various Artists
13	Various Artists	Various Artists	Various Artists
14	Various Artists	Various Artists	Various Artists
15	Various Artists	Various Artists	Various Artists
16	Various Artists	Various Artists	Various Artists
17	Various Artists	Various Artists	Various Artists
18	Various Artists	Various Artists	Various Artists
19	Various Artists	Various Artists	Various Artists
20	Various Artists	Various Artists	Various Artists
21	Various Artists	Various Artists	Various Artists
22	Various Artists	Various Artists	Various Artists
23	Various Artists	Various Artists	Various Artists
24	Various Artists	Various Artists	Various Artists
25	Various Artists	Various Artists	Various Artists
26	Various Artists	Various Artists	Various Artists
27	Various Artists	Various Artists	Various Artists
28	Various Artists	Various Artists	Various Artists
29	Various Artists	Various Artists	Various Artists
30	Various Artists	Various Artists	Various Artists
31	Various Artists	Various Artists	Various Artists
32	Various Artists	Various Artists	Various Artists
33	Various Artists	Various Artists	Various Artists
34	Various Artists	Various Artists	Various Artists
35	Various Artists	Various Artists	Various Artists
36	Various Artists	Various Artists	Various Artists
37	Various Artists	Various Artists	Various Artists
38	Various Artists	Various Artists	Various Artists
39	Various Artists	Various Artists	Various Artists
40	Various Artists	Various Artists	Various Artists
41	Various Artists	Various Artists	Various Artists
42	Various Artists	Various Artists	Various Artists
43	Various Artists	Various Artists	Various Artists
44	Various Artists	Various Artists	Various Artists
45	Various Artists	Various Artists	Various Artists
46	Various Artists	Various Artists	Various Artists
47	Various Artists	Various Artists	Various Artists
48	Various Artists	Various Artists	Various Artists
49	Various Artists	Various Artists	Various Artists
50	Various Artists	Various Artists	Various Artists
51	Various Artists	Various Artists	Various Artists
52	Various Artists	Various Artists	Various Artists
53	Various Artists	Various Artists	Various Artists
54	Various Artists	Various Artists	Various Artists
55	Various Artists	Various Artists	Various Artists
56	Various Artists	Various Artists	Various Artists
57	Various Artists	Various Artists	Various Artists
58	Various Artists	Various Artists	Various Artists
59	Various Artists	Various Artists	Various Artists
60	Various Artists	Various Artists	Various Artists
61	Various Artists	Various Artists	Various Artists
62	Various Artists	Various Artists	Various Artists
63	Various Artists	Various Artists	Various Artists
64	Various Artists	Various Artists	Various Artists
65	Various Artists	Various Artists	Various Artists
66	Various Artists	Various Artists	Various Artists
67	Various Artists	Various Artists	Various Artists
68	Various Artists	Various Artists	Various Artists
69	Various Artists	Various Artists	Various Artists
70	Various Artists	Various Artists	Various Artists
71	Various Artists	Various Artists	Various Artists
72	Various Artists	Various Artists	Various Artists
73	Various Artists	Various Artists	Various Artists
74	Various Artists	Various Artists	Various Artists
75	Various Artists	Various Artists	Various Artists

As used by Top Of The Pops and Radio One

# BUSINESS AFFAIRS

## Management Contracts September 14, 2002

Don't miss this opportunity to profile your business to the people that matter  
 Sponsorship positions are limited, and will operate on a first come, first served basis.  
 For further details, contact Judith Rivers on 020 7579 4191 or email [judith@musicweek.com](mailto:judith@musicweek.com)

24 AUGUST 2002

# CHART COMMENTARY

by ALAN JONES

The Sugababes become the third act to have two number ones in 2002, debuting in pole position with Round Round some 16 weeks after Freak Like Me became their first chart-topper. They emulate Will Young and Gareth Gates, and topple a third Pop Idol's star, Darius, whose Colourblind retreats to number two after a fortnight at number one, its sales down week-on-week by 32% to just over 42,500, while its 20 days sales tally of 217,000 makes it the 19th biggest seller of the year.

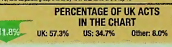
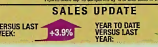
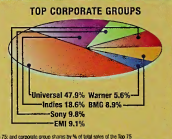
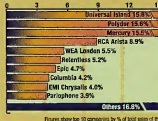
With more than 40 MCs, DJs, vocalists and producers now identified as members of So Solid Crew, who debuted at number one a year ago this week with 21 Seconds, it is perhaps not surprising to find a fair number of them turning up as guests on other peoples records and making singles of their own. Following this with Oxide & Neutro, Mr Shabz and Asher D, the latest to chart is Romeo, whose Romeo Dm debuts this week at number three.



The 10th all girl group in chart history to have a number one when they topped the chart with **Freak Like Me** in May, the Sugababes repeat the feat this week, debuting in pole position with the follow-up **Round Round**. Both singles are taken from their debut Island album **Angels With Dirty Faces**, which is out next Monday (26 August). First week sales for Round Round are around 78,000, representing only a small decline on the 85,500 opening week

tally registered by **Freak Like Me**, which went on to sell more than 235,000 and stands at number 18 in the year to date chart. All three Sugababes were among the 12 writers who contributed directly or indirectly to Round Round. The full credits are too long for our chart page but read Higgins, Cooper, Cowling, Powell, Color, Buchanan, Buena, Range, Pflüger, Stecher, Hofmann and Spandevleachland, the last four courtesy of a sample.

## MARKET REPORT



Meanwhile, fellow garage star Daniel Bedingfield follows up on the chart-topping **Gotta Get Thru This** with a less dramatic

number four debut with his jaw-swing revival **James Dean (I Wanna Know)**. It sold nearly 25,000 copies last week.

## INDEPENDENT SINGLES

This Week	Last Week	Title	Artist	Label (distributor)
1	1	GIRL ALL THE BAD GUYS WANT	Bowling For Soup	Music For Nations CDW001794 (PI)
2	2	THE LOGICAL SOUND	Scorcher	Shirley/Time/Edel UK 013295 STU (V)
3	4	BOYS	Britney Spears feat. P. Diddy	Jive 282074 (PP)
4	3	REIMOND MEND EASY	Royce da 5'0"00	Wall Of Sound WALL0024X (V)
5	5	NIKOLEE D.J.S	DJ Nelson	Nakulz NUK03940 (ADD)
6	NEW	TROY (THE PHOENIX FROM THE FLAME)	Sinead O'Connor	Devolution DEV003083 (CMV/PP)
7	6	JUST A LITTLE	Liberty X	V2 V20191098 (CMV/PP)
8	5	LUV DA SUNSHINE	Imeloan Project	Imeloan CD000470 (V)
9	7	IT JUST WONT DO	Tim Deluxe feat. Sam Obinuki	Underwater H2O 01620 (CMV/PP)
10	8	LX (CAROLINA CAROL BELLA)	DJ Marky And XMS feat. Stamina MC	V Recordings VRC020 (SRD)
11	NEW	SATISFY MY LOVE	Pashley Vs Phyllonia	Cubic Music CUB000020 (SRD)
12	NEW	GET A LIFE (FRANKIE TEMPER)	Pitchy feat. Steve Hill	TripTik TRT03988 (ADD)
13	11	BABY'S GOT A THEME	The Presley	XL XL151400 (V)
14	NEW	LA BOMBA	Jump	Melanie WPF0001 (MAC)
15	NEW	IT'S ABOUT MUSIC	Joe & Charlie	Tidy Track (ADD)
16	12	BACK TO CALI	Mauro Piccini	BKX BXB 0433 (ADD)
17	NEW	THAT LATIN TRACK	DJ Vicman feat. Miss Judy	Loaded L00029 (CMV/PP)
18	NEW	FNATON	Umek	Bugged Out (V)
19	NEW	SEX (TELL ME IT'S ALRIGHT)	Reuben	Bass Music B000305 (V)
20	19	LAZY	X-Press 2 feat. David Byrne	Skint SKINT 7402 (CMV/PP)

All charts © The Official UK Charts Company 2002



This Week	Last Week	Title	Artist	Label
1	1	ROUND ROUND	Sugababes	Universal Island
2	1	COLORBLIND	Darius	Mercury
3	NEW	ROMEO DUMEN	Romeo	BMG
4	NEW	JAMES DEAN (I WANNA KNOW)	James Dean	Polygram
5	1	IF A PRAYER	David Bedingfield	Devotion/Mercury
6	NEW	LOVIN' IS EASY	Shabz	Polygram
7	NEW	ALONE	Clay Aiken	Mercury
8	NEW	HALF A HEART 4 U	Clay Aiken	Mercury
9	NEW	ANYONE OF US (STUPID MISTAKE)	Gerard Way	Capitol
10	NEW	BLAZES COME ON (I'M REAL)	Gerard Way	Capitol
11	NEW	IN MY PLACE	Clay Aiken	Polygram
12	NEW	A THOUSAND MILES	Vanessa Carlton	A&M/Polygram
13	NEW	UNEXPECTEDLY YOUR CLOTHES	Shazam	Capitol
14	NEW	I'M A GIRL PART ONE	Shazam	Capitol
15	NEW	HOT IN HERRE	Universal Island	Universal Island
16	NEW	LIVIN' IT UP	Ja Rule	Def Jam/Mercury
17	NEW	FOOLISH	Destiny Fave	Mercury
18	NEW	LOVE AT FIRST SIGHT	Eve 6	Polygram
19	NEW	WHENEVER YOU WILL GO	The Calling	Capitol
20	NEW	THE LOGICAL SOUND	Scorcher	Edel
21	NEW	DO YOU SEE THE LIGHT	Shazam	Capitol
22	NEW	A LITTLE LESS CONVERSATION	Joe Jolie	Mercury
23	NEW	RAINY DAZE	Way 2	Mercury
24	NEW	GIRL ALL THE BAD...	Shazam	Capitol
25	NEW	WHEN YOU LOOK AT ME	Destiny Fave	Mercury
26	NEW	JUST A LITTLE	Liberty X	Mercury
27	NEW	JUST THE WAY YOU ARE	Missy Elliott	Mercury
28	NEW	AUTOMATIC HIGH	Shazam	Capitol
29	NEW	TIME OF MY LIFE	Shazam	Capitol
30	NEW	FM GONNA BE ALRIGHT	Janet Jackson	Mercury
31	NEW	THE TIDE IS HIGH	Atomic Kitten	Mercury
32	NEW	HERO	Shazam	Capitol
33	NEW	WORK IT OUT	Rebecca	Mercury
34	NEW	AROUND THE WORLD...	ATC	Mercury
35	NEW	STARRED EYED SURPRISE	Shazam	Capitol
36	NEW	BOYS BORN AGAIN	P. Diddy	Mercury
37	NEW	OB-OY	Shazam	Capitol
38	NEW	GET YOUR LOVE WORKING	V2	Mercury
39	NEW	LOVE TO SEE YOU GO	Shazam	Capitol
40	NEW	IT JUST WONT DO	Shazam	Capitol

© The Official UK Charts Company 2002/Music Control

Are your pre-releases hot news?

TRY THE SERVICE FROM MONDAY 19 AUGUST

Shazam is a revolutionary new service that allows users to identify and tag music virtually anywhere. When users hear music in a bar, on the radio or in the car, Shazam can tell them the artist and title via any mobile phone.

Shazam is a revolutionary new service that allows users to identify and tag music virtually anywhere. When users hear music in a bar, on the radio or in the car, Shazam can tell them the artist and title via any mobile phone.

## Shazam TAG CHART

PRE-RELEASE / MULTI-GENRE

This List	Title	Artist	Label
1	THE THEME	Jürgen Vries	Direction
2	THE TIDE IS HIGH (GET THE FEELING)	Atomic Kitten	Innocent
3	CROSSROADS	Blazin' Squad	East West
4	FOREVER	Mr. Tico	All Around The World
5	ULTRA	Travis	Parlophone
6	KHA	My Neck My Back	Epic
7	HARDER	Kosheen	Musha
8	DY-NA-MI-TEE	Mrs. Dynamite	Polygram
9	SILVER SCREEN SHOWER SCENE	Felix Da Housecat	City Records
10	TWO MONTHS OFF	Underworld	J&R

Shazam is a revolutionary new service that allows users to identify and tag music virtually anywhere. When users hear music in a bar, on the radio or in the car, Shazam can tell them the artist and title via any mobile phone.

### Try the Shazam service now: Call 2580

1. Play music. 2. Dial 2580 and follow instructions. 3. Point mobile towards sound source to identify the music. 4. Walk 15 seconds and receive a text with name of track and artist.

The Shazam service works on pre-registered mobile phones and currently does not operate with standard mobile phones. Shazam works with the 4 major networks - Vodafone, O2 and T-Mobile. Cost varies by network. Overage and 15p per call. CD and DVD included. See a tag (with a picture) on the back of the CD. Text messages cost 15p per message.





Pos	Weeks	Title	Artist	Label/CD	(Distributor)	Cash/Vinyl/MD
1	1	<b>BY THE WAY</b> <small>1</small>	Red Hot Chili Peppers (Robyn)	Warner Bros	052474102 (TEN)	65493/954/1
2	20	<b>LAUNDRY SERVICE</b> <small>2</small>	Shabazz (Shabazz)	Epic	51NVS35002 (TEN)	
3	1	<b>COME AWAY WITH ME</b> <small>2</small>	Norah Jones (Marsden)	Parlophone	5280292 (E)	
4	3	<b>HEATHEN CHEMISTRY</b> <small>2</small>	Big Brother & The Holding Company (Oasis)	BMG	8100CM25 (CD/MS)	02245/25/1
5	11	<b>ESCAPE</b> <small>2</small>	Interpol (Polzella)	Interscope/Polydor	4531822 (E)	
6	3	<b>REANIMATION</b>	Linkin Park (Shinoda)	Warner Bros	836743542 (TEN)	836743544/1
7	2	<b>THE RISING</b>	Briac Springsteen (Springsteen)	Columbia	528009 (E)	050001/1
8	7	<b>BE NOT NOBODY</b>	Wesley Carter (Parr)	BMG/Mercury	4533072 (E)	
9	RE	<b>MELODY AM</b>	Wail Of Sound (Wail Of Sound)	Wail Of Sound	4533022 (E)	WAIL022/1
10	14	<b>MISSUNDAZTODD</b>	Parlophone (Phonogram)	Arista	07822147182 (EMG)	
11	2	<b>GREATEST HITS III &amp; III</b>	Queen (Queen)	Parlophone	5283922 (E)	
12	14	<b>THE EMINEM SHOW</b>	Eminem (Eminem)	Interscope/Polydor	4532922 (E)	
13	10	<b>EMINEM THE BEST OF THIS JAM...</b>	Eminem (Eminem)	Shelby	07822147182 (EMG)	
14	NEW	<b>X</b>	Bludgeoned (Bludgeoned)	Bludgeoned	4533022 (E)	
15	13	<b>NELLYVILLE</b>	Nelly (Nelly)	Universal	0186922 (E)	
16	12	<b>ASHANTI</b>	Ashanti (Ashanti)	Mercury	5068022 (E)	
17	15	<b>O'YEAH - ULTIMATE HITS</b>	O'YEAH (O'YEAH)	Columbia	4533022 (E)	
18	NEW	<b>BRING IT BACK</b>	McIntosh & Butler (Butler)	Chryslis	5289722 (E)	
19	21	<b>PAIN IS LOVE</b>	Def Jam (Def Jam)	Def Jam	5064372 (E)	
20	23	<b>SILVER SLIDE UP</b>	Nickelback (Nickelback)	Roadrunner	1204842 (E)	
21	NEW	<b>WE INVENTED THE REMIX</b>	P Diddy & The Bad Boy Family (P Diddy)	RCA	743219402 (EMG)	
22	23	<b>CAMINO PALMERO</b>	The Gilling (The Gilling)	RCA	743219402 (EMG)	
23	17	<b>FEVER</b>	Parlophone (Parlophone)	Parlophone	5283922 (E)	
24	NEW	<b>BORN TO REIGN</b>	Milli Vanilli (Milli Vanilli)	Columbia	5079552 (E)	
25	22	<b>SPIN</b>	Darren Hayes (Hayes)	Columbia	5063192 (TEN)	
26	25	<b>18 *</b>	Mute CD/ST/AM/2CD (Mute)	EMI	5281222 (E)	
27	31	<b>J TO THE L-O - THE REMIXES</b>	Jay-Z (Jay-Z)	Epic	5062022 (E)	
28	6	<b>WOODOO CHILD - THE COLLECTION</b>	Universal TV (Universal)	Universal	110322 (E)	
29	24	<b>READ MY LIPS</b>	Polydor (Polydor)	Polydor	5891742 (E)	
30	32	<b>THINKING IT OVER</b>	XL (XL)	V2	1071782 (EMG)	
31	24	<b>THE LAST BROADCAST</b>	Heavenly (Heavenly)	Heavenly	51NVS3502 (E)	
32	3	<b>THE CORAL</b>	Delatronic (Delatronic)	Delatronic	041122 (E)	
33	5	<b>DECADE</b>	Reprise (Reprise)	Reprise	75801222 (TEN)	
34	2	<b>EVLH HEAT</b>	Columbia (Columbia)	Columbia	5068222 (E)	
35	3	<b>DAYBREAKER</b>	Heavenly (Heavenly)	Heavenly	51NVS3502 (E)	
36	4	<b>BAG OF HITS</b>	Fan Love (Fan Love)	Chryslis	51NVS3502 (E)	
37	10	<b>NO MORE DRAMA</b>	MCA (MCA)	MCA	112622 (E)	
38	10	<b>A LITTLE DEEPER</b>	Polydor (Polydor)	Polydor	5891952 (E)	
39	NEW	<b>OCTOBER ROAD</b>	James Taylor (James Taylor)	Columbia	5022522 (E)	
40	29	<b>THE REMOTE PART</b>	Parlophone (Parlophone)	Parlophone	5042422 (E)	
41	48	<b>TENACIOUS D</b>	Epic (Epic)	Epic	5077252 (TEN)	
42	RE	<b>HUNKY DORY</b>	EMI (EMI)	EMI	5281222 (E)	
43	56	<b>NO ANGEL</b>	Chryslis (Chryslis)	Chryslis	51NVS3502 (E)	
44	120	<b>WHITE LADDER</b>	HT/East West (East West)	HT/East West	8758222 (TEN)	
45	60	<b>PARACHUTES</b>	Parlophone (Parlophone)	Parlophone	5278422 (E)	
46	49	<b>SONGS IN A MINOR</b>	BMG (BMG)	BMG	8100CM25 (CD/MS)	02245/25/1
47	25	<b>COME CLEAN</b>	Interscope/Polydor (Interscope)	Interscope/Polydor	4530472 (E)	
48	14	<b>ORIGINAL PRIME MATERIAL</b>	The Screamers (The Screamers)	Uptown	5064372 (E)	
49	53	<b>DESTINATION</b>	Polydor (Polydor)	Polydor	5891952 (E)	
50	18	<b>AIRDAWN DAGGER</b>	Arista (Arista)	Arista	743219402 (EMG)	
51	RE	<b>PRESELY - THE ALL TIME GREATS</b>	RCA (RCA)	RCA	7013019 (E)	
52	50	<b>JUST ENOUGH EDUCATION TO PERFORM</b>	Various (Various)	Various	Various	
53	20	<b>ALL RISE</b>	Innocent (Innocent)	Innocent	5283922 (E)	
54	NEW	<b>COOL SUMMER REGGAE</b>	Universal TV (Universal)	Universal	1046292 (E)	
55	7	<b>BUNKA</b>	Perfecto (Perfecto)	Perfecto	PERFALB09C (EMV)	
56	41	<b>WHO I AM</b>	Parlophone/Rhythm Series (Parlophone)	Parlophone	5283922 (E)	
57	51	<b>CHARANGO</b>	East West (East West)	East West	02746922 (E)	
58	2	<b>IN SEARCH OF</b>	Virgin (Virgin)	Virgin	CD/MS/2CD (E)	
59	6	<b>A NEW DAY HAS COME</b>	Various (Various)	Various	Various	
60	45	<b>SPRIT - STALLION OF THE CIMARRON (OST)</b>	Various (Various)	Various	Various	
61	NEW	<b>TRUTHFULLY SPEAKING</b>	Interscope/Polydor (Interscope)	Interscope/Polydor	4533312 (E)	
62	20	<b>HARD CANDY</b>	Wesley Carter (Wesley Carter)	Wesley Carter	4533072 (E)	
63	40	<b>DIRTY VEGAS</b>	Dun Vegas (Dun Vegas)	Credence	5283922 (E)	
64	10	<b>HEATHEN</b>	Columbia (Columbia)	Columbia	5068222 (E)	
65	3	<b>HOWLY CROWD</b>	Geffen/Polydor (Geffen)	Geffen/Polydor	4530222 (E)	
66	52	<b>CHANGING EVES</b>	Heavenly (Heavenly)	Heavenly	51NVS3502 (E)	
67	69	<b>SONGBIRD</b>	Elek (Elek)	Elek	0271092 (E)	
68	RE	<b>PERFORMANCE AND COCKTAILS</b>	Various (Various)	Various	Various	
69	51	<b>CHRISTINA MILLAN</b>	Def Soul (Def Soul)	Def Soul	5079552 (E)	
70	70	<b>RESIST</b>	Moksha (Moksha)	Arista	743219402 (EMG)	
71	RE	<b>PET SOUNDS</b>	The Beach Boys (The Beach Boys)	Fame	CD/MS/2CD (E)	
72	RE	<b>THE BEST OF</b>	Atlantic (Atlantic)	Atlantic	75670022 (E)	
73	82	<b>CALIFORNICATION</b>	Warner Bros (Warner Bros)	Warner Bros	5284282 (E)	
74	56	<b>A FUNK ODYSSEY</b>	Jamiroquai (Jamiroquai)	RCA	5064372 (E)	
75	63	<b>YOSHIMI BATTLES THE PINK BOYS</b>	The Fighting Lays (The Fighting Lays)	Warner Bros	5284282 (E)	

NE Highest new entry HC Highest charted ▲ Sales increase ▲▲ Sales increase 50% or more

## TOP COMPILATIONS

Pos	Weeks	Title	Artist	Label/CD	(Distributor)	Cash/Vinyl/MD
1	1	<b>NOW THAT'S WHAT I CALL MUSIC!</b> <small>52</small>	Various (Various)	EMI/Universal TV	CONO492 (TEN)	0247924/1
2	2	<b>THE VERY BEST OF PURE R&amp;B - THE SUMMER</b>	Various (Various)	Virgin	TVBMO2 (E)	TVBMO2/4/1
3	2	<b>HITS 53</b>	Various (Various)	BMG	8100CM25 (CD/MS)	02245/25/1
4	NEW	<b>TRANCE MASTERS</b>	Various (Various)	Virgin	EMI	VTDC0485 (E)
5	4	<b>THE BEST CLUB HITS SUMMER 2002</b>	Various (Various)	EMI	VTDC0487 (E)	
6	5	<b>CLUBLAND</b>	Various (Various)	Universal	TV/AA/TV	Series 9C8012 (E)
7	NEW	<b>SONGS TO MAKE YOU FEEL GOOD</b>	Various (Various)	Virgin	TVBMO2 (E)	TVBMO2/4/1
8	NEW	<b>THE ULTIMATE HEN NIGHT PARTY ALBUM</b>	Various (Various)	Wesley Carter	Wesley Carter	4533072 (E)
9	9	<b>THE VERY BEST OF SMOOTH JAZZ</b>	Various (Various)	Utv Classics & Jazz	804902 (E)	
10	8	<b>THE NEW CLASSIC CHILLOUT ALBUM</b>	Various (Various)	Columbia	STVCD048 (E)	(TEN)
11	10	<b>YOUNG GIFTED &amp; BLACK</b>	Various (Various)	Tristan	TJDD004 (E)	(E)
12	NEW	<b>CLASSIC ADS</b>	Various (Various)	Decca	04724182 (E)	(E)
13	7	<b>BOOM SELECTION</b>	Various (Various)	Sony	TV/Warner	Series WSMC2005 (E)
14	3	<b>ROCK MONSTERS</b>	Various (Various)	Universal	TV/STV	Series 9C8142 (E)
15	NEW	<b>GODSKITCHEN - SUMMER TRANCE</b>	Various (Various)	INC	506842 (E)	(TEN)
16	11	<b>THE ULTIMATE CHICK FLICK SOUNDTRACK</b>	Various (Various)	Wesley Carter	Wesley Carter	4533072 (E)
17	13	<b>THE VERY BEST OF MTV UNPLUGGED</b>	Various (Various)	Wesley Carter	Wesley Carter	4533072 (E)
18	NEW	<b>FUTURE CHILL</b>	Various (Various)	Virgin	EMI	VTDC0472 (E)
19	NEW	<b>SORTED</b>	Various (Various)	Ministry Of Sound	MSMCD45 (E)	(MINI/TEN)
20	17	<b>CLUBMIX IBIZA 2002</b>	Various (Various)	Universal	TV/Various	Series 9C8342 (E)



24 AUGUST 2002

# CHART COMMENTARY

by ALAN JONES



## ALBUMS FACTFILE

Veteran British metal band Def Leppard reached number 11 in the UK and the US with their 1999 album *Euphoria*. They matched that with their follow-up, *X*, on the US chart last week but they fall short here, with *X* debuting at number 14. First week sales for the album – a typical compromise between melody and metal from the Sheffield band – fell just short of 12,900, nearly 18% down on *Euphoria*'s opening week tally of more than 14,900. As scholars of roman numerals will

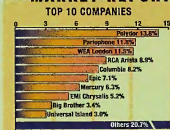
deduce, *X* is Leppard's 10th album, and all 10 have reached the Top 30, and all 10 have reached the Top 10 on a chart career spanning more than 20 years. The group's most successful albums were 1987's *Hysteria* and the 1992 follow-up *Adrenalize*, both of which reached number one. The first single from *X* is *Now*, which reached number 23 on the singles chart last week. At least two more are planned, and the band will tour later this year in support of *X*.

Taking the album title for the fifth time in six weeks, the **Red Hot Chili Peppers** sold just short of 31,000 copies last week, the fourth lowest weekly tally of the year but a not untypical sale for a number one album at this time of the year. In the same week in 2001, David Gray's *White Ladder* was top with 33,000 sales, although two years ago Craig David's *Born To Do It* turned in a very unseasonal sale of 225,000 at the start of its chart career.

Reissued in a smart slipcase in the wake of their hit single *Remind Me/So Easy*, which reached number 21 last week, the album *Melody A-M* by **Norway's Rokksoff** explodes 188.9. The album, their debut, was initially released last October, and has previously sold more than 48,000 copies without climbing higher than number 101. Last week alone it sold an additional 16,000 copies.

TV and radio coverage of the 25th anniversary of **Elvis Presley's** death did his label RCA/BMG proud. But they missed out

## MARKET ALBUMS UPDATE

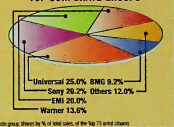


Figures show top 10 companies by % of total sales, and corporate group shared by % of total sales of the Top 75 best albums



on an immediate sales bonanza by having few of his most popular albums available to listen with the coverage. That is because they are

## TOP CORPORATE GROUPS



clearing the decks for the 30 Number Ones album to be issued at the end of September. Demand for Presley last week was huge, and

some retailers – notably HMV – went abroad for remaining stocks of previous hit compilations, hence the return of The All-Time Greatest Hits for the first time in 15 years. It sold nearly 4,000 copies to chart at number 51. Potential buyers were also frustrated by the paucity of budget Presley releases, with Gospel Favourites – surely not the most in-demand title – charting at number 17 on the compilation list, presumably because it was more easily available than most. Although sales of 30 Number Ones will doubtless be huge, BMG may yet regret missing out on what would have been massive sales last week. You can be sure EMI, aware of both the 40th anniversary of The Beatles chart debut and (in 2003) the 25th anniversary of John Lennon's death, will have been taking notes.

Seven years between collaborations, **McAlmont & Butler** must be happy with the number 18 debut of *Bring It Back*, which easily beats the number 33 peak of their 1995 effort *The Sound Of McAlmont & Butler*.

## COMPILATIONS

While there are rival Hits 53 slips to number three on its third week in the chart, **Now That's What I Call Music!** 52 registers its fourth straight week at number one, having sold a further 44,000 copies last week and a grand total of 458,000 since release. Now 52 sale was 36% down week-on-week, a greater than normal decline for the series on week four. Although Now 52 shows every sign of beating the 647,000 sales of its predecessor Now 51 to become the top selling compilation of the year, it is somewhat behind the pace of its 2001, 2000 and 1999 equivalents Now 49 (which sold 70,000 in the comparable week last year for a cumulative tally of 600,000), Now 46 (59,000, 518,000 in 2001) and Now 43 (59,000, 468,000 in 1999). The

last summer Now release to sell more slowly than Now 52 is Now 40, which reached this stage of its life in 1996 with sales of just 390,000. A busier week than of late in the compilation sector, with five new entries arriving in the Top 20, even though sales are down 4% week-on-week, and for the third week in a row. Of the new intake, the star performer is *Trance Masters*, EMI/Virgin's double disc set featuring the likes of Scooter, Lasgo, PPK and Oakenfold. Debuting at number four, it sold nearly 22,000 copies, doing well everywhere except London, where trance is now increasingly marginalised. London sales were typically 26.9% for compilations last week but for *Trance Masters* they were just 16.3%.

## INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (distributor)
1	NEW	MELODY AM	Rokksoff	Wall Of Sound WALLCD027 (V)
2	1	PUSH THE BEAT FOR THIS JAM - THE SINGLES	Scotstar	Sheffield Tunes/Edi UK 01417282TU (V)
3	2	18	Moby	Mush CDST01MM02 (V)
4	NEW	PERFORMANCE AND COCKTAILS	Stereophonica	Parlophone
5	3	BUNKA	Stereophonica	Parlophone
6	16	JUST ENOUGH EDUCATION TO PERFORM	Stereophonica	Parlophone
7	5	THINKING IT OVER	Liberty X	V2 VVR110138 (GM/PI)
8	11	YOUR NEW FAVOURITE BAND	Hives	Peptone MC2052CD (P)
9	9	SONGBIRD	Eve Cassidy	Blix Street/Inf 6210045 (HOT)
10	NEW	WORD GETS AROUND	Stereophonica	V2 VVR1100638 (GM/PI)
11	6	ABOUT A BOY (OST)	Sady Dawn Bay	Twisted Newt/XL TRXCD152 (V)
12	NEW	MAGNIFICENT	DJ Jazzy Jeff	Virgin 700485 (GM/PI)
13	NEW	ORIGIN OF SYMMETRY	Muse	Virgin 700485 (GM/PI)
14	NEW	SIMPLE THINGS	Zero 7	Macaroni Music 33CD (GM/PI)
15	NEW	NORTHERN STAR	Groove Armada	Ultimate Divemna UDCR016 (GM/PI)
16	NEW	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Tummy Touch TUCH10010CX (GM/PI)
17	7	BRITNEY	Britney Spears	Skin BRASSIC11CD (GM/PI)
18	NEW	LIFTED OR THE STORY IS IN THE SOIL KEEP	Bright Eyes	Jive Z25232 (P)
19	NEW	WHITE BLOOD CELLS	White Stripes	Wichita WEBC014 (V)
20	NEW	DOOLITTLE	Pauls	XL RECORDED ALCD151 (V)

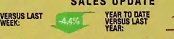
© The Official UK Charts Company 2002

MUSIC WEEK 24 AUGUST 2002

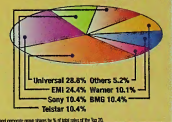
## MARKET REPORT



Figures show top 10 companies by % of total sales, and corporate group shared by % of total sales of the Top 25



## TOP CORPORATE GROUPS



Compilation's share of total sales: 27.2%

## THE YEAR SO FAR... TOP 20 ALBUMS

UK	ESC	ENRIQUE IGLESIAS	INTERSCOPE/POLYDOR
1	1	ESCAPE	INTERSCOPE/POLYDOR
2	3	THE EMINEM SHOW	ROADRUNNER
3	2	GRIVER SIDE UP	PARLOPHONE
4	4	FEVER	V2
5	5	JUST ENOUGH EDUCATION TO PERFORM	STEREOPHONICS
6	6	NO ANGEL	DIDO
7	7	HEATHEN CHEMISTRY	OASIS
8	8	ALL RISE	BLUE
9	9	GREATEST HITS I & II	QUEEN
10	10	FREAK OF NATURE	ANASTACIA
11	13	BY THE WAY	RED HOT CHILI PEPPERS
12	11	READ MY LIPS	SOPHIE ELLE BOLT
13	12	THE ESSENTIAL	BARBARA STREISAND
14	14	DESTINATION	ROMAN REATING
15	15	SOMES IN A MINOR	ALICIA KEES
16	16	LAUNDRY SERVICE	SHAKIRA
17	17	MISSUNDERSTOOD	PAINK
18	18	SWING WHEN YOU'RE WINNING	ROBBIE WILLIAMS
19	19	A FUNK ODYSSEY	JAMIE C
20	20	THE VERY BEST OF STING & THE POLICE	STING & THE POLICE
			CHRYSLER
			SONY S2
			ASB

© The Official UK Charts Company 2002. Last week's position represents that from three weeks ago

24  
august  
2002

# THE OFFICIAL CHARTS

music week

# albums



## 1 ROUND ROUND

- |    |                                                             |                   |
|----|-------------------------------------------------------------|-------------------|
| 1  | COLOURBLIND Darius                                          | Island/Uni-Island |
| 2  | ROMEO D'UINO Romeo                                          | Mercury           |
| 3  | LIKE A PRAYER Mad House                                     | Rebelness         |
| 4  | LOVIN' IS EASY Hear'Say                                     | Polydor           |
| 5  | ALONE Lasgo                                                 | Serious/Mercury   |
| 6  | HALF A HEART H & Claire                                     | Positive          |
| 7  | ANYONE OF US (STUPID MISTAKE) Gareth Gates                  | WEA               |
| 8  | BLACK SUITS COMIN' (NOO YA HEAD) Will Smith feat. Trae Knox | S                 |
| 9  |                                                             |                   |
| 10 |                                                             |                   |



- |    |                                                      |                         |
|----|------------------------------------------------------|-------------------------|
| 11 | UNDERWEATH YOUR CLOTHES Shakira                      | Epic                    |
| 12 | I NEED A GIRL (PART ONE) P. Diddy feat. Usher & Loon | Puff Daddy/Arista       |
| 13 | IN MY PLACE Coldplay                                 | Parlophone              |
| 14 | DO YOU SEE THE LIGHT? Snap! Vs Playingthing          | Data                    |
| 15 | AUTOMATIC HIGH S Club Juniors                        | Polydor                 |
| 16 | A THOUSAND MILES Vanessa Carlton                     | A&M/Mercury             |
| 17 | RAINY DAZE Mary J. Blige feat. Ja Rule               | MCA/Uni-Island          |
| 18 | THE LOGICAL SONG Scooter                             | Sheffield Tunes/Edel UK |
| 19 | GIRL, ALL THE BAD GUYS WANT Bowling For Soup         | Majesty For Nations     |



BBC RADIO 1  
57-59.5



AS FEATURED ON 'REEF' TV AD

**THE JOHNNY MARR**

KEEP RUNNING

Available on CD & 2x (coming)

Brought to you by Absolute Marketing & Distribution (AMD) / A&A Universal  
Tel: 020 85404242  
www.absolute-marketing.com www.keep-running.com

## 1 BY THE WAY

- |    |                               |                     |
|----|-------------------------------|---------------------|
| 1  | RED HOT CHILI PEPPERS         | Warner Bros         |
| 2  | LAUNDRY SERVICE Shakira       | Epic                |
| 3  | COME AWAY WITH ME Norah Jones | Parlophone          |
| 4  | HEATHEN CHEMISTRY Oasis       | Big Brother         |
| 5  | ESCAPE Enrique Iglesias       | Intrascopic/Polydor |
| 6  | REANIMATION Linkin Park       | Warner Bros         |
| 7  | THE RISING Bruce Springsteen  | Columbia            |
| 8  | BE NOT NOBODY Vanessa Carlton | A&M/Mercury         |
| 9  | MELODY AM R. Kelly            | Wall Of Sound       |
| 10 | MISSUNDAZTOOD Pink            | Arista              |



- |    |                                                  |                          |
|----|--------------------------------------------------|--------------------------|
| 11 | GREATEST HITS I & III Queen                      | Parlophone               |
| 12 | THE EMINEM SHOW Eminem                           | Intrascopic/Polydor      |
| 13 | PUSH THE BEAT FOR THIS JAM - THE SINGLES Scooter | Sheffield Tunes/Edel UK  |
| 14 | X DEF Leppard                                    | Bludgeon Riffola/Mercury |
| 15 | NELLYVILLE Nelly                                 | Universal                |
| 16 | ASHANTI Ashanti                                  | Mercury                  |
| 17 | 0 YEAR - ULTIMATE HITS Aerosmith                 | Columbia/JMUTY           |
| 18 | BRING IT BACK McAlmont & Butler                  | Chrysalis                |
| 19 | PAID IS LOVE Ja Rule                             | Def Jam                  |





## MID-PRICE

This Last	Title	Artist	Label (Distributor)
1	5	<b>DOPPEL J DID IT AGAIN</b>	Brizley Spens
2	1	<b>BACK TO FRONT</b>	Shania Twain
3	7	<b>TRACY CHAPMAN</b>	Tracy Chapman
4	NEW	<b>MOVIN' ON</b>	Charlie Leadshorough
5	4	<b>FILLS 'N' TRILLS AND BELLYACHES</b>	Happy Mondays
6	3	<b>IN UTTERA</b>	Nivea
7	6	<b>THE VERVE UNDERGROUND &amp; NICO</b>	Wetel Underground/Nico
8	NEW	<b>PET SOUNDS</b>	The Beach Boys
9	NEW	<b>DOUB COME SAVE ME</b>	Rechts Manuwa
10	11	<b>BROTHERS IN ARMS</b>	Dine Straths
11	19	<b>WESTLIFE</b>	Westlife
12	13	<b>ROCK AGAINST THE MACHINE</b>	Eric Burdon
13	12	<b>GOODYEAR YELLOW BRICK ROAD</b>	Elton John
14	17	<b>NEVER MIND THE BOLLOCKS</b>	Sex Pistols
15	16	<b>DEFINITELY MAYBE</b>	Darius
16	NEW	<b>THE BEST OF THE 80'S</b>	Various
17	15	<b>PERFORMANCE AND COCKTAILS</b>	Stereophonics
18	10	<b>LESS</b>	Muff Historical Society
19	2	<b>FAMILIAR TO MILLIONS</b>	Oasis
20	20	<b>OLD SKOOL Ibiza</b>	Various

© The Official UK Charts Company 2002

## COUNTRY

This Last	Title	Artist	Label (Distributor)
1	1	<b>HALOS &amp; HORNS</b>	Dolly Parton
2	3	<b>COME ON OVER</b>	Shania Twain
3	2	<b>DEEPER STILL</b>	Beck Nelson Chapman
4	7	<b>GOLD</b>	Ryan Adams
5	5	<b>BLUE HORSE</b>	Be Good Tapes
6	6	<b>TODAY</b>	Raini Mills
7	8	<b>I LOVE YOU</b>	Carli/London IS7387382 (TEN)
8	4	<b>BREATHE</b>	Faith Hill
9	8	<b>MIS FORTUNE</b>	Alison Krauss
10	10	<b>LITTLE SPARROW</b>	Kathy Mattea
11	NEW	<b>IT IS I</b>	Lonestar
12	16	<b>IT IS I ALREADY THERE</b>	Dixie Chicks
13	13	<b>WIDE OPEN SPACE</b>	Creek Nickle
14	17	<b>NICKEL CREEK</b>	Daniel D'Ornell
15	18	<b>LIVE LAUGH LOVE</b>	Shania Twain
16	12	<b>THE WOMAN IN ME</b>	Hosher Miles
17	12	<b>SWEET TALK &amp; GOOD LIES</b>	Garth Brooks
18	NEW	<b>GARTH BROOKS</b>	Capitol
19	16	<b>LONELY RILL</b>	Lonestar
20	NEW	<b>NEW FAVORITE</b>	Alison Krauss & Union Station

© The Official UK Charts Company 2002

## BUDGET

This Last	Title	Artist	Label (Distributor)
1	3	<b>THE BEST OF</b>	Ned Diamond
2	1	<b>HED KANDI SUMMER SAMPLER 2002</b>	Various
3	5	<b>HITS COLLECTION</b>	Dusty Springfield
4	4	<b>THE BEST OF</b>	The Mamas And The Papas
5	7	<b>MOTOWN CHARTBUSTERS - VOLUME 3</b>	Various
6	11	<b>THE BEAT SUNDAY</b>	The Jam
7	NEW	<b>THE COLLECTION</b>	The Style Council
8	8	<b>THE BEST OF</b>	Synclairs
9	10	<b>MEAT LOAF &amp; FRIENDS</b>	Various
10	NEW	<b>REASON TO BELIEVE</b>	Red Stewart

© The Official UK Charts Company 2002

## ROCK

This Last	Title	Artist	Label (Distributor)
1	1	<b>BY THE WAY</b>	Red Hot Chili Peppers
2	2	<b>REANIMATION</b>	Laura Puck
3	NEW	<b>THE MOTHERS</b>	De La Puente
4	4	<b>SILVER SIDE UP</b>	Nickelback
5	3	<b>GREATEST HITS I &amp; II</b>	Queen
6	5	<b>0 YEAR - ULTIMATE HITS</b>	Aerosmith
7	7	<b>VOODOO CHILD - THE COLLECTION</b>	Jimi Hendrix
8	6	<b>ROCK ON! MONSTERS</b>	Various
9	NEW	<b>COME CLEAN</b>	Puddle Of Mudd
10	10	<b>TOUCHY</b>	System Of A Down

© The Official UK Charts Company 2002

## R&B SINGLES

This Last	Title	Artist	Label Cat. No. (Distributor)
1	NEW	<b>RAINY DAZE</b>	Mary J Blige feat. Ja Rule
2	2	<b>BLACK SWISS COMIN' (NOO YA HEAD)</b>	Will Smith feat. The Roots
3	1	<b>OH BOY</b>	Cam'ron feat. Juvenile
4	3	<b>HOT IN HERRE</b>	Juvenile
5	5	<b>LIVIN' IT UP</b>	Kylee Jaye, Cass
6	4	<b>BOYS</b>	Brizley Spens feat. P. Williams
7	NEW	<b>UH HUH</b>	BKZ
8	6	<b>FOOLISH</b>	Ashanti
9	NEW	<b>YOU KNOW THAT I LOVE YOU</b>	Donell Jones
10	7	<b>I'M GONNA BE ALRIGHT</b>	Jennifer Lopez
11	8	<b>WORK IT OUT</b>	Brizley
12	10	<b>WITHOUT ME</b>	Enimem
13	9	<b>ROCK STAR</b>	NERD
14	11	<b>WHEN YOU LOOK AT ME</b>	Christina Milian
15	12	<b>WISH I DIDN'T MISS YOU</b>	Angie Stone
16	13	<b>FULL MOON</b>	Berley
17	14	<b>FREAK LIKE ME</b>	Sugababes
18	15	<b>IT TAKES MORE</b>	Ms Dynamite
19	19	<b>BOLLTUI (BOUNTIES)</b>	Ludacris
20	17	<b>TWO WRINGS (DON'T MAKE A RIGHT)</b>	Wyclef Jean feat. Claudette Ortiz
21	16	<b>HOW COME YOU DON'T CALL ME</b>	Alicia Keys
22	NEW	<b>DOWN ASS CHICK</b>	Jai Rule
23	NEW	<b>JUST IN CASE</b>	Jehmi
24	18	<b>HOLD YOUR OWN</b>	No Doubt
25	1	<b>PASS THE COUVOISIER - PART II</b>	Enimem
26	27	<b>DOPS (OH MY)</b>	Tweest
27	24	<b>GIRLFRIEND</b>	Ms Dynamite
28	22	<b>4 MY PEOPLE</b>	Misty Eliott
29	23	<b>CALL ME</b>	Tweest
30	25	<b>LAND OF A MILLION DRUMS</b>	Okaustkat, K.Mike & S Brown

© The Official UK Charts Company 2002. Compiled from data from a panel of independents and specialist multiples.

## DANCE SINGLES

This Last	Title	Artist	Label Cat. No. (Distributor)
1	NEW	<b>NUKLEUZ DJ'S</b>	NUK'D
2	NEW	<b>DO YOU SEE THE LIGHT</b>	Snarl vs Plaything
3	NEW	<b>TROY (THE PHOENIX FROM THE FLAME)</b>	Sinead O'Connor
4	NEW	<b>LET IT RAIN</b>	Amelionians
5	NEW	<b>ALONE</b>	Largo
6	NEW	<b>SATISFY MY LOVE</b>	Peshay vs Flytronix
7	1	<b>FASCINATED</b>	Raven Maze
8	10	<b>STANDARD FLOW</b>	Blazin' Squad
9	NEW	<b>BOMED BURN</b>	Rameo
10	1	<b>SAFE FROM HARM</b>	Narcotic Thrust
11	NEW	<b>ALL FOR LOVE</b>	Tommy Knocker
12	NEW	<b>JAMES DEAN (I WANNA KNOW)</b>	Daniel Bedingfield
13	5	<b>LIKE A PRAYER</b>	Mad House
14	NEW	<b>THAT LATIN TRACK</b>	DJ Vitamin feat. Miss Audrey
15	NEW	<b>BORN SLIPPY</b>	Underworld
16	NEW	<b>POPA VU SKOOL</b>	Active Unknown
17	NEW	<b>LOVE STORY</b>	Layo & Bushwickal
18	NEW	<b>FENATON</b>	Unek
19	8	<b>REACH (2002)</b>	Li'l Mo' Ya Yang
20	4	<b>THE BASS EP</b>	Fergie

© The Official UK Charts Company 2002

## DANCE ALBUMS

This Last	Title	Artist	Label Cat. No. (Distributor)
1	1	<b>MELODY AM</b>	Royksopp
2	1	<b>AIRBORNE DAGGER</b>	Sasha
3	4	<b>ORIGINAL PRATE MATERIAL</b>	The Streets
4	NEW	<b>GODSKITCHEN - SUMMER TRANCE</b>	Various
5	NEW	<b>TRANCE MASTERS</b>	Various
6	3	<b>TRANCE</b>	Moby
7	2	<b>HED KANDI SUMMER SAMPLER 2002</b>	Various
8	NEW	<b>SCREAMADAMICA</b>	Primal Scream
9	NEW	<b>THE PRIVATE PRESS</b>	DJ Shadow
10	NEW	<b>HALFWAY BETWEEN THE CUTTER AND THE STAR</b>	Fabry Stim

© The Official UK Charts Company 2002

## MUSIC VIDEO

This Last	Title	Artist	Label Cat. No. (Distributor)
1	NEW	<b>ELVIS PRESLEY: Definitive Hits</b>	Universal Video 0237103
2	1	<b>VARIOUS: Queen's Cassettes - Party At The Palace</b>	Opus Arts/BSC C040229
3	2	<b>ABBA: The Definitive Collection</b>	Polydor 714629
4	3	<b>EMINEM: All Access Europe</b>	Polydor 6332719
5	3	<b>ROBBIE WILLIAMS: Nobody Succeeds</b>	Chrysalis 820673
6	4	<b>EMINEM: The Eminem Show</b>	Interscope/Polydor 6333772
7	5	<b>KORIN: Daze</b>	SMV Columbia 541388
8	10	<b>ELVIS PRESLEY: Elvis In The SIs</b>	BMG Video 742919409
9	6	<b>LED ZEPPELIN: Song Remains The Same</b>	Warner Brothers 381330
10	9	<b>S CLUB 7.5 Club Party - Live</b>	Polydor 382373
11	11	<b>KYLE MINOGUE: Live In Sydney</b>	Warner Music Vision 192710533
12	NEW	<b>ELVIS PRESLEY: Great Performances</b>	Direct Video D023039
13	12	<b>U2: Rattle And Hum</b>	Interscope/Universal 5015633
14	13	<b>U2: RATTLE AND HUM</b>	SMV Columbia 540719
15	14	<b>ROBBIE WILLIAMS: Live At The Albert</b>	Warner Music Vision 192710533
16	15	<b>MUSE: Hallelujah - Live At The Zenith Paris</b>	Machinon M120612016
17	14	<b>RED HOT CHILI PEPPERS: The Frop</b>	Warner Music Vision 192710533
18	18	<b>ROBBIE WILLIAMS: Live At The Palace</b>	BBDO Opus Arts 0408239
19	20	<b>ROBBIE WILLIAMS: Live At The Albert</b>	Chrysalis 823653
20	15	<b>RON MARDEN: Rock In Rio</b>	Sony Music 546570

© The Official UK Charts Company 2002

24 AUGUST 2002

**COOL CUTS CHART**  
as featured on Bill Wyler's Saturday night show on Kiss 100 and Easy Big City Network

1	HEAVEN DJ Sammy	Deviant
2	SILVER SCREEN SHOWER SCENE Felice Da Housecat	City Rockers
3	IRRESISTIBLE S Superchumbo	Loaded/Twisted
4	Y ASSEL Muffin	Underwater
5	DO YOUR THING Basement Jaxx	XL
6	ELECTRONIC BATTLE WEAPON S Chemical Brothers	Virgin
7	INVADING PRIVATELY Mach 747	Perfecto
8	FINE DAY Kirsty Hawkshaw	Mainline
9	SOUND OF WOLFCORE Casual	Virgin
10	AM I ON YOUR MIND Danyel	Switch
11	FREE YOUR MIND Sapphircut	Twisted
12	STEP BACK Sam	Some
13	COME SPEAK TO ME Elisa	white label
14	FREQUENCY Futureshock	Fuji
15	SECRET HARMONY Vincent Stormfield	Independent
16	HELP ME Time Mass	Perfecto
17	RESTLESS (SEEKING) DMK	Pepper
18	LONG TIME STATE AWAY	FR 11 MDS
19	DARK TASTES Monkey Bolo Rascaal	Illegal Beats
20	KARMA SAMMY Sir Fly	Kilnash

**URBAN TOP 20**

1	ADDICTIVE Truth Hearts	Intersepca
2	NOTHING' N.O.R.E.	Def Jam
3	FEELS GOOD (I'M WORRY BEET A TRAK)	Biggie/Def Jam
4	ALL THAT (A BAG O' CHIPS)	Hi-Si, Soul
5	GANGSTA LOVIN' Eve	Intersepca/Polygram
6	DON'T MESS WITH MY MAN Nivea	Jive
7	ALL EYED ON ME Monica	J/RCA
8	EASIER SAID THAN DONE Sturgate	Teledisc
9	MAINY DARTZ Harry J. Bilge feat. Ja Rule	MCA
10	LOVE STORY Lisa Rizzano	Palm Pictures
11	GRINDIN' The Clipse	Arista
12	WHAT IF A WOMAN Joe	Jive
13	DI-NO-ME-TECHNOMITE Ho's Dynamite	Biggie Beats/Polygram
14	JUST A FRIEND Tracy Martin	J/RCA
15	THE LIFE Styles & Pharaohs Monch	Roxbury
16	I NEED A GRL 7 Juby & The Fall Boy feat. NEED A GRL Urban	Def Jam
17	WHY DON'T WE FALL IN LOVE Arista	Columbia
18	MY HECK, MY KICK (LICK IT) Kenna	Epic
19	4 DOWN 4 UP Irv Gotti presents...	Murder Inc.
20	FOOLISH Ashanti	Murder Inc.

**CLUB CHART TOP 40**

1	20 5	TIME IS THE HEALER Riva	Double F Double R
2	32 0	OF R TIME Ball Paro Playerz feat. Niki Evans	RCA
3	10 3	I WANT YOU BACK Xpress 2 feat. Dieter Meier	Skin
4	13 3	STEALTH Way Out West feat. Kirsty Hawkshaw	Distinctive Direction
5	14 3	THE THEME Jurgan Vries	Susu
6	15 2	TALK TO ME K-Klass feat. Kinano	Rolin
7	12 2	MY VISION Jakarta feat. Seal	Neo
8	11 2	NEBUCHAN FRANK T.R.A.X.	Echo
9	2	LOVE & EVIL Jean Jacques Smoothie	Antler Subway/Positiva
10	3	WALK ON WATER Milk Inc	Deviant
11	21	CULTURE FLASH Members Of Mayday	Mute
12	1	4 EXTREME Ways Moby	Code Blue
13	26 2	AINT' HEBAD First Choice	NuLife/Arista
14	1	1 TRY Ian Van Dahl	Gusto
15	37 2	LET IT GO Zech	Arista
16	28 2	THEY SAY VISION R	MCA
17	4	4 DIVING 4 Strings	Nebula
18	13	FLY WITH ME Colouround	City Rockers
19	4	INSATIBLE Tholud	Multiply
20	38 3	AM' AFRIKA 1 Giant Leap	Palm Pictures
21	1	SECRET HARMONY '02 Vincent Stormfield	Independent
22	35 2	CHILDREN 4Cclubbers	white label
23	5	MIDAS TOUCH Indirect	Black Gold
24	1	COME SPEAK TO ME Elisa	Epic
25	1	LULLIPOP DJ Alligator Project	All Around The World
26	1	CRAZY ENGLISH SUMMER Faithless	Cheery
27	1	FINE DAY Kirsty Hawkshaw	Mainline
28	1	DO YOU REMEMBER HOUSE Blaze feat. Palmer Brown	Slip's/Slide
29	1	FANTASY Surprise	Polydor
30	8	STARRY EYED SUPPER Oakenfold	Perfecto
31	1	FAKED Sont Of A Loop Da Loop Era	Subbase Audio/Liquid Asset
32	1	NARROW MIND Brown	Polydor
33	1	BE GOOD Phant Investigators	Distinctive
34	1	TALCO DAY Juby Music	Illustrious/Epic
35	6	TOUCH ME, TEASE ME SSL	Epic
36	2	HARDLY A DAY Q.E.D.	Five AM
37	1	WHY'D YOU LIE TO ME Anastacia	Epic
38	1	BREAK 4 LOVE Raze	Champion
39	4	WHEN I LOST YOU Sarah Whattmore	RCA
40	1	DON'T SAY GOODBYE Paulina Rubio	Universal

**CLUB CHART BREAKERS**

1	GOT TO HAVE YOUR LOVE Liberty X	V2
2	TAKE MY TIME Chace	DTPM Recordings
3	THE SOUND OF VIOLENCE Cassius	Virgin
4	SILVER SCREEN SHOWER SCENE Felix Da Housecat	City Rockers
5	SEXIST MAN IN JAMAICA Mint Royale	Flight & Hoppers
6	MISTI BLU 4 Million Sons	London
7	TWO MONTHS OFF Underworld	Hybrid
8	VISIBLE SOUND	Juno
9	RIDE A WHITE SWAN Jamie West	Angel
10	SHIE MOVIES (LA LA LA) Karjala	Substance

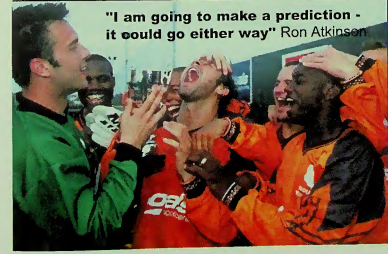
Breakers are the 10 moves outside the Top 40 which have registered the most improved DJ reactions. The Club Chart Top 40 (including mixes), Urban, Pop and Cool Cuts charts can be obtained from [www.demus.com](http://www.demus.com). To receive the club charts in full by fax contact Carby Watts on tel: (020) 7678 4123

**CHART COMMENTARY**  
by ALAN JONES

Their last single *You Do You Love Now* (Stringer) started out as an instrumental and got a major boost when Danni Minogue added vocals but Riva's new hit *Time Is The Healer* is outstripping the Club Chart success of its illustrious predecessor even though it lacks the dulcet tones of Minogue's *Utter*. Debutting at number two on the Pop Chart, it also rocks 20-1 on the Club Chart in a week of explosive action... Although the highest new entry, *Ian Van Dahl's* *Try*, cannot debut above number 3, there are, all told, 13 new entries to the Top 40 of the Club Chart - a new 2002 record. But that is a minor rearrangement compared with the Pop Chart Top 20, where there are 14 new entries in the Top 20, including six of the top seven discs. Last week, *H & Claire* topped the Pop Chart with their second single *Half A Heart*, but did so in unconvincing style, with far less support than is normally required for the chart's premier position. It is no surprise, therefore, to find *Half A Heart*, slumping to number 15 this week. All of this week's top seven register more support than *H & Claire* managed a week ago. The new chart *champion*, by a short head, is *Biggie's* studio intro *Niki Evins* - *Walk On Water*, a number one hit in both their homeland and neighbouring Netherlands in 1999... The turmoil in the Club and Pop Charts is in stark contrast to the Urban Chart, where things habitually happen at a slower pace. This week, there are just two new entries there. *Ashanti's* *Foolish* clings to the bottom rung of the Top 20 to increase its residency to an incredible 23 weeks, while *Truth Heart's* *Addictive* continues at number one for the fifth week in a row. Rapidly turning into one of the biggest hits of the year, *Addictive* still has a vast lead of more than 50% over *N.O.R.E.'s* *Nothing*, which itself holds runners-up spot for the third time in as many weeks. The new entries are *Ruff Ryders' Eve*, in at number five with her fine new single *Gangsta Lovin'*, and 15-year-old crooner *Marlo*, who makes a promising debut at number 15 with *Just A Friend*.

**POP TOP 20**

1	WALK ON WATER Milk Inc	Antler Subway/Positiva
2	TIME IS THE HEALER Riva	Double F Double R
3	GOT TO HAVE YOUR LOVE Liberty X	V2
4	DON'T SAY GOODBYE Paulina Rubio	Universal
5	WHY'D YOU LIE TO ME Anastacia	Epic
6	TRY Ian Van Dahl	NuLife/Arista
7	MY VISION Jakarta feat. Seal	Rolin
8	HARDLY A DAY Q.E.D.	Five AM
9	WHEN I LOST YOU Sarah Whattmore	RCA
10	LULLIPOP DJ Alligator Project	All Around The World
11	THE THEME Jurgan Vries Direction	Juno
12	4 ROUND ROUND Susanna	Island
13	ASEREE Jas Ketchup	Columbia
14	OF R TIME Ball Paro Playerz feat. Niki Evans	RCA
15	HALF A HEART H & Claire	WEA
16	THE FEELING (GET THE FEELING) Atomic Kitten	Innocent/Interscope
17	RIDE A WHITE SWAN Jamie West	Angel
18	I'M ALIVE Celline Dion	Epic
19	NEBUCHAN FRANK T.R.A.X.	Neo
20	NEBUCHA Scooter	Shellfish/Tunes/Epic



"I am going to make a prediction - it could go either way" Ron Atkinson

**The Music Week Cup**  
Five-a-side football competition,  
Sunday, October 20th

Think you've the skills to beat the best of the music industry?

To prove you're worth more than Rio call 01327 356137 or email [steve@toastevents.com](mailto:steve@toastevents.com) for an entry form.



## CHART COMMENTARY

by ALAN JONES

While Darius is dethroned by the Sugababes on the sales chart, neither of them can quite manage to scramble to the top of the airplay chart, where Coldplay's *In My Place* reigns for a second week, albeit by a short lead. All three increased support last week and have opened up a big gap over Vanessa Carlton, who follows in fourth place. The Coldplay single, although ahead of Darius' Colourblind by nearly 1.5m audience impressions and the Sugababes' Round Round by 3m, is actually far behind its rivals in terms of plays. But its 2,707 spins earned it an audience of 84.8m last week, while Colourblind's 2,578 spins equate to an audience of 83.45m and Sugababes' top tally of 2,606 plays earned in approximately 81,544 pairs of ears. Coldplay's ability to make up a substantial deficit in plays is due to *In My Place* being highly ranked by both

## AIRPLAY FACTSHEET

They have separately taken the sales chart by storm this year but have had more modest success on the airplay list. Now Will Young and Gareth Gates have joined forces for their latest release, a cover of the Beatles' Long & Winding Road. Initially a TV exclusive with the video aired by Smash Hits and The Box, the record was finally supported to radio last week, and

is off to a so-so start with 14.9 plays and an audience of more than 7m earning it a number 124 airplay chart debut. Capital FM was an early supporter, and aired the track nine times in total, while Radio Two, which recently gave impressive support to George Michael's version of the song (on the flip of FRESH) played it just twice.

## AT A GLANCE WEEKLY MARKET SHARES



Figures based on data compiled by the UK and Ireland's top 10 radio stations, plus the UK and Ireland's top 10 TV channels.

Radio One (27 plays) and Radio Two (19). The Sugababes are almost as popular as Radio One (24 plays) but far behind on Radio Two (six plays) while Darius shares top billing on Radio Two (21 plays) with Enrique Iglesias; but received only a handful of plays from Radio One.

Mint Royale got lots of Radio One support (32 plays) but Coldplay's Rodgers sampling *Slide* Me single, even though the record fell far short of the chart but they easily top that with their new and very different single Sexiest Man In Jamaica, which shares top billing on Radio One's most-played list for last week, with 33 spins. Something of a novelty record, with Prince Buster, making the boast which it is its title, it received only 134 plays elsewhere on the Music Control panel equating to fewer than two spins per station. Radio One provides a mighty 94% of the 27.33m

audience which earn it a 47.31 jump on the airplay chart this week.

It's about last week in the sales chart as well. Last week's top hit Radio One and stations taking the Pepsi Chart were obliged to give a spin to Status Quo's Jam Side Down on their chart countdowns last week. But one play was all their biggest hit in 12 years got on most stations, hence its still feeble tally of 90 plays, with Radio Two again proving its biggest supporter by far with nine plays. Jam Side Down has dipped 17.25 on the OCC chart and slipped out of the Pepsi Chart, so support will doubtless be greatly reduced again next week.

Although Hear'Say's latest single lands at number six on the sales chart, it is struggling at number 76 on the airplay list, in stark contrast to PopStars rivals Liberty X, who had a massive airplay success with their recent single 94% of The A and are well

on the way to repeating it, with their Mintermix cover Got To Have Your Love vaulting 51.21 this week, to become the highest new entry to the Top 50. Support for Just A Little weakens considerably as a result, with the record slipping 12.26, with support down by more than a third.

After an inexplicably awful week on radio, which saw it slump 1.8 on the airplay chart last week, Ashanti's Foolish has stabilised, with plays and support down only marginally this week, while it actually rebounds 8.7 on the chart, despite now slumping 1.12 on Capital FM's most-played list. *Fighting Lies*' upcoming single Do You Realize? continues its bizarre progress, which has seen it move 54.26-70.37. Once again, it appears that Radio Two is causing much of the turbulence. Having pared support from 21 plays to 10 for fortnight ago, it aired the track 16 times last week.

MTV		POP	
#	You Artist	Label	
1	A THOUSAND MILLS Vanessa Carlton/AMM	Universal	
2	ROUND ROUND Sugababes	Universal Island	
3	NOT IN HERE Italy	Universal Island	
4	BY THE WAY AND THE CHIPS Peppers	Waxman Bros	
5	WHYEVER YOU WILL GO The Calling	Jive	
6	BONEY Boney Spenters feat. Williams	BMG	
7	WHAT YOU GOT ABE	3	
8	STARRY EYE SURPRISE Paul Oakenfold	Perfecto	
9	BLACK SLITS COMIN' Will Smith	Columbia	
10	IN MY PLACE Coldplay	Parlophone	

Most played videos on MTV UK/Network Record list w/e 18/8/02. Source: MTV UK.

THE BOX		VH1	
#	You Artist	Label	
1	JUST LIKE A PINK PINK	Atlantic	
2	THE TIME IS NOW Chris Kincaid	Mercury	
3	LONG WINDING ROAD Will Young/Gareth Gates	5	
4	CROSSROADS Blindfold	East West	
5	WHAT I GO TO SCHOOL FOR Bustled	Universal	
6	NESSIAA Scooter	Zefal	
7	ANY ONE OF US Gareth Gates	Mercury	
8	DUCKYTOY Hangman	S	
9	THE LOGICAL SING SCOOTER	H	
10	IN AND OUT THAT EDGE	Addictive	

Most requested videos on The Box, w/e 18/8/02. Source: The Box.

VH1		Label	
#	You Artist	Label	
1	IN MY PLACE Coldplay	Parlophone	
2	LONG WINDING ROAD Will Young/Gareth Gates	5	
3	COLUMBIUM David	Mercury	
4	A THOUSAND MILLS	Vanessa Carlton	
5	ROUND ROUND Sugababes	Universal Island	
6	LOVE TO SEE... Enrique Iglesias	Interscope/Polydor	
7	FM ALIVE Chris Kane	Epic	
8	LOVE AT FIRST SIGHT Kiki Mouskou	Parlophone	
9	THE TIME IS HIGH Atomic Kitten	Innocent	
10	A THOUSAND MILLS Vanessa Carlton/AMM	Mercury	

Most played videos on VH1 w/e 18/8/02. Source: VH1.

STUDENT CHART		Label	
#	You Artist	Label	
1	FREAK LIKE ME Sugababes	Universal	
2	NEW BLOOD THE WORLD Island	Parlophone	
3	WITHOUT ME Enimem	Interscope/Polydor	
4	WE ARE ALL MADE OF STARS Mylee	East West	
5	SILVER HUNDED Reasons	Columbia	
6	STARBUCKS A	London	
7	THREE GOES THE FEAR DEW	Heavenly	
8	DON'T LET ME GET ME PINK	Arista	
9	THE RHINO TIMES AGAIN	Big Brother	
10	YOU CAN'T GO HOME Alone DJ Shadow	ASAP	

Summer 2002 chart. Compiled by Student Broadcast Network, based on UK student radio chart returns.

**CD UK** Performance: What I Go To School For Bustled; Dyanemite's My Dynamic; What You Got ABE; Round Round Sugababes; Little by Little Oasis  
First week 17/8/02/2002

**POP** Performance: Fantasy Aquinos; Dyanemite's My Dynamic; Outsiders: The Vines  
Videos: Gangsta Love; Eve feat. Alicia Keys; Don't Say Goodbye Patricia Rubio  
First week 18/8/2002

## RADIO ONE PLAYLISTS

**A-LIST** Not In Here Newly; By The Way Red Hot Chili Peppers; Foolish Ashanti; In My Place Coldplay; Livin' It Up Ja Rule feat. Ciara; Work It Out Beyond Komics; Romeo Done Romeo; Do You See The Light Shaggy Vs Plaything; Round Round Sugababes; Just The Way You Are Mikey; Sexiest Man In Jamaica; Mira Royale; Addictive Turb Herts feat. Kevin; Dyanemite's My Dynamic; Love, Don't Let Me Go David Guetta; Extreme Ways Moby; The Three Jerges Jurg; Every Ashi; Got To Have Your Love Liberty X.

**B-LIST** James Dean (I Wanna Know) Daniel Bedingfield; Rainy Days Mary J Blige; Girl All The Bad Guys Wood Sewing For Soup; Anne Linnet; Starry Eye Surprise Oakenfold; Crossroads Black Squad; Harder Koshien; In And Out 3rd Edge; Just Like A Pink Pink; The Long Road And Walk It The Music; Too Bad Nickiwick; Word Love Blunnie; Call Me There; Two Months Off Underneath; Clearing Out My Closet Eminem; P.T.O.K.I.R.L.I.N.K.Y. Linkin Park; Fantasy Aquinos.

**C-LIST** In My Place Coldplay; Say Guy Ahmad 2; Catcher Bennett; Love To See You Cry Enrique Iglesias; Colourblind David; Do You Realize? The Flaming Lips; The Rising (album) Bruce Springsteen; I'm Like It When We Do Ronan Keating.

**D-LIST** Wide Open Sky Coldplay; World Of Hurt Beth Nielsen Chandler; Inol; John Hertz; FM Alive Chris Kane; The Tide In High (feat The Feeling) Atomic Kitten; Falling Mountain; Darius; 'Leap Of Faith David Carter; Stained Jennifer Paige; Round Round Sugababes; Imagine (album) Eve Cassidy.

**CD RELEASES**  
E1 plays for week 24/8/2002  
Dimitos additions

**POPWORD** Interviews: Moby H & Claire; Mikey's Romeo; Mi Dynamic; Haris Moustakas; Videos: In & Out 3rd Edge; Papa Don't Preach Kelly Osbourne  
First week 25/8/2002

## RADIO TWO PLAYLISTS

**A-LIST** In My Place Coldplay; Say Guy Ahmad 2; Catcher Bennett; Love To See You Cry Enrique Iglesias; Colourblind David; Do You Realize? The Flaming Lips; The Rising (album) Bruce Springsteen; I'm Like It When We Do Ronan Keating.

**B-LIST** Wide Open Sky Coldplay; World Of Hurt Beth Nielsen Chandler; Inol; John Hertz; FM Alive Chris Kane; The Tide In High (feat The Feeling) Atomic Kitten; Falling Mountain; Darius; 'Leap Of Faith David Carter; Stained Jennifer Paige; Round Round Sugababes; Imagine (album) Eve Cassidy.

**C-LIST** Underneath My Clothes Shaznay; Jam & Low; Love Status Quo; Sweed Equale Blues Clip Taylor & Carole Rodriguez; No One's Home; Sleep If I Like It Ricki; Anyone Of Us (Single) Mitchell; Gareth Gates; Meet Me In The Instant Summer Tom Morley; My Way To Me Anastacia; Something True Leaving Behind Lee Ann Womack; Mind And Yours David Byrne; Feelin' The Same Way Horn Jones; I Wish I Didn't Miss You Angie Stone; 'Orange And Lemons solo Holland & Shazay; 'Vanessa Mae Goes To Hollywood & Sam Brown; 'Gully Street Chris De Burgh; 'Should I Feel That It Over Alicia Keys; 'It's Written In The Stars Paul Weller  
82 plays for week 24/8/2002  
Dimitos additions

**TOP OF THE POPS** Interviews: James Dean (I Wanna Know) Daniel Bedingfield; Romeo Done Romeo; Livin' It Up Ja Rule feat. Ciara; Hertz; H & Claire; Inol; Do You See The Light? Shaggy Vs Plaything; Rainy Days Mary J Blige; In Place  
First week 25/8/2002

**CAPITAL RADIO** Performance: Preach Kelly Osbourne; Grace Supergrass; When I Lost You Sarah Whitmore  
Videos: Preach Kelly Osbourne; Grace Supergrass; When I Lost You Sarah Whitmore  
First week 24/8/2002

**MTV UK** Additions: Clearing Out My Closet Eminem; Papa Don't Preach Kelly Osbourne; Dem Girls (I Don't Know Why) Oasis & Neutrin; Thoughtless Korn; Two Months Off Underworld  
First week 24/8/2002

**VIRGIN RADIO** Additions: Enimem Little by Little Oasis; Clocks/Darling/God Put A Smile Upon Your Face/Green Eyes/The Criminal/Warring Ship Coldplay; Everyone Say Hi My Dynamic; The Barry Williams Show Peter Gabriel; Hit Status Me Paddock Of Muck; Positivity Suede  
First week 24/8/2002

**Xfm** Additions: The End Starts Today (feat. Clearing Out My Closet); Enimem Little by Little Oasis; It's Written In The Stars Paul Weller; Young Again The Shivering; Fly With Me Colourising; Silver Screen Shower Scene Felix De Houckers; The Promise My Dynamic; Positivity Suede; Anniversary Sweet Home; Get Loose The O4; Celebrate Your Mather Eggs; Matchbox 10; Dissimilar; Suzanne Home; Soap & The Warm Intention; Fleety Inno; Casheby Jones; Don't Let Your Love Happen Lolo; Chasing Dreams Magoo; Alan Is A Cowboy Killer Mccluskey  
First week 24/8/2002







if you want your fans to have  
merchandise make sure  
it's de-lux

de-lux merchandise company

[www.de-lux.net](http://www.de-lux.net)

contact jeremy joseph [jeremy@de-lux.net](mailto:jeremy@de-lux.net) +44 20 7613 3555 +44 20 7613 3550

# UK FESTIVALS: IN WITH THE NEW AS CORPORATES CONSO LADE

As US multi-national giant CCE looks to muscle in on the risky but profitable UK festivals market and Mean Fiddler marches on, the sector will inevitably come up against increasing competition and commercialism. But how will it respond? Mary-Louise Harding reports

When Michael and Jean Eavis stepped through a hole in a fence at the Bath Blues Festival in the summer of 1970, little did they know the experience would inspire them to change the face of UK festivals. Since 1,500 people descended on Worthy farm to witness acts including Marc Bolan and Quintessence in action the following autumn, the Glastonbury festival has defined the growth and development of the summer outdoor live music experience.

It is understandable, then, that Michael Eavis's decision last year to hand operational control of what is now the largest outdoor festival in Europe to The Mean Fiddler Group has been interpreted by some as an inevitable symptom of the corporatisation of the sector. Such consolidation, along with the expansion of other leading players, also raises another question: what does the increasing power of the festival marketing pound mean for the artists, their fans and the festival experience?

US radio, outdoor and festivals giant Clear Channel Entertainment (CCE) has made no secret of its intention to extend its European dominance to the UK. It currently owns five of the 10 biggest European festivals through its acquisitions of Herman Schuermans and Make It Happen in Belgium, Mojo in the Netherlands, EMA Telstar in the Nordic region and Trident and Milano Concerti in Italy. In 2000, it made a number of agent and management acquisitions including MCR, BCC and Solo and this year exported the US heavy metal event Ozfest to the Monsters Of Rock venue at Donington as part of a Europe-wide touring schedule.

Clear Channel Entertainment Europe Music CEO Michael Rapino says the days when an entrepreneur in the mould of Michael Eavis or Harvey Goldsmith could stage a festival at short notice, with little capital outlay, are long gone.

"The reason Glastonbury had to take on Mean Fiddler is because of the changing economics of the festivals business environment," says Rapino. "The obvious consolidation theme that has run through the business shows that you need capital behind you to sustain a viable business in an extremely crowded and fragmented market."

It is true that the number of festivals, from the dance format typified by events such as Homelands and Gatsheater to the rock



Glastonbury 2002: Mean Fiddler drafted in to manage Europe's largest festival

stalwarts of Reading and Leeds, have proliferated in recent years. However, it is also true that the number of festivals appear to have grown in response to rising demand. According to Mean Fiddler CEO Melvin Benn, the number of people buying festival tickets in the UK each year has increased from roughly 150,000 in the early Nineties to about 250,000 today.

"Festivals are thriving," says Benn. "More people are going to festivals now than at any other time in UK history. People do harp on about the festivals market being in trouble – really and truly it is not in trouble. For all of the Seventies – the prime time of music – there were only two festivals, Glastonbury and Reading. If you look at the dozens of opportunities now and the hundreds of thousands of people who go to them, you have to say the market is in a much better condition, despite the odd casualty."

By many accounts, the Mean Fiddler's operational involvement in Glastonbury allowed a relatively painless and successful event to take place this year, following its threatened closure due to overcrowding, which was precipitated by the vast number of gatecrashers at the 2000 event. Elsewhere, the more independent promoters have not fared so well.

It is understood that the organiser of the Essential Festival, Essential Entertainment, is facing difficulties following disastrous ticket sales at its debut Bristol event in May and the subsequent cancellation of its Hackney Marshes main event – which is in its seventh year, having moved to London from Brighton following foot

and mouth restrictions last year. "[There has been] an horrendous knockon effect for the festivals and events industry in the wake of the Essential cancellation, which has made people very nervous," says Pete Lawrence, the co-founder of one of the UK's largest independent festivals, The Big Chill.

**"We are a global company, which means we can export great ideas across multiple markets" – Michael Rapino, Clear Channel Entertainment**

"Many contractors [have] suddenly started demanding all money upfront – which will put great pressure on the fragile cashflow of smaller, more independent events."

Other festivals that have struggled this year have included the Cent Music Group's debut pop event in the West Country – The Big Gig Weekender – which, according to sources close to the company, barely sold a third of its ticket allocation for each day, in spite of the presence of acts such as Blur, H & Clare and Liberty X. Bishopstoke went into liquidation last year and the Levellers' planned two-day event in Devon, The Green Blade Fyre – aimed at promoting up-and-coming bands – failed to get off the ground due to licensing issues. As a result, questions are being raised over the increasing domination of the market by corporations with shareholders to answer to, and the implications such a development might have for the diversity and health of the outdoor live music summer calendar as a whole.

"Clearly, if BP or ICI were to begin to run festivals, the artists and the public would have a legitimate cause for concern," says Mean Fiddler's Benn. "We were a small company running festivals that grew large from improving festivals and ourselves. We're not corporatizing into music in my view, although the argument around Clear Channel is exactly that. However, it's a fact that Clear Channel aren't succeeding to impress themselves on the UK festival market."

However, CCE believes that the weight of its operation, coupled with the range of options it can offer both artists and sponsors across its European and US events network, makes its model the one which will succeed in the age of globalisation.

"We are a global company, which means we can bring our strength in content and infrastructure in the US and Europe to export great ideas – such as Ozfest or Creamfields – across multiple markets," says CCE's Rapino.

The belief that commercial festival promoters need to be able to offer artists and, perhaps more importantly, sponsors, a cross-border package in an increasingly competitive market has also underlined Mean Fiddler's recent acquisition of Germany's Bizarre festival which, says Benn, will

▶ p24



**Sanctuary Mobiles**  
Capturing the Moment - Worldwide.

Live Recording for Television & Radio Broadcast  
CD, Video, & 5.1 DVD

Sanctuary Mobiles Bray Film Studios Water Oakley, Windsor, Berkshire, SL4 5UG

Tel: 08700 771 071 Fax: 08700 771 068

Email: mobiles@sanctuarystudios.co.uk

Web: www.sanctuarystudios.co.uk

Contact: Ian Dyckhoff



mean it can offer a major date in Germany as an add-on to its Reading/Leeds package. It is worth noting, however, that CCE completes its planned acquisition of the German promoter network OTS – of which Banns as a part – Mean Fiddler will have to work in partnership with its rival CCE in that market. "We are all looking to expand in Germany, so there are different ways we can help each other out," says Rapino.

However, promoters who operate in a relative niche – either regional or genre-related – have a convincing story to tell about the success of their events. North of the border, DF concerts sold out their ninth T In The Park this year and is currently enjoying set-out success with its T In The Fringe spin-off, although its second annual Loud And Live event for young pop fans had to be cancelled after heavy rainfall rendered the site unusable.

DF CEO Geoff Ellis says the need to answer to shareholders would be disastrous for the T proposition. "Having shareholder responsibility is a whole different ballgame – I'd hate to have to go to a shareholders' meeting and say I want to put Ritchie Hawtin on as a closing act," says Ellis. "I know what the market is and how to put an event on. Parties such as the police don't want to hear that I have to discuss with shareholders about putting on acts or if we can pay the police bill.

"We don't need to be part of another company to keep this event growing in a way it has done. If I tried to do T in The Park in 30 different countries on the same weekend, then it would be a problem. People have always been able to buy themselves in as promoters. Some six-figure festivals do that and offer twice the amount of money and get refunded by the public purse, which is ludicrous. Corporate companies can come in and do some thing and pay over the odds, but it wouldn't work in the long term. The music industry is based on relationships and trust. Most artists wouldn't want to do an event just



**The Big Chill: this independent festival has carved out a successful alternative niche for the money.**

He adds that promoters need to have their fingers on the pulse to be successful. "If a multi-national company is doing a large-scale event, it doesn't mean it is in touch with the grassroots," he says. "DF owns King Tut's – so we know what's coming through and what's selling tickets, so we can gauge what's going to go on and sell 2,000 tickets."

Ellis says a specialised operation such as his, which structures extensive retail and media promotions around the artists playing at the T festivals, can offer far more quality to the ticket buyers, as well as offering wider opportunities for artists to increase their profile and sell records.

While independent dance-based festival The Big Chill has continued to carve out a successful niche by putting on events in unusual locations and sticking to its original aim – to create an interesting and stimulating event for like-minded people – it seems the large commercial dance festivals are suffering

as punters, ranging from veterans fed up with a bland format to newcomers more interested in rock than dance, vote with their feet. The Mean Fiddler's Benn has admitted the HomeLands format will have to adapt to survive following disappointing ticket sales this year, while Gatecrasher and Cream have both had their own difficulties in recent months, although both spinoffs still enjoy Gatecrasher Live and Creamfields are still going ahead.

**'Contractors started demanding all money upfront – which will put huge pressure on the fragile cashflow of smaller, more independent events' – Pete Lawrence, Big Chill co-founder**

"Things have to continuously change," says Radio One's executive producer live music and events Jason Carter. "We have had to be ready to adapt and change as new batches of 15-year-olds come to the station. That's

what's happening with dance events promoters – they're taking time out and looking at the genre and looking at changing and adapting – which clearly needs to happen. We've just come back from fantastic activity in Ibiza – clubs like Cream were rained. There are also new clubs coming up

that are doing really well, such as Shine Belfast, Garland in Liverpool. So it is not all doom and gloom."

Radio One has come under criticism from some promoters who argue they can't compete with the radio station's power to attract artists and fans at little cost to themselves. Carter argues that the BBC is very strict in its policy of supporting the whole gamut of promoters as part of its support for live music.

"We are very clear and very aware that in order to support live music in the UK we need to continuously reflect newest people working in the live music scene – promoters as well as artists," says Carter. "We are about being a platform to work with promoters, from the smallest pub in Birmingham to the biggest music promoters at Britton Academy to big festivals. It is important to us to make sure we're doing all we can to support new music."

"We always ensure that our free, wholly-owned events, such as the One Big Sunday, are positioned carefully so as not to clash with externally promoted events. The key thing is that we're about supporting the scene. As CEO's Rapino points out, the business of promoting music is becoming increasingly tough in a globalised entertainment culture. He argues that festivals have to do far more to ensure record companies deliver new, enduring new artists to festivals and music fans.

It is clear the business of promoting festivals in the 21st century, with increasing numbers of festival-goers, massive fixed costs and lucrative sponsorship and branding opportunities, has become a serious growth industry, with big opportunities for "multi-revenue streams".

As long as events such as The Big Chill and Womad can continue to offer a diverse, independent alternative, and UK punters continue to demand quality, the UK can continue its tradition of offering a long summer of live music, whatever the weather.

PREMIER  
Aviation



AIR  
CHARTER

Call... ADRIAN WHITMARSH and his team... NOW!

- 20 years personal service to the entertainment industry
- That all important 24 hour backup and support

For the Charter and lease of...

- ◆ Executive jets
- ◆ Airlines
- ◆ Freighters
- ◆ Helicopters



1<sup>st</sup> CHOICE FOR PERSONAL  
SERVICE AIR CHARTERS

VIPs • EXECUTIVES • PRODUCTION PERSONNEL  
LIVE TOURS • PROMOTIONAL TRIPS  
EUROPE • USA • WORLDWIDE

TEL: (24hr) +44 (0)1293 852688

FAX: +44 (0)1293 852699

operations@premieraviation.com www.premieraviation.com

HOME LANDS  
THE BOWL, MATTERLEY ESTATE  
JUNE 1 & 2

Headlining acts: Basement Jaxx, Zero 7  
Capacity/tickets sold: 35,000/30,000  
Promoter: Mean Fiddler

GLASTONBURY  
WORTHY FARM, GLASTONBURY  
JUNE 28-30

Headlining acts: Coldplay, Orbital  
Capacity/tickets sold: 140,000/sold out  
Promoter: Glastonbury Festivals/Sean Fiddler

Promoter's ambitions: To keep Europe's largest festival alive through stopping the gatecrashing tradition.

T IN THE PARK  
BALADO, NR KINROSS  
JULY 13 & 14

Headlining acts: Oasis, Foo Fighters, Chemical Brothers  
Capacity/tickets sold: 57,000 (including guests)/52,500 – sold out  
Promoter: DF Concerts

Promoter's ambitions: Continue to stimulate the Scottish economy via growing the T In The Park festival and spin-offs for another 10 years.

V2002

HYLANDS PARK CHELMSFORD/WESTON PARK STAFFORD  
AUGUST 17 & 18

Headlining acts: Chemical Brothers, Stereophonics, Primal Scream  
Capacity/tickets sold: the Promoter: SIM/Metropolis

OZZFEST  
CASTLE DONINGTON  
AUGUST 17 & 18

Tickets sold: 47,000  
Headlining acts: Ozzy Osbourne, Slayer, System Of A Down

Promoter: Clear Channel Entertainment Europe

Promoter's ambitions: To buy, resurrect or bring touring niche festivals to the UK. Aside from OzzFest, the US giant is planning to bring back the Donington Monsters Of Rock event this autumn, while it attracted 11,000 to the Isle of Wight Festival, which it resurrected in May. Plans to specialise in niche, off-season events.

THE BIG CHILL  
EASTNOR CASTLE, LEDBURG  
AUGUST 17, 18 & 19

Capacity: 10,000  
Headlining acts: Gotan Project, Roxykopp  
Promoter: The Big Chill Ltd  
Promoter's ambitions: To continue to book artists that "send shivers down the spine" and to continue to play a pivotal role in the early development of acts. Relative unknowns that have gone on to bigger things following Big Chill performances include Zero 7, The Bess and Talvin Singh. To keep the original non-commercially-led spirit of festivals alive.

READING/LEEDS CARLING WEEKEND

AUGUST 23-25  
Headlining acts: Reading: The Strokes, Pulp, Foo Fighters, Prongy and The Offspring. Leeds: Same as Reading plus Guns N' Roses

Capacity/tickets sold: Reading: 55,000/sold out. Leeds: 50,000/expected to be sold out  
Promoter: Mean Fiddler  
Promoter's ambitions: "I can see no reason for anyone to run a festival in this country other than Mean Fiddler," – CEO Melvin Benn. Mean Fiddler is dominant in the UK and has recently begun its European expansion with the acquisition of Germany's Bizarre festival.

## WALTER HOWARD

## PIRACY IS CRIPPLING MERCHANDISING – BANDS MUST REGISTER THEIR NAMES AS TRADEMARKS NOW



What is the scale of the merchandising piracy problem? Absolutely huge. We did some spot checks on Oxford Street and found, in half an hour, six shops blatantly selling bootleg hooded tops and T-shirts.

This year the market traders and fashion outlets have jumped on the "hoodies" bandwagon and every town and market seems to have dozens of stalls/shops blatantly selling pirate goods and no one seems to be doing anything about it.

It is hard to put precise figures on it, but this is a multi-million pound fraud at the moment and there are warehouses in Manchester and London with millions of pounds worth of counterfeit goods for sale. In VCD's case, we distribute for bands such as System Of A Down and Slipknot and, although we turn over large quantities of T-shirts, we sell hardly any hooded tops as it is impossible to compete on price with the market traders. The standard wholesale price for an official hooded top is around £17 and retail is anywhere from £25 to £35. The bootleg hoodies are retailing in some places now for £12 and it is not possible to match that and pay the band a royalty, or for that matter to pay the tax man or the VAT.

For a band like Green Day, who have a registered UK trademark, our turnover on hooded tops is in the thousands per design, whereas System Of A Down, who haven't registered as a trademark, we will only sell in hundreds. Yet, in reality, SOAD are probably a bigger act in the UK at the moment. I would guess that for the main "nu metal" acts of the moment, official sales are probably about a tenth of the real sales. We have European customers who say they would do three or four times the business with us if something was done about bootlegs.

The problem is not quite as bad in most European countries but it still exists. In Holland, for example, the

penalty for selling counterfeit goods is the same as for stolen goods (although this hasn't stopped the bootleg trade). In Norway, bootlegging is centred around live events. And in Germany, apparently, the problem is not as bad as here and is mainly restricted to street traders, as most shops avoid pirate goods.

The legal position? Basically, if the band have not registered their name as a UK trademark (and, of our main acts, only Green Day have, up to now), Trading Standards has no power to act and the only recourse is to take a civil action against the retailer or the wholesaler. It is the responsibility of the bands' management to register their name and not the merchandise companies. It costs about £200 and takes anywhere from three months to a year for the registration to be accepted. In fact, there is a person in SW18 who has had an application in since May for the name "Slipknot" with an extra "t". God only knows what legal battles would be needed to stop him printing with that last "t" barely visible.

I cannot remember the last time any merchandise company bothered to take a civil action over copyright and I'm told the costs of taking a retailer to the high court could be tens of thousands of pounds, with no guarantee of getting payment, as the shop can just close down.

The real danger with the current situation is that the fashion traders who have jumped on music merchandise this summer are totally destroying the long-established market. Justin at Masons Music (the UK's longest-established music merchandise wholesalers) has told me that some of his customers are thinking of getting out of merchandise altogether, while others are saying that punters see so many bootlegs they wouldn't know an official shirt, and consequently think they're being ripped off if a shop has official merchandise. VCD have experienced the same reluctance to stock official merchandise until something is done about the bootlegs.

I think there is quite a lot that can be done about the

current situation, although I think it is too late to save this year's market.

First, a main likely to be bootlegged should make sure they register their name as a UK trademark and any European equivalents.

I think there should be more action from officialdom, not just the local Trading Standards. For instance, on the recent Green Day tour, various authorities seized goods outside the venues but as a rule no further action will be taken because the individuals caught were in possession of small quantities (in other words, all they could carry). If the various authorities co-operated, they might be able to build more of a case.

I would also like to see these individuals pursued by the Inland Revenue and VAT inspectors and I'd like to see authorities seize the vehicles used to transport the pirate merchandise to the venues.

It is also about time some of the bigger merchandise companies started to take a few civil actions against retailers and wholesalers. The problem only gets worse when there is no apparent risk involved, as is the case at present.

I'd like to see a proper campaign started. There are so many simple things that could be done, such as complaining to market inspectors if anyone is selling pirate goods in their market or if shopping malls are allowing shops to sell counterfeit goods.

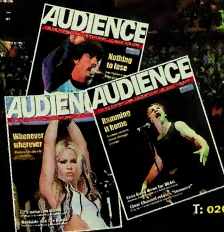
We would take action if any retailers in the UK told us of anyone in their area selling Green Day merchandise – we can only take action if Green Day merchandise is involved, as they are the only registered act upon which Trading Standards can act.

Walter Howard's column is a personal view  
Walter Howard is music and merchandise manager  
for rock merchandise company Viz Distribution (VCD).  
Contact: Walter@viz-dist.co.uk or 0191 233 1112.

# The only Audience you can depend on

If you're in the live music business, then you're relying on an audience somewhere along the way.

Our monthly **Audience** reaches over 5,000 live music industry companies and individuals in more than 85 countries worldwide ~ our **audience.uk** supplement reaches over 2,000 UK promoters, agents, managers, venues, media and suppliers nationwide. **Our business is live music.**



For further information contact:

Michelle Reynolds  
Subscription & Circulation Manager  
T: 020 7486 7007 E: michelle@audience.uk.com  
W: www.audience.uk.com





RECOMMENDED CATALOGUE NEW RELEASES



LEO SAYER: Endless Light (Silverbird/RPM SB 1004), Thunder In My Heart (SB 1005), Leo Sayer (SB 1006). This is the second batch of albums in RPM's series of expanded editions of the 40 albums Leo Sayer recorded for Chess...

LAURYN HILL: The Miseducation Of Lauryn Hill (Columbia 4989432). The formidable former Jazzy singer's superb 1998 debut album remains her only solo studio release...

VARIOUS: Big Bad Boogooloo - Latin Boogooloo From The Harmless HURTAPLE 044.

Corralled by the excellent Harmless label, this provides the usual comprehensive annotation to enhance the audio experience...

LAURA NYRO: End The Thirteenth Confession (Epic/Legacy 5086082), Gonna Take A Miracle (5080702). Although known to many only by her songs which were hits for artists such as Barbara Streisand...

FRONTLINE RELEASES

- ADOLPHUS ALCHERRY THE NEW BEST OF ADOLPHUS ALCHERRY CD 5892382
ALEXANDER, ERIC VAN HOUTEN MILES OF SMILES CD 582222 18
ANDY AND THE NEW POWER GENERATION CD 582222 18

LAURYN HILL: The Miseducation Of Lauryn Hill (Columbia 4989432). The formidable former Jazzy singer's superb 1998 debut album remains her only solo studio release...

- ADOLPHUS ALCHERRY THE NEW BEST OF ADOLPHUS ALCHERRY CD 5892382
ALEXANDER, ERIC VAN HOUTEN MILES OF SMILES CD 582222 18
ANDY AND THE NEW POWER GENERATION CD 582222 18

RELEASES THIS WEEK: 283 • YEAR TO DATE: 9,112

- PROF LINE USA (A BUNDLE OF MUSICAL SOUNDS) CD 582222 18
PETERSON, OSCAR (AND JAZZ) Jazz Alliance CD TR 120313
POLARIS, CHRIS (AND THE METEORITES) CD 582222 18

CATALOGUE & REISSUES

- TRUTH TRAILS (REISSUE) SPANISH Polydor CD 4954929 13
ARMINOS, GEM (REISSUE) MCA CD 0208 0126 13
ARMA (REISSUE) Atlantic CD 018348

DISTRIBUTORS

Table with 4 columns: Distributor Name, Address, Phone, and Website. Includes companies like ABC-Universal Music, Atlantic Music, and Capitol Music.





# APPOINTMENTS

## THE MUSIC RECRUITMENT CONSULTANTS

020 7569 9999 **handle**  
www.handle.co.uk

**FRENCH PA** c32K  
Commercially astute bi-lingual assistant for dynamic music SVF.

**PRODUCTION CO-ORD** c17K  
Creative role for business administrator working on leading roster.

**INTERNATIONAL PRODUCT MANAGER** 25K  
Career opportunity for marketing genius to work with outstanding international acts.

**LOVE LEGAL** 21K  
Flexible and diplomatic for fast paced lawyer.

**KEY ACCOUNT MANAGER** c18K  
YOUTHFUL & charismatic communicator to build business for music co.

**COPYRIGHT MANAGER** 30K  
Resourceful, hands on manager to supervise young team.

**PART-TIME FINANCE MANAGER** 25K PRO RATA  
Finance manager, 3 days a week for leading management co.

Permanent and Temporary

**in tune**

# COMIC RELIEF

## Artist Liaison Manager (Ref ALMI)

We are looking for someone with at least three years' experience working directly with celebrities to strategically manage artist commitment to all aspects of our campaigns and activities. These relationships are vital to the work of Comic Relief and this is a senior position.

Salary €35,000 plus benefits. —

To apply please go to [www.comicrelief.com](http://www.comicrelief.com) or send an SAE with 57p postage to

Comic Relief

5th Floor, 89 Albert Embankment, London SE1 7TP.

Comic Relief is a registered charity no. 326568

Need to fill a specialised position in the music industry?

Music Week reaches professionals at the very heart of the industry, so with every advertisement you can be sure to reach all the right people, attract no timewasters, fewer wannabes and more people with the right specialised background.

For more information call Daisy on: 020 7579 4405

**HR Manager, Music Co.** IPD qualified HR Generalist to manage busy, progressive HR function within rapidly expanding entertainment group. Flexible multi tasker. Music background essential. £40k

**International Manager, Entertainment Co.** Commercially and financially aware, extensive artist liaison experience with established international artists. Senior level industry contacts essential. £20k

**Production Co-ordinator, Indie.** Next step for bright ambitious assistant to co-ordinate and schedule all aspects of manufacturing and production at top record co. A strong communicator, organised user to tight deadlines. £20k

**Assistant Manager, One off opportunity for committed individual to act as right hand to top artist manager.** Role includes event booking, sync chasing, song promotion and general admin. Solid experience within labels and publishing co's ideal. Excellent interpersonal skills. £15k

**Regional Promotions, Indie.** Experienced planner to take over all regional radio, club and college promotions at hugely successful indie. Relevant contacts. Clean driving licence. £15k

**Management Accountant, Major Part qualified CMA.** keen to become involved with commercial publishing and legal contracts. Excellent £30k.

**Music Reception, We are recruiting** for bright, outgoing receptionists to man front desks within majors, indie and artist management co's. Min 6 mths reception exp. £15-17k.

[www.themusicmarket.co.uk](http://www.themusicmarket.co.uk)  
(see card)

• the music market Ltd • 4 parkfield street • London • W1R 3AL  
☎ +44 (0)20 7485 9102 ☎ +44 (0)20 7458 7512

**Global Entertainment Ltd**  
**MUSIC INDUSTRY TRAINING & CAREER DEVELOPMENT**

Participating courses September

**MUSIC INDUSTRY OVERVIEW**  
The industry in perspective, record companies, management, publishing, music marketing, sales and distribution. Get an inside look of working within the industry by the way of the business.

**MUSIC A&P SEMINAR**  
Want to know what record companies look for in terms of and how they discover new talent? Find out how they operate and what makes a good A&P person. Includes handouts, working in studios, and artist development.

**DAY & EVENING COURSES AVAILABLE**  
RING NOW FOR AUTUMN COURSES

**020 7583 7900**

**XFM PRESS OFFICER**

**XFM 104.9** LONDON

- 3-5 years' agency/in-house PR experience gained in a music, media or youth environment.
- Excellent contacts across both consumer newspapers and magazines (specialist music, lifestyle and general interest)
- First class written and verbal communication skills are essential, as well as creativity, resourcefulness, flexibility and an informed interest in all aspects of popular culture.

It is a very exciting time to join Xfm as it enters the next phase of its growth with a strong roster of presenters including Zoe Ball, Ricky Gervais, Zane Lowe, Kevin Greening and Christian O'Connell.

The Xfm press officer will be working within the Marketing and Communications team to help build the profile of the station in London and nationally. This will mean securing extensive coverage for all aspects of the station, including DJ profiles, on air guests, features, schedules, club nights and marketing activity.

Please send your CV, supported by two examples of recent press releases and press coverage to Charlotte Soussan, Xfm Head of Marketing, 30 Leicester Square, London WC2H 7LA or [charlotte.soussan@xfm.co.uk](mailto:charlotte.soussan@xfm.co.uk)

**BUSINESS TO BUSINESS**

PACKAGING	MANUFACTURING AND DUPLICATORS	FOR SALE
<p><b>THE DAVIS GROUP</b></p> <p>• All types of CD/DVD • All types of cassette tape • All types of DVD • All types of Blu-ray</p> <p>Call ROBBIE on: <b>020 8951 4264</b></p>	<p>1000 CDs with Booklet-Inlay £650 High Quality CDR copies from 9pp</p> <p>Real Time Cassette Copying CD-CD ROM Mastering £40pp Enhanced CDs, CD-audio, CD-ROM Copy Masters, Compilations, Editing</p> <p>Graphic design 15 years experience Colour laser or inkjet printing Large and small run specialists Excellent quality and presentation</p> <p>6 Grand Union Centre West Row London W1E 5AS</p> <p>Tel. 020 8640 7222 Web site at <a href="http://www.rpm-masters.co.uk">www.rpm-masters.co.uk</a></p>	<p><b>FOR SALE</b></p> <p>UK music shop fittings consisting of: 7 scales half grandios, 4 scales double sided, 4 CD/DVD storage cabinets. Plus extras and a quantity of new CDs and Music Cassetes.</p> <p>For more information contact Clive on 02392 371441 or 07836 620974</p>

**LICENSED DEBT COLLECTORS**

**Private Investigators**  
Free phone  
0800 783 2128

**Hampstead Investigations**  
Professionals for the Music Industry

**SERVICES**

**motiv**  
PROFESSIONAL PERSONAL TRAINING

Do you need motivating?  
Do you want to have fun  
& get fit?

I can train with you at:  
Home, workplace, gym, or wherever  
Buy 10 sessions for £15 (one)  
for a free consultation call Gary

020 8749 2785 or  
077332 2441  
[www.motivgym.co.uk](http://www.motivgym.co.uk)

**JUKE BOX SERVICES**

OVER 300  
JUKEBOXES  
IN STOCK

020  
8288 1700

15 LION ROAD, TWICKENHAM  
MIDDLESEX TW1 4JH  
Silverroom gym

royalty processing & administration services

for record labels, music publishers & distribution companies

please contact  
Marta Coniskey  
Parttime Music Services Ltd  
30 Stockport Street  
London W1V 3RD  
Tel: 025 7308 4610 Fax: 020 7308 6633  
email: [marta@parttimeguitartherapy.com](mailto:marta@parttimeguitartherapy.com)

**FOR SALE**

**RECORD SHOP CLEARANCE**  
(retirement)

Fixtures and fittings for sale  
CD Racks (ID 420), Vinyl Racks,  
Chart Wall Racks, Master Bag Racks.

For more details visit:  
[www.jays.fs.business.co.uk](http://www.jays.fs.business.co.uk)  
or tel 01223 368089

## DISTRIBUTORS

# ROLLED GOLD INTERNATIONAL

(AUGUST AND EVERYTHING AFTER)

OVER ONE MILLION CD'S IN STOCK  
 CHART & BACK CATALOGUE ALBUMS  
 AROUND TWO THOUSAND DVD'S  
 EDIT ORDERING FACILITY AVAILABLE  
 WEEKLY CAMPAIGNS & SPECIAL OFFERS  
 ORDER BEFORE 5pm FOR NEXT DAY DELIVERY  
 SATURDAY DELIVERY F.O.C  
 KNOWLEDGEABLE & FRIENDLY STAFF

**MARKET LEADERS IN  
 PRICE, PRODUCT & PERFORMANCE**

Please do not hesitate to contact us...

## ROLLED GOLD

Unit 75, Buckingham Avenue, Slough Trading Estate, SL1 4PN

TEL: (01753) 691317 FAX: (01753) 692728

sales@rolledgold.co.uk

jobs@rolledgold.co.uk

## RETAIL



the  
**music, video, dvd  
 and games  
 display specialist**



- Slat-wall solutions
- CD-DVD & Vinyl browsers
- Bespoke displays
- Free design & planning

01480 414204 [www.internationaldisplays.co.uk](http://www.internationaldisplays.co.uk)

**red**

the  
 cd dvd vinyl  
 display + storage  
 specialists

contact John Findlay or Brian Watts  
**retail entertainment displays ltd**  
 t +44 (0) 1733 239001 e [info@reddisplays.com](mailto:info@reddisplays.com)  
 f +44 (0) 1733 239002 w [www.reddisplays.com](http://www.reddisplays.com)

retail professional home

## STUDIO

**GREYSTOKE PRODUCTIONS**  
 ANDY WHITMORE  
 Producer/Revisor  
 Pop/R&B/Dance/Rock/Spiritual  
 14 Top Ten hits in the UK charts  
 Played Keyboards on over 50 hits  
 Production Credits include:  
 FRONTERA LINDA BULLOCK WENDIE COLE  
 ETERNAL TEAF JAM PETER ANDRE  
 ESTER CHOR  
 Call  
**Greystoke Productions**  
 020 8998 5529  
 check out the download pages on  
[www.greystokeproductions.co.uk](http://www.greystokeproductions.co.uk)

## WANTED TO PURCHASE

### DON'T LISTEN TO THE B\*\*\*\*\*!

Just talk to us in confidence about your overstocks/surplus product/samples etc. Any amount from 100 to 100,000 and we will settle a price, pay you and collect within 24 hours.

Contact Peter Hartley,  
 Euro Leisure Corporation Ltd., Unit 1,  
 10/24 Standard Road, London NW10 6EU  
 Phone: 020 8838 2020 Fax: 020 8838 1717  
 Email: [homeentertainment@euroleisure.biz](mailto:homeentertainment@euroleisure.biz)

## WANTED

### CASH PAID

We buy CD Albums & Singles LPs, 12" & 7", White Labels Promo's, Acetates, Video's, POS Material, Awards, Awards and Memorabilia Complete Collections, Overstocks, Inventories and Libraries cleared. I call Julian or Mark... office: 01474 845099 mobile: 07850 406064 e-mail: [mw@eul.com](mailto:mw@eul.com)

### RAT RECORDS



BUY CD'S & VINYL SMALL TO VAST AMOUNTS  
 We pay cash and collect at your convenience  
 PRICES GIVEN OVER THE PHONE  
 Call Tom on 020 7274 3222  
 evenings 020 8253 1266  
[t.fish@freak.com](mailto:t.fish@freak.com)

## TENDER

### LONDON LIBRARIES CONSORTIUM

#### Supply and Servicing of Library Acquisitions

The London Libraries Consortium, currently consisting of the London Boroughs of Barking and Dagenham; Hackney; Havering; Newham; Redbridge and Tower Hamlets, invites tenders from suitably qualified suppliers for the supply and servicing of library acquisitions. The items required broadly comprise of Adult, non-fiction books, Adult fiction (hardback) books, Adult fiction (paperback) books, Music CDs and cassettes, Videos, Standing Orders and Urgent items.

The contract will be for a period of 3 years commencing 01/05/03 with possible annual extensions of up to 2 years subject to negotiation. Estimated value £1,900,000 per annum.

To be considered, tenderers shall submit - Balance sheets or extracts from balance sheet; Statements of the organisation's overall turnover and the turnover in respect of the goods to which the contract relates for the previous 3 financial years;

A list of all current contracts with values, customers, addresses and a contact name to that references may be contacted.

Tender documents are available from Jim Flood, Client and Purchasing Services, London Borough of Redbridge, Lynton House, 255-259 High Road, Ilford, Essex IG1 1NY (Tel. 020 8708 3491, Fax. 020 8708 3971) on receipt of a non-refundable fee of £100.00 payable by cheque to London Borough of Redbridge.

Requests must be made no later than 11 October 2002. Deadline for receipt of tenders is 16.00 on 28 October 2002.

An Open Procedure Notice in respect of this tender was dispatched to the Official Journal of the European Communities on 6 August 2002.

## PACKAGING

Specialist  
 in Replacement Cases & Packaging items

- CD album cases available in clear or coloured
- CD single cases - all types of double CD cases
- Trays available in standard coloured and clear
- Cassette cases single & doubles
- Video cases all colours & sizes
- Card masterbags CD, Video, Cassette - 7" 10" 12"
- Paper 7" 12" & 12" POLY-LINED
- Polythene sleeves & Resealable sleeves
- Mailing envelopes, Video 7" & 12" CD various types available. Also all sizes of jiffy bags
- Window displays
- CD/Record cleaning cloths
- PVC sleeves for 7" 10" 12" and CD
- DVD cases
- Recordable CD & Minidisc

### Sounds (Wholesale) Limited

Best prices given, Next day delivery (in most cases)

Phone for samples and full stock list

Phone: 01283 568623 Fax: 01283 568631

Unit 2, Park Street, Burton On Trent, Staffs. DE14 3SE

E-mail: [matrices@total.com](mailto:matrices@total.com) Web: [www.soundswholesalehd.co.uk](http://www.soundswholesalehd.co.uk)

## STUDIO

### RECORDING STUDIO & OFFICE TO LET

#### Clapham South

Recording Architecture designed Control Room and live room, lounge area, parking.

Studio only or studio plus office.

Flexible terms.

020 8673 4783  
[info@smadgproductions.co.uk](mailto:info@smadgproductions.co.uk)

## MERCHANDISING

ID Cards, Tour Passes, Wrist Bands and all accessories.

Banner and Poster Printing.

Ring Anthony on: Tel 020 7242 1960

Fax 020 7242 1001



Rates: *Business to Business*: £20.00 per single column centimetre (minimum 4cm x 1 col)

Published weekly each Monday, dated following Saturday

Copy date: Advertisements may be placed until Thursday

10 a.m. for publication Monday (space permitting).

All rates subject to standard VAT



WE ACCEPT MOST  
MAJOR CREDIT CARDS

Cancellation Deadline:  
Wednesday 10 a.m. before publication Monday.  
To place an advertisement please contact  
Daisy Dorras, Music Week - Classified Dept.  
CMP Information, Ludgate House, 7th Floor,  
245 Blackfriars Road, London SE1 9UR  
Tel: 020 7579 4150 Fax: 020 7579 4712  
All Box Number Replies To Address Above

## New Deal for Musicians

Contract for the design and production  
of a range of open learning materials

New Deal for Musicians (NDFM) is part of the Government's Welfare to Work Policy. It helps musicians, including vocalists, composers and performing DJs, who are eligible for New Deal and seeking a career in the music industry. The objective is to enable musicians to move from Welfare into successful careers in all types of music, either as artists under contract, or on a self employed basis.

Through New Deal, musicians have access to a range of open learning materials, presently covering the following:

### New Deal for Musicians Information and Resource Pack

Workbook 1: Open Learning Introduction

Workbook 2: Business Skills

Workbook 3: Technology

Workbook 4: Management & Enterprise

Workbook 5: Performance Skills

Workbook 6: Composition & Song Writing

Workbook 7: Music Business Affairs

Workbook 8: Career Development

Guidance Notes for Music Open Learning Providers

### NDFM: Activity Log

Our requirement is for the re-design, publication, replication and subsequent updating of the existing series of open learning materials. Also further workbooks will be commissioned to add to the range of available materials for which we also require - design, publication, replication and subsequent updating. The successful bidder will be expected to enable publication on the Internet.

We are looking for innovation, both in terms of the actual design, expanded content and delivery medium - e.g use of CD interactivity, Internet access.

Our intention is to let a single national contract by the end of November 2002 to one organisation or a group of organisations, wishing to submit a joint tender.

Organisations wishing to express an interest in bidding for this contract should send brief details of their business, including full name, address and telephone number, to the contact below, no later than **noon Friday 30 August**. On receipt of Expressions of Interest, an Information pack and invitation to attend a briefing event will be issued.

Expressions of Interest should be posted or faxed to:

Steve Birchall  
Jobcentre Plus Head Office  
Jobseekers Division  
Level 2, Mayfield Court  
56 West Street  
Sheffield S1 4EP.  
Tel: 0114 259 5796  
Fax: 0114 259 6653

new deal★

for Musicians

From the Department for Work & Pensions

### VENUE



### SHOWCASE IN STYLE IN SOHO

Launch parties, gigs,  
video & photo shoots,  
stage, inhouse PA,  
licensed noon - 3am!

Recent clients include:

Roots Manuva, Weekend Players & Little Barrie.

For more details contact Colin Baynes on:

020 7734 3040 or 07762 168806

### PACKAGING

### POSTING RECORDS?

LP Mailing Envelopes • Single Mailing Envelopes  
Postal Tubes • CD Mailers • Video Mailers



### WILTON OF LONDON

ESTABLISHED 25 YEARS  
TEL: 020 8341 7070 FAX: 020 8341 1176  
CONTACT JENNY FOR TRADE PRICES

### MANUFACTURING AND DUPLICATORS

CD DUPLICATION No.1 Supplier to the Music Industry  
Professional service with competitive prices

WWW.MEDIABUS.CO.UK

THE ORIGINAL  
020 7385 2299

"The swiftest and low price is big  
important to the success of our quality"

CD > interactive > DVD > encoding > authoring >  
VIDEO > duplication > editing > DUBBING

www.tvvideo.co.uk Tel: 020 8904 6271

TC VIDEO

CDR

101P.NET

50 CDs - £80 / 100 CDs - £150  
Obitony Printing - 24hr Turnaround - 24-hour Mailing Service  
Tottenham Ct Road - (Dobson) Street  
020 7637 9500  
Audio post-production - CD art  
Expanded CD's

### PRODUCER

Producer/programmer who has  
worked with Dido, U2, Natalie  
Imbruglia, Brian Eno, Mel C. etc  
is looking for solo artists, bands  
and songwriters to help develop  
into the next big thing.

Send demo/blog to B.P. 113,  
Barneville-Carteret, 50270, FRANCE



earlier this year. "I know when the ad first went on because I started getting loads of text messages," says Ross. "But I only saw it for the first time last night." But does Ross get a free car out of the deal? "Do I hell," he says. "Still it was only three hours' work - it's the easiest five grand I've ever made."

Remember where you heard it: First the Osbournes, next the Conroys. Look out for big new developments soon... And, a former Mr EMI Australia seems to be in demand; murmurs on the grapevine connect him both with a certain vacancy in the UK and another soon-to-be vacant role at a major indie. V intriguing... Can it be true? IE Music approaching a UK independent manufacturing plant to enquire about the possibility of pressing 1m-odd CDs pre-Christmas. What can it mean?... Could there be a meeting on the cards between David Bowie's people and the representatives of the estate of the late Gus Dudgeon, who are still pursuing the producer's claim for royalties on Space Oddity?... Many of the usual delegates may have waved goodbye to

It is probably the last thing you would want to do in the height of summer, but those two industry troopers, Pinnacle founder Steve Mason and Sanctuary founder Rod Smallwood got on their bikes to raise 10s of thousands of pounds for the charity Scope by cycling from St Petersburg to Moscow. That is around 400 miles in the saddle across just seven days, in case you were wondering. The final total is still being counted, with cheques - including Dooley's own modest offering - still coming in. So, if you pledged cash, now's the time to cough up - or, if you did not, get in touch with Rod and Steve at the usual addresses.



Switch on the telly right now and you might just spot the new Hyundai TV ad campaign. But, who is that slapping a CD into the player right at the very start? Why, it's none other than Columbia A&R manager Matt Ross. Ross was drafted in for the shoot by Anthony Denton, the director behind the ad and who has previously worked on videos for Yerrance Trent D'Arby. Simply Red, take that, George Michael and Jamiroquai in the past. Ross, who previously appeared in promos and ads for Denton many years ago, was called up after bumping into her again in the Sony reception

Popkomm, but Soft Cell were busy last Thursday saying hello to this year's event in spectacular fashion. The reformed Eighties veterans mixed old classics and new material in a spunky performance at Cologne's E-Werk venue... If you thought reality TV was over then think again. Trans Continental's Lou Pearlman revealed at the Music Week A&R-moderated panel that he is currently making a hip hop version of Making Of The Band with P Diddy. Pearlman certainly has a lot to smile about at the minute. Not only is he busy with O-Town and Natural, but he revealed that his airline is booming post-September 11 as everyone wants to charter their own private plane. With an armory of four Gulfstreams and four 474s he's pretty well-placed to meet plenty of that demand... Dooley managed to catch up on a few episodes of American Idol last week and was totally blown away by the quality of the performers, especially the angelic Tamyra, who Simon Cowell reckons is "one of the most the most amazing vocal performances I have ever heard"... Speaking of talent show contestants, recent tabloid stories of Rick Waller parting company with EMI appear to be untrue. In fact, the oversized warbler is preparing for a spin-off of his latest stab at reality TV stardom, a sort of celebrity fat camp. As well as appearing on the show, which launches - that's "launches", not "lunches" - in October, his new song Miracle In Me is set

to be the theme tune... Universal's top bods were off on a jolly to the island of Capri for a meet and greet with one Mariah Carey last week. Mercury UK's joint managing director Greg Castell was among the leading suits to chat with the diva and hear some tracks from her first album through Def Jam, which is due out before Christmas... Back in Blighty, Mercury's Darius was yesterday (Sunday) playing his part as Universal bid to have four of the top five singles. More impressively, they are all UK acts and spread across three Universal companies. And Universal's success doesn't stop there: across the pond Daniel Bedingfield is now up to 23 on the Hot 100... It's also looking pretty hot over at Ten in the UK, too, which claimed all of the top five albums last week... StarGate will be showcasing their mixing skills - and probably their cooking skills, too - tomorrow (Tuesday) at their summer BBQ at the roof gardens in Kensington... Has Richard Sutcliffe, the new editor of X-Ray, got something to be ashamed of? He is certainly keeping his former occupation as a musician firmly under wraps. Sutcliffe was in a band that appeared on prestigious shows such as the National Lottery in the dim and distant, but, when quizzed on it last week, the editorial chief of Xfm's new music mag wasn't even giving the name of the band away. Who can fill Dooley in on the details?.....

Xfm invited a busload of A&R types down to Sphere Studios in Battersea last Wednesday for the launch of its new initiative for unsigned music. The series of promotions and events will kick off with a good old-fashioned talent search in the autumn, with the prize being an Xfm session recorded by Manics and Idlewild studio boffin Dave Erlanga. The evening concluded with a set from Longview, first featured on Xfm and now aligned to East West Records. Pictured, left to right, are Xfm's programme controller Andrew Phillips and DJ Claire Sturges.



#### CUSTOMER CARELINE

If you have any comments or queries arising from this issue of Music Week, please contact Martin Talbot at e-mail - martin@musicweek.com or write to - Music Week Feedback, Seventh Floor, Lodge House, 245 Blackfriars Road, London SE1 9UR.

**music week**

Incorporating pop, RnB, Future Hits, Green Sheet, Hit Music, Record Mirror and Tours Report



CMP Information, United Business Media,  
Seventh Floor, Lodge House,  
245 Blackfriars Road, London SE1 9UR.  
Tel: (020) 7579 + ext (see right).  
Fax: (020) 7579 4011

For direct lines, call (020) 7579 plus the extension you require. For details, type in name as shown, followed by @musicweek.com. Editor-in-Chief: Alan Scott (4024/jamaica). Executive editor: Martin Talbot (4259/martin). News editor: Paul Williams (4426/paul). Special projects editor: Adam Woods (4004/adam). A&R editor: James Roberts (4217/james). Reporter: Joanna Jones (4278/joanna). Chief sub-editor: Neil Jones (4025). Chief sub-editor: David Girdle (4236/david). Sub-editor: Phil Bogue (4472/phil). Chief editor: Simon Wood (4455/simon). News Jones (4025). Chief sub-editor: David Girdle (4236/david). Head of 928/sponsorship: Justin Rivers (4281/justin). Head of music sales: Matthew Taylor (4282/matthew). Senior sales executive: Owen Lawrence (4422/owen). Head of 928/sponsorship: Justin Rivers (4281/justin). Head of music sales: Matthew Taylor (4282/matthew). Senior sales executive: Owen Lawrence (4422/owen). Director of events: Louise Stevens (4264/louise). Events executive: James Smith (4003/james). Sales exec: Daisy Corrie (4430/daisy). Director of events: Louise Stevens (4264/louise). © CMP Information, 2002. All rights reserved. No part of this publication (including the CD-ROM) may be reproduced or transmitted in any form or by any means electronic or mechanical, including photocopying, recording or any information storage and retrieval systems. Registered at the Post Office as a newspaper. Member of Periodicals Publishers' Association. For information storage and retrieval systems. Registered at the Post Office as a newspaper. Member of Periodicals Publishers' Association. Subscriptions, including the Music Week Directory every January, from Music Week Subscriptions, CMP Information, 245 Blackfriars Road, London SE1 9UR. UK & Ireland: £10. Europe & S. Island: £10.00. The Street, Market Harborough Leics. LE16 9ET. Tel: 02458 428823. Fax: 02458 430568. UK & Ireland: £10. Europe & S. Island: £10.00. Subscriptions, including the Music Week Directory every January, from Music Week Subscriptions, CMP Information, 245 Blackfriars Road, London SE1 9UR. UK & Ireland: £10. Europe & S. Island: £10.00. The Street, Market Harborough Leics. LE16 9ET. Tel: 02458 428823. Fax: 02458 430568. UK & Ireland: £10. Europe & S. Island: £10.00. Subscriptions, including the Music Week Directory every January, from Music Week Subscriptions, CMP Information, 245 Blackfriars Road, London SE1 9UR. UK & Ireland: £10. Europe & S. Island: £10.00. The Street, Market Harborough Leics. LE16 9ET. Tel: 02458 428823. Fax: 02458 430568. UK & Ireland: £10. Europe & S. Island: £10.00. Subscriptions, including the Music Week Directory every January, from Music Week Subscriptions, CMP Information, 245 Blackfriars Road, London SE1 9UR. UK & Ireland: £10. Europe & S. Island: £10.00. The Street, Market Harborough Leics. LE16 9ET. Tel: 02458 428823. Fax: 02458 430568. UK & Ireland: £10. Europe & S. Island: £10.00.

SUBSCRIPTION HOTLINE: 01858 438816 NEWSTRADE HOTLINE: (020) 7538 4666

ISSN 0265-1548

ABC

circulation: 1 July 2002 to 30 June 2001: 10,333.



# SIEMENS mobile

Caution

Avoid  
Pitfalls

## The Siemens mobile Urban Music Seminar 2002

**Saturday 7th and Sunday 8th September  
2002 @ Royal Festival Hall,  
South Bank Centre, London SE1 8XX**

"Supporting the Present whilst developing  
the Future of Urban Music in the UK"

Free entry (subject to prior registration)  
A unique opportunity to break into the  
Music Business.

For further information contact:

[www.urbanmusicseminar.co.uk](http://www.urbanmusicseminar.co.uk)

Or telephone: 020 7272 7458

