

Billboard

Music Freeze: New Subscription Services Hit Snag With Publishers >P.6

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2005

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DANCING QUEEN

Madonna Gets
Her Groove Back

>P.26

POWER
PLAYERS

THE TOP 20
GLOBAL EXECS

>P.21

KORN
RETURNS

NEW ALBUM,
NEW BIZ MODEL

>P.6

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ON THE CHARTS

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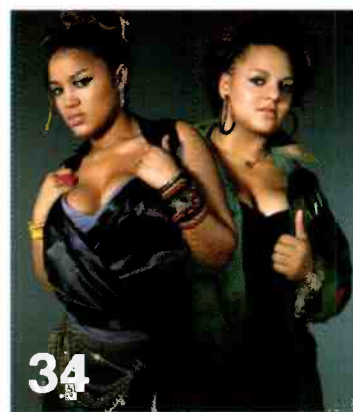
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ABOVE: Big Kenny, above, and John Rich of Big & Rich felt "less stressed" during the making of sophomore set "Comin' to Your City." See page 29.
Photo: John Sciulli/WireImage.com

COVER: Madonna photo by Steven Klein.

TAMARA CONNIFF
Co-Executive Editor
Billboard



LET THE MUSIC BE HEARD

I'm disappointed in the music industry this week. I'm disappointed that licensing negotiations between the Harry Fox Agency and new and legal music subscription services have stalled. The record labels have often been accused of having their heads in the sand, being slow to react, and essentially pushing consumers to new technologies and allowing them to steal music. The music publishers are often considered even farther behind the curve than the labels. I understand the importance of publishing. But the bottom line is, no one is going to make the money they used to—from publishing,

from master recordings, from performance rights. It's just not going to happen. The greedier we get, the more we push consumers away. If the Harry Fox Agency does not arrive at a price point that new subscription services and consumers can afford, no new services will launch. Do consumers care? Of course not. If you don't give it to them legally, they'll just go steal it.

I'm also disappointed in Sony BMG Music Entertainment's CD copy-protection initiative. Why? Because chances are you're going to buy a CD with this software on it and then not be able

to upload it to your iPod. You're spending about \$15 on a CD that might not even work on your computer. So what are consumers going to do? They won't buy CDs anymore. They'll go on LimeWire and download music for free. No one will make money—not the artists, the labels or the publishers.

Technology will move and change. New services and devices will be upon us before we even have a chance to get used to the ones we currently have. The 18- to 34-year-old music fan wants music fast and easy. Give them what they want; give it to them now.

College Music Subscriptions Erode Value Of Music

BY BARRY SOSNICK

Encouraging colleges to offer low-price music subscriptions and downloads to their students may be as detrimental to the music industry's long-term health as the piracy that the business hopes to eradicate.

In 2003, Penn State University became the first institution of higher education to provide low-cost access to music. More than 80 campuses now have similar programs.

These colleges are offering music subscriptions to reduce their potential liability, safeguard their students from identity theft, reduce computing costs and protect intellectual property.

I believe the major record labels are underestimating the marketing and financial consequences of their support for these programs, which are eroding music's value and jeopardizing the industry's revenue stream.

The labels openly endorse inexpensive music at colleges. Sony BMG operates the Campus Action Network. Recording Industry Assn. of America president Cary Sherman co-chairs the Joint Committee of the Higher Education and Entertainment Communities with Penn State University president Graham Spanier.

Napster, Rhapsody, Cdigix and Sony Connect are the main companies servicing colleges. They offer discounted rates that are substantially less than the usual \$9.95 monthly subscription fee and 99-cent download fee found off campuses. Cdigix offers tethered downloads at 28 universities for a \$2.99 monthly subscription fee and 89 cents per song download. It is estimated that Real Networks

has its Rhapsody at 20 schools for \$2-\$3 per month. Napster is servicing 14 colleges and universities.

In some cases, the schools (such as the University of Maryland) pick up the entire fee for the subscriptions. Their students only pay for downloads.

Usage is vast at colleges. For example, Penn State has 20,000 students signed up for the Napster service, streaming or downloading 170,000 songs per day. Cornell University's 13,000 students accessed more than 10 million songs in a year. This summer the University of California system announced it will offer subscriptions to its 600,000 students on 33 campuses.

Use of these services will swell as portable MP3 devices grow more popular on campuses, where they are becoming academic requirements. Duke University, for example, provided each incoming freshman with a 20GB Apple Computer iPod.

Retail is affected immediately. For students enrolled in university subscription programs, accessing music entails no variable cost (and only a small, below-market per-track fee for portability). As a result, these students do not have any incentive to purchase music in stores. Many music retail stores are located in college markets—one major specialty retailer has 43% of its stores in such locations. The loss of sales and its impact on the margin mix could destroy the profitability of even the hardest retailers.

Low-cost college subscriptions and downloads are essentially continuous promotions. Studies show that frequent promotional activity erodes the lifetime value of a customer, destroys brand equity and

fosters the commoditization of product categories. For artists, labels and retailers alike, sales and margins are at risk.

What's more, students will face greater music prices upon leaving school. Recent graduates will endure sticker shock when considering whether to buy music. This should further reduce purchase intentions.



The service providers—Napster, Real Networks and Cdigix—also need to be aware that their campus pricing structure will weaken their brands and long-term financial prospects.

The music industry must eliminate or alter these college programs for the long-term health of the business and to protect the brand equity of their companies and artists.

Barry Sosnick is president of Earful.info, an entertainment products consultancy, and a music marketing professor at Five Towns College in Dix Hills, N.Y.

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KEN SCHLAGER TAMARA CONNIFF

EDITORIAL

FEATURES EDITOR: Marc Schiffman 646-654-4708
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EDITORIAL ASSISTANT: Sarah Han (NY) 646-654-41605
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GLOBAL

LONDON: EMMANUEL LEGRAND (Bureau Chief/Global Editor) 011-44-207-420-6155, Tom Ferguson (Deputy Global Editor) 011-44-207-420-6069, Lars Brandle (Global News Editor) 011-44-207-420-6068
INTERNATIONAL BUREAU CHIEFS: Christie Eliezer (Australia), Larry LeBlanc (Canada), Steve McClure (Asia), Wolfgang Spahr (Germany)
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CHART PRODUCTION MANAGER: Michael Cusson
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ARCHIVE RESEARCH: 646-654-4633

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BILLBOARD OFFICES

NEW YORK: 770 Broadway, New York, N.Y. 10003
Phone: 646-654-4400
Edit: Fax: 646-654-4681
Adv. Fax: 646-654-4799
LOS ANGELES: 5055 Wilshire Blvd., Los Angeles, CA 90036
Phone: 323-525-2300
Fax: 323-525-2394/2395
NASHVILLE: 49 Music Square W., Nashville, TN 37203
Phone: 615-321-4290
Fax: 615-320-0454
WASHINGTON, D.C.: 910 17th St. N.W., Suite 215, Wash., DC 20006
Phone: 202-833-8692
Fax: 202-833-8672
LONDON: Endeavour House, 189 Shaftesbury Ave., London WC2H 8TJ
Phone: 011-44-207-420-6003
Fax: 011-44-207-420-6014
MIAMI: 101 Crandon Blvd., Suite 466, Key Biscayne, FL 33149
Phone: 305-361-5279
Fax: 305-361-5299

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Second Chances
Market grows for used iPods



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>>>SPITZER FALLOUT: McCLUSKY DUMPS BIZ MODEL
Independent promoter Jeff McClusky tells *The New York Times* he is dropping the business model that he made an industry standard between record labels and radio stations, following the investigation by New York Attorney General Eliot Spitzer. McClusky intends to continue working for major labels by being paid a flat retainer fee instead of fees tied to radio playlists. As a result of Spitzer's investigation, Sony BMG agreed not to reimburse independent promoters for any expense made for a station or programmer—in essence, squashing McClusky's business.

>>>RONALD ISLEY CONVICTED OF TAX EVASION
Ronald Isley, lead singer of legendary R&B band the Isley Brothers, has been convicted of tax evasion. Isley, 64, was found guilty Oct. 31 on five counts of tax evasion and one count of failing to file a tax return. He will be sentenced in January, and faces a maximum of 26 years in prison, although under sentencing guidelines he could receive between five and 10 years, court sources say.

>>>BACKSTREET BOYS SUE LOU
Backstreet Boys filed a lawsuit Nov. 3 against Lou Pearlman and his Trans Continental Records, seeking reimbursement for settlements they paid to a former member and others. Pearlman calls the suit frivolous, saying all matters with the act were settled in 2000.

>>>LATIN MUSIC SALES SOAR
Although overall music shipments

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UpFront

NOVEMBER 12, 2005

PUBLISHING BY SUSAN BUTLER

After Talks Stall, HFA Hikes Digital Rates

The Harry Fox Agency, tired of waiting for royalty rates for online music subscription services to be negotiated, has taken matters into its own hands. In a strategy shift, the mechanical rights agency has changed its licensing terms for new subscription services, asking for rates that are substantially higher than the services have been willing to pay.

HFA now wants new subscription services to pay the greater of 12% of gross revenue; a certain per-play penny rate; or 25% of the total amount paid by the services for all content, according to a source who has seen a proposal from HFA to a digital music company. HFA declined to comment on its proposed terms.

The change of licensing strategy follows an August breakdown in negotiations between subscription services and publishers. The difficulty of settling on rates—with HFA for mechanical rights and the major labels for the rights to use recordings—appears to be stalling the plans of some major retailers.

At least three proposed subscription services—two of which would spend “several millions in marketing”—are stuck in licensing negotiations, says a source familiar with the management of several digital music companies.

Target would have launched its subscription

service before Christmas, *Billboard* has learned, but negotiations with labels and publishers appear as if they will not be completed in time. A source close to HFA says that Target has not returned HFA's phone calls to discuss licensing for several weeks.

The sticking points for HFA deals revolve around the value of on-demand streams and temporary downloads. Whether these offerings trigger a publisher's “reproduction” right to a royalty under copyright law—and if so, what that rate should be—has been in dispute for more than four years.

Before its strategy shift, HFA offered subscription services the same license terms that HFA and the National Music Publishers' Assn. reached with the Recording Industry Assn. of America in 2001, when major labels owned most of the online services. Under that deal, the RIAA agreed to pay \$1 million as an advance on royalties, supplemented by an additional \$62,500 each month, subject to various opt-out provisions. Once a rate was set, royalties would be due from the first day of the agreement with advances applied against the outstanding balance.

Since that initial agreement, all the money received has been held in escrow. Some sources estimate there are now **continued on >>p6**

BUSINESS BY BRIAN GARRITY

Korn's 'Twisted' Deal

New Album Tests Band's Revenue-Sharing Pact With EMI

NEW YORK—All eyes will be on Korn and EMI in the next month as the band and label set up the first album release under their ballyhooed revenue-sharing deal, announced in September.

“See You on the Other Side,” the follow-up to Korn's 2003 set “Take a Look in the Mirror,” drops Dec. 6 from Virgin Records, and first single “Twisted Transistor” is gaining traction, slotting in at No. 19 on the current *Billboard* modern rock radio chart.

But if EMI is to reap substantial profit from the unorthodox deal, Korn will need

to tour like it never has before and sell as it did in its halcyon late-'90s days, when its albums easily surpassed triple-platinum status.

“Everything keys off the success of the record,” explains Korn counsel Gary Stiffelman, who teamed with law partner John Branca to put together the EMI pact. “If the record does well, you can do more touring [and] make more money from sponsorships, endorsements and merchandise.”

EMI invested \$25 million upfront for an estimated 30% stake in Korn's overall business. *Billboard* estimates that for EMI to profit, the venture must gross roughly \$84 million in its two-album/two-tour **continued on >>p6**

‘See You on the Other Side’ is the first album **JONATHAN DAVIS** and the band **KORN** are releasing through EMI.

Photo: Rolf Klatt/WireImage.com

HARRY FOX (cont.)

from >>p5

millions of dollars waiting to be distributed. HFA declined to say how much money has been paid by other companies.

"While some advances were paid under that agreement, the money cannot be distributed [to publishers and songwriters] until a rate is established," HFA president/CEO Gary Churgin says. "Meanwhile, everyone else in the online music economy is profiting, including the record companies. In order to ensure that publishers and songwriters begin to be paid for the use of their music by these services, HFA is seeking to enter into agreements with individual services at mutually acceptable rates pending the establishment of an industry-wide rate."

The big question is whether the rates HFA is proposing are any more "mutually acceptable"

now than when talks broke down in August, and how these new rates might affect new, rapidly expanding, digital music business models.

According to a number of digital music executives, HFA's rate increase is substantial to the point that costs may eat away at profit margins and/or need to be passed on to consumers.

It remains to be seen how the HFA shift will affect the competitive environment between existing services, which will continue to place money in escrow, and new services, which will likely have to pay higher rates.

Digital Media Assn. executive director Jonathan Potter says he believes the change from the general agreement to one-on-one negotiations is not in the interests of anyone. "Why not let major brand-name companies

with major marketing dollars get into this business? Why not get more money even if you're not happy with the terms of the agreement? Nobody knows where the pricing is going. . . . I think the advances are significant enough."

There is no short-term resolution in sight. The RIAA petitioned the U.S. Copyright Office in 2001 asking for clarification of rights for these digital offerings, but none has been forthcoming. When the issues over rights are cleared up, an arbitration proceeding with the Copyright Arbitration Board to determine rates would be next, but that can take up to a year to complete.

Additional reporting by Antony Bruno in Los Angeles and Ed Christman in New York.

EMI (cont.)

from >>p5
life span.

"It's a very entrepreneurial way of thinking they have here," says newly anointed Virgin chairman/CEO Jason Flom.

EMI's ability to drive album sales will be key. EMI has to sell 4.4 million albums worldwide during the life of the deal to break even, sources say. EMI's share of record revenue is likely around the \$3-per-album range, sources say. EMI will count on its participation in touring, merchandising, licensing and publishing to cover the rest of its initial investment.

Korn's last studio album, "Take a Look in the Mirror," sold barely more than 1 million units, according to Nielsen SoundScan.

Equally important will be touring revenue. At the height of Korn's popularity, the band grossed slightly more than \$15 million in annual ticket sales as a headlining act, averaging about 50 U.S. dates per year. Last year, a 17-date headlining run grossed \$3.8 million.

Under the EMI deal, the band expects to do closer to 100 dates per album cycle.

"This band has never really tested the limits of its touring the way a band like Metallica has," Stiffelman says.

EMI and Korn—which is managed by Jeff Kwatinetz of the Firm—are betting on a big cross-over audience for the new album, which features songs recorded with producers Atticus Ross and the Matrix. In addition to initial chart success for "Twisted Transistor," its video is making a splash at MTV. The clip shows Lil Jon, Xzibit, Snoop Dogg and David Banner stepping into the roles of frontman Jonathan Davis, bassist Fieldy, guitarist Munky and drummer David Silveria, respectively.

Korn's camp points to the presence of some of MTV's biggest

stars in the video as a testament to the resources it brings to the partnership. And, Branca and Stiffelman say, EMI stands to benefit by continuing to work the album.

"We're partners in all aspects of their music career," Virgin GM/COO Larry Mestel says.

EMI has gambled and won on rich revenue-sharing deals before. A similar 2002 pact with U.K. pop star Robbie Williams is proving a success based on the strength of his album and touring business around the world. His latest album, "Intensive Care" (Chrysalis), sold 373,000 copies in its first week in the United Kingdom to become his seventh solo No. 1 album.

"The old model," Branca says, "of an artist signing for seven albums to one label, where the label gets the records and the artist gets everything else, hasn't been working for anyone."

Additional reporting by Ed Christman in New York, Emmanuel Legrand in London and Ray Waddell in Nashville.



SNOOP DOGG stars in the video for Korn's new single, "Twisted Transistor"

Consumers Sing DRM Blues

LOS ANGELES—Complaints continue to mount regarding a controversial CD copy-protection initiative by Sony BMG Music Entertainment.

Artists and consumers' initial concern was that the digital rights management technology does not work with iPods. Now a growing num-



VAN ZANT

ing to the NPD Group.

But Russinovich and others complain that Sony BMG's latest DRM lacks transparency—and a simple uninstall option.

"The disclosure is totally inadequate," says Fred Von Lohmann, a senior staff attorney with the Electronic Frontier Foundation. "I read the [end-user license agreement], and it does not say they will install software that hides itself and is difficult to uninstall. When I read that someone is going to install software, I don't think it's going to behave like spyware and try to evade me."

Sony BMG representatives declined to comment, but sources in the company and the label's technology partners—which include First 4 Internet and SunnComm—say hiding software on computers is standard.

"Cloaking technology is reasonably commonplace," says Mathew Gilliat Smith, CEO of First 4 Internet, a developer of copy-protection technology. "This is a protection software, and the object is to make it more difficult to circumvent."

But Russinovich says Sony's software may create a weakness for others to exploit. "All it takes is one malware author to get one of these CDs and see how it works and recognize it's on millions of people's machines," Russinovich says. "The whole malware industry is financially driven, and there are tons of smart people paid to find those opportunities."

As part of their Nov. 2 online update, Sony BMG and First 4 Internet released a patch to make the files visible and ensure that malware writers cannot hide their own files behind the DRM technology. The patch is also being distributed to manufacturers of anti-virus software.

Gilliat Smith says First 4 Internet is looking for new installation methods for its software, but did not provide specifics. SunnComm executives say they have not had any problems with their technology.

In the meantime, a growing number of consumers and consumer advocates are expressing frustration with the technology.

"I know this is the last copy-protected CD I will buy," Russinovich says.

"It strikes me as particularly pernicious," Von Lohmann adds, "to single out paying customers for this kind of treatment."

ber of music fans charge that the security software behaves like spyware and may create security vulnerabilities in users' computers.

The matter drew increased attention in technology circles Oct. 31, when software developer/computer security expert Mark Russinovich began blogging the details of problems he experienced after using his computer to play the copy-protected CD of "Get Right With the Man" by Van Zant, a Southern rock act signed to Columbia Records.

Russinovich posted that Sony BMG's DRM drained resources from his computer processor, even when the CD was not being played, and was extraordinarily difficult to locate and uninstall. When he finally deleted the software, his computer's CD player stopped working. "This is a clear case of Sony taking DRM too far," he wrote.

Within 24 hours, online tech-news sites including SlashDot and CNet had posted news about Russinovich's account. And by Nov. 2, Sony BMG had posted instructions on its own site (cp.sonybmg/xcp) for removing the DRM.

Copy-protection software is not actually spyware, of course. And industry executives have long pointed to piracy rates in defense of DRM measures. Consumers on average acquire almost 30% of their music annually by burning and ripping CDs, accord-

declined for the first six months of the year, Latin music shipments and value continue to soar, according to midyear Latin numbers that the Recording Industry Assn. of America released. A total of 26.9 million Latin music albums shipped in the first six months of 2005, a 27% increase over the 21.2 million units that shipped during the same time period last year. The number translates to a 29.6% increase in dollar value of Latin CDs.

>>> AOL BUYS MUSICNOW

America Online has acquired digital music subscription service MusicNow, which AOL is integrating into a new digital music store to replace its existing MusicNet@AOL service. A preview of the new service, called AOL Music Now, is now live.

>>> APPLE SURPASSES 1M VIDEOS SOLD

Apple Computer reports it has sold more than 1 million videos since it began offering them Oct. 12 on the iTunes Music Store for \$1.99. The top downloads include music videos from Michael Jackson, Fatboy Slim and Kanye West, as well as TV episodes of ABC's "Lost" and "Desperate Housewives."

>>> ASCAP EXPO SET FOR APRIL

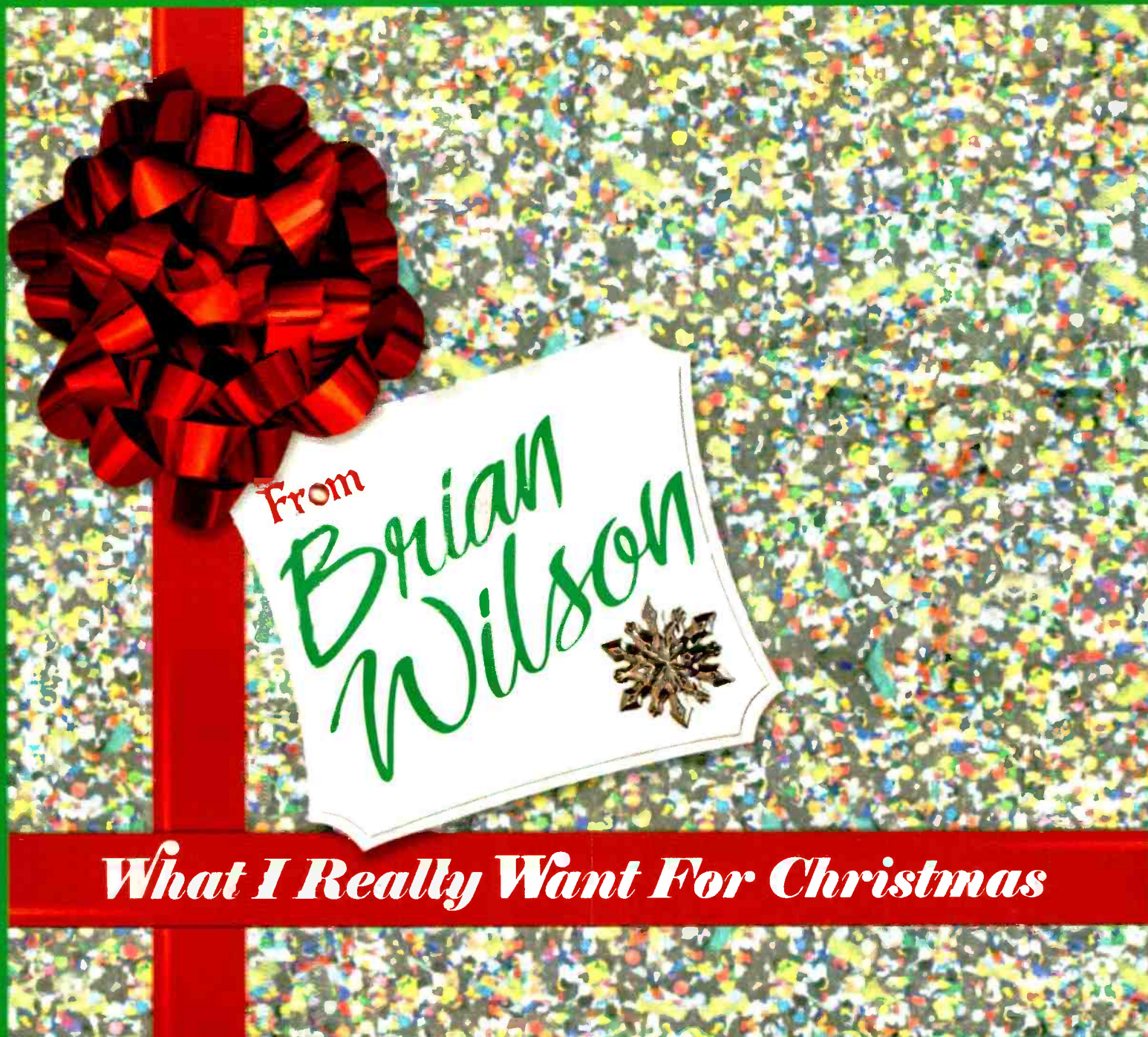
ASCAP will present the first national songwriting and composing conference April 20-22 at the Hollywood Renaissance Hotel in Los Angeles. The event will feature panels, workshops, keynote speakers, song critiquing, technology demonstrations and performances. To register, visit ascap.com/expo.

>>> NAPSTER EYES ONLINE ADS

Napster is planning a major overhaul of its Web site early next year to tap a new source of revenue—online advertising. The Web-based business model is Napster's effort to generate new revenue streams outside of subscription fees.

continued on >>p8

A new, magical holiday album from the all-time music master



What I Really Want For Christmas

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Also includes the all-time classics

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LATIN BY LEILA COBO

Latin Radio Flips Boost Ratings

New Spanish Stations Gain Listeners, While Some Markets See Spike In Music Sales

MIAMI—First came the flips: dozens of radio stations switching formats to Spanish-language programming in the past year or so. Now come the facts: Almost across the board, ratings for those stations improved, and the increased exposure seems to be breeding Latin music sales.

Arbitron has released most of its summer books, and in the top 25 markets, 13 stations have flipped from English to Spanish in little more than a year. Ten saw their ratings rise, and only two have seen them dip. (KVVZ San Francisco maintained low ratings throughout.)

The numbers bode well for Spanish-language formats, which have grown exponentially in the past five years.

Even with stations that have underperformed, Clear Channel senior VP of Hispanic radio Alfredo Alonso says, "We have not had any flip where, after six months, we're saying, 'Wow, this was a wrong decision.'"

Since September 2004, Alonso has helped a Clear Channel initiative to flip English-language stations to Spanish formats. By year's end, Clear Channel will have flipped 25 stations in 20 markets.

Clear Channel's most publicized flips have been to a format it calls "hurban," which features Spanish hip-hop and bilingual DJs. Those hurban stations opened the door for other networks' Latin rhythmic formats, such as Univision's La Kalle. All told, 30 stations nationwide have flipped to Latin rhythmic formats since last year, some from English, some

from other Spanish formats.

Regardless of the format, however, flipping from English to Spanish has almost uniformly improved ratings.

Clear Channel classic rock KSJO San Jose, Calif., for example, switched to regional Mexican last October, and its ratings almost tripled. Today, it is the No. 2 station in the city. In San Francisco, Spanish Broadcast System flipped KRZZ in December 2004 from adult contemporary to regional Mexican. Ratings jumped from 0.5 last fall to 2.4 this summer. In Miami, venerable alternative rock station WZTA flipped to hurban as WMGE (La Mega) in February, and ratings jumped from 1.9 to 2.7.

Such ratings gains may be even more meaningful in the long term in markets that did not previously have high-powered Spanish-language stations. Davidson Media Group flipped WKKB Providence, R.I., from English to Spanish tropical in February, and ratings

jumped from 1.1 for the winter book to 2.7 this summer. In Washington, D.C., Infinity rock station WHFS flipped to tropical WLZL (El Zol) in January, and ratings climbed steadily from 1.3 last fall to 3.1 for the summer.

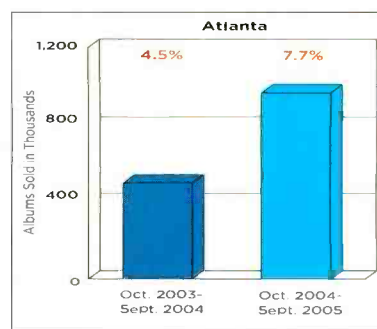
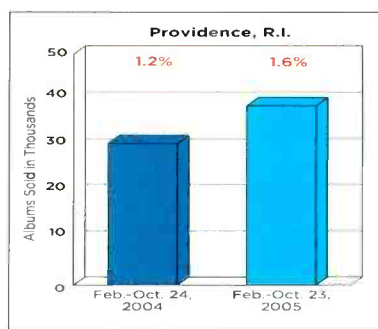
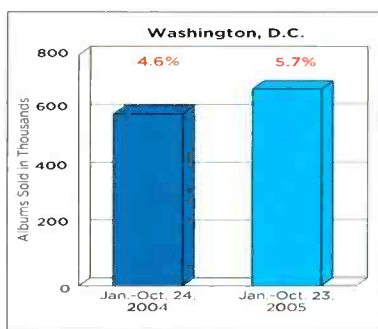
Labels are seizing opportunities in these burgeoning Latin markets. "The full retail impact is yet to be seen," says Miguel Trujillo, VP/GM for regional Mexican at Sony BMG Norte. "We haven't seen growth that makes us say 'wow' yet. But I think eventually you will."

Since WLZL and WKKB launched, Washington, D.C., and Providence have registered modest increases in Latin music sales compared with the same period in 2004, according to Nielsen SoundScan. The new Latin market experiencing the biggest sales gain is Atlanta. Since its first high-power Spanish-language station, WWVA, signed on last September, Latin music sales have increased by almost 100,000

units in the city compared with the corresponding period in 2003-2004.

The widespread flipping of English formats into Spanish has accelerated since last year, Arbitron VP of communications Thom Mocarsky says. He attributes the trend to the high percentage of Hispanics living in metropolitan areas and the fact that on average, Hispanics listen to three more hours of radio each week than non-Hispanics.

"There are underserved Hispanics in most marketplaces that don't have many musical choices," says Jeffery Liberman, president of Entravision Radio, which boasts 54 Latin music stations and just launched José, a Spanish-language version of the Jack format, which mixes a variety of top 40 music (see Latin Notas, page 32). "We all know the Hispanic population is growing faster than any other segment, and many of these broadcasters have seen the upside we've been living for many, many years."



Latin album sales (with percent of local market) before and after introduction of Spanish-language stations

SOURCE: NIELSEN SOUNDSCAN

>>>SPANISH PIRATES BUSTED

Spanish police made 75 arrests late last month as they moved to smash a crime syndicate that is allegedly responsible for shifting more than 1 million illegal CD-Rs and DVD-Rs each month. The operation involved 23 raids, mainly in Madrid and the Mediterranean port of Alicante. The product included recordings by Spanish and international artists.

>>>RED PICKS UP RELAPSE RECORDS

Philadelphia-based rock label Relapse Records has signed with RED Distribution. The exclusive agreement will be effective Jan. 1, and includes Relapse's catalog and future releases. Relapse previously went through New York-based Ryko Distribution.

>>>CREAM SCORES BIG AT MSG

The recent Cream reunion at Madison Square Garden in New York was a monster box office hit. The Oct. 24-26 shows—the band's only North American appearances—grossed more than \$10.6 million and drew 56,151 people, according to MSG officials. More than 60% of those attending the shows came from outside the New York area. Producers declined to release merchandise revenue from the shows, but *Billboard* estimates put the merch gross at more than \$1.1 million, likely an MSG record.

>>>WARNER JOINS UMD PARADE

Warner Home Video is the last major studio to release titles on the Universal Media Disc format starting next month. Titles will include "The Dukes of Hazzard," "Batman Begins," "Charlie and the Chocolate Factory" and "The Matrix."

Compiled by Chris M. Walsh. Reporting by Antony Bruno, Susan Butler, Leila Cobo, Jill Kipnis, Howell Llewellyn, Todd Martens, Chuck Taylor, Ray Waddell, Margo Whitmire and Reuters.

MEDIA BY MICHAEL PAOLETTA

MTV Taps Consultant As President/COO

NEW YORK—With the appointment of Michael J. Wolf to president/COO, MTV Networks is looking to continue its never-ending evolution as it pursues the best ways to use new technologies.

"MTV is a juggernaut," Wolf tells *Billboard*. "MTV today is different from MTV 36 months ago. We will continue to move it into a multiplatform environment."

And with each new platform comes a new revenue stream, he adds.

In this newly created senior executive position, Wolf—who reports directly to MTV Networks chairman/CEO Judy McGrath—will helm the Viacom company's business and technology operations. This in-

cludes business and strategy development, advertising sales, affiliate sales and marketing and production operations.

McGrath says Wolf's "incredible operational, digital media and marketing expertise" will help MTV Networks further extend its global brand. Prior to joining MTV Networks, Wolf was a managing partner of management consulting firm McKinsey & Co., which he joined in 2001. There, he consulted global media, information and entertainment companies, including MTV Networks. Preceding McKinsey, Wolf was a senior partner with strategic management and technology consulting firm Booz Allen Hamilton.

McGrath says Wolf will be an

asset to the company's advertisers, distributors and international business partners "looking to solve their most difficult marketing challenges in today's changing media landscape."

And though MTV is a mature business, even its challenges can spur envy, Fuse Music Network head of entertainment Robert Weiss says. "We should all have the high-class problems that

MTV Networks has—the problems that come with being a mature company," he says.

"MTV has already garnered a huge market share and audience," he adds. The big challenge then becomes "how do you grow it without alienating viewers?"

For Wolf, this entails transforming MTV Networks into a technology company ("The Internet is moving away from a text to video format"), changing the nature of the company's relationships with advertisers ("Advertisers want to be on other platforms") and shifting its standing in the music industry.

Wolf says MTV wants to become a part of the solution to what ails the music industry.

"We want to break new acts and sustain important artists."

This is great news for the music industry, which has watched outlets like MTV and VH1 replace their musical core with programming steeped in other aspects of pop culture.

At *Billboard*'s recent Roadwork '05 Touring Conference and Awards, Metropolitan Talent co-CEO/manager John Scher said MTV could improve its relationship with the touring industry by simply playing one music video every half hour.

Wolf is the chairman of the UJA-Federation's Entertainment & Media Division, and is also on the boards of trustees at the Museum of Television and Radio Media Center and other institutions.



WOLF

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EA, MySpace Launch Labels

Videogame Giant, Social Networking Powerhouse Leverage Their Strengths

Videogame publisher Electronic Arts and online social networking site myspace.com have proved effective channels to promote music in this digital age. Now, both the companies are forming their own labels—EA Recordings and MySpace Records.

MySpace Records is the brainchild of MySpace co-founder Tom Anderson, who is also a musician. He will sign new talent and head up A&R. Distribution is via a partnership with Interscope Records.

The first release will be "MySpace Records Vol. 1," a compilation of various acts previously featured on the site. They include major-label acts AFI, Weezer and Dashboard Confessional; indie bands Plain White T's and Against Me; unsigned act New Years Day; and the label's first signing, Los Angeles rock band Hollywood Undead.

Anderson says he is recruiting additional acts to the label, culling talent from the more than 550,000 bands with MySpace profiles. "It's how I found

Hollywood Undead and all the bands I'm currently interested in," he says, adding that the label will favor rock.

EA Recordings, meanwhile, is a digital-only venture with Nettwerk Music Group, designed to sell EA-owned original music from its many videogames as digital downloads and/or ringtones.

"Labels that have tried to release physical versions of game soundtracks, no matter how big the game was, haven't realized a return on them," Nettwerk CEO Terry McBride says. Users "only



SCHNUR

want one or two songs."

Music includes original beats by such artists as Paul Oakenfold, BT and Just Blaze, as well as compositions from Sean Callery, Michael Giacchino and Mark Mothersbaugh.

According to EA music chief Steve Schnur, the idea is to sell videogame themes much like ones from such films as "Jaws" or "Star Wars," which have yielded successful ringtones.

"There is a whole new generation thinking the same way," he says. "It's just that their music and their themes and their songs come from videogames."

Although EA Recordings' focus is commercializing its existing music, Schnur does not rule out signing emerging artists, and using videogame exposure to promote them.

Both initiatives illustrate how nontraditional labels can leverage unique assets. A traditional label can release records for years without building the community that MySpace Records will enjoy at launch.

The site has become one of

the Internet's most popular destinations, with more than 17 million unique visits per month. MySpace profiles have become the de facto Web sites for many acts, signed and unsigned.

MySpace also regularly hosts streaming listening parties of new music before it is released in stores and sponsors live events and concert tours.

The company's recent acquisition by News Corp means MySpace is now under the same umbrella as Fox TV and 20th Century Fox movie studios, which may feature MySpace Records acts. And, a company executive says, MySpace is planning a satellite radio play.

EA, meanwhile, is the world's largest videogame publisher, a format that has joined radio as a key venue for music discovery.

"What really makes this work is that kids listen to this music every single day over and over and over," McBride says. "You'll probably hear a prominent song on a videogame more than you'll ever hear from any other media source."

Sprint Brings First Mobile Music Store To Market

The Halloween-day launch of Sprint Nextel's mobile music store has sparked both imaginations and questions over how wireless capabilities will affect the evolution of digital music.

For the music industry, the launch of the first mobile music service in the United States (billboard.biz, Oct. 27) further diversifies the digital music landscape. But pricing issues and a lack of complementary features are raising concerns.

The Sprint Music Store, powered and operated by partner Groove Mobile, charges \$2.50 per song and boasts a library of 250,000 tracks, including titles from all four majors. Users can listen to 30-second clips before buying, and music purchased will be delivered to the phone and held in an online account for users to later download to their computer.

While this "dual delivery" process is considered crucial to the success of wireless download services, the price has raised eyebrows and lowered expectations.

"Consumers recognize there's a convenience with downloading over the air and that it has value," says Clint Wheelock, an analyst with the NPD Group. "But according to our research, \$2.50 is a bit too high." NPD projects \$1.75 as the sweet spot.

Sprint's least expensive data access plan runs \$15 per month for unlimited use. Customers can purchase songs without a data plan, but doing so would require paying airtime charges for the time it takes to browse and download music.

Ringtones are sold separately. Users who wish to download the master ringtone of a song they have purchased must pay an additional \$2.50.

Major-label sources counter that price may be less of a factor in the wireless world, where labels expect a lot of impulse purchases, and hope to develop new consumers who are not currently buying music online.

"Two things about music have driven sales for decades," says Tom Ryan, senior VP of mobile and digital development for EMI Music North America. "One

is the impulse purchase, and the second is word-of-mouth."

Wireless music could offer new opportunities for both. Music identification technology and user-to-user song sharing and recommendation are two features unique to wireless services. The new Sprint store does not provide either, but that may soon change.

Sprint has hinted at service upgrades to come early next year, around the same time competitors Cingular and Verizon Wireless will introduce mobile music services.

"There's still a lot of room for us to grow," says Jeff Hallock, VP of product marketing and programming at Sprint.

Meanwhile, Sprint earns the label of mobile music innovator. Trailing Cingular and Verizon in market share, Sprint is positioning the music service as the flagship driver of its new high-speed wireless network, announced in conjunction with the store.

The new network features download speeds comparable to a DSL connection, allowing users to transfer full songs in less than a minute. However, it does require users to buy phones capable of connecting to these new networks, of which only two are available: one from Samsung for \$250 and another from Sanyo for \$230. Both require removable memory cards for storage, available in sizes up to 1GB.

Sprint is betting the music service will compel consumers to make these purchases. Verizon, which has been rolling out a similar high-speed network for the last three years, placed its initial bets on mobile video with its V Cast service, which started in January.

There are signs that Sprint's strategy may work. Sprint began seeding its stores with the new phones the week prior to its announcement, and retail sources say that buyers immediately discovered the music service and began downloading songs, causing Sprint to make its public announcement two weeks earlier than planned.

Sprint says it will release the details of its marketing plan to promote the store before the end of the month.

Lil Jon, 50 Cent Labels Link For Joint Projects, Promotions

Two of rap music's most dominating entities may soon be even more dominant. Rapper/producer Lil Jon's BME Recordings and rapper 50 Cent's G-Unit have joined forces to cross-promote their artists.

While all the specifics have yet to be worked out, Jon says that the focus of the arrangement will be on cross-camp collaborations. Artists will continue to release projects under their original label deals, but BME and G-Unit will jointly market the releases.

"50 Cent is going to collaborate and appear on certain projects with BME artists," Jon says. "And I'm going to collaborate and appear on certain projects with G-Unit."

The two began mulling over the idea during this summer's Anger Management tour, which featured several BME artists, such as Lil Scrappy and Bohagan. The agreement follows months of speculation that Scrappy was leaving BME to sign with G-Unit. Scrappy will be the first artist to release a project under the new partnership; BME Recordings/Reprise Records will put out his untitled album.

Rumors of Scrappy's BME departure started flying after he joined the Anger Management tour, and were further fueled when 50 Cent reportedly

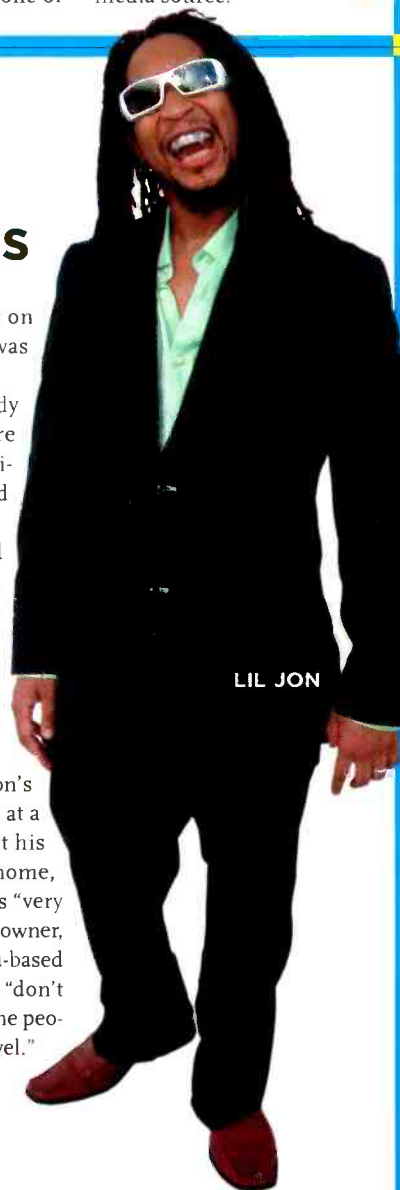
announced during an Oct. 15 interview on BBC's Radio 1 in London that Scrappy was joining the G-Unit clique.

"Basically 50 and Scrappy were already good friends," Jon says. "While we were out on tour, 50 came to me with the business proposition, and we sat down and worked it out."

Lil Jon and 50 Cent will be hard-pressed to develop other artists' careers that will rival their own successes. The latter's last album, March's "The Massacre," has sold more than 4.5 million copies, according to Nielsen SoundScan, and Lil Jon's February release "Crunk Juice" has sold more than 2.3 million.

Earning his rightful share is one of Jon's top priorities right now. The deal comes at a time when he has been very vocal about his unhappiness with his most recent label home, TVT Records. He tells *Billboard* that he is "very unhappy" with his situation at TVT and its owner, Steve Gottlieb. In an interview with Florida-based *Ozone* magazine, Jon said that Gottlieb "don't know how to pay people and take care of the people that helped take his label to another level."

TVT declined to comment.



LIL JON



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Album of the Year
FEELS LIKE TODAY
RASCAL FLATTS

Song of the Year
ALCOHOL
BRAD PAISLEY
BLESS THE BROKEN ROAD
JEFF HANNA*

SONGWRITER
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JOHN RICH*

SONGWRITER
WHISKEY LULLABY
JON RANDALL*

SONGWRITER
Female Vocalist of the Year
SARA EVANS

Male Vocalist of the Year
BRAD PAISLEY

Vocal Group of the Year
DIAMOND RIO
LONESTAR
RASCAL FLATTS
SUGARLAND

Vocal Duo of the Year
BIG & RICH
BROOKS & DUNN
VAN ZANT

Musical Event of the Year
I'LL NEVER BE FREE
WILLIE NELSON*
NEW AGAIN
BRAD PAISLEY
SARA EVANS
PARTY FOR TWO
BILLY CURRINGTON*

Music Video of the Year
ALCOHOL
BRAD PAISLEY

Horizon Award
DIERKS BENTLEY
BIG & RICH
SUGARLAND

* Shared Nomination

NEW YORK BEVERLY HILLS LONDON NASHVILLE MIAMI BEACH SHANGHAI



There's A Crystal Method To Their Media Madness

Ken Jordan and Scott Kirkland make up electronic duo the Crystal Method. After three studio albums and two DJ-mix collections, they hope to extend their reach via film, TV and videogames.

The duo has scored its first feature film, "London." The soundtrack arrives in January; it will be the first commercial release on Tiny E, the act's new label distributed by Reincarnate Music.

The Crystal Method also composed the theme for the new Fox series "Bones" and licensed a new track, "Free Your Mind Up," to "Matrix: Path of Neo," a videogame from Atari out this month.

"We wanted to take the time between albums to do more multimedia stuff," Jordan says.

"And to challenge ourselves to do things differently," Kirkland adds.

"Besides," Jordan says, "artists can no longer rely solely on CD sales. Those days are long gone."

The duo's manager, SuzAnn Brantner of 3AM Management, agrees. "Because kids are hit with so many things these days, you must get multiple impressions," she says.

While working outside the confines of the dancefloor is not new for Jordan and Kirkland, this activity marks a concentrated effort to bring new fans into their fold.

Through the years, the duo has placed several songs in soundtracks (the documentary "Rise"), games ("N2O: Nitrous Oxide") and TV ads (Gap). The twosome's "Keep Hope Alive" was the theme song of NBC drama "Third Watch."

With each new opportunity, more people became aware of them, Brantner says. She notes that the Gap ad, which featured the track "Busy Child," caused radio programmers to come around again. "It created renewed interest in the song."

Brantner has high hopes for the "Bones" theme—and rightly so. It is safe to say that the average "Bones" fan knows nothing about the

Los Angeles-based duo. So, "a 40-year-old might watch 'Bones,' but never go to Avalon on a Saturday night," Brantner says, referring to the popular L.A. nightclub.

"People are always telling us that they initially heard our music in videogames or TV ads," Kirkland says. "Not every town has a [rock station like] KROQ [Los Angeles] to hear this kind of music. But every town surely has a couple of kids who watch TV and play videogames."

'ICE' GETS HOT: Tanqueray is the latest brand to take original music from a 30-second TV spot and extend it into a full-length single—thanks to assistance from its ad agency, Grey Worldwide.

Hip-hop track "Get Your Ice On" from the liquor company's "Gem Cutter" spot is currently being heard on numerous Sirius Satellite Radio channels, including ESPN, Maxim, NFL Radio and Laugh Break.

The track can also be downloaded at yahoo.com and is featured on the Grey-created Web site, fauxbandnames.com. Additionally, 35,000 promotional CDs are being handed out at comedian Mike Epps' in-progress On the Edge Comedy tour, sponsored by Tanqueray.

Grey music producer Jared Schlemovitz says the extended version was a direct result of "overwhelming e-mail inquiries" about the music in Tanqueray spots "Gem Cutter," "Mmmm" and "Iceberg."

Schlemovitz created "Get Your Ice On" with Grey creative director Glenn Porter, Alfred

Hochstrasser of New York music production house Music Beast and the featured rapper, whose name is being kept a mystery. (The track is credited to Tanqueray character "Tony Sinclair.")

With the extended version of "Get Your Ice On," Grey is doing its part to develop a 360-degree advertising platform. In the process, Schlemovitz says the targeted consumers are being hit in the easiest and most direct way.

If all goes as hoped, "Get Your Ice On" will become a bona fide hit—without the help of a well-oiled record label. "As long as the music is good, who cares where it came from?" Schlemovitz asks. "Starbucks is selling CDs. Why can't Tanqueray deliver a hit single?"

Time will tell if "Get Your Ice On" has staying power. Meanwhile, Grey is gearing up for the launch of Tanqueray's new holiday spot featuring a delightfully trippy take on a classic holiday song. An extended version of "Deck the Halls" (as well as "Get Your Ice On") are included on a virtual CD available at tanqueraytracks.com.

Created by Blue Maze in New York, the "disc" also includes two tracks by Soulive and full-length versions of "One Billion Ice Cubes" and "MMMM-MARTinis" from Tanqueray's "Iceberg" and "Mmmm" spots, respectively.

And who knows? An upcoming Tanqueray ad in Blender magazine may drive enough traffic to tanqueraytracks.com to cause a serious traffic jam. Stay tuned. ●●●

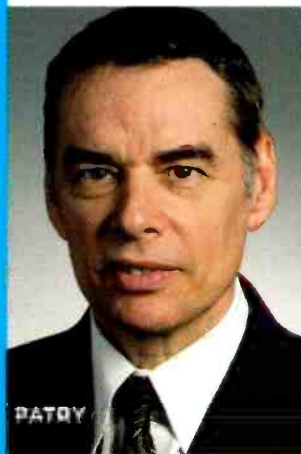


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iPods Loaded With Issues

Copyright Law Fuzzy On Resale Of Digital Players

As consumers auction off iPods loaded with music on eBay and sell CD collections after copying tracks to iTunes (see story, opposing page), a question repeatedly comes up: What's fair and what's infringement? Even copyright experts find the law fuzzy when consumers want to sell extra copies of music and upgrade MP3 players.



To sort out the rights, the original sources of music copied and stored on such software as iTunes—CDs and MP3 files—is the place to begin.

The CDs may have been purchased, borrowed from friends, pirated (unauthorized copies of authorized recordings) or bootlegged (unauthorized recordings). The downloads may have been purchased from legitimate online stores, received as free promotions authorized by copyright owners or swapped through unauthorized peer-to-peer services.

It's clear under U.S. law that music copied from pirated CDs or downloaded without the copyright owners' permission infringes the copyrights. When these recordings

are sold with an iPod, most lawyers would agree that the sale is unlawful. Bootlegs are trickier and best left for another column.

This leaves four areas to explore: authorized downloads and copied tracks from borrowed, promotional and purchased CDs.

Under copyright law's first sale doctrine, purchasing a lawfully made copy of music—such as a CD made from the original master recording with permission from the artist, publisher and label—permits the purchaser to sell or otherwise dispose of that copy (but, under U.S. law, not to rent it). This also applies to reselling a download, says copyright expert Bill Patry, a partner with Thelen Reid & Priest in New York.

"When a consumer purchases a digital copy from a store like iTunes and stores it on an iPod, that is a lawfully made copy that can be sold," Patry says. "The [first sale doctrine] doesn't make a distinction between hard copies and digital copies."

Further, the Audio Home Recording Act recognizes the fair use doctrine—that anyone may copy music for personal (noncommercial) use and share it with a select group of others.

Even though the law is not crystal clear, Patry believes that this means once the CD is sold, the consumer still has the right to keep the digital copy on iTunes and on an iPod. The CD itself may be sold under the first sale doctrine with the digital copy of that CD lawfully kept, under the fair use doctrine. This doctrine also permits limited copying from a friend's CD.

But what the consumer may do with copies stored on iTunes and an iPod is another matter. For example, it would probably not be legal for a consumer to maintain an iTunes library on their computer, copy it over to an iPod, sell the iPod and then keep filling and selling iPods with that computer-based song library.

"You have to analyze the

second source of content—the copies," says Bobby Schwartz, a partner with O'Melveny & Meyers in Los Angeles and one of the attorneys litigating the MGM Studios vs. Grokster case. "After making a copy onto my own iPod, how many opportunities would I have to make more copies? I'm not sure that I can then aggregate the content over and over again. Making multiple copies was not envisioned by the first sale doctrine or fair use."

This is where contractual restrictions may also come into play. While Patry believes that an iPod filled only with authorized downloads may be sold under the first sale doctrine, both attorneys note that an end-user agreement may restrict the number of copies the user may make.

For example, the iTunes Music Store usage rules restrict consumers from using the music on more than five authorized Apple devices or to burn CDs from an iTunes play list more than seven times.

The agreements may restrict the number and types of copies that may be made from music copied with the software. When a consumer agrees to make only five copies of a music file and not to share them with more than three people, for example, making more copies or sharing them with more people would be unlawful regardless of the first sale and fair use doctrines.

It's no wonder that music lovers using legitimate online services can't figure out what's legal and illegal when it comes to sharing music. Although lawyers may disagree with legal interpretations, perhaps it's time for the music industry, the Copyright Office and digital music companies to write consumer guidelines about copyright infringement—with a disclaimer to consult an experienced copyright lawyer if the consumer disagrees with the guidelines. These can then be clearly posted on Web sites and provided with all sales of digital music and players. ●●●

DIGITAL MUSIC BY ANTONY BRUNO

Market For Refurbished, Used iPods Growing

The popular iPod Nano and the just-released video iPod are expected to lead a surge of holiday sales for Apple Computer.

Research firm Fulcrum Global Partners predicts Apple will sell 10 million iPods in the fourth quarter, a strong follow-up to the 7 million sold in the previous quarter.

But not all of these sales will be to new iPod owners. Piper Jaffray analysts say about 30% of the iPod purchasers are now repeat buyers who are either replacing an existing, earlier-generation iPod or adding to their range of styles (such as an iPod Shuffle and a video iPod).

If the average lifespan of an iPod is about 1.5 years, what happens to the older models?

Analysts say most users hand down their iPods to friends or family once they purchase a new one.

Some simply throw them away.

Increasingly, however, consumers are capitalizing on the growing iPod phenomenon by selling their used iPods for cash or as a trade-in toward a new device.

And it is not just for bargain hunters either. With the popular iPod Mini being discontinued, many fans have turned to the refurbished market to track down a favorite color in what is becoming a cult-nostalgia item.

"There is an emerging market for older iPods," Piper Jaffray analyst Gene Munster says. "Apple discontinues successful products that people feel



some sort of connection to. They're the retro-cool thing."

Internet auction site eBay has literally thousands of iPod and iPod-related products for sale. The site is considered a leading resource for those seeking an inexpensive way to



TREO DOCKS IN

Looks like MP3 players are not the only devices with their own music docks anymore.

Hong Kong's Palm PDA aficionado site Shop Brando has begun selling a music dock for the popular Treo 650 smart phone, which features the Palm operating system. The dock is a stereo speaker system with 2.1 subwoofers and volume control for the music stored on it. It includes a 3.5mm stereo line-in jack to plug other audio devices like MP3 CD players to the speakers.

It also doubles as a phone charger and HotSync cradle to synchronize data between the phone and the user's computer.

The Treo 650 Music Dock is available at shop.brando.com.hk for \$32.

—Antony Bruno

join the iPod revolution. So is Web site Craigslist.

With 28 million iPods sold worldwide, the potential for iPod refurbishment and sales has created a cottage industry of sorts.

Small Dog Electronics, for instance, is an established Apple reseller that has for years sold refurbished Macintosh computers and other accessories. The company now sells around 500 used and refurbished iPods per month from its Web-based store at significant discounts. A refurbished third-generation, 30GB iPod that cost \$400 in 2003 now runs for about \$210, for example.

The company offers up to \$100 off the price of a new iPod to anyone trading in a used one. According to CEO Don Mayer, the pace of such replacements is expected to increase as iPod sales continue to grow.

"You have a curve that's getting larger every quarter for the installed base of iPods," he says, "so the used and refurbished ones are getting more and more prevalent. All that in-

creases with volume."

Another company, PodSwap, takes it a step further by not only offering cash for used iPods, but also ships players loaded with music that has been authorized for such distribution by artists who own the necessary rights.

Both companies collect the used devices, determine and classify their condition, make whatever repairs are necessary and then clear the memory of any music files before shipping.

It is a bit more loose on Craigslist and eBay. Several iPods up for auction include the sellers' music collection and instructions on how to transfer the music from the iPod to the buyer's computer. Some even take requests for additional songs to be added prior to shipping.

One video iPod for sale contains an entire season of TV show "King of Queens" included (see Legal Matters, opposing page).

Even Apple competitors have tried to use the swap as a promotional tool. Dell offered a \$100 mail-in rebate to any customer turning in an old iPod when buying one of its MP3 players.

Interestingly, all the deals are better than what Apple itself offers. The company began offering iPod owners a 10% discount on new iPods when they trade in an older device. That translates to anywhere from \$45 off a 60GB video iPod to \$10 off the iPod Shuffle.

BITS & BRIEFS

ROKR'S ROCKY START

Not yet two months after unveiling the much anticipated iTunes-compatible ROKR phone, Motorola is planning to alter its marketing strategy in response to consumer confusion and dissatisfaction. American Technology Research analyst Albert Lin reports that customers are returning the device at a rate that is six times greater than what is expected for mobile phones.

Motorola CEO Ed Zander blames the marketing campaign, which he says misleads consumers into thinking the device is an iPod. The ROKR's ads closely resemble that of Apple Computer's iPod spots on TV ads and billboards. But the device holds only 100 songs, and problems have been reported about compatibility glitches and abnormally long music transfer times.

FUSE AND FOCUS

Music video channel Fuse has teamed with interactive marketing agency Deep Focus and social network-

ing site myspace.com to conduct a music video contest. They have invited musicians to upload short videoclips to a dedicated Fuse page on MySpace. The five finalists will be posted on the contest site Nov. 7, allowing visitors to vote for their favorite. The winning clip, which will be announced Nov. 15, will receive airplay on Fuse's video-on-demand service and be streamed on myspace.com.

SONY PSP TOUR

Sony Computer Entertainment has launched a hip-hop concert tour to promote the multimedia capabilities of its PlayStation Portable handheld gaming and entertainment device, featuring a reunited Mos Def and Talib Kweli. Those attending the Breed Love Odyssey tour will get free demos of the PSP system and a gift card redeemable for an exclusive Mos Def download from the Sony Connect music store. The first 50 guests at each venue will receive an additional Connect gift card good for another 25 song downloads. Other PSP-related prizes will also be awarded.



The Black Eyed Peas spend their second straight month on top of AOL's Top Songs chart.



Kelly Clarkson's "Because of You" debuts at No. 3 on AOL's Top Music Video chart. The track recently became her fourth top 10 on The Billboard Hot 100 from her "Breakaway" CD.

AOL Music NOV 12 2005 TOTAL MONTHLY STREAMS

Top Songs

1	THE BLACK EYED PEAS	My Humps INTERSCOPE	654,961
2	MARIAH CAREY	Don't Forget About Us IDJMG	482,327
3	NICKELBACK	Photograph ROADRUNNER	384,323
4	KANYE WEST	Gold Digger IDJMG	374,508
5	RAY J	One Wish SANCTUARY	362,919
6	SEAN PAUL	We Be Burnin' ATLANTIC	362,695
7	KELLY CLARKSON	Because of You RCA	322,975
8	CHRIS BROWN	Run It! ZOMBA	322,927
9	YOUNG JEEZY	Soul Survivor ISLAND	329,921
10	GREEN DAY	Wake Me Up When September Ends REPRISE	312,025

Top Videos

1	THE BLACK EYED PEAS	My Humps INTERSCOPE	494,273
2	ASHLEE SIMPSON	Boyfriend GEFEN	298,068
3	KELLY CLARKSON	Because of You RCA	220,185
4	KANYE WEST	Gold Digger IDJMG	198,315
5	BOW WOW	Like You COLUMBIA	189,313
6	FALLOUT BOY	Sugar, We're Goin' Down ISLAND	185,479
7	NICKELBACK	Photograph ROADRUNNER	162,571
8	GREEN DAY	Wake Me Up When September Ends REPRISE	157,164
9	CHRIS BROWN	Run It! ZOMBA	156,300
10	MARIAH CAREY	Shake It Off ISLAND	148,026

* First Listen/First View ** AOL Music Live 1 Artist of the Month 11 Breaker Artist 14 Sessions@AOL Source: AOL Music for the four weeks ended Nov. 1.

Trustkill's Film Foray

Label Launches Movie Production Company

The video iPod is only a few weeks old, and Trustkill founder Josh Grabelle already has plans to use it to get the word out on his label's budding film production company, Tragedy Features. Wanting to expand the Trustkill brand beyond music and merch, Grabelle linked with music video director Darren Doane to launch the division.

In 2006, Trustkill/Tragedy will release Doane's 90-minute feature "Unleaded." Grabelle also intends to issue some behind-the-scenes-type videos. He is looking for entities to license Doane's work, and will soon start promoting "Unleaded" online.

"We have ideas where we can do a prerelease of a film through iTunes," Grabelle says. "We can launch episodes of a film and let kids download them onto their iPods or computers, a taste or a teaser for the film. Then two or three months later we could launch the film."

Doane is a well-known video director in the underground rock/punk communities, having helmed clips for Blink-182, Poison the Well, Jimmy Eat World and Spitafield, among others. A sampling of his work is collected in three Victory Records DVD volumes, and he is also compiling a making-the-video DVD for Trustkill.

Long term, Grabelle plans on bringing other filmmakers into the mix, citing "Garden State" as the type of movie that per-

fectly bridged the independent music and rock communities. "We have a lot of high hopes," he says. "I think of video and film as sort of the future of music."

Trustkill is not the only independent rock label with a feature film division. Los Angeles-based Kung-Fu Records has made its own forays into the movie business. Earlier this year, it released "Cake Boy," directed by label owner/Vandals bassist Joe Escalante, featuring David Cross, Bob Odenkirk and Patton Oswalt.

NEW AT CAROLINE: New York-based Caroline Distribution has named Tom Sladek national director of sales. Sladek was previously head of sales and distribution at Tommy Boy Entertainment. He has also been a GM at Kinetic Records and a national sales director for Mute Records.

Sladek's first day at Caroline was Nov. 1. He replaces Michael Toppe, who remains with Caroline but is currently on sabbatical.

FOLK WINNERS: Tom Paxton, Clifton Chenier and D. Kenneth Goldstein will receive the 2006 Elaine Weissman Lifetime Achievement Awards from the North American Folk Alliance at the organization's convention in February. The awards will be presented Feb. 13 in Austin at the organization's first

business awards banquet.

Topical singer/songwriter and satirist Paxton continues to tour, and just released a live album on his own Pax Records that is available via CD Baby. Throughout his 40-plus-year career, Paxton has recorded for Elektra, Rounder, Sugar Hill, Vanguard and Appleseed, among others.

King of zydeco Chenier passed away in 1987, and much of his catalog is still in print on Arhoolie.

Folklorist Goldstein produced more than 200 albums and taught folklore and folk life at the University of Pennsylvania for nearly 30 years. He died in 1995.

BITS: Merge Records in Chapel Hill, N.C., has created a unique promotion for the latest album from the Clientele, "Strange Geometry." The vinyl edition will come with a coupon that will allow buyers to download a copy of the album for no extra charge. Suggested retail is \$13... Stones Throw Records has made a business of releasing Madlib-related projects, but the Los Angeles-based label is not above letting Madlib's little brother Oh No in on the action. Next year, the label will issue a collaboration between Oh No and "Hair" composer Galt MacDermot, with a host of guests including Vast Aire, Jean Grae and De La Soul's Posdnous.



RETAIL BY BRIAN GARRITY

Wireless, Broadband Drive MTV's Spankin' Promotion

MTV is using this year's Spankin' New Music Week, its annual weeklong promotion of the music industry's biggest fourth-quarter releases, to showcase its new broadband and wireless programming strategies.

In addition to the usual on-air programming blitz filled with artist appearances and live performances—running Nov. 7-13—the network will push specially tailored music and video to fans with cell phones and high-speed Internet connections.

"That's where the audience lives. We need to reach them there," MTV president Christina Norman says.

Playing a critical role in Spankin' New Music Week is MTV's new Overdrive platform—a broadband service featuring programming from MTV and exclusive content.

Many of the key on-air programming features will also be available for viewing on broadband—among them a Green Day DVD special, "Green Day: Bullet in a Bible." In addition, the annual Woodie Awards from MTV's college network, mtvU, will get its first awards show this year. It will air on that network and the mtvu.com-branded broadband service, Über.

"It really is the critical-mass time with broadband," says Ben White, VP of digital

media for MTV. He says the network is looking to such programming features to define the broadband video experience for consumers.

The efforts around Spankin' New Music Week build off similar broadband programming initiatives by MTV in conjunction with the 2005 Video Music Awards and a recent "Unplugged" special by Alicia Keys.

Norman says, "We have to take these big opportunities to let the audience and the industry know how to use us better."

Beyond an expanded slate of broadband programming features in association with Spankin' New Music Week, the network is expanding its album preview service, "The Leak," to cell phone users. Green Day's "Bullet in a Bible" will be available for sampling to Virgin Wireless subscribers.

The program is an expansion of the Web-based "Leak" franchise, which will also debut new music from



Retail Track

ED CHRISTMAN echristman@billboard.com

New Company Aims To Speed Up Kiosks' Pace

Ian Duffell has always been ahead of his time—sometimes a bit too far ahead.

It was obvious when he launched the first U.S. Virgin Megastore, in 1992 in Los Angeles. That store was ahead of the curve, sporting a large number of listening stations and a high-tech look at a time when chains retained—either on purpose (HMV) or not (Tower Records)—a retro feel.

Eight years later, Duffell was dramatically—and unsuccessfully—ahead of his time when he tried to launch eGroove, a chain of record stores containing kiosks that would manufacture albums on demand. The venture failed when Duffell, like other potential digital players, could not get the major labels to license their music. How was he supposed to know that it would take another three years

for the majors to get off the pot?

Now, Duffell's back with another something new. He and Mark Dodgson—the owner and GM of Australian company Thin Broadband and co-owner of Mobile Broadband—have formed JustMixIt. The Sydney-based company plans to create personalized compilation albums for consumers who use a kiosk or cell phone to submit their musical preferences.

This time around, Duffell is letting others build the kiosks and formulate the digital business model. JustMixIt will offer its compilation service to store operators and whichever companies emerge to sell music via cell phones. According to its literature, JustMixIt has "patents pending on the various elements of [its] business model and therefore we are able to pre-

vent competitors [from] offering a similar service."

The challenges retailers and kiosk manufacturers used to face involved technology and content. Now, Duffell says, the biggest challenge is time: Kiosks, to be cost-effective, must get customers to buy without spending too much time searching the database.

"With a huge repertoire, how do you find what you want?" Duffell asks. "It's really about how do you make it work for the consumer."

So, after a JustMixIt customer builds his profile, the service uses that data to create a personalized track listing—which avoids the time-consuming search process.

Customers are asked to define their favorite music by artist, genre, specific club/DJ mixes or country of origin. To

The vinyl version of THE CLIENTELE'S new release will come with a coupon good for a free download of the album.





Madonna, R. Kelly and Lindsay Lohan during Spankin' New Music Week.

Elsewhere, acts Motion City Soundtrack, the Academy Is, M.I.A. and Little Brother will be featured on an MTV segment called "Discover & Download Live," in which acts perform live on MTV2 and following the appearance a promotional track will be available for free download at mtv2.com.

MTV is looking to demonstrate to the industry that immersive and exclusive Web experiences can help drive sales.

The album version of "Unplugged: Alicia Keys," a special that debuted

Sept. 15 on Overdrive, topped The Billboard 200 following its Oct. 11 release, with sales exceeding 195,000 units, according to Nielsen SoundScan.

Acts like Green Day, Kelly Clarkson and Missy Elliott experienced sales bumps following the Aug. 28 VMAs thanks in part to expanded exposure from an Overdrive feature called MyVMAs. Broadband viewership of the awards topped 13 million unique streams in the first month following the broadcast of the show.

"The great thing is that [the Web] has expanded the conversation of what we can do around any one artist," says Amy Doyle, senior VP of music and talent programming for MTV/MTV2/mtvU. "It helps us tee up these artists for success. We can put a strategy together that is multiphased and multitiered." ...

LINDSAY LOHAN will be a part of MTV's Spankin' New Music Week promotion.

define by artist, for example, they would scroll through a list of acts to pick the five that best represent their tastes.

No matter which method they use, they are asked whether they prefer the latest music or classics. They are also asked to select a mood for the compila-

receive the mix by CD, mobile phone or iPod.

The price for each JustMixIt compilation is \$10, according to the company Web site. If a retailer or cell phone network has its own digital operation in place, it can license JustMixIt's technology and set its own

dah Bar and Cafe Del Mar series. "If you are having a party, how would you impress your friends with your knowledge of music? You wouldn't do it with a mass-market CD."

JustMixIt caters to people who like music but are not experts. The company hires music industry genre specialists to compile "thousands of versions of different kinds of compilations, and those mixes are stored in our system," Duffell explains. These mixes are not otherwise available in record stores.

"My experience is that people just can't figure out what to buy nowadays," Duffell adds. He is betting JustMixIt will provide an answer.

LOOK WHO'S BACK: Hey, for those who remember Bob Williams, the one-time VP of marketing at HMV's now-defunct U.S. chain, I just received a pretty interesting album from him. It seems Williams left **continued on >>p16**

'People just can't figure out what to buy these days.'

—IAN DUFFELL of JUSTMIXIT

tion (choices include "dinner," "drinks" and "chillout").

Here is where customers get the bang for their buck: They can listen to all the suggested tracks and replace any of them with an alternative indicated by JustMixIt. When they are satisfied with the track listing, customers choose whether to

pricing. In Australia and some other territories, JustMixIt plans to build its own kiosks.

Duffell believes that the future of kiosks is in personalized compilations, rather than standard albums. "The one area of music that seems to be flourishing is the compilations," he says, citing the Bud-



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NOTICE OF BANKRUPTCY TRUSTEE'S REQUEST FOR OFFERS TO PURCHASE THE MUSIC CATALOG BELONGING TO THE BANKRUPTCY ESTATE OF STANLEY KIRK BURRELL, AKA M.C. HAMMER, AKA HAMMER:

PLEASE TAKE NOTICE THAT William H. Broach ("Trustee"), trustee of the Chapter 7 bankruptcy estate of Stanley Kirk Burrell, also known as M. C. Hammer, and also known as Hammer, intends to sell the music publishing, artist's royalties and copyright assets belonging to the bankruptcy estate, including such assets in the name of the following dba's used by Mr. Burrell: Bust It Publishing, Bustin' Publishing, Rap and More Music, Too Legit Publishing, Proper Publishing, Hammer and M. C. Hammer, together with all associated good will (hereinafter, collectively referred to as the "Burrell Music Catalog"). In connection with such sale, the United States Bankruptcy Court for the Northern District of California, Oakland Division, that has jurisdiction over the Burrell Chapter 7 bankruptcy estate in Case No. 96-42564 NR (the "Bankruptcy Court") has approved the bidding procedures for the sale of the Burrell Music Catalog.

A complete copy of the Bidding Procedures for Sale of Catalog that have previously been approved by the Bankruptcy Court will be attached to the Confidentiality Agreement that potential purchasers will be required to execute in order to obtain additional information with regard to the Burrell Music Catalog. **ANY PROPOSALS FOR THE PURCHASE OF THE BURRELL MUSIC CATALOG MUST BE RECEIVED NO LATER THAN FEBRUARY 28, 2006.**

FOR FURTHER INFORMATION, AND IN ORDER TO OBTAIN A COPY OF THE CONFIDENTIALITY AGREEMENT AND THE ATTACHED BIDDING PROCEDURES, INTERESTED PARTIES SHOULD CONTACT WIXEN MUSIC PUBLISHING, INC., THE BANKRUPTCY COURT APPOINTED ADMINISTRATOR OF THE BURRELL MUSIC CATALOG, AS FOLLOWS:

Wixen Music Publishing, Inc. Attn: Randall D. Wixen

24025 Park Sorrento, Suite 130 • Colabasas, CA 91302-4003 • Telephone: (818) 591-7355 • Facsimile: (818) 591-7178
Dated: November 1, 2005 William H. Broach, Trustee

Classical Record Label for Sale

The German owner of a classical record company offers a unique opportunity to acquire a catalogue of approximately 420 CDs (6,000 tracks) with classical music from Renaissance to Contemporary, mostly produced during the past 20 years.

Nearly all recordings are royalty free and available worldwide for all methods of exploitation including synchronization and Internet-use.

This opportunity is especially suited for you if

- you want to start your own record activities in the classical field without taking the initial risk of producing recordings which may take years to build a catalogue.
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- you intend to raise capital in connection with an acquisition.
- you need classical music to assist your core business but do not want to undergo the cumbersome way of licensing repertoire from various sources, account for royalties etc.
- you want to buy a classical label and a German limited company (GmbH).
- you want to invest into cultural goods.

Of course, the packaging material (artwork, booklet in four languages) is available as well together with a stock of finished product (approx. 200,000 CDs and DVDs).

For further inquiries write to

NÖRR STIEFENHOFER LUTZ, Attn.: Mr. Christoph Schmökel, Charlottenstraße 57, D-10117 Berlin (Germany), e-mail: christoph.schmoekel@noerr.com

RAY WADDELL rwaddell@billboard.com



Rapino Opens Up About CCE Spinoff

Michael Rapino, president/CEO of Clear Channel Entertainment, now operating as CCE Spinco, addressed the upcoming spinoff from parent company Clear Channel Communications for the first time publicly at Roadwork '05, the Billboard Touring Conference and Awards held Oct. 25-26 in New York.

"We will be our own free-standing company as of December, with a yet-to-be-determined new name," Rapino said. "We will no longer be part of the Clear Channel corporation."

Rapino said the new company would be "a collection of our music assets—promoters, festivals, our venues—[along with] our theatrical division, our motorsports division and our sports division." The spinoff will "give us incredible new freedom to operate as a more nimble and dynamic young company."

He called the layoffs and office closings of the last few weeks an attempt to give the new entity "a much more focused approach to the business than what we've done in the last few years," Rapino said. "At the end of the day we're a music company. We make 90% of our profit as a venue and music concert company. We're just cleaning up a lot of the other divisions and shutting down non-core businesses so we can continue to be the best music/concert/venue company in the world."

Rapino was on a panel of "power players" that, predictably, touched on the relationship between independent and corporate promoters like CCE and AEG Live. The latter's president/CEO Randy Phillips called his company's deal on the Bon Jovi tour "so tight" that it is very hard to co-promote and give up any of the pie, especially in markets like "Chicago, Philadelphia, Boston, New York, Atlanta. That's where on the tour you make your money."

Also on the panel were Agency Group CEO Neil Warnock and Paul McGuinness, manager of U2, whose current Vertigo tour is promoted by Arthur Fogel, president of CCE subsidiary TNA International. "It's worth remembering that even Arthur was an independent once, and indeed Michael Rapino used to work for him," McGuinness said. "And the first date that U2 ever played in Toronto was for [promoter] Michael Kohl, and Arthur was working for him back in 1980. The business changes and the things you need as a breaking act are quite different from what you need when it has become such big business as U2's touring is now."

Regarding working with local promoters, Rapino said, "I think we have shown in the last year it's not 'our way or no way.' We work with local promoters around the world. It's not even a relevant point to me anymore. If you're a local promoter and we don't have an office there and you can bring some value to the equation, we'll absolutely work with you. If we're in a two-year lawsuit with you in Chicago [as CCE is with Jam Productions], we may decide it's not the best idea right now, let's call a spade a spade."

The Agency Group CEO **NEIL WARNOCK**, right, speaks as CCE Spinco president/CEO **MICHAEL RAPINO** takes it in.

More Roadwork Coverage

Photos from Roadwork '05 can be found on pages 64-65.

RETAIL TRACK (cont.)

from >>p15

the business world to pursue his muse as a singer/songwriter. After six years of developing his craft, he has released an album, "I Am Not My Job," although he now goes by the name Robert Steven Williams. For more information, his Web site is rswmusic.com.

CLARIFICATION: In the Oct. 22 issue, I wrote a story on Sheridan Square Entertainment's proposed purchase of V2's North American assets. I quoted the proxy filing of Hirsch International, which is merging with Sheridan Square, on the amounts paid to build the record company's catalog.

While the filing says Sheridan Square purchased all the catalog assets of Ropeadope Records for \$150,000, Ropeadope CEO Andy Blackman Hurwitz e-mailed me to say the Brooklyn, N.Y.-based label sold only 17 records to Sheridan Square and received \$300,000 for those masters.

BOXSCORE Concert Grosses

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	GROSS/ TICKET PRICE(S)	ARTIST(S) Venue, Date	Attendance Capacity	Promoter
1	\$10,615,025 \$350/\$60	CREAM Madison Square Garden New York, Oct. 24-26	56,151 three sellouts	Fon Delsener Presents
2	\$10,315,000 \$250/\$175/\$100	ELTON JOHN The Colosseum at Caesars Palace, Las Vegas, Oct. 4-23	58,523 fifteen sellouts	Caesars Palace, Concerts West/AEG Live
3	\$2,377,200 \$251.75/\$126.75/ \$86.75/\$49.50	PAUL MCCARTNEY Xcel Energy Center, St. Paul, Minn., Oct. 26	16,613 sellout	Concerts West/AEG Live, Marshall Arts, MPL
4	\$1,978,288 \$197/\$132/\$77	PAUL MCCARTNEY Schottensien Center, Columbus, Ohio, Oct. 22	15,051 sellout	Concerts West/AEG Live, Marshall Arts, MPL
5	\$1,620,717 \$176/\$89.50/ \$49.50	PAUL MCCARTNEY Wells Fargo Arena, Des Moines, Iowa, Oct. 27	14,204 sellout	Concerts West/AEG Live, Marshall Arts, MPL
6	\$1,127,840 \$200/\$30	QUEEN + PAUL RODGERS Hollywood Bowl, Hollywood, Oct. 22	16,305 sellout	Andrew Hewitt Co./Bill Silva Presents
7	\$991,805 \$125/\$30	GWEN STEFANI, THE BLACK EYED PEAS Hollywood Bowl, Hollywood, Oct. 2	16,808 sellout	Andrew Hewitt Co./Bill Silva Presents
8	\$929,561 \$105.50/\$95.50/ \$45.50	VICENTE FERNANDEZ, ANA BARBARA Allstate Arena, Rosemont, Ill., Oct. 23	12,262 sellout	Cardenas Marketing Network, Hauser Entertainment
9	\$904,013 (\$184,535 Australian) \$68.84	THE BLACK EYED PEAS, JOHN LEGEND, DJ KATALYST, SANTIAGO Sydney SuperDome, Sydney, Oct. 3	14,368 sellout	Frontier Touring Co.
10	\$876,214 \$39.50/\$29.50	FOO FIGHTERS, WEEZER, HOT HOT HEAT Long Beach Arena, Long Beach, Calif., Oct. 22-23	23,262 34,884 two shows, one sellout	Goldenvoice/AEG Live
11	\$846,435 \$99.99/\$59.99/ \$29.99/\$9.99	JAY-Z & FRIENDS Wachovia Center Philadelphia, Oct. 28	17,307 sellout	Electric Factory Concerts
12	\$775,104 \$87/\$57	BRUCE SPRINGSTEEN Dunkin' Donuts Center, Providence, R.I., Oct. 21	9,123 9,634	Tea Party Concerts
13	\$734,475 \$65/\$49.50/ \$37.50	GWEN STEFANI, THE BLACK EYED PEAS Allstate Arena, Rosemont, Ill., Oct. 28	14,764 sellout	Jam Productions
14	\$713,095 \$65.50/\$49.50	GWEN STEFANI, THE BLACK EYED PEAS HP Pavilion, San Jose, Calif., Oct. 18	13,878 sellout	Bill Graham Presents
15	\$711,605 \$85/\$55	BRUCE SPRINGSTEEN DCU Center, Worcester, Mass., Oct. 20	8,757 10,209	Tea Party Concerts
15	\$704,348 \$65.50/\$49.50/ \$35.50	GWEN STEFANI, THE BLACK EYED PEAS Palace of Auburn Hills, Auburn Hills, Mich., Oct. 29	14,074 sellout	The Cellar Door Cos., Palace Sports & Entertainment
17	\$678,866 \$129.50/\$29.50	WAVEFEST: KENNY G, SEAL, DAVID BENOIT & OTHERS Greek Theatre, Los Angeles, Oct. 1-2	9,156 9,939 two shows	Fouring Pro
18	\$674,340 \$100/\$80/\$50	LUIS MIGUEL Allstate Arena, Rosemont, Ill., Oct. 18	7,844 10,263	Jam Productions, Firm Entertainment
19	\$647,370 \$66/\$36	GWEN STEFANI, THE BLACK EYED PEAS America West Arena, Phoenix, Oct. 16	14,165 14,863	Evening Star Productions
20	\$603,390 (\$714,654 Canadian) \$50.24	PEARL JAM Corel Centre, Ottawa, Sept. 16	12,001 13,100	Paul Mercs Concerts
21	\$588,035 \$95/\$45	LUIS MIGUEL Toyota Center, Houston, Oct. 16	8,963 12,037	PACE Concerts
22	\$582,355 \$125/\$30	SHERYL CROW Hollywood Bowl Hollywood, Oct. 23	6,613 10,247	Andrew Hewitt Co./Bill Silva Presents
23	\$435,692 (\$580,923 Australian) \$48.45	TASTE OF CHAOS: THE USED, KILLSWITCH ENGAGE & OTHERS Sydney SuperDome, Sydney, Oct. 29	10,156 14,069	Frontier Touring Co.
24	\$428,273 \$43.50/\$36	GREEN DAY, JIMMY EAT WORLD Ervin J. Butler Center, Dayton, Ohio, Oct. 7	10,642 11,280	Belkin Productions
25	\$423,882 \$43.65/\$33.65	NINE INCH NAILS, QUEENS OF THE STONE AGE SBC Center, San Antonio, Oct. 13	10,375 15,027	PACE Concerts
26	\$420,835 \$45/\$35	NINE INCH NAILS, QUEENS OF THE STONE AGE Toyota Center, Houston, Oct. 19	10,082 12,434	PACE Concerts
27	\$419,191 \$59.50/\$24	SANTANA, ROBERT RANDOLPH & THE FAMILY BAND Chronicle Pavilion, Concord, Calif., Oct. 16	10,758 12,500	Bill Graham Presents
28	\$411,700 \$145/\$50	VICENTE FERNANDEZ, ANA ROSA Theatre at Madison Square Garden, New York, Oct. 21	4,781 5,281	Hauser Entertainment, OCESA Presents
29	\$402,466 \$43/\$37.50	GREEN DAY, JIMMY EAT WORLD The Mark of the Quad Cities, Moline, Ill., Sept. 14	9,451 10,000	Jam Productions
30	\$401,888 \$77/\$47	MÖTLEY CRÜE Phillips Arena, Atlanta, Sept. 16	8,855 14,800	Peter Conlon Presents
31	\$396,883 \$40/\$37.50	JACK JOHNSON, MATT COSTA, ALO Ramsey Field, New York, Sept. 12-13	11,000 two sellouts	Ron Delsener Presents
32	\$396,882 \$45/\$36	GREEN DAY, JIMMY EAT WORLD Thomas & Mack Center, Las Vegas, Oct. 6	10,225 13,322	Evening Star Productions
33	\$396,820 \$59.50/\$39.50	SANTANA, ROBERT RANDOLPH & THE FAMILY BAND Don Haskins Center, El Paso Texas, Oct. 8	3,023 sellout	Stone City Productions/Jack Utsick Presents
34	\$395,821 \$45.75/\$37.75	NINE INCH NAILS, QUEENS OF THE STONE AGE, AUTOLUX Xcel Energy Center, St. Paul, Minn., Oct. 11	8,809 9,500	Jam Productions
35	\$393,364 \$43	THE WHITE STRIPES Masonic Temple Theatre, Detroit, Oct. 1-2	9,748 13,500 three shows	The Cellar Door Cos.

Confab: Touring Biz Needs More Communication, Developing Acts

NEW YORK—Though the touring business has improved in 2005, participants at Roadwork '05, the *Billboard* Touring Conference and Awards, said the industry still has a long way to go to attract more fans to shows. Additionally, they admitted that the industry continues to create problems for itself by a lack of communication.

Close to 500 people attended the second annual event, held Oct. 25-26 at the Roosevelt Hotel here.

Many panelists noted the continuing shortage of up-and-coming artists who could take the reins from such superstar touring acts as the Rolling Stones, Paul McCartney and U2.

"The supply chain is really tough," Clear Channel Entertainment president/CEO Michael Rapino said.

Participants cited Coldplay as the only newer act that could be poised for consistent, long-term touring success like today's big guns.

Smaller acts are also increasingly looking to launch their own shows instead of gaining experience by working as supporting artists. And that method does not always help build a fan base.

"Acts are doing shows with just one hit," said Doc McGhee, president of McGhee Entertainment, adding that the younger artists need to learn from their elders about pacing and production.

Marty Diamond, owner/agent of New York-based Little Big Man, noted that promoters and agents need to be more patient with developing acts. "We have to stick to things longer," Dia-

mond said. "The passion has been off this year."

The touring milieu is also muddled by too many big acts announcing treks one after the other.

Dennis Arfa, president of booking agency Artists Group International, said that 80% of acts are touring between May and September. "How can you get attention when every week a new superstar is on sale?" he asked. "A tour release is as key as an album release."

In a misguided effort to stand out from the clutter, many on-sales are announced far too long before a tour's opening dates, which makes sustaining a marketing campaign much too difficult.

"We never promoted a show more than five weeks out before," McGhee said. "Now, on-sales might be seven months ahead."

Bob Roux, president of CCE's Houston-based Pace Concerts, said the industry needs to discipline itself. "We each need to roll out five to eight weeks prior [to the tour kick-off] and use marketing. That will lift sales tremendously."

Promoters also debated the benefits of acts using independent or corporate promoters.

Echoing a continuing complaint, Jerry Mickelson, co-CEO of Chicago-based Jam Productions, said that such national promoters as AEG Live and CCE are buying all the big tours regardless of whether he or another independent already has a relationship with the act.



Roadwork '05 attendees included, from left, House of Blues Concerts' **ALEX HODGES**, Artists Group International's **DENNIS ARFA**, McGhee Entertainment's **DOC MCGHEE**, Strategic Artist Management president **SIMON RENSHAW** and Pace Concerts' **BOB ROUX**.

"We know our markets better than most nationals," Mickelson noted. "We want to be cut in."

But CCE's Rapino said that today's artists have a new set of needs.

"They are now making most of their money from tours, and marketing is expensive," Rapino said. "Now, it's all about what you will bring to the artist."

In CCE's case, it partners with Verizon to provide content through the mobile carrier's V Cast service. CCE also started Instant Live, which provides CDs of concerts immediately after the show.

Similarly, AEG Live CEO Randy Phillips said its new venture, Network Live—which includes partners XM Satellite Radio and AOL—broadcasts live shows simultaneously across multiple media platforms.

Mickelson, Phillips and Rapino also debated the benefits of working for a private or public company and how that might filter down to dealing with acts.

Rapino said that because CCE is beholden to shareholders, artists can be confident that its books are clean. CCE is in the midst of

separating from its parent company, Clear Channel Communications (see On the Road, opposing page).

"We're buying talent regardless of quarterly reports," Rapino said. "We do more club shows than anyone—between 3,000 and 5,000 a year."

Meanwhile, Phillips said his privately held company offers more flexibility to artists because it does not report to shareholders.

The role of the promoter continues to shift, according to a number of managers, agents and venue operators.

"Buildings are interacting more with agencies and managers. Frequently, we'll meet with management to talk about what we can do to enhance the artist's career in that market," said Mike Evans, senior VP of sports and entertainment for Philadelphia-based venue owner/operator SMG. "That's before a promoter is brought into the mix."

Not surprisingly, such conversations make promoters nervous. John Meglen, co-CEO of Concerts West (a subsidiary of AEG Live), asked, "Does that mean we eliminate the promoter? I have a problem with that." ...

Beyond Guarantees

Touring Conference Addresses Industry's Checkbook Thinking

NEW YORK—Roadwork '05, *Billboard*'s second annual touring conference, opened with the heavy-hitting panel "Take the Money and Run."

And by the sound of the 90-minute session—held Oct. 25 at the Roosevelt Hotel here—that mentality in many ways defines the current state of concert promotion.

Consolidation, rote promoting, bad business models, lack of personal relationships, inexperienced promoters acting as venue owners and improper tour and ticketing setups were cited as reasons behind the checkbook thinking permeating the business.

The upshot? Until promoters put their foot down on fat-

cat guarantees and start cultivating unique relationships in each market, artists, managers and agents will keep running away with a fistful of promoters' dollars.

McGhee Entertainment president Doc McGhee observed that the days of the 90/10 artist/

promoter split are long gone.

"That was our culture for 30 years," said longtime manager McGhee, who currently handles Kiss and Hootie & the Blowfish, among others. "Until two tours ago, I never had a guarantee until everybody started throwing these crazy numbers."

House of Blues Concerts' **ALEX HODGES**, left, and Artists Group International's **DENNIS ARFA** sat on the Roadwork '05 panel 'Take the Money and Run.'



The lack of relationships "leads to abuse, quite honestly, on both sides," said Strategic Artist Management president Simon Renshaw, who counts the Dixie Chicks among his clients.

"A lot of the time I'm dealing with a guy I don't know in a large corporation," he explained. "I know what they're going to do is marketing and promotion by rote; they're not going to be invested in the act. And you're like, 'You know what? I'll take the money and run, because there really isn't an alternative out there.'"

Joining Renshaw and McGhee were Pace Concerts president Bob Roux and Artists Group International president Dennis Arfa. House of Blues Concerts executive VP Alex Hodges moderated the session.

Roux's response to McGhee's and Renshaw's comments was that establishing such a con-

nection is a two-way street. With the volume of shows today, developing tight relationships is not possible with every artist, but his company is establishing them with acts like Coldplay and Rascal Flatts.

He noted that the careful planning of recent tours by Tom Petty and Mötley Crüe resulted in success. "But there probably is triple the amount [of tours] where we just get a phone call from the agent, and there is no back and forth," Roux said.

Mötley Crüe was held up as an example of how a reasonable artist's fee, a timely and brief onsale period and venues promoting the shows can add up to box-office gold. The tour has so far grossed \$32.6 million from 81 shows and has sold 711,892 tickets, according to *Billboard* Boxscore.

Arfa noted that when the tour

was being booked, the lack of confidence in Mötley Crüe signaled an overall lack of confidence in the industry, which was coming off the horror that was the summer of 2004.

"Mötley Crüe was like a savior," Arfa said. "It showed that there was hope with bands that have a history and that they could come back."

The conference coincided with the 14th anniversary of legendary promoter Bill Graham's death.

Now owned by Clear Channel Entertainment, Bill Graham Presents "lost \$2 million on my shows," McGhee said. "If Bill Graham [himself] would have lost \$200,000, he'd have been sitting on my chest at my house, beating me for a reduction. And these guys never even showed up to say, 'Boy, [we] took a beating.' They went, 'Yeah. OK.' " ...

6 QUESTIONS

with MICHAEL HAENTJES

by EMMANUEL LEGRAND

LONDON—On Oct. 27, Hamburg-based Edel Music chairman Michael Haentjes was named the new chairman of the board of Germany's record industry bodies for a two-year term.

Industry veteran Haentjes adds responsibilities for linked labels bodies the BPW and the German arm of the International Federation of the Phonographic Industry to his hands-on role at Edel. He also now heads the German Phono Academy, which oversees the industry's annual Echo Awards.

The appointment marks the first time the chairman of an independent record company has represented the interests of the German recorded-music business.

Haentjes succeeds Gerd Gebhardt in the role. A former Warner Music executive, Gebhardt has stepped down after a four-year term as chairman but retains responsibilities as executive producer for the Echo Awards.

Q: You are busy running your own company, so why take on Germany's trade bodies? Did your colleagues make you an offer you could not refuse?

A: [Laughs] The offer includes not getting paid and paying your own expenses! Seriously, I'm interested in a lot of what these organizations do. Personally, I got a lot of positive points from being part of the industry; it is now time for me to give something back. I'm a representative of the indie sector; it's a good sign that we can show this is not just an industry with four majors, but that there are lots of different players of different sizes.

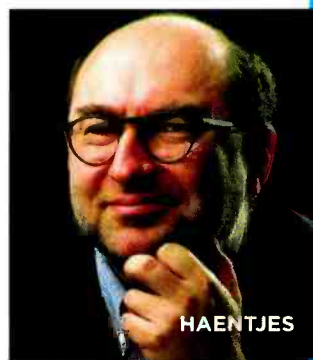
Q: Can we expect changes in the way you are going to run the organizations?

A: It's a bit early to say. Gerd has done a fantastic job. I have a few ideas, and I want to see if they work in the current environment. The plan, supported by everyone, is to merge all three organizations into one so that we don't have three chairmen [as it was pre-Gebhardt] and three different sets of management. At the top of our agenda is the protection of our rights—a lot of people are now

fighting the notion of copyright and neighboring rights—but for that we need political support. Because I am in charge of a local company and I make my own decisions, I think I'm in a much better position to reach out to politicians.

Q: Do you think the German music industry has turned the corner after four turbulent years?

A: We'd love to see it that way, but there have been a number of times when we thought we had turned the corner, and in fact it got worse. I'd like to see a bit more consolidation on the positive side.



HAENTJES

Q: Are digital revenues taking off in Germany?

A: They are, as in the rest of the world, but they are far from balancing the drop we experienced in physical [sales].

Q: Edel has also been through a rough patch in recent years. How is the company doing now?

A: We're quite happy with the situation. We found a niche for ourselves—quite a big niche. We've been more active as a distributor and as a service company. Our fiscal year ended Sept. 30, and we are in line with what we said in our half-year figures. We are doing quite well, and we do not expect major changes from those forecasts. Our business has been stable.

Q: You are an indie who is now in charge of organizations containing majors and independents. What is your take on the rise of indie organizations?

A: I am a member of Impala, but I don't think generally we should have two trade bodies—it's difficult to explain our situation to the outside world and weakens our industry. There aren't that many differences between [majors and indies].

GLOBAL BY CHRISTIE ELIEZER

Oz Biz Excited Over Warner's Pending Purchase Of Indie Festival Mushroom

SYDNEY—Christmas is looming as a date of special interest for the artists and staff associated with Australia's Festival Mushroom Records. They expect to know by then whether Warner Music Australia's planned acquisition of the local independent heavy-weight will get a government green light.

WMA announced its intention to acquire FMR Oct. 20. Two months earlier FMR managing director Michael Parisi had announced plans to defect to WMA as A&R director in January, fueling speculation of such a deal.

Sources say WMA is paying around \$10 million Australian (\$7.5 million) for FMR.

Various sources at WMA have expressed doubts that FMR will remain a stand-alone label going forward. Some of the indie's 90 staffers and 20-strong roster will inevitably go, some executives say. WMA president Ed St. John and Parisi declined to comment to *Billboard* until the Australian Competition Consumer Commission announces its decision, which is expected by the end of the year.

Executives for a number of companies with business

ties to FMR remain upbeat on the move.

"On the one hand, we're in trepidation, because we're not familiar with Warner's way of doing things," says Marlon Goonawardana, Melbourne-based managing director of Marlin Records, which two years ago struck a licensed deal for its emerging R&B singer Daniel Merriweather. "Yet it is exciting because Michael Parisi is in there, and he's an enthusiastic and hands-on supporter of Daniel."

Bill Cullen, Sydney-based managing director of One Louder Management, anticipates the deal will prove a boon for his client, singer/songwriter Amiel. "It's going to be a positive outcome for Amiel; she's quite excited about the move," Cullen says. "Warner Music are strong in marketing. Their local roster is not big, and I can see where Amiel can find a niche."

Amiel's sophomore FMR album, "These Ties," had been set for release in Australia last month, but it has been pushed back to February.

Cullen and Goonawardana are confident that any loss of A&R freedom and the flexible distribution and licensing

deals FMR offers would be counterbalanced by WMA's greater marketing budgets and global clout.

When St. John took the

reins at WMA last October, he told *Billboard* his pivotal role was to increase its domestic business from 18% to 25% within two years. The FMR



GLOBAL BY LEILA COBO

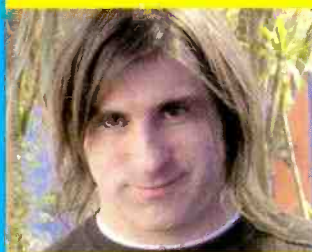
VERDE TO HELM SONY BMG SUR

MIAMI—The operation of Sony BMG Sur is slated to take a clear artistic turn with the appointment of Afo Verde as president.

His territory will extend from his Argentina base to neigh-

lowing years of economic and political turmoil.

Verde says that on the strength of Argentina's new artistic and market conditions, he plans to sign new acts in the coming months.



'The notion is that the direction of the company be completely artistic.'

—AFO VERDE, SONY BMG SUR

boring countries Chile, Uruguay and Paraguay.

Verde is a music industry veteran and cutting-edge producer. He takes over the company at a time when Argentina has seen a resurgence in sales and artistic activity fol-

lowing years of economic and political turmoil. Verde's production work will initially take a back seat to his role overseeing the company and participating in A&R. According to the terms of his contract, Verde will eventually return to production, but exclusively for Sony BMG acts.

"The notion is that the vision and direction of the company be completely artistic," Verde says. "Given the struggles the music industry is going through and the amount of piracy we have, it's a position of tremendous responsibility but also something very romantic."

Verde's production work

GLOBAL BY LARRY LeBLANC

Canada Unfulfilled?

Retailers Find Fault With Labels' Manufacturing, Distribution

TORONTO—As Canada's music industry gears up for the holiday season, its retailers are fuming about poor servicing.

Accounts complain of new albums arriving on or just before street dates, product not showing up at all, postponement of new releases and erratic DualDisc servicing.

"Servicing is a mess with all the majors," says Dan Kuczkowski, VP of product for the 107-store HMV Canada chain. "We have had to put people in place to make sure product is hitting our stores."

Tim Baker, buyer for 32-store Ontario chain Sunrise Records, says, "I now spend seven hours a week tracking new releases."

Retailers indicate that catalog distribution is also weak, with "fill"—the percentage of titles ordered that are actually delivered—falling below expectations.

"Fulfillment problems are mind-blowing," says Terry Stevens, VP/GM of Entertainment One, which operates 96 CDPlus stores.

Several label sources suggest that Cinram International is responsible for many of the servicing delays. Cinram handles manufacturing and domestic distribution for Warner Music Canada and Universal Music Canada, and manufactures new releases for Sony BMG Music Canada. EMI Music Canada handles its own manufacturing and distribution.

Warner was the first major in Canada to outsource its back-office requirements to Cinram, in 2003. Universal and former BMG Music Canada followed last year. In August of this year, BMG product moved to Sony DADC in Toronto. Sources say the merged Sony BMG miscalculated Sony DADC's ability to handle both Sony's and BMG's product. So, a month later, new titles from BMG and Sony shifted back to Cinram.

Last month, sources say, Sony BMG had to recall an estimated 100,000 copies of Celine Dion's French-language Columbia album "On Ne Change Pas" because of a mastering error. Sony BMG sources acknowledged the recall but did not comment on the shipment figure.

Sources say Cinram's consolidation of its manufacturing and fulfillment operations at its Scarborough, Ontario, facility this summer resulted in servicing problems.

Cinram America president/COO Dave Rubenstein acknowledged expansion-related difficulties in a statement: "We experienced temporary startup issues that prevented us in providing our clients with a high level of customer service they have become accustomed to. Our team worked very hard to restore service levels as quickly as possible . . . Our operations are running smoothly today in time for the holiday season."

Warner Music Canada president/CEO Steve Kane agrees. "There has been a marked improvement."

Sony BMG Music Canada VP of sales

Steve Simon adds, "The majority of problems are behind us."

Retailers also complain that DualDisc versions of new titles are often missing in action the week of release. This includes the latest from Ozzy Osbourne, Barbra Streisand and Destiny's Child—all Sony BMG releases—and EMI's Robbie Williams.

Simon contends that consumer demand is difficult to gauge whenever a new format is introduced. And the DualDiscs, he points out, are being imported. "These are growing pains," he says.

Some retailers are also livid with Sony BMG over Il Divo's "The Christmas Collection," which is being released Nov. 8 exclusively in the United States. Sunrise and Pindoff Record Sales claim that Sony BMG indicated they will be served with cease-and-desist orders if they sell CDs from U.S. sources in their stores. Sony BMG plans to release Il Divo's "Ancora" album Nov. 15 in Canada.

"You don't think Il Divo will be talking about its Christmas album while appearing on 'Oprah Winfrey'?" asks Bruce Mackenzie, senior buyer at Pindoff, which operates the 92-store Music World chain.

Simon dismisses claims that Sony BMG threatened court action, saying, "We don't threaten our customers."

deal would make that figure roughly 30%. In comparison, its competitors' local repertoire typically account for 24% of their respective business.

WMA will release between 10 and 12 local albums through 2006, a well-placed source tells *Billboard*.

The FMR sale created little

disturbance in the local indie music scene. A representative for Brisbane-based trade body Australian Independent Record Labels commented, "FMR were bankrolled by an American company [News Corp.] and hence were not considered one of our members."

WMA is not picking up the company's publishing arm, Festival Music Publishing, which remains on the block.

FMR was the result of News Corp.'s 1998 merger of Festival Records and Mushroom Records, both sources of iconic talent. Festival, established in 1952, gave a platform to the Bee Gees, Olivia Newton-John, Rolf Harris and Peter Allen, among others. Mushroom, founded in 1973 by manager/promoter Michael Gudinski, ruled the local charts with the likes of Kylie Minogue, Split Enz, Jimmy Barnes, Skyhooks, Hunters & Collectors and Paul Kelly.

FMR's roster includes Eskimo Joe, which won the honor for best band at the Oct. 23 ARIA Awards in Sydney, hip-hop act Butterfingers and Los Angeles-based Chloe Lattanzi, Newton-John's daughter.

Exiting FMR managing director **MICHAEL PARISI** is flanked by **OLIVIA NEWTON-JOHN**, left, and her daughter **CHLOE LATTANZI** at Lattanzi's label signing in 2003.



Although not all successful producers become successful label heads—witness the recent departure of Matt Serletic from Virgin—local reaction to Verde's appointment is positive.

"In the past years, labels have been led by finance-oriented heads," says Marcelo Figoli, president of Fénix Producciones, the management and promotion company that handles such artists as Diego Torres and Vicentico. "To have this area represented by someone with an artistic profile is a breath of fresh air."

"Yes, he is essentially an artistic person, but he is a producer who has authority and credibility with artists," says Hugo Piombi, a former Sony Argentina president who most recently was music director at RGB.

Verde is currently nominated for a Latin Grammy Award as producer of the

year for his work with Torres and Vicentico and others.

A guitar player and composer, Verde began his music career as a member of reggae band Zimbabwe, which signed with RCA Records.

His appointment to Sony BMG is a return home, of sorts. From 1996 to 2003, Verde was director of A&R at BMG, and helmed projects by Soda Stereo, Fabulosos Cadillacs and Torres, among others.

Verde replaces Roberto Piay, who headed BMG's office in Argentina before the Sony-BMG merger and then took over the joint operation.

Verde will initially report to Frank Welzer, chairman/CEO of Sony BMG's Latin region. After January, he will report to Kevin Lawrie, who will assume the position of president of Sony BMG Music Entertainment for the Latin region.



CELINE DION'S French-language Columbia set 'On Ne Change Pas' had to be recalled because of a mastering error.

BY LEILA COBO

(Adam Kidron)

Five years ago, Englishman Adam Kidron spoke no Spanish and knew little about Latin music. Today, as president/CEO of Contemporary Holdings & Equities, the parent of independent marketing and distribution company Urban Box Office, Kidron is behind some of the most successful Latin releases of the past year.

Among UBO's hits are *bachata* singer Andy Andy's "Ironía" and *reggaetón* compilations "Chosen Few" and "El Draft." All three titles have made it to the top five of the *Billboard* Top Latin Albums chart. This is no small feat, considering that UBO is new (its first commercial release was in late 2004) and issued only seven albums this year.

UBO is based in New York and financed mostly by Latin American venture capital. It handles releases from a handful of joint ventures or small, UBO-owned labels, sometimes created around a single artist.

At the core of UBO's operation is what Kidron calls the "freedom model." Under this model, UBO began selling product mainly through such nontraditional outlets as bodegas and hair salons. Titles are priced as low as \$5, and never more than \$10. Thanks to such pricing, a substantial amount of UBO product is now sold at the national discount chains.

After a successful startup year in which he concentrated mainly on the younger, Latin urban market, Kidron spoke to *Billboard* about UBO's plans for growth, the challenges facing a new Latin label and the ability to maintain his "freedom model."

Q: Nothing in your background suggests Latin music. Why have you made that UBO's focus?

A: My first interest with non-traditional distribution was expanding the market of music in general and looking beyond record stores and media stores. In doing so, we did a pilot test in New York in 2002 servicing a number of bodegas. Latino nontraditional retail is very strong in the sense that the communities are established. We started off with 16 bodegas, and ended up with 60. We had to find music that would appeal to the clientele.

Q: Will the core of your business remain Latin?

A: The core of it is Latin music, and the kind of music we mostly release is new urban music. As the Latino population in the U.S. expands and becomes more English-speaking, [Latin] is becoming the new urban music and reggaetón is the most flourishing.

Q: But most of your releases now are in Spanish.

A: But if you look at our releases over the next 18 months, more and more com-

bine English and Spanish, and some are even in English. As the audience expands from its base, you will find more and more music is in English and Spanish. And that won't go away. Once you go to a public school in the U.S., the mix has already occurred, because you're surrounded by mostly

English curriculum.

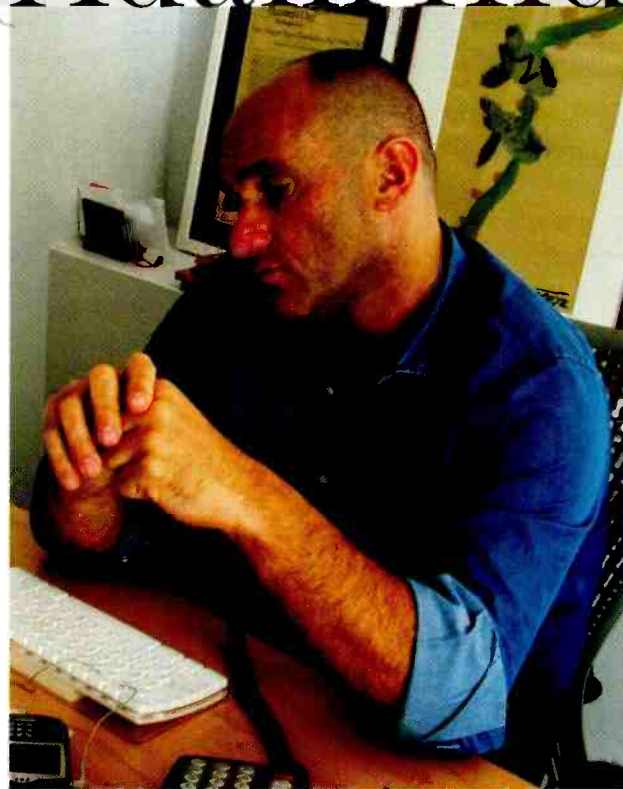
Q: Your original plan was based on nontraditional distribution, but now about 75% of your business is through traditional retail, including chains. How will that affect your business model?

A: We have created a unique partnership with people like Wal-Mart. They are very frustrated with the high price of records and would like all albums to cost less than \$10. The music is overpricing itself.

We are into recognizing that the attitude of the consumer has changed. It's not that they don't want to buy music, it's that they know there is no way it costs more than 99 cents a track. And Wal-Mart and Kmart are very committed to that. So, in fact, our model works very well at Kmart and Wal-Mart. It works less well at FYE and Tower. Because we find it more difficult to attain the price there.

Q: How do Latin retailers and bodegas fit into this picture?

A: In general, Latin retailers have been amazing partners. I think it's because we would die rather than leave a record in



their stores. We'll do radio, we'll do in-stores, out-stores, we'll give away dog tags, we'll give away extra DVDs . . . We want to expand aggressively the bodega presence, but we'll do it with [distribution] partnerships. Because there are about 200,000 of them, and we'll never raise enough money to access them all.

Q: You have no doubt received buy-out offers and distribution offers. Have you considered that?

A: We would never do a deal where we lose the essence of the ability to distribute ourselves. If you go to a major distributor, they have 200 records to release. Getting priority in that system is very difficult.

Q: Some say you can sell your records so cheap because the artists are getting very little in royalties. How do you respond to that?

A: Andy Andy never made a penny selling records before. He had been worked very hard

by Sony, and hadn't sold anything of any significance. The way an artist makes money is not by sales of records. The artist makes money out of being a star. Every aspect of his brand becomes more valuable.

People who are myopic and only look at the record sales are absolutely nuts. In Andy Andy's case, we decided that selling the record inexpensively and letting the audience sample him was indeed cheaper than spending money on a TV campaign. And I think our tactic has been very effective.

So, yes, lots of the initial sales from [retailers] Ritmo Latino and Rincon were at \$5, but now in most places it's up to \$10. We've established an artist as a star for a relatively small investment.

Q: How useful is radio to you, especially with so many stations playing your kind of Latin rhythmic music?

A: We can't dictate how radio is going to behave. So, we have to make for success without radio and hope that radio sees the success and then comes onboard. The cost of Latin radio is tremendous. Our dependence is less [than other labels], but it's still there. But we are very consciously adopting other strategies, where sometimes we'll go to [top 40] crossover radio first. Because crossover is much, much cheaper, and they play the track more.

Q: You are going to jump from seven releases per year to 18-24 next year. How will you maintain the level of attention you currently give your acts?

A: We're going to have one core release a month. And then there will be additional products that either are created from the other products we already released, or that are very niche products.

Q: How will you preserve your relationship with those artists that you turn into stars?

A: We do have contracts, and they do last a reasonable amount of time. [However], what's going to happen over time is, we will lose artists. They will go to major record labels. The question is, will they be more successful than they are with us.

Q: What will happen to reggaetón in the next few years?

A: There isn't a market for all the stuff coming out. It will be no different from any other market, where 90% will go by and 10% will be very big. Unfortunately, we can't afford to go by the 90-10 rule. We really have to be successful with the things we release. We don't have to be perfect, but we have to be near perfect. . . .

HIGHLIGHTS

ADAM KIDRON

1978 Gets his first job at a recording studio in London, making tea

1996 Serves as executive producer for the music to the 1996 Summer Olympics, alongside Babyface

1999 Launches the original UBO as urban Internet network ubo.com

2002 Founds the current incarnation of UBO

2004 UBO releases its first album, "Dámelo" by New York-based band Mosa.

2005 UBO cracks the top five of the *Billboard* Top Latin Albums chart with "El Draft," "Chosen Few" and Andy Andy's "Ironía."

Billboard
SPECIAL FEATURE

Power Players 2005

1 2 3 4 5 6 7 8 9 10



This series highlights the achievements of individuals and companies that drive the fields of music and entertainment forward with their artistic and business vision.

Nearly two-thirds of the world's music is sold outside the United States, a long-established market fact that the International Federation of the Phonographic Industry confirms every year.

International music executives readily acknowledge the dominance of the U.S. market, which accounted for 36% of global music sales, according to the IFPI's most recent full-year figures.

But from Europe to Asia to Australia to Latin America, global players in music are focused on the far bigger piece of the pie.

This report in *Billboard's* Power Players series spotlights 20 of the most influential executives in the global music business, outside the United States.

The individuals profiled here were chosen and ranked by editors based on their business achievements, innovation and impact during the past year.

As in the United States, the global music business is driven by people with extreme focus, intense creativity, good management skills and a desire for power in the best sense—the ability to drive change.

Through *Billboard's* global network of correspondents, we have identified movers and shakers who are influential in an array of industry sectors—record companies, retailers, the media, digital entertainment, the touring industry and more.

These individuals do not necessarily run the biggest companies—although some do. But they are all helping to drive the business of music forward, anticipating new trends and steering their companies through changes that transcend borders.

—EMMANUEL LEGRAND and THOM DUFFY



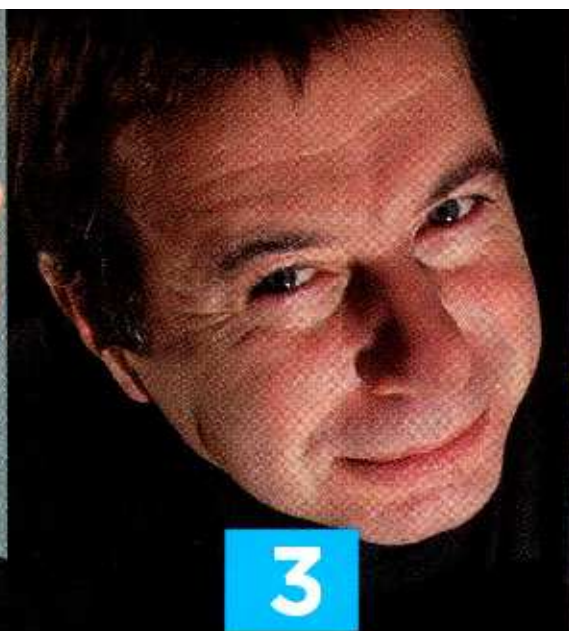
1

LUCIAN GRAINGE
Universal Music Group International



2

JOHN KENNEDY IFPI



3

MICHEL LAMBOT
Play It Again Sam



1. Lucian Grainge

UNIVERSAL MUSIC GROUP
INTERNATIONAL CHAIRMAN/CEO,
LONDON
umusic.com

On July 1, Lucian Grainge took over the reins of Universal Music Group International from Jorgen Larsen, overseeing the global operations of the world's largest record company, outside the United States.

For the past four years, Grainge has been running Universal Music U.K., a company he has been with for 20 years and one which he has turned into a repertoire powerhouse with the likes of Jamie Cullum, Scissor Sisters, Keane and Razorlight.

While he continues to run the British affiliate, Grainge has already made a mark at UMGI, with a renewed focus on A&R issues throughout the company.

The company's recent achievements include the success of Japan's AI, France's Calogero, Argentina's Bersuit and Colombia's Juanes, the Spanish-speaking star who has had a No. 1 album in Germany and chart action elsewhere in the region. Also in Germany, seven new domestic Universal acts have hit gold (sales of 100,000).

Grainge's business philosophy is that great music and strong artists are paramount. Then a company needs the best structure and staff to bring these artists to the top. And he never loses sight of the music consumers.

What motivates him? "Working with artists and songs, producers and executives, meeting our partners, making things move," he says. "This is like breathing to me."

—EMMANUEL LEGRAND

2. John Kennedy

INTERNATIONAL FEDERATION OF
THE PHONOGRAPHIC INDUSTRY
CHAIRMAN/CEO, LONDON
ifpi.org

Early this year, John Kennedy took over the chairmanship of the International Federation of the Phonographic Industry from Jay Berman, who held the job for six years.

The British executive has since traveled widely around the globe to present the industry's perspective to influential audiences at a time when the music business is experiencing a major transition.

Kennedy is a music business lawyer who became a leading record company executive, most recently as president/COO of Universal Music Group International.

His primary goal, he says, is to confront the

misconceptions that he believes many policy makers and consumers hold about the industry.

"My main concern is that so many people are music fans, and yet so many feel that it is fair game to be continual critics of the music industry," he says.

He nevertheless describes himself as "optimistic" about the prospects for the music business. "I do believe that there is every chance that in the digital arena it will not be beset with the same problems that it faces in the physical world," Kennedy says.

"I have enjoyed my time in my new role," he says. "If I was looking for a challenge in life, then I am in the right place."

And as if his days were not busy enough, Kennedy also found time to join Bob Geldof to put together this summer's awareness-raising Live 8 concerts. —EMMANUEL LEGRAND

3. Michel Lambot

PLAY IT AGAIN SAM CO-CHIEF
EXECUTIVE, ANDERLECHT, BELGIUM
pias.com

Since 1983, Michel Lambot has been at the helm

of Play It Again Sam, the independent Belgian company he created with longtime business partner and friend Kenny Gates.

PIAS is one of Europe's leading indie companies, with annual sales in the region of 100 million euros (\$184 million).

Located in Anderlecht, in the suburbs of Brussels, PIAS has operations in Spain, Scandinavia, France, the United Kingdom, Benelux and Germany.

For the past seven years, Lambot has also been the chairman of Impala, the trade organization of Europe's independent record labels. As such, he has been involved in the fight against the planned merger of EMI and Warner in 2001 and in the legal challenge to the Sony-BMG merger.

For Lambot, the future for indies lies in their creativity. "The consolidation and restructuring of the majors has had a devastating effect on A&R," he says. "Artists and their management are feeling quite uneasy with the whole process and are looking at indies with different eyes. They

know they can achieve good sales with indies and being well taken care of."

—EMMANUEL LEGRAND

4. Takeshi Natsuno

NTT DOCOMO MANAGING DIRECTOR OF
I-MODE PLANNING DEPARTMENT, TOKYO
nttdocomo.com

Takeshi Natsuno is the chief architect of NTT DoCoMo's "i-mode" mobile phone-based Internet interface. I-mode is the world's biggest wireless Internet service, with more than 44 million subscribers. (In contrast, American Online in the United States reports 26 million subscribers.)

Natsuno's strategy of offering attractive terms to content providers is one of the main reasons that DoCoMo's high-capacity, third-generation FOMA handsets have been such a hit in Japan.

In February the number of people subscribing to the company's FOMA service reached 10 million, less than 3½ years since the service's Oct. 1, 2001, launch.

"By keeping their greed under control, working closely with phone manufacturers and content providers, and by basing their system around

is Scandinavia, which had previously received only one MTV channel. Since mid-September, channels in Norwegian, Danish, Swedish and Finnish have replaced the single feed.

"When we launched the local channels, the goal was to balance the power of the brand with local creativity," he says.

In his new creative role, Hansen is now on the lookout for new talent and ideas for all the group's channels.

"I come from a tiny country [New Zealand], so I always have the perspective of the little guy," he says. "At MTV, I've always been allowed to be myself and have my point of view. I've tried to apply that vision to the company and let people be creative and take risks."

—EMMANUEL LEGRAND

6. Tony Wadsworth

EMI MUSIC U.K. & IRELAND
CHAIRMAN/CEO, LONDON
emimusic.co.uk

Tony Wadsworth leads the team at EMI U.K. & Ireland, which has supplied its parent EMI Music Group with global stars including Cold-

'Working with artists and songs, producers and executives, making things move. This is like breathing to me.'

—LUCIAN GRAINGE

familiar standards, such as HTML and MIDI, DoCoMo made it desirable for many [content providers] to participate on the i-mode portal, and that resulted in superior and affordable content," says Steve Myers, president of Tokyo-based software developer Theta Music Technologies.

—STEVE McCLURE

5. Brent Hansen

MTV NETWORKS INTERNATIONAL
PRESIDENT OF CREATIVE/EDITOR-IN-
CHIEF, LONDON
mtv.com/mtvinternational

As the head of MTV's European operations, Brent Hansen has spearheaded MTV's impressive growth in Europe for the past 15 years.

He is the architect of MTV Europe's localization strategy, under which the Viacom company, beginning in the late 1980s, set up specific operations in all key European markets.

The latest territory to benefit from the strategy

play, Gorillaz and Robbie Williams.

EMI's focus on long-term artist development bore great fruit this year. By November, EMI labels had amassed 26 out of 46 possible weeks at No. 1 on the *Billboard* European Top 100 Albums chart.

The six chart-topping acts came from four different labels within the EMI group: Parlophone (Coldplay, Gorillaz), Virgin (the Rolling Stones), Chrysalis (Robbie Williams) and Mute (Moby and Depeche Mode).

Two of those acts, signed and developed by EMI U.K., also pulled off their own British invasion of the American charts on a scale not seen for some years.

"Having two of our U.K. acts, Gorillaz and Coldplay, in the *Billboard* top 10 albums simultaneously was a milestone not achieved in recent memory by our competitors," Wadsworth says. "It illustrated the strength of our artist-development focus as well as our international marketing abilities."

—PAUL SEXTON

continued on >>p24



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9

THOMAS JOHANSSON
CLEAR CHANNEL ENTERTAINMENT

11

BOB GELDOLF
BAND AID CHARITABLE TRUST

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MAMORU SAKUMA
SONY MUSIC ENTERTAINMENT JAPAN

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ANDY PARFITT
SONY BMG MUSIC ENTERTAINMENT

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7. Paul McGuinness

PRINCIPLE MANAGEMENT FOUNDER,
DUBLIN
u2.com

In a 27-year working relationship with U2, manager Paul McGuinness—who often describes himself as “the fifth member of the U2 board”—has overseen the band’s rise to the top of rock’s global hierarchy with widely respected authority.

McGuinness says his most notable achievement of the past 12 months was seeing U2’s 2004 album “How to Dismantle an Atomic Bomb” go to No. 1 in 30 countries while the band sold out 110 shows (more than 3.25 million tickets) in 18 countries on its Vertigo tour.

He also was involved in U2’s groundbreaking association with Apple Computer’s iTunes that led to the U2 iPod. “It was a lot of fun, as well as being stylish and effective,” he says.

“The Live 8 concert was a great personal achievement for Bob [Geldof] and Bono,” he adds. “They really affected the outcome of the G8 Summit and delivered a lot of real new money for Africa.” —PAUL SEXTON

8. Michael Parisi

WARNER MUSIC AUSTRALIA PRESIDENT
OF A&R (AS OF JAN. 1, 2006), SYDNEY
warnermusic.com.au

Few job moves have been as much talked about in the music business in Australia as Michael Parisi’s decision this year to rejoin Warner Music Australia. The move was announced ahead of the Oct. 20 news that Warner will acquire Festival Mushroom Records, the country’s biggest independent music group, where Parisi had been managing director. He takes his new post as president of A&R effective Jan. 1.

Parisi’s credentials are in A&R, and his most successful signings initially seemed the most noncommercial. As A&R manager at Warner Music Australia from 1993 to 1999, he turned art-punk act Regurgitator and grunge pop band the Superjesus into multiplatinum acts with international impact.

He continued his run at Festival Mushroom with Amiel and bands Eskimo Joe, George, 28 Days, Motor Ace and Machine Gun Fellatio.

“He’s the best A&R guy in Australia because he understands the whole A&R process,” says Ed St. John, who took over as president of Warner Music Australia this year. “He works on instinct, makes good records, defines an artist’s vision and sells that to the company.”

Paris will be central to St. John’s strategy to double the domestic roster’s share of Warner’s business from its current 15%.

—CHRISTIE ELIEZER

9. Thomas Johansson

CLEAR CHANNEL ENTERTAINMENT
CHAIRMAN OF INTERNATIONAL MUSIC,
STOCKHOLM
cclive-europe.com

Solving day-to-day challenges with business partners is at the core of Thomas Johansson’s role in his new position as chairman of international music of Clear Channel Entertainment, while he continues his long history as Scandinavia’s leading concert promoter.

“We listen very carefully with [an] ear to the ground [for] what our partners want,” he says. “We help them implement the business plan, to work towards that. The chairman’s job is really motivation.”

A priority for Johansson has been to enhance the audience experience at CCE’s events including theater, sports, motor sports and music. CCE presents 26 musical festivals each year across Europe.

Johansson’s business philosophy is that “basically, we are the servants of the artist and audience.”

Under his guidance, ticket sales for major motor sports events in Europe, virtually unheard-of until last year, are expected to triple this year.

But, according to Johansson, “The biggest

rising nearly 4% to £1.86 billion (\$3.37 billion).

HMV subsequently confirmed expansion plans in Canada and Japan. In Canada, where the retailer has 107 stores, it will open 10 new outlets in 2006. HMV accounts for 25% of the country’s music sales. In Japan, HMV is adding six stores, bringing its total in the market to 59 outlets. Back in the United Kingdom, the company unveiled its HMV Digital downloads service in September.

Also in September, HMV sold its Australian operations to concentrate on its core businesses.

Giles has led HMV Group since 1998. He declines to take credit for specific achievements, but praises the drive and determination of HMV’s staff, from executives to its sales assistants.

He says HMV still prospers because “although we’re all passionate about music, we always remember we’re in the retail business, not the music business.” —TOM FERGUSON

11. Bob Geldof

BAND AID CHARITABLE TRUST
FOUNDER AND TRUSTEE, LONDON
live8live.com

This summer’s Live 8 concerts, inspired by Bob Geldof, did far more than recapture the collective good will he created with Live Aid 20 years earlier. They influenced global politics.

A few days later, at the G8 Summit, world leaders pledged to increase aid to poor countries by \$50 billion and “drop the debt” of 18 African nations.

12. Mamoru Sakuma

SONY MUSIC ENTERTAINMENT JAPAN
EXECUTIVE VP, TOKYO
sme.co.jp

Mamoru Sakuma is the public face of Sony Music Entertainment Japan, the country’s biggest record company. For the six months ending June 30, SMEJ had a 19.3% market share, according to SoundScan Japan.

So it was Sakuma’s pleasant duty to announce that, for the company’s fiscal year ending March 31, SMEJ group’s sales had risen 6.6%, including an 8.1% increase in recorded-music sales.

That was in stark contrast to the 5% sales decline for the 2004 calendar year posted by the 42 member companies of the Recording Industry Assn. of Japan. (SMEJ was excluded from the Sony-BMG merger.)

A key reason for Sony’s impressive result was the decision Sakuma and the rest of the SMEJ executive team made in 2002 to grant the company’s six labels a high degree of autonomy.

“It’s not that they can do whatever they like, but in a sense, we’ve given them back the old Sony spirit,” Sakuma says. —STEVE McCLURE

13. Kevin Lawrie

SONY BMG NORTE PRESIDENT (AS OF
JAN. 1, 2006), MIAMI
sonymusiclatin.com

When he takes over Jan. 1 as president of Sony BMG Music Entertainment for the Latin region, Kevin Lawrie will oversee the biggest-selling music company in Latin America.

But Lawrie already has proved his mettle in the region. He has been head of Sony in Mexico and was instrumental in revamping the label’s roster there, signing new, untried acts like Sin Bandera and turning them into international success stories.

Lawrie is a believer in new talent. He has been working toward unifying the company’s management and artistic roster. The creation of Sony BMG Norte brought Sony BMG’s U.S. Latin, Mexican and Central American operations under one roof.

Today, many new acts on the *Billboard* Latin

‘The biggest achievement in 2005 was getting the European promoters to act as one on important issues.’ —THOMAS JOHANSSON

achievement in 2005 was getting the European [concert promotion] companies to act as one on the important issues.” —JEFFREY de HART

10. Alan Giles

HMV GROUP CEO
MAIDENHEAD, UNITED KINGDOM
hmvgroup.com

While other music merchants falter, the United Kingdom’s HMV Group, headed by Alan Giles, pushes ahead on several fronts.

After passing the 200-store landmark in the U.K. and Ireland division early this year, HMV Group delivered results for its most recent fiscal year that show the company is virtually debt-free, with sales

Geldof remains a relentless activist with some very personal methods, as Band Aid trustee and International Federation of the Phonographic Industry chairman/CEO John Kennedy recalls: “Bob is an unbelievable orator and advocate, intelligent and funny, demanding and rewarding, rude and stubborn. He has great instincts for strategy and PR. Imagine putting on 10 concerts [within] 60 days in 2005 and refusing to receive e-mails, letters or phone messages.”

Kennedy adds that Geldof is “a marvel to watch in action.” He recalls, “In a meeting, I saw him go in a second from screaming at a government leader for killing dissidents, to coaxing his kids to do their homework. Never missed a beat.”

—PAUL SEXTON



sales charts—including Reik, Reyli and La Quinta Estación—derive from the label's joint operative.

"You improve your chances if the communication is at the same level," Lawrie says of his pan-regional approach. As for new-artist development, "It requires consistent investment in time and resources and belief." —LEILA COBO

14. Gilles Babinet

MUSIWAVE FOUNDER AND CHAIRMAN, PARIS
musiwave.net

Gilles Babinet, founder and chairman of Musiwave, is one of the creators of international mobile-music distribution as it is known today. But when he launched Musiwave in 2000, the company did not make any money for its first two years.

"I knew mobile music was a viable business because of some research I did for France Telecom," Babinet says. "I also remembered that music mobility works because [Sony's] Walkman was everywhere within two years."

Musiwave has now turned into a profitable business. It currently supplies the infrastructure and content to 35 carriers in 25 countries on four continents.

In September, Openwave Systems of Redwood City, Calif., entered a deal to acquire all outstanding shares of Musiwave in a deal valued at 99.5 million euros (\$121 million).

Mobile Entertainment Forum Global chairman Patrick Parodi says of Babinet: "His team were the first to persuade the labels that they needed to license their catalogs for ringtones. Their persistence has opened the door for the industry."

—JULIANA KORANTENG

15. Sam Feldman and Steve Macklam

MACKLAM/FELDMAN MANAGEMENT PRINCIPALS, VANCOUVER
slfa.com

Macklam/Feldman Management, headed by founders Steve Macklam and Sam Feldman, represents such international acts as Norah Jones, Elvis Costello, Ry Cooder, Anjani and the Chieftains and Canadians Diana Krall, Leonard Cohen, Joni Mitchell, the Tragically Hip and Jesse Cooke.

"Sam and Steve define artist-focused management," Universal Music Canada president/CEO Randy Lennox says. "They have great taste and are amazing to deal with."

By first working with the Chieftains 14 years ago, the partners realized there was a significant busi-

ness worldwide with acts that were not dependent on tightly formatted North American radio.

"Our clients are so motivated to create that there is activity all of the time," Feldman says. "Saleswise, Norah has been so successful, but Diana broke out with a very personal album ["The Girl in the Other Room"] in which she wrote many of the songs, and Elvis has been incredibly prolific. Signing Leonard Cohen was a huge accomplishment," he notes.

"We try to pick artists who have stature and that are recognized by the media through their great work," Feldman adds. "So there's a market there to build a long-term career."

—LARRY LeBLANC

16. Andy Parfitt

BBC RADIO 1 CONTROLLER, LONDON
bbc.co.uk/radio1

After 30 years, Radio 1 continues to define and reflect the eclectic music tastes of the British public. So it also has a long tradition of debuting British artists who go on to global success.

Andy Parfitt marked 2005 with a notable upswing in audience ratings for the national top 40 public broadcaster, which continues to be a reference point of the entire U.K. industry. He continued to guide Radio 1's transition to a younger core audience aged 16-24.

In the quarter ending in June, audience measurement organization RAJAR determined the station has a weekly reach of 10.2 million listeners, a 5.3% increase year on year. Its weekly reach was 9.2%, up from 8.4% a year earlier.

"In terms of achievements," Parfitt says, "it's been putting together a simple strategy all about the audience that's understood by everyone in the organization and then focusing on fewer bigger and more creative projects."

"It's been about supporting on-air talent and beginning to operate like a true multimedia audiovisual brand. It's also been down to having a great team," Parfitt adds. —PAUL SEXTON

17. Jean-Paul Baudécroux

NRJ GROUP CHAIRMAN, PARIS
nrjgroup.fr

In 1980, a young man with a passion for radio, Jean-Paul Baudécroux, established a "pirate" radio station in Paris, working out of his own apartment.

That station would soon become NRJ and the foundation for one of Europe's most powerful media groups.

In France, NRJ is the leading commercial broadcaster with four national networks (NRJ,

Cherie FM, Nostalgie and Rire & Chansons).

The group has also expanded its brand into 11 European countries. On a Pan-European scale, NRJ Group is the main source of music for the 14-25 demographic, with its promise of "Hit music only!"

This year, NRJ has expanded into TV, with the launch of digital terrestrial channel NRJ 12, and will soon become a mobile phone operator.

Baudécroux is "a visionary who is also very pragmatic," says Sam Zniber, who worked as a presenter at NRJ in the early '90s and is now deputy PD for NRJ competitors Fun Radio and RTL2. "He's got a knack to always gather very talented people around him, and he never rests on his laurels." —EMMANUEL LEGRAND

18. José Neri

SDAE DIRECTOR GENERAL, MADRID
sdae.net

As director general of sDae, a division of the Spanish authors and publishing society SGAE, José Neri has led the digital revolution for Latin music.

In 1995, SGAE set up a research and development department after realizing that Spain's major and independent record companies were not leading the way to a new digital business model.

As a result, SGAE in 2000 created a digital division called sDae that has a multi-use portal (portalatino.net) and a platform of services called La Central Digital to digitize and distribute Spanish and Latin content on the Internet.

SGAE/sDae is a nonprofit organization. Neri says, "This means we do things that no major label or corporation will do, such as digitize all-Latin repertoire that does not belong already to the majors at our own cost."

sDae started this work two years ago in Spain and Cuba, and has moved into Brazil and Mexico.

"This is a mammoth but essential task," Neri says. "We travel to the territories to explain what we are doing and how they will benefit, which is sometimes difficult to do."

—HOWELL LLEWELLYN

19. Denis Olivennes

FNAC CHAIRMAN/CEO, CLICHY, FRANCE
fnac.com

The leading music retailer in France, Fnac is accelerating its worldwide expansion under chairman/CEO Denis Olivennes.

Since early 2004, the chain has opened three stores in Spain, two in Brazil and one in Portugal. Fnac will enter the Greek market before the end of this year.

At that point, the brand will have 49 outlets in eight countries (Belgium, Brazil, Greece, Italy, Portugal, Spain, Switzerland and Taiwan), in addition to 68 stores in France.

"During the first half of 2005, Fnac's operating income increased 10.3%," says Olivennes, who has been running the retail division since April 2003.

Olivennes adds that the retailer benefited from the strengthening of its international positions, especially in markets where it recently set up operations, such as Brazil and Switzerland.

Fnac is a subsidiary of retail and luxury goods group PPR. Olivennes says the group's strategy is to double Fnac's presence abroad within five years.

The chain also runs French mail-order operation fnac.com and digital download platform Fnacmusic. Recorded music accounts for approximately 15% of the income of the self-described "multispecialist" retailer.

—AYMERIC PICHEVIN

20. Marc Samwer

JAMBA MANAGING DIRECTOR, BERLIN
jamba.de

Jamba is the German company that made the sale of ringtones a mainstream business, in part through mass-market TV advertising campaigns.

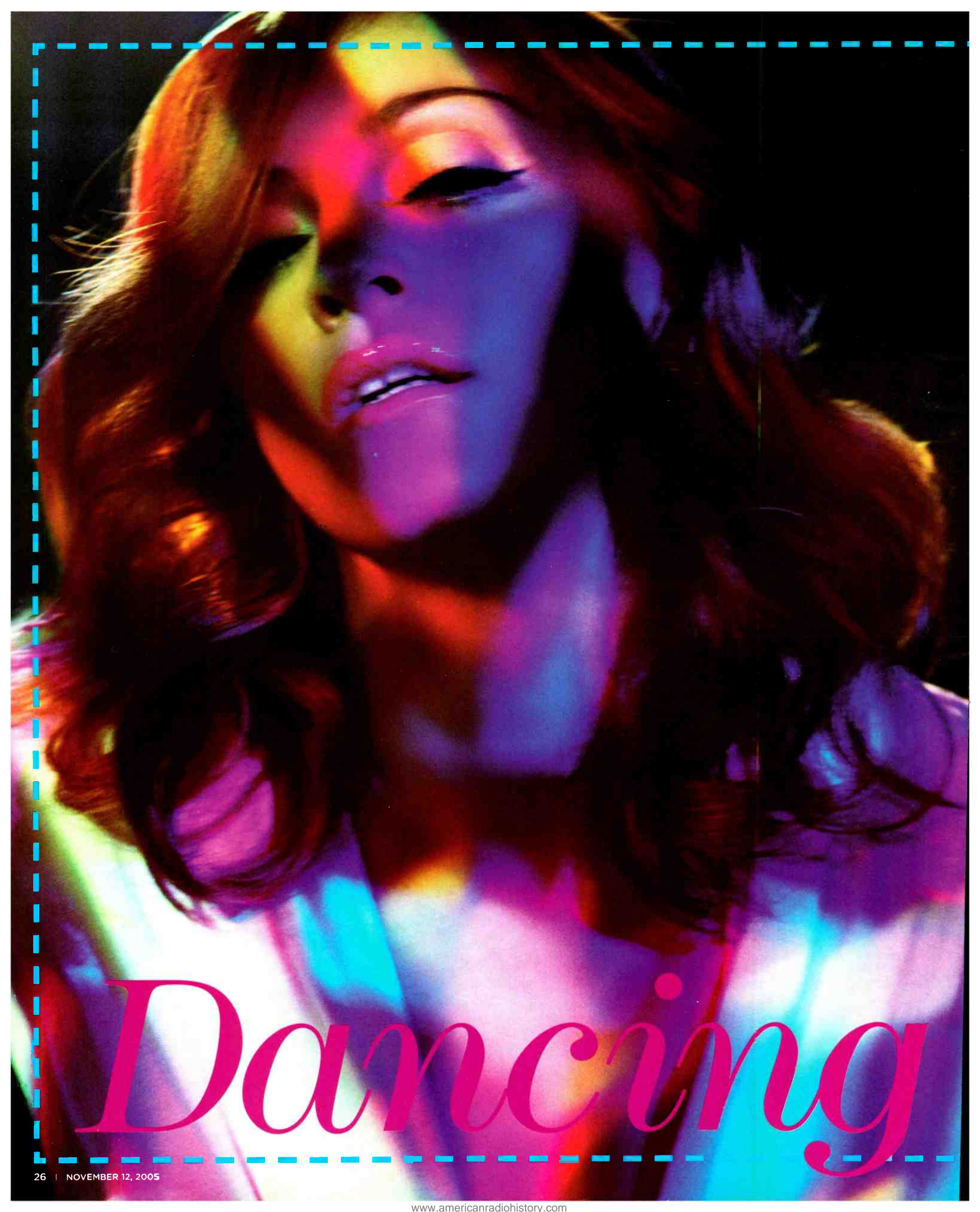
The company also is behind novelty act Crazy Frog, the first ringtone-based hit. The Crazy Frog ringtone has sold more than 11 million units worldwide, becoming the world's best-selling ringtone. Crazy Frog subsequently scored hits on The Billboard Hot 100, the European Hot 100, Latin Tropical Airplay and Hot Digital Singles charts.

Jamba was founded by Marc Samwer, who is now managing director of the company, together with his brother Oliver.

Launched in Berlin, the company is now operating in more than 20 countries. It was sold in 2004 to U.S. Internet company Verisign for a reported \$273 million in cash and Verisign stock, but the Samwer brothers stayed onboard.

Jamba has 520 employees and sells more than 50,000 products for mobile phones—including music, games and wallpapers—through its Web sites.

Samwer is adamant that the ringtones business is poised for major growth, but warns, "We all should not spend too much time negotiating royalty rates. We should cooperate in partnerships in order to establish new marketing models in a booming market." —WOLFGANG SPAHR



Dancing

Madonna will not let a few cracked ribs and broken bones spoil her party. Weeks after falling from her horse on the grounds of her English estate, Madonna is in the mood to dance. Not surprisingly, she wants the world to know.

After the serious tone of her last album, 2003's "American Life," Madonna wanted this collection to be happy and buoyant. "It was like, honey, I want to dance," she tells *Billboard* during a face-to-face interview in her New York hotel suite. "I wanted to lift myself and others up with this record."

The new album, "Confessions on a Dance Floor," is due Nov. 15 from Warner Bros. (one day earlier internationally). A special edition, which includes a picture book and bonus track, arrives in December.

"I wanted a record with no ballads," Madonna says. "I wanted there to be no breaks, with one song segueing into the next—just like in a disco."

The 12-track album was inspired by the many remixes her songs have received over the years. "Whenever I make records, I often like the remixes better than the original versions," she says. "So, I thought, screw that. I'm going to start from that perspective."

For her 10th studio album, Madonna collaborated primarily with producer Stuart Price, who was part of her touring band for the Re-Invention and Drowned World treks.

Together they took Madonna's music back to the place where she first made her mark in the early '80s: the clubs. But they did so in a way that, while wickedly retro, pushes the beats and rhythms into the future.

"Our intention was to give a nod and a wink to people like Giorgio Moroder and the Bee Gees," Madonna says. "Stuart and I didn't want to remake the past, but make it into something new."

The album was recorded in Price's London flat. "I'd come by in the morning and Stuart would answer the door in his stocking feet—as he'd been up all night," Madonna says with a smile. "I'd bring him a cup of coffee and say, 'Stuart, your house is a mess, there's no food in the cupboard.' Then I'd call someone from my house to bring food over for him. And then we'd work all day."

Pausing for a moment, she laughs and says, "We're very much the odd couple."

Whatever the approach, Warner Bros. Records chairman/CEO Tom Whalley likes the fact that Madonna returned to her roots for the album. "It is a tribute to dancing and having fun, which is very needed right now," he says.

Apparently. Lead single "Hung Up" is off to an explosive start. The energetic, ABBA-sampling track first appeared in September, in a TV spot for Motorola's iTunes-compatible ROKR mobile phone. Created by BBDO New York, the ad features Madonna and other artists jammed into a phone booth.

On Oct. 17, the song made its worldwide premiere during a live, 10-minute radio interview between Ryan Seacrest and Madonna. The interview was made available to stations around the world. Three days later, Madonna appeared on "Late Show With David Letterman."

Then, with a major case of Saturday night fever, Madonna made surprise appearances Oct. 22 at two New York clubs: the Roxy and Luke & Leroy (for its weekly MisShapes party).

"Hung Up" also has been made available worldwide as a master ringtone with various mobile providers.

In this issue, "Hung Up" moves 38-29 on the Pop 100 Airplay chart and 30-21 on the Adult Top 40 chart.

Elsewhere, the track reaches the summit of the Hot Dance Airplay chart and climbs to No. 5 on the Hot Dance Club Play chart. It resides at No. 21 and No. 17 on The Billboard Hot 100 and the Pop 100, respectively.

In Europe, "Hung Up" remains at No. 1 on the Euro Digital Tracks tally for the second consecutive week.

Tracy Austin, PD of mainstream top 40 KRBE Houston, calls "Hung Up" a great bridge record between a hip-hop track and a Green Day song.

But Austin adds that if the cut was by another artist—one without a proven track record, say—the station might have approached it less enthusiastically.

On the rhythmic top 40 front, WBBM Chicago music director Erik Bradley says the format needs a song like "Hung Up." He says "hip-hop music has been in a doldrums state" of late. WBBM listeners are now referring to the track as "Madonna's big comeback," Bradley adds.

On Nov. 7 and Nov. 9, the catchy song will be featured in episodes of "CSI: Miami" and "CSI: NY," respectively.

"We are off to a better than good start," Warner Bros. executive VP Diarmuid Quinn says. "Because her last album ["American Life"] didn't do quite as well as we had hoped, we really weren't sure what the reception would be this time around."

The interest in the new album underscores Madonna's place in pop culture. "With her last album, many naysayers were questioning her relevancy," Whalley says. "This new album puts all that to rest."

The marketing of "Confessions" began in July, when Warner Bros. execs as well as Madonna's management team of Guy Oseary and Angela Becker began playing tracks for radio and club DJs, retailers and other tastemakers around the world.

"We couldn't wait to present this album to the world," Warner Bros. senior VP of international marketing Steve Margo says. Thus

NOW THAT MADONNA HAS YOUR ATTENTION AGAIN, SHE HAS A FEW THINGS TO SAY

BY MICHAEL PAOLETTA

began branding opportunities and partnerships with MTV Networks, Motorola, Apple Computer's iTunes and mobile carriers like Orange in the United Kingdom.

"The goal is familiarity—and partnering with the right brands helps accomplish this," Quinn says.

None of this is lost on Madonna, who is considering a "Confessions" tour for next summer. "I'm a businesswoman. The music industry has changed," she says. "There's a lot of competition, and the market is glutted with new releases—and new 'thises and thats.' You must join forces with other brands and corporations. You're an idiot if you don't."

One new alliance for Madonna is a relationship with Apple that for the first time allows her songs to be sold through the iTunes Music Store (*Billboard*, Sept. 17).

According to Madonna, it came down to dollars and cents. "It's all about royalties—how much they're getting and how much we're getting," she says. "It was just a crap deal. Then. It's safe to say it's better now."

Obviously, the timing was well-orchestrated. "She is a savvy artist who is well aware of the changed marketplace," Margo says. "She picked the window when it would have the most impact."

If Madonna's new fondness for iTunes is part of a larger Apple

initiative, as has been rumored—a branded video iPod or a branded pink Nano, perhaps—no one is talking.

The singer/songwriter does like the idea of a Madonna-branded pink Nano, though. "That would be cool," she says. "I like that."

Another key partner in the marketing of "Confessions" is MTV Networks. On Nov. 8, mtv.com, vh1.com and logoonline.com begin exclusively previewing the album.

"It's like we've been connected at the hip since day one," Madonna says of their decades-long relationship.

In addition to starting out at around the same time, MTV and Madonna have evolved over the years. Reinvention is vital to their success stories.

"When it comes to making and marketing her music, and connecting to her audience, Madonna is fearless," MTV Networks Music/Logo Group president Van Toffler says. That helps to explain her multifaceted arrangement with MTV.

Madonna's first MTV appearance in support of the album occurred Oct. 17 on "TRL." The next day, followed by MTV cameras and as part of mtvU's "Stand In" series, she surprised film and music students at Hunter College in New York where she was a "stand-in" professor.

Later that week, her new documentary, "I'm Going to Tell You a Secret" (helmed by director Jonas Akerlund), debuted on MTV, with subsequent airings on VH1 and Logo (a DVD release is expected next year). On Oct. 27, the Johan Renck-lensed video for "Hung Up" had its world premiere on MTV and its numerous platforms.

On Nov. 3, Madonna performed at the 12th annual MTV Europe Music Awards in Lisbon, Portugal. It was the first live TV performance of "Hung Up."

Other non-MTV-related international TV appearances include "Wetten Daas" in Germany, "Star Academy" in France and a couple of U.K. shows. In Japan, "Hung Up" will be heard in the TV series "Drama Complex."

Not surprisingly, the media frenzy swirling around "Confessions"—coupled with Madonna "sightings" and radio play for "Hung Up"—is creating excitement at retail.

Alex Luke, director of label relations and music programming at iTunes, says the new album became "one of our biggest pre-orders in a matter of days."

The situation is similar at traditional retail. Tower Records executive VP of retail Kevin Cassidy confirms that people have been inquiring about the album for weeks. "For us, it will be in the top four of the fourth quarter."

At Virgin Megastores, "it's all about Madonna right now," divisional merchandise manager for music Jerry Suarez says. "The last record suffered because she got so political," he says. "Less guns. Less tanks. More disco balls. More ABBA. We're good."

In signature fashion, Madonna has not escaped controversy with "Confessions." Album track "Isaac" has drawn the ire of some rabbis and religious scholars, who claimed the song is about 16th-century Jewish mystic/Kaballah scholar Yitzhak Luria.

Madonna only sighs. "You do appreciate the absurdity of a group of rabbis in Israel claiming that I'm being blasphemous about someone when they haven't even heard the record, right?" she wonders aloud.

"It's interesting how their minds work, those naughty rabbis," she adds, with a twinkle in her eyes.

According to Madonna, "Isaac"—which is about letting go of and tackling your fears—is named after Yitzhak Sinwani, the track's featured vocalist who sings in Yemenite. Madonna, who needed a title for the song, decided to simply go with the English translation of Sinwani's Hebrew first name.

"Isaac" is but one of many "confessions" found on the album. Elsewhere, Madonna sings of success and fame ("Let It Will Be"), taking risks ("Jump") and city life ("I Love New York").

But Madonna—being the consummate entertainer—saves the most insightful confessions for last. Tracks like "How High," "Push" and "Like It or Not" unveil an artist at the crossroads of past, present and future.

"Confessions" closes on a deeply personal note with Madonna singing, "This is who I am. You can like it or not."

In this way, the album follows the musical arc of a club DJ's nightly set, which becomes more intense as the evening progresses.

Consider it Madonna's way of reeling in the listener. "I was only hinting early on, but then I tell it like it is," she says of the album's song order. "It's like, now that I have your attention, I have a few things to tell you."

Additional reporting by Keith Caulfield in Los Angeles.

Queen

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RELAUNCHED

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YOUNG INFLUENCERS

48% fall in to the 18-34 year old demographic

PURCHASING POWER

Our average user purchases 3x more video games online than the average Internet user

MUSIC LOVERS

Our users are 4x as likely to download music/multimedia content on a daily basis

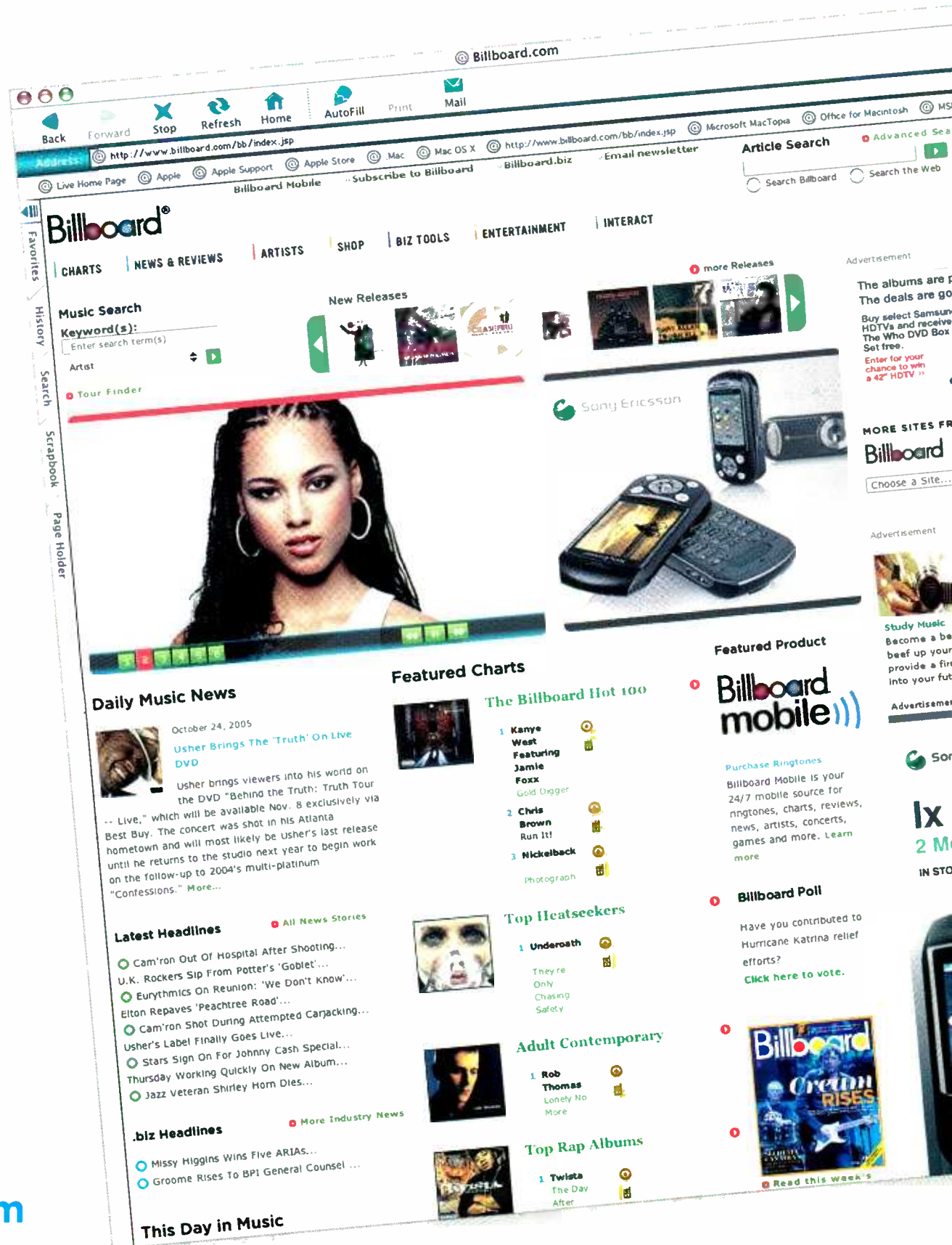
56% have purchased music/MP3's over the past 3 months

ACTIVE LIFESTYLES

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'Aerial' View
Kate Bush flies first set in a dozen years



Brisa Roché
French singer's punk spirit enlivens jazz CD



Tapped By Madonna
DJ Tracy Young takes on 'Hung Up' remix



Helping Humanity
Sara Groves acts in the spirit of 'Beauty'

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NOVEMBER 12, 2005

MUSIC

LATEST BUZZ

COUNTRY BY PHYLLIS STARK

BIG & RICH RIDE AGAIN

A year-and-a-half after shaking up the country music industry with their debut album, "Horse of a Different Color," Big & Rich are at it again.

On the pair's sophomore album, "Comin' to Your City," the Warner Bros. Nashville duo rocks harder, faster and louder than ever in a polarizing blend of music sure to simultaneously light up their fans and startle country music purists.

Big Kenny and John Rich are proud to resume their roles as the

misunderstood trailblazers of country music. As they sing on the album's opener, "Somebody's got to be unafraid to lead the freak parade."

Rich says the first album said "this is who we are." This album sends the message "we know who we are."

As a result, Rich says there was "less stress" in the studio this time out "because we know now what we can get away with."

Or as Kenny says, in record-

ing this album, "I never one time saw John dancing on top of a grand piano."

"That's what I do to relieve stress," Rich explains. But this time, "I was chilled the whole time."

In fact, they were so primed on this outing that they cut 24 songs, 13 of which made the album.

They also spent weeks sequencing the album until they felt it kicked into what Kenny calls "a hoedown party" that sometimes segues from one song into the next

without stopping. "It takes you on a ride from beginning to the end," Kenny says. "We make it a complete piece of music."

Like the last outing, "Comin' to Your City" was produced by Rich, Kenny and Warner Bros. chief creative officer Paul Worley. Big & Rich wrote all of the songs, either solo or together.

Among their best collaborations is "I Pray for You," a song previously recorded by each artist

continued on >>p30

>>>BMA SETS LINEUP

Green Day, R. Kelly and Toby Keith will perform at the 2005 Billboard Music Awards, which Fox will air live Dec. 6 from the MGM Grand in Las Vegas. Also appearing will be Bo Diddley, Chingy, Blue Man Group, Carmen Electra, and Hulk and Brooke Hogan. Tom Petty will receive the Century Award. The Billboard Music Awards recognize the year's leading artists and songs based on performance on *Billboard's* weekly charts.

—Melinda Newman

>>>NEW MUSIC TV

The Goo Goo Dolls, Ben Harper, Death Cab for Cutie and Twista are among the acts that will appear on "CD USA," a new weekly music show on DirecTV that will debut Jan. 21. The one-hour show will feature live performances, interviews and music news. It will be rerun multiple times in the 48 hours following the initial airing.

—Melinda Newman

>>>KEITH'S AN 'ANGEL'

Shooting has begun in Atlanta on Toby Keith's first feature film, "Angel From Montgomery." Paramount and MTV Networks' new CMT Films division are producers. Noted country music video director Steven Goldmann is directing the film, which also stars Burt Reynolds, Kelly Preston and Willie Nelson. Keith plays a once-famous country-music singer who reunites with his true love and meets his 16-year-old daughter for the first time, according to CMT. *Billboard* broke the news in September that Keith had signed a multifilm deal with Paramount.

—Phyllis Stark

>>>LeDOUX HONORED

Singer and rodeo champion Chris LeDoux, who died in March following a battle with cancer, will be honored with the Chairman's Award at the Nov. 15 Country Music Assn. Awards. The presentation will be made by CMA chairman Kix Brooks of Brooks & Dunn. Garth Brooks will perform his current single, the LeDoux tribute "Good Ride Cowboy," with LeDoux's band. The show will air live from New York's Madison Square Garden on CBS.

—Ken Tucker

FACT FILE

Label: Warner Bros. Nashville

Management: Morris Management Group

Booking: William Morris Agency

Publishing: John Rich: Rich Texan Music, administered by WB Music (ASCAP); Big Kenny: Big Love Music, administered by Carol Vincent & Associates (BMI)

Best-selling/last album: "Horse of a Different Color" (2004), 2.5 million



BIG & RICH

BIG & RICH (cont.)

from >>p29

when they were pursuing solo careers. It was the second song they ever wrote together, years before teaming up as an act. Kenny recorded it for a Hollywood Records album that was reissued this year; Rich for a BNA project that was never released.

'THE LAST FRONTIER'

Although the pair has sold 2.5 million copies of its debut, country radio has yet to widely embrace Big & Rich, the co-founders (or self-proclaimed "godfathers") of Nashville's famed Muzik Mafia artist collective and managing partners in the Warner Bros.-affiliated imprint Raybaw Records.

Despite becoming print and TV darlings, none of Big & Rich's five radio singles has cracked the top 10 on the *Billboard* Hot Country Songs chart, although three have gone top 20. The pair's current single, the title cut from the new album, is still ascending the chart and is No. 27 this issue.

Rich calls radio "the last frontier. There are quite a few stations out there that totally get us and play us to death. But a lot of them don't feel like their particular audience jives with what we are about. We think they're wrong because when we play a song [in concert] that they've never played, their audience is screaming the words back at us. And we are selling 18-wheeler loads of T-shirts to their people. So it's just a matter of turning that corner in the heads of program directors . . . We know radio will come around to us."

Kenny adds, "We know the only thing we could do wrong is stop doing what we are doing."

Gregg Swedberg, regional VP of programming at Clear Channel Radio, is one of the duo's biggest supporters. While their music has largely done well at KEEY (K102) Minneapolis, where he is PD, Swedberg says that "in some places the songs haven't been great research stories . . . Some [programmers] are scared that every song has to be 100% familiar and 100% liked" on music tests. "Big & Rich will probably never do that."

But Swedberg thinks the country format's parameters have widened to include acts like Big & Rich.

"This format has begun to accept artists that aren't right down the middle, and Big & Rich definitely live on the edge," he says. "The things that got them all that attention—the

craziness, and the sideshow that they brought along—might have kept some people from realizing just how talented these two guys are. Some people just can't see past the 'different' part to hear the great music."

Another frontier Big & Rich hope to conquer is the film world. They recently traveled to Vietnam to shoot a documentary about their friend Niles Harris, a Vietnam War veteran whose story is the inspiration for the song "8th of November" on the new album. The future single includes a spoken intro by Kris Kristofferson.

WB TAKES MANHATTAN

For Warner Bros. Nashville, the marketing plan for the album will be "one of our most aggressive campaigns to date," according to Peter Strickland, the label's VP of sales and marketing.

It will be built around a number of media opportunities close to the album's Nov. 15 street date, including TV appearances on "Good Morning America," the 49th Annual Country Music Assn. Awards and some late-night talk shows.

Because the CMA Awards are in New York this year for the first time—and take place the night of the album's street date—Strickland says the label's plans include retail campaigns and street marketing in Manhattan.

Big & Rich are nominated for two CMA Awards (vocal duo of the year and the Horizon award), and Rich is also nominated as a co-writer on Gretchen Wilson's song of the year contender, "Redneck Woman."

Strickland says the duo's musical blend "opens a door to unique opportunities outside of the country marketplace."

One example is the ESPN "College GameDay" campaign, which features a version of the album's title track as the show's opener every week.

The duo also has a Chevrolet tour sponsorship and appears in TV commercials and a calendar for the automaker.

Big & Rich are also the stars of a CMT concert special, "Wanted: Big & Rich—Alive in Deadwood," which premiered Oct. 22 and will be rebroadcast multiple times.

The duo just wrapped the Deuces Wild tour with Brooks & Dunn Oct. 30 and embarked on its second American Revolution tour with Muzik Mafia members Wilson, Cowboy Troy, James Otto and Jon Nicholson on Nov. 4. That tour runs through Dec. 11.

Bush Reemerges With 'Aerial'

How does a label market the first release from a revered artist in a dozen years when her promotional participation is at an absolute minimum?

That is the question before EMI and Columbia as they eye "Aerial," a double album from British singer/songwriter Kate Bush. The set comes out worldwide Nov. 7 on EMI except for North America, where it will come out a day later on Columbia.

The challenge before the two labels is not only to push an album by an artist absent for more years than many active music consumers have been alive but to do so without many traditional tools, since Bush does not tour, is rarely seen in public and is involved with little promotion.

"It's a simple plan," jokes Will Botwin, Columbia Records Group chairman. "It's not like I have to keep a calendar in my pocket to keep track of her activities."

Seriously, he admits, "It's incredibly challenging as a record label, in this day and age when most artists will do most things to get their records across."

"Part one of our task," says Mike Allen, senior VP of international marketing at EMI Music U.K. & Ireland, "is to make sure the Kate Bush con-

stituency that is so passionate and loyal is well aware that this record's there, and you don't take that for granted, you have to apply yourself to that.

"Beyond that," Allen continues, is "telling the tale to an audience that isn't already a Kate Bush fan, about where she is in terms of being an influence, that's a big part of making this a compelling story for 'newcomers' to check out."

Indeed, Botwin believes that fans of artists like Fiona Apple and Tori Amos "may gravitate to the kind of music Kate is doing." But, he admits, "we have no test tube for this. It's been 12 years, it's sort of a blank canvas." Indeed, Bill Clinton was in his first year of his first term as president when Bush's "The Red Shoes" came out. That title has sold 298,000 copies in the United States, according to Nielsen SoundScan.

To reach younger fans, Columbia is actively promoting the \$21.98 double album via such influential Internet sites as purevolume.com and myspace.com, as well as targeting online blogs. "It's not your normal shot of your artist looking to get on 'TRL,'" Botwin says.

Bush agreed to a handful of print interviews, as well as a chat with National Public Radio in the United States, but

Botwin says there are no plans for her to step foot in America for this project.

Bush is "one of those artists that can get away with" not promoting her projects, says Jerry Suarez, divisional merchandise manager for music for Virgin Entertainment Group in the

United States. "Her fan base is still a record-buying one. It's not a first-day record."

Even determining the top markets for Bush outside of the United Kingdom and the States can be challenging. "It's been an interesting task seeking that out," EMI's Allen says. "We



BUSH

FACT FILE

Label: EMI (worldwide), Columbia (North America)

Management: Jukes Productions (worldwide), Strike Up the Brand (North America)

Publishing: Noble & Brite, administered by EMI Music Publishing (BMI)

Booking: None

Best-selling album (U.S.): "The Sensual World" (1989), certified platinum by the Recording Industry Assn. of America

Last album (U.S.): "The Red Shoes" (1993), 298,000

Kate Bush Photo: Trevor Leighton



Nashville Scene

PHYLLIS STARK pstark@billboard.com

Corbett Tickles His Fun Bone

Actor Turned Country Singer Breaks With Broken Bow; 2006 Debut On Own Label

After a brief and unproductive stint on Broken Bow Records, actor John Corbett has decided to release his debut country album on his own imprint, Fun Bone Records. The project hits stores March 14. Navarre will distribute.

The album was recorded in Nashville and includes songs penned by such top country writers as Tim Nichols, Rivers Rutherford, Darrell Scott, Jon Randall, Mark Selby and Hal Ketchum. It was produced by D. Scott Miller and Corbett's musical partner, Tara Novick. Lyric Street artist Sara Buxton provides harmony vocals.

Corbett is best-known for his TV roles on "Northern Exposure" and "Sex and the

City" and his starring role in the film "My Big Fat Greek Wedding." He is scheduled to headline a series of Las Vegas shows with his band this month.

ON THE ROW: In the wake of Clint Black's signing with Irving Azoff's Frontline Management (*Billboard*, Oct. 29), *Billboard* has learned that Black's previous manager, Jim Morey of Los Angeles-based Morey Management, quietly resigned his partnership in Nashville-based Equity Music Group earlier this year.

Equity began in summer 2003 as a partnership among Black, label president Mike Kraski (formerly exec-

utive VP/GM at Sony Music Nashville), Morey and business manager Charles Sussman of Nashville-based Sussman & Associates.

In other news, Longtime Warner Bros. Records Nashville director of A&R Danny Kee has exited the label.

CMT has restructured its publicity department under VP of corporate communications Lisa Chader, who joined the network six months ago. Cindy McLean is promoted from CMT press manager to director of corporate communications. Amanda Murphy is upped from publicist to senior publicist. Nicole Pope, formerly with E! Entertainment Television and Central Talent Booking in Los Ange-

les, joins as manager of corporate communications.

IN AND OUT: Following the recent closing of DreamWorks Records Nashville, artists Jessica Andrews and Jimmy Wayne have exited the company.

The label group has shelved Andrews' album, which had been scheduled for an Oct. 25 release. She released three albums on DreamWorks including the gold-certified "Who I Am." Wayne recorded one album for the label in 2003.

Meanwhile, Steve Azar has exited sister label Mercury after one album, 2002's "Waitin' On Joe." He has signed with independent Dang Records, which will release his new single, "Catfish Christmas," to radio Nov.

have this wonderful management tool at our disposal, which is a pretty sophisticated electronic sales system. But it was invented after her last record came out."

Based on the performance of "The Red Shoes," Allen says prime territories are Australia, New Zealand, France, Germany, Belgium, Holland, Italy and Ireland.

Indeed, Frank Adler, head of the purchasing department for German chain WOM, predicts strong sales in his country. "Although she has been for so many years without a record release, Kate Bush still has a huge fan audience in Germany," he says.

In France, Laurence Dolivet, director of sales for leading music retailer Fnac, believes "Aerial" will sell well among the Bush faithful, predicting it will move around 15,000 copies in the immediate weeks following its release. But Dolivet feels it may have trouble expanding beyond a core. The album "isn't very accessible and is not mainstream."

The album is introduced by the distinctively atmospheric "King of the Mountain," issued as a commercial single Oct. 24 after online release Sept. 26 on iTunes. On the Official U.K. Charts Co.'s singles sales chart

for Oct. 30, the song debuted at No. 4.

The track had its worldwide radio debut Sept. 21 on BBC Radio 2. Colin Martin, music editor of the AC/pop broadcaster, says, "After two listens, I knew it would make high rotation on our playlist."

In the United States, Botwin says the label is targeting triple-A and noncommercial formats with "King of the Mountain."

A video for the track is also an important part of spreading the word.

Bush is one of EMI's most enduring signings, having first entered discussions with the company and its publishing division in 1975, while still attending St. Joseph's Convent Grammar School.

Her first album, "The Kick Inside," appeared in March 1978, soon after Bush's debut single "Wuthering Heights" had become a U.K. sensation, topping the chart for a month.

Her sophomore set "Lionheart" was released a mere eight months later, before Bush's third release, 1980's "Never for Ever," became her first British No. 1 album. "The Dreaming" followed in 1982.

But since Bush completed work on a studio in her house, effectively becoming a self-contained production unit,

only three more studio albums emerged before EMI's confirmation a mere few weeks ago that "Aerial" was ready for release.

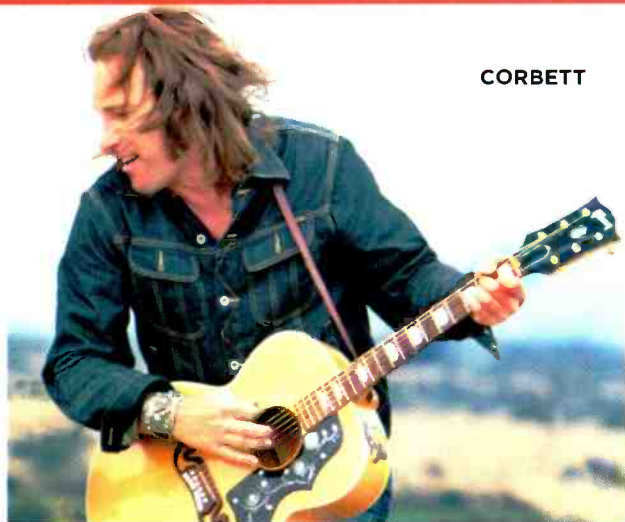
While moderately known in the United States, Bush is a bona fide star in the United Kingdom: "King of the Mountain" gathered next-day reviews in the news pages of many British national newspapers, indicating a high level of interest.

"The press that's been created without her talking to anybody is a measure of the reverence in which she's held in the U.K.," Allen says.

In the end, Allen and Botwin agree that Bush has to remain true to her code. "I sort of think the mystery can work in our favor," Botwin says. "You got to respect an artist who's really an artist, who's not prepared to just hock her wares."

"I don't think this is a sprint," Allen says. "It's not saying, 'We've got to have every front cover in the world from day one of release. I'm really confident that if we can get [the album] in front of people who are not necessarily already fans, we can convert them.'"

Additional reporting by Jill Kipnis in Los Angeles, Aymeric Pinchevin in Paris and Wolfgang Spahr in Hamburg.



CORBETT

It was produced by R.S. Field and features Marty Stuart on mandolin and rhythm guitar.

CMA CHIEFS: Capitol Records Nashville president/CEO Mike Dungan has been elected president of the Country Music Assn. board of directors. He succeeds ABC Radio/Atlanta president/GM Victor Sansone, who moves up to board chairman as part of the CMA's normal succession plan. In turn, Sansone succeeds Kix Brooks of Brooks & Dunn, who remains a member of the board.

Clarence Spalding, president of Spalding Entertainment, is president-elect. He will succeed Dungan as president at the end of his term.

Equity Music Group chief creative officer Tim Wipperman is the CMA board's secretary/treasurer. Terms take effect Nov. 16.

28. His first Dang album, "Indianola," is due next April.

RCA Label Group has signed Rhett Akins to its BNA imprint. Akins scored a No. 1 in 1996 with "Don't Get Me Started" on Decca. His first single from BNA, "Kiss My Country Ass," is due later this month.

Sony Music Nashville has signed singer/songwriter Ashley Monroe to its Columbia label. Her debut album, set for a spring release, is being co-produced by Sony executive

VP of A&R Mark Wright and songwriter Brett James. Monroe is managed by Clarence Spalding and published by Wrensong Music.

Bobby Pinson has exited RCA Records after one album, "Man Like Me," which peaked at No. 23 on the *Billboard* Top Country Albums chart.

Landslide Records has signed former BR549 member Gary Bennett to a solo deal. His first CD for the label, "Human Condition," is due in February.

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Roché's French Flair

Paris-Based Jazz Artist's Debut Delivers On Live Promise

France's love affair with jazz continues with American-born Paris resident Brisa Roché. Her debut album, "The Chase," was released Oct. 17 in France, where she is signed to EMI Music's Blue Note imprint for the world.

A fan of PJ Harvey, Roché delivers jazzy tunes with a punk spirit.

After an adventurous life of travel and three years' experience in Paris jazz clubs, Roché, who writes much of her own material, has built a strong reputation as a performer. "With her very personal look and her charisma, she establishes a strong rapport with her audience," her Paris-based manager Philippe Chapon says.

Initial shipments of "The Chase" have exceeded 7,000 copies. Chapon says retail emphasis is on specialist chains like Fnac and Virgin Megastore, plus independent retailers.

Capitol France project manager Godefroy Pizon adds that Roché has a heavy TV and radio promo schedule. In addition, the label has partnered with free-form public broadcasting network FIP, which has strong jazz content.

"The Chase" is scheduled for release in Belgium and Switzerland shortly, with a North American release set for the spring.

—AYMERIC PICHEVIN

SWISS GODS: During their 20-year career, Swiss rockers the Young Gods have recycled a variety of musical styles—from punk and glam rock through metal to ambient—into something original.

The extent of their skills is displayed on "XXY (Twenty Years 1985-2005)," a compilation of career highlights and new material. The two-CD set was released Oct. 3 in Europe, Japan, Australia and Canada through the international network of their Brussels-based label, Play It Again Sam. A U.S. release date has yet to be secured.

A new track, "Secret," has

been serviced to radio in the United Kingdom and the rest of Europe.

"This best-of album is also paving the way towards a new studio album that is scheduled for release in the second half of 2006," PIAS international product manager Marcel Maessen says.

The Young Gods played a 20th-anniversary show in Willisau, Switzerland, in early September, before embarking on a full European tour that ends Dec. 23 in Fribourg, Switzerland.

The band's worldwide

rock, funk, acid-jazz and blues with such traditional Cuban styles as *son*.

Conceived in Miami, recorded in Madrid and mastered in New York, the CD was released Oct. 3 in Spain. It will be released in the United States and Latin America in February. European release dates are being set.

Miami-based musicologist Nat Chediak heard Habana Abierta a few years back and was struck by its abilities—its members have backgrounds in Cuban music but use



Blue Note France artist BRISA ROCHÉ adds punk spirit to jazz originals on her debut, "The Chase."

publishing is handled by Pas Mal Publishing, and booking is by the London-based Coda Agency. —STEVE ADAMS

CUBAN BLEND: Nearly a decade after Ry Cooder recorded the Grammy Award-winning "Buena Vista Social Club" in Havana, a new sound is emerging from Cuba by way of Spain.

Habana Abierta comprises eight exceptionally gifted Cuban musicians based in Madrid. They recorded two albums for BMG imprint Ariola in the late 1990s. After a few lineup changes, they are back with a new album, "Boomerang."

Their music blends Latin

modern European recording technologies.

Chediak signed the group to Calle 54 Records, the label he formed in 2002 with Spanish filmmaker Fernando Trueba. He and Trueba co-produced the album and licensed it for the world to EMI Music Spain.

EMI Music Spain president Manolo Díaz says, "Their Cuban strength is enhanced by North American and British influences, and 'Boomerang' is a great opportunity to develop Habana Abierta internationally."

Habana Abierta's booking agent is Madrid's Aire De Música, and Calle 54 Records handles its publishing.

—HOWELL LLEWELLYN

GOT LIVE IF YOU WANT IT

More And More Labels Selling Off Or Licensing Live Disc Rights

There are a number of projects coming out on labels that made us do a double take. When did Duran Duran sign with Rounder? How did 3 Doors Down end up on Monster Music? And why is Nine Inch Nails on Rykodisc?

In the case of the first two, those acts remain signed to Epic and Republic/Universal, respectively, and the forthcoming live projects are one-offs. But how those deals came about shows an interesting business shift. (We will address NIN later.)

Sources say it often now makes better economic sense for a label to sell off or license the rights for a live project than to release it.

While labels have often handed off DVD rights, we are seeing an increase in selling off live CD rights.

For example, on Nov. 1, Zoe/Rounder released a live DVD of Duran Duran filmed during the band's 25th-anniversary reunion tour. A deluxe version of the DVD comes with a live

10-song audio CD.

Also on Nov. 1, Monster Music, a new label specializing in selling Super Audio CDs through consumer electronics stores, released 3 Doors Down's "Away From the Sun: Live From Houston" with the blessing of the group's label, Republic/Universal.

Universal declined to comment, but a source close to the situation says the label made the deal because it wanted to support the SACD format and, in many cases, it is cheaper to outsource the live CD, especially when factoring in marketing costs.

Rounder released the Duran Duran DVD/CD through its distribution arrangement with home video company Coming Home Productions. While Rounder has released plenty of DVDs before of acts signed to other labels, such as Atlantic's Matchbox Twenty and Rush or Virgin's Boz Scaggs, this marks its debut audio project from another label's act.

"Duran Duran is the first time the labels have signed off on

it," Rounder GM Paul Foley says. "In the past, the label has put out the audio at the same time or retained the audio rights for down the road."

Foley says Rounder will strive to release CDs with the DVDs when possible. For example, while it had only DVD rights for "Rush in Rio," a live set it released four years ago, next year it will put out a deluxe 30th-anniversary Rush set that will include two audio CDs. Atlantic, instead of releasing the audio component, will get an override on Rounder's CDs.

"With 'Rush in Rio,' the DVD outsold the audio, so it makes more sense to have it included in the package rather than have it compete," Foley says. Universal Music & Video Distribution handles Rounder releases.

Now for NIN. Rykodisc will reissue the band's 1989 debut, "Pretty Hate Machine," Nov. 22.

Originally issued on TVT, the title has sold more than 2 million copies, according to the Recording Industry Assn. of America. Out of print for the last three years, Rykodisc li-



Latin Notas

LEILA COBO lcobo@billboard.com

José Is The Latin Jack

Entravision's New Radio Format Aims For Older Latin Demo

Inspired by the English-language Jack radio format (and its "we play what we want" tag line and irreverent style), Entravision's new José: Toca Lo Que Quiere (José: Plays What You Want) formula hopes to appeal to an older Latin demographic.

The new format launched Oct. 20 in five Western markets (billboard.biz, Oct. 20). It plays regional Mexican hits of the 1970s through the 1990s, hosted by "José."

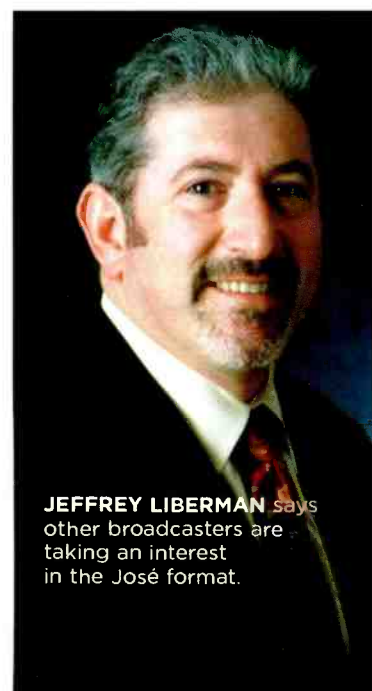
José debuted on California stations KRCX Sacramento, KCVR Modesto and KCVR-AM Stockton; KRZY-AM Albuquerque, N.M.; and KMXA-

AM Denver. KRCX flipped from the Tricolor regional Mexican format; the others were talk/variety format Radiovisa.

Although it is too early to measure José's success, Entravision Radio president Jeffrey Liberman says that other broadcasters already are asking to syndicate the concept.

In a time of morning shows and famous DJs, "a lot of stations have forgotten how to deliver music to people," Liberman says.

José will play a wide range of established regional Mexican hits, from tracks by Los Bukis and Juan Gabriel to Alejandro Fernández and Marco



JEFFREY LIBERMAN says other broadcasters are taking an interest in the José format.



Members of **DURAN DURAN** perform at the Roxy in Los Angeles. The band released a live DVD/CD Nov. 1 on Zoe/Rounder.

censed the album from Prudential Securities Credit Corp. Prudential attempted to auction off a number of TVT titles that were used as collateral to secure a \$23.5 million loan (*Billboard*, July 30).

According to a source, Prudential did not get a high enough bid on the title and agreed to license it for reissue instead.

TRIBUTARY: John Fahey may not be known to the mainstream music masses, but those who are aware of the guitarist hold him in a reverent awe. Fahey, who died five years ago,

will be feted by a number of artists on "I Am the Resurrection: A Tribute to John Fahey." The set will come out Feb. 14 on Vanguard. Among those honoring Fahey are Sufjan Stevens, Devendra Banhart, Calexico, Fruit Bats, Granddaddy and many more.

On the same day, Vanguard will reissue Fahey's 1968 gem, "The Yellow Princess," with three new tracks.

HEAVEN'S GATE: What do Pat Boone and Bono have in common? It turns out they are both fans of the Rev. Billy Gra-

ham. They are joined by such acts as Michael McDonald, LeAnn Rimes, Marty Stuart, DC Talk and others on "Thank You Billy Graham," a track organized by Boone that celebrates the evangelist's 87th birthday. Net proceeds from the song and video, out Nov. 7, benefit Mercy Corps and Samaritan's Purse for Hurricane Katrina and Global Poverty Relief. The song, written by Boone, David Pack and Billy Dean, appears on Boone's new album, "Glory Train," which was released on his Gold Label. Sony distributes the set.

Antonio Solís. The only voice heard on the airwaves will be that of "José," interlaced with listeners calling in requests.

And, despite the slogan's implications, José will not just play what callers ask for.

"José is very well researched," Liberman says.

Although José may play new hits, the format will not air new material.

"When the song becomes a hit in the regional Mexican genre, it may go on three to six months later. But we will not be breaking songs," Liberman says.

PONCE RETURNS? Nearly three years ago, Carlos Ponce came to the end of a three-album recording deal with EMI Latin that yielded a string of radio hits.

It would have been feasible

for Ponce to land another record deal; in addition to being a singer, he was an actor and TV host and had broad name recognition.

Instead, Ponce has been leading a different life as a correspondent for "Entertainment Tonight" and as an actor in several mainstream projects, including a recurring role in TV drama "Seventh Heaven" and a handful of small film roles, including "Just My Luck," alongside Lindsay Lohan.

Now, Ponce says he is getting an itch for music again. Most recently, he co-wrote and co-produced six tracks for Chayanne's latest album, "Cautivo," including first single "No Te Preocupes Por Mí."

"With my last album [2002's "Ponce"], which was probably my best, I found myself in a sit-

uation where I didn't have the resources to promote it," Ponce says. "I was a little turned off."

Now, he is seriously considering a return to recording, "if all the pieces in the puzzle are properly placed."

Ponce says he has not yet approached any labels, but adds, "If conversations evolve, I'm going to listen."

WILMA BLOWS IN: Hurricane Wilma left South Florida, hub of the Latin music industry, in a lurch. There was not any major damage, but plenty of delays in promotion and marketing as labels, TV and radio scrambled to work without power, which will not be fully restored for at least three weeks. All major music events scheduled between Oct. 24 and Nov. 8 have been postponed.

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Duran Duran Photo: Kevin Mazur/WireImage.com

R&B/HIP-HOP BY GAIL MITCHELL

Floetry Keeps Flowing

Neo-Soul Duo Returns With Third Album, 'Flo'Ology'

Two years have elapsed since the release of Floetry's live album, "Floacism," and three years since debut "Floetic." That seems like an eternity considering the industry's prevailing what's-next attitude. However, the London duo welcomed the respite. "You can't keep turning it out," declares Natalie Stewart (aka the Floacist). "You've got to live a bit, or you'll just keep on writing the same song over and over again."

So after spending the last two years on the road—including playing this summer's Essence Festival in New Orleans and taking part in the national Sugar Water Festival (with Jill Scott, Queen Latifah and Erykah Badu)—Stewart and partner Marsha Ambrosius (the Songstress) were finally able to book some studio time. The result is the Nov. 8 release "Flo'Ology" (Erving Wonder/Geffen/Interscope).

Romantic love is at the heart of this third album, which once

again centers on the unique pairing of Stewart's lilting spoken word with Ambrosius' sensual vocals. Providing the musical backdrop is the duo's signature, smooth blend of soul and funk.

"This album is utterly self-centered," Stewart says. "It's about breaking ourselves down, knocking ourselves off our pedestals, building up again and getting knocked off again. It's about articulating your feelings."

Making a return engagement are Philadelphia producers Keith "Keshon" Pelzer and Darren "Limitless" Henson. Raphael Saadiq and Whiteleaf Productions also collaborated with Floetry.

"There was no sit down and plan this thing," Ambrosius recalls. "We don't work that way. We work on how we feel. That may mean there's some grief, but there's also a lot of love and passion."

Rounding out the package, producer Scott Storch contributed two songs, including first single "Supastar" featuring

Geffen rapper Common.

"SupaStar" is No. 57 on the *Billboard* Hot R&B/Hip-Hop Songs chart.

"I definitely think there's potential for them to do good things this time around," says one PD of a prominent R&B station. "But I'm not sure it's with this particular single. It's a decent lead-in to let folks know they're back. But the last time they didn't pop until the ballads came. When the ballads pop, that's when you'll see people really aware of what's going on with the ladies."

Floetry's relationship with Storch dates back to the duo's early days in Philadelphia; Storch, then-keyboardist for the Roots, and Floetry gigged around town as part of a new soul movement whose crusaders included Scott and Musiq.

Floetry had relocated to Philadelphia by way of London. Initially meeting as rivals on London's basketball courts, Stewart and Ambrosius formally teamed up as Floetry in



FACT FILE

Label: Erving Wonder/Geffen/Interscope

Management: J Erving, Erving Wonder Entertainment/Sanctuary

Booking: William Morris Agency

Publishing: Natalie Stewart: Universal Music Publishing (ASCAP); Marsha Ambrosius: Perfect Songs (BMI)

Last album: "Floacism (Live)" (2003), 159,000

Best-selling album: "Floetic" (2002), 792,000

1997. The duo notched its biggest R&B hit so far in 2003 with the Grammy Award-nominated ballad "Say Yes" from "Floetic." That album has sold 792,000 copies, according to Nielsen SoundScan.

As songwriters, the members of Floetry have penned tracks for Michael Jackson, Scott, Glenn Lewis and Bilal. Recent outside projects include a song on Earth, Wind & Fire's new "Illumination" set as well as Ambrosius' cameos on albums by the Game and Styles P.

Floetry began a major-market promo tour Oct. 17. On

Nov. 4, the women start a monthlong VH1 Soul-sponsored club outing.

Geffen's marketing plan centers on an aggressive lifestyle campaign. In addition to targeting colleges and salons (through marketing company Urban Beauty Collective), the label has placed Floetry in Coke's trivia slide program with national chain AMC Theaters. In addition, the "Supastar" video will be featured throughout November and December on monitors in Loews theaters

across the country.

In a tie-in with natural cosmetics brand Carol's Daughter, fans can visit the company's and Floetry's Web sites to enter to win a year's worth of beauty products. Other marketing efforts include distribution of mixtape samplers, featuring old and new material, at Kanye West and Jaguar Wright tour stops.

"This isn't going to be a 'hit it and quit it' type of thing," Geffen marketing director Gita Williams says. "We'll be working this album for a long time." ...

Floetry Photo: Anthony Mandler



Rhythm & Blues

GAIL MITCHELL gmitche@billboard.com

GURALNICK TACKLES SOUL ICON

Legendary singer/songwriter Sam Cooke had a dream. So did biographer Peter Guralnick. Their visions intertwine in Guralnick's new book, "Dream Boogie: The Triumph of Sam Cooke" (Little, Brown and Co.).

"This is something I wanted to do for over 20 years," Guralnick says during a recent promotional stopover in Los Angeles. "From the time I first met J.W. Alexander, he drew an inspiring portrait of an individual you wouldn't know from the music alone."

Alexander was Cooke's friend and the partner in his record label, SAR Records, and publishing company, Kags. Alexander and Guralnick met in 1982 when the acclaimed music writer was working on his seminal '60s R&B chronicle "Sweet Soul Music." It was illuminating conversations with Alexander; Cooke's brother L.C.; his father, the Rev. Charles Cook; and others in Cooke's close circle that helped Guralnick do what he does best: paint a broader portrait of an individual using time, place and culture as his palette.

"I wanted to write the book as far inside as possible," Guralnick says. He displayed that ability in such earlier work as the two-volume Elvis Presley biography "Last Train to Memphis" and "Careless Love."

The payoff for readers is tremendous: A time tunnel transports them back to Cooke's Clarksdale, Miss., birthplace in 1931. One can almost taste the fried chicken and poundcake his mother makes for summer trips back to Mississippi after the family has relocated to Chicago. And the reader is with Cooke at every step as he follows his dream, from gospel disciple (as a member of the Highway QCs, then the Soul Stirrers) to pop convert (earning crossover success in 1957 with "You Send Me").

Along the way, the sweet-tenored Cooke punctuated his string

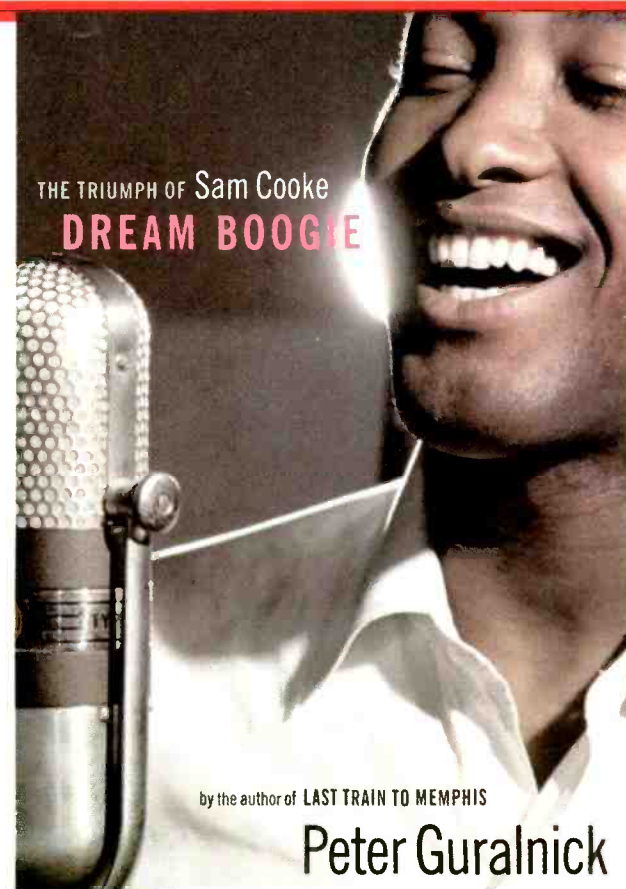
of memorable R&B/pop hits (including "Chain Gang," "Cupid" and "A Change Is Gonna Come") with a quest for personal and professional respect at a time when the civil rights movement was gathering steam.

"His father had taught him to never be taken advantage of or be disrespected," Guralnick says. "Songwriting and publishing were far more important for income than making records. It took Sam two minutes to recognize that the publishing deal he'd signed in 1957 was very disadvantageous to him."

Thus it was that Cooke began ascribing his writing credits to L.C., who would later turn over the money to Cooke. "It may have been unethical," Guralnick says. "But from Sam's point of view, it was adaptive compensation. He'd been taken advantage of because of his ignorance. He set up his label and publishing with the idea of not having him or his artists taken advantage of."

Without passing judgment, "Dream Boogie" reveals a complex man—one whose natural "seductiveness and good looks" led to various close encounters of the female kind—and dissects his frank and ruthless dealings with record companies and purveyors of segregation. Cooke was shot and killed Dec. 11, 1964, during a dispute in a Los Angeles hotel.

The book's Oct. 18 publication preceded Cooke being honored as an American Music Master during the Rock and Roll Hall of Fame and Museum's 10th annual ceremony Oct. 31-Nov. 6. (He was inducted into the hall in 1986.) Aretha Franklin, Cooke's granddaughter Nicole Cooke-Johnson, Guralnick, Lou Rawls and three original members of the Highway QCs are among those saluting Cooke's legacy. The seven-day affair includes panels, films and two tribute concerts encompassing



Cooke's R&B, pop and gospel background.

In addition, Apple Computer's iTunes store is offering "Sam Cooke Originals + Tributes." Customers can download recordings from his ABKCO and BMG catalogs along with selections from the "Tributes" album that features Rod Stewart, Tina Turner and other artists interpreting Cooke songs. Guralnick wrote an essay introducing the program. ...



BeatBox

KERRI MASON kmason@billboard.com

Madonna's Young Remixer

Tracy Young Is One Of An Elite Bunch Who Has The Right Answer When Madonna Calls

Over the years, a select group of remixer have received Madonna's call—both literally and otherwise. In 1996, Junior Vasquez famously turned a voice mail she left him into kiss-off track "If Madonna Calls (I'm Not Here)." That raised her ire and ended their prolific relationship, which had yielded a set of remixes off the "Bedtime Story" album as well as countless unreleased gems.

Victor Calderone was also a Madonna favorite. During a five-year span, starting in 1998, he turned in remixes of 10 separate tracks, including his warmed-up version of "Frozen." Peter Rauhofer also got some nods, including an unexpectedly uplifting and downright beautiful rereb of 2003's "Nothing Fails."

But for her new effort, "Confessions on a Dance Floor" (Warner Bros.) Madonna has trained her sights on Tracy Young. The Washington, D.C.-born producer/DJ has slowly been taking more of the prized

Madonna remix pie, with eight released mixes under her belt since 2000's "Music."

Young, who proved her prowess on the demanding gay

circuit, was commissioned to remix first single "Hung Up" via a kind of "Mission: Impossible" phone call from Warner Bros. director of dance and lifestyle

marketing Orlando Puerta (see story, page 26).

"He just said I had been chosen," Young says with a laugh. And after that, she was on her own. "[Madonna] doesn't really tell you what she's looking for. She pretty much likes it or doesn't like it. It's more of an energy or a feeling, but not having guidance is a bit challenging and nerve-racking, because, of course, you want [the mix] to be released. But at the same it gives you the creative freedom to really take the song where you think it should go."

Young's energetic, vocal-focused remix will hit stores, along with the album, Nov. 15.

Meanwhile, Madonna was prepping the New York dance scene for the arrival of "Confessions" with "unannounced" nightclub drop-bys on Oct. 22. She performed and danced with friends at roller-rink-turned-club Roxy, the city's biggest gay party.

But she surprised the downtown hipster set with a stop-in

at the 200-capacity Luke & Leroy's, during the weekly Misshapes party. Resident DJ Junior Sanchez orchestrated the whole thing.

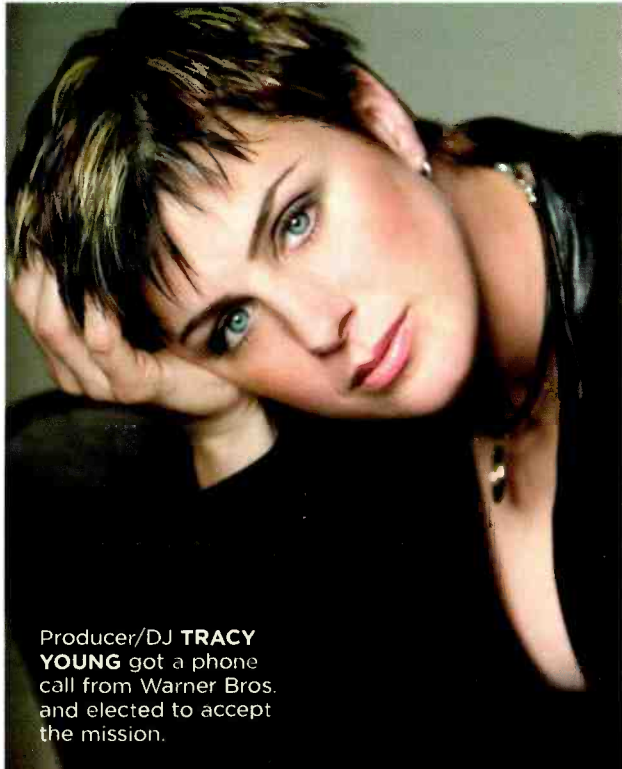
"I had heard the album," Sanchez says, noting that the record's producer, Stuart Price, is a close friend. "I was just like, this album is way too refreshing and too young and too cutting edge for it to be at a typical venue or a typical club," he says. "I had this vision that [Madonna] needed to connect with the youth again, with kids who are pushing buttons in New York City, who still love her but only have this vision of this myth called Madonna."

Not only did she show up as planned, Madonna also took to the DJ booth and played two of her records—Price's extended mix of "Hung Up" and next single "Sorry"—and even mixed them together. "It wasn't technically perfect, but she did it," Sanchez says. "And when she walked in, even the haters, they were in love."

CYBER BOOGIE: October was big for dance music in cyberspace. Beatport reached its 1 millionth download earlier in the month. Now, Astralwerks reports that Fatboy Slim's "Weapon of Choice" topped the first week of iTunes video sales, with more than 6,490 downloads.

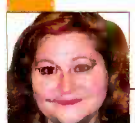
And one of the dance world's own, BBC radio DJ and world music champion Gilles Peterson, is a big part of Motorola's online marketing outreach for its iTunes-enabled ROKR phone. Peterson sits with hip-hop star Common for a three-part podcast, during which they discuss their favorite music and "play" fully licensed tracks (a podcast first).

In explaining the selection of Peterson, Monique Butts, Motorola Global Entertainment category marketing head, called him "one of the most important tastemakers in the music industry" and "more than just a DJ." We could not be prouder.



Producer/DJ **TRACY YOUNG** got a phone call from Warner Bros. and elected to accept the mission.

Tracy Young Photo: Dale Sline



Higher Ground

DEBORAH EVANS PRICE dprice@billboard.com

Groves Offers A Thing Of 'Beauty'

Singer/Songwriter Collaborates With Fellow Tunesmiths On Fourth INO Album

When singer/songwriter Sara Groves and her husband Troy loaded her bus with baby supplies and headed south to help the victims of Hurricane Katrina, she was putting into action the theme of her new INO Records album, "Add to the Beauty."

"We were sitting on the couch watching another baby dehydrate on TV," she says. "They needed formula, and that baby had been in the same diaper for five days. The pressure was building in my heart and I just thought, 'We've got to go. We've got to do something.'"

It is that noble idea of helping humanity that is at the very heart of "Add to the Beauty," Groves' fourth INO release, which streeted Oct. 4. She says the album is about "Christian action" and cites one of her favorite quotes by Mother Teresa: "You can do no great things, just small things with great love."

Groves' idea of adding to the beauty is making the world around her a better place through words and deeds. It is a philosophy she has seen up close.

She dedicates the album to her grandparents. Every Thursday night for the past 44 years, they have held a Bible study at the Federal Medical Prison in Springfield, Mo., a facility for sick or terminally ill prisoners. She says her grandparents taught her through their actions what it means to add to the beauty.

A former English teacher, Groves' evocative voice and insightful songwriting have drawn comparisons to Dar

Williams and Dolores O'Riordan.

Usually a solo writer, Groves collaborated on this set with Joel Hanson, former member of Christian rock band PFR, as well as Ed Cash, Gordon Kennedy and Matt Bronleewe, who contributed to the album's first single, "You Are the Sun."

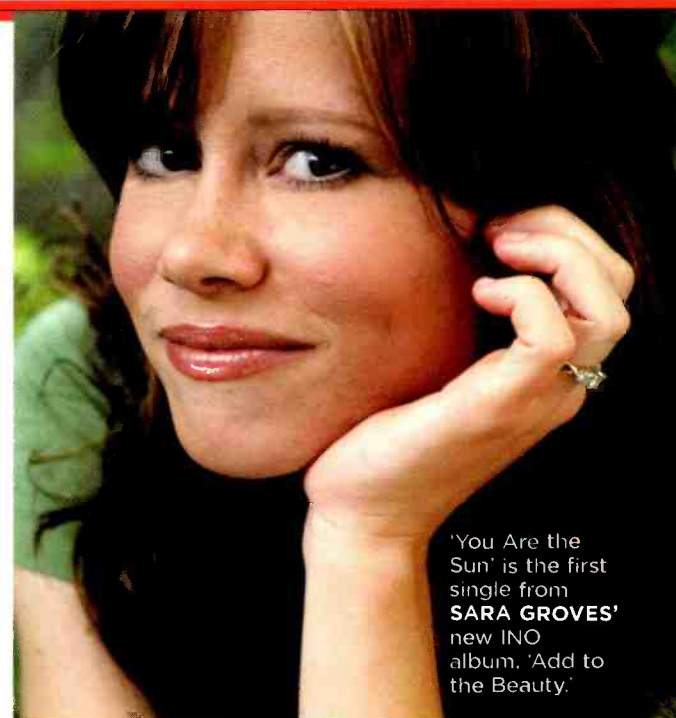
"I have a hard time letting go of my process because it's very intimate," Groves says of her songwriting. This time, however, she chose to pull in some collaborators and wound up thoroughly enjoying the process, though she does admit to being "a little starstruck" working with Kennedy, a Grammy Award winner who co-wrote Eric Clapton's "Change the World."

This album also marked her first time with veteran producer Brown Bannister. A friend advised Groves she needed a producer who would capture her songs as if they were beautiful photographs.

"Brown is the best song 'photographer' I've ever met," Groves enthuses. "He really listened, and he cares about the artist and the song. I feel like that came out in the music."

Look for Groves on tour this fall with Jars of Clay and Chris Rice.

NEWS NOTES: Costa Mesa, Calif.-based Floodgate Records is creating a new imprint. Found Records will focus exclusively on worship music. Rita Springer's new album, "I Have



'You Are the Sun' is the first single from **SARA GROVES'** new INO album, 'Add to the Beauty.'

to Believe," will be its first release. Kate Miner and Todd Proctor are also on the roster.

Floodgate founder Tim Taber will head the new venture. Found will be distributed through Word Records to the Christian market and through WEA to the general market.

In other news, Tim Surrent is leaving the Kingsmen to launch a solo career. He is in the studio co-producing a solo project with Jeff Collins, slated for a spring 2006 release.

Great American Country has begun airing Bill Gaither's "Gaither Music Hour," a series of one-hour specials, on Saturday nights. The shows were taped at a variety of locations including Carnegie Hall, the Kennedy Center and Red Rocks Amphitheater.

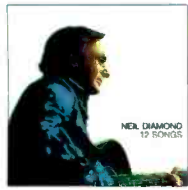
REVIEWS

SPOTLIGHTS

Releases deemed by the review editors to deserve special attention on the basis of musical merit and/or *Billboard* chart potential.

ALBUMS

ALBUMS



NEIL DIAMOND 12 Songs

Producer: Rick Rubin
Columbia
Release Date: Nov. 8
Although he began his career as a songwriter-for-hire,

Neil Diamond will always be better-known for the stylized showmanship that has drawn millions to his concerts during the past 30 years. At the urging of producer Rubin, Diamond finally dispenses with the glitz on "12 Songs," arguably his best album since 1972's "Moods." Diamond's unadorned voice is front and center, as is his own guitar playing, which has not been heard on one of his records in decades. While the all-original material is not strong enough to qualify this as the instant classic some have suggested, heartfelt tracks like the jubilant "Delirious Love," the rousing "Hell Yeah" and the string-tinged love song "Evermore" are outstanding. At 64, Diamond's got nothing left to prove, but "12 Songs" shows he is still passionate about his craft. Let's hope there is more of this to come.—*JC*



KENNY CHESNEY The Road and the Radio

Producers: Kenny Chesney, Buddy Cannon
BNA
Release Date: Nov. 8

After veering off on a more personal, acoustic-based album, country's reigning superstar returns to mainstream form on this set, whose title cut reflects two places this guy dominates. That song in

particular is a big, broad ballad of the type Chesney owns, as is the deeply sad leadoff single "Who You'd Be Today." Similarly, "Summertime" and "Tequila Loves Me" are the sort of laid-back mood pieces likely to melt snow this winter, and Chesney sings the hell out of the romantic power ballad "Save Me" and the well-drawn "Freedom." He rocks a little harder than usual on the Stones-ish "Living in Fast Forward" and brings horns and bombast to "Beer in Mexico." Bottom line: This is Chesney doing what he does so very well, and his legions of fans will eat it up.—*RW*



KATE BUSH Aerial

Producer: Kate Bush
Columbia
Release Date: Nov. 8
Fans who have waited 12 years for the return of Kate Bush have

reason to celebrate the arrival of this two-CD concept album. On disc one, the angelic songstress jumps from multilayered pop symphonies like "King of the Mountain," an enthralling meditation on the pathos of celebrity, to haunting voice-and-piano soliloquies like "A Coral Room." On disc two, she traces the arc of a day through bird song, morphing her voice and lush instrumentations with field recordings of winged creatures. Such is the scope of Bush's artistry that she finds poetry in the numerical sequence for pi ("π"), sensuality in the spin cycle of a washing machine ("Mrs. Bartolozzi") and beauty in the wave forms used to represent audio in software programs (the cover art). Despite her prolonged absence, Bush sounds as vital as ever.—*PV*

SINGLES



CARRIE UNDERWOOD Jesus, Take the Wheel (3:40)

Producer: Mark Bright
Writers: B. James, H. Lindsey, G. Sampson
Publishers: various

Arista/19/S (CD promo)
Country audiences love a good story-song that encompasses life, miracles and redemption, and this fine single fits the bill. Reigning "American Idol" Carrie Underwood delivers a sensitive, thoughtful portrait of a woman in crisis who yields control of her life to the Lord. The song boasts a sweetly stirring melody and well-crafted lyric. An Oklahoma native, Underwood has a stunning voice and a winning way with a country lyric. Culled from her Nov. 15 album release, "Some Hearts," this preview shows Underwood has the pipes and the song sense to go beyond TV contestant status. Watch this one fly.—*DEP*



HEATHER HEADLEY In My Mind (4:07)

Producers: Shannon Sanders, Drew Ramsey
Writers: D. Ramsey, S. Sanders
Publishers: Combustion/Windswept Pacific/

Wangout/Sony ATV, BMI
RCA (CD promo)
Broadway star turned R&B diva Heather Headley proved that her chops are worthy of mainstream consumption with previous "This Is Who I Am," a sumptuous combination of soul and heart. "In My Mind" further proves Headley to be among the top singers of the day with a vocal that absolutely astounds with its intensity, seeming ease and convincing message of love for better or worse. This woman is one of the great entertainers of the day, on record and onstage. For her to be anything less than a superstar is folly. Adult R&B, embrace your love child.—*CT*

ILATIN

ALEJANDRO FERNÁNDEZ Mexico Madrid En Directo Y Sin Escalas

Producer: Aureo Baqueiro
Sony BMG

Release Date: Nov. 1

▶ Pop/ranchero star Alejandro Fernández's first CD/DVD package is culled from a concert taped in Spain earlier this year. It is a surprising piece of work from this ranchera singer, mostly pop and often far less slick than Fernández's usual fare. Still, his almost operatic tenor lends a very different dimension to this acoustic performance, which is densely arranged but leaves his voice at the forefront. At a time when pop singers drown in overdubs, the force of such unabashed emotion is surprising, but in a good way. Fernández's approach works best on understated tracks like "Para Vivir" and the more dramatic "El Rey." At times, the horns are a bit over the top, but tastefulness predominates, and collaborations with Amaia Montero, Diego "El Cigala" and Malú add an extra touch to this unique live recording.—*LC*

from the stardom that would eventually prove his undoing.—*JC*

THE MARS VOLTA Scabdates

Producer: Omar A. Rodriguez-Lopez
GSL/Universal

Release Date: Nov. 8

If it is not obvious from the opening instrumental featuring a screaming baby that the Mars Volta's first live album is not for everyone, the three-part, nearly 13-minute second track, "Take the Veil Cerpin Text," proves it so. But "Scabdates," recorded over the course of three years, will make a fine addition to the libraries of the band's steadily increasing devotees. Already proggy and jammy on record, the band stretches songs out even farther live; witness the 38-minute (!) closer, "Cicatriz." Indeed, the Mars Volta is best appreciated live, but what can be transformative in a concert setting is less so as a listening experience, and those with a low tolerance for atmospheric noodling will tune out. Ultimately, "Scabdates" is unlikely to convert any new fans over to the band's spaz-prog dark side.—*BT*

pleasure out of the topic at hand, while a revved-up "Girls Just Wanna Have Fun" (with Puffy AmiYumi) is too zany for its own good. Making up for such missteps are two new songs ("Above the Clouds" and "I'll Be Your River") that are classic Lauper.—*MP*

ROD STEWART Thanks for the Memory: The Great American Songbook Vol. IV

Producers: Steve Tyrell, Clive Davis
J Records

Release Date: Oct. 18

▶ It is unfortunate when a singer with a distinctive voice forgoes his artistry to play it safe commercially. Here, Stewart goes for round four of polite, string-laden, jazz-oriented standards; as he says in the liner notes, "and just think, this is only 'Volume IV.'" The producers gather the requisite high-profile guests: Diana Ross (sweetly snuggling up with Stewart on "I've Got a Crush on You"), Chaka Khan (miscast on "You Send Me") and Elton John (a schlocky swing through "Makin' Whoopie") as well as saxophonist Dave Koz, trumpeter Chris Botti and guitarist George Benson. Softly delivered, with an easy-going sentimentality, "Volume IV" is another snapshot of a rock legend who once made a difference with original material. Every picture, indeed, tells a story.—*DO*

ROCK

NIRVANA (1)

Sliver: The Best of the Box

Producers: various
Geffen

Release Date: Nov. 1

A 22-track best-of drawn from last year's four-disc Nirvana boxed set "With the Lights Out," "Sliver" is clearly aimed at guiding casual fans through the more uncommon selections in the band's catalog. And while oddities like the poppy "Nevermind" outtake "Old Age," the Jesus Lizard split-single "Oh the Guilt" and positively haunting Kurt Cobain solo demos of "You Know You're Right" and "All Apologies" are must-hears, the appeal of terribly recorded versions of "Smells Like Teen Spirit" and "Come As You Are" is questionable. The audio fidelity is less of an issue on "Spank Thru," a 1985 demo from Cobain's first band, Fecal Matter. Here, the voice-of-a-generation in waiting is just a rock-obsessed teenager fooling around with a friend in his aunt's house, six years away

POP

CYNDI LAUPER (2)

The Body Acoustic

Producers: Rick Chertoff, Cyndi Lauper, William Wittman

Daylight/Epic

Release Date: Nov. 8

▶ With her last studio album, "At Last," Lauper proved incredibly adept at revisiting songs made famous by other artists. This time out, she attempts to do the same thing with songs from her own catalog. For the most part, it works. Lead single "Time After Time" finds Lauper partnering with Sarah McLachlan; the result is stunning. Equally fine are the twangy "Money Changes Everything" featuring Taking Back Sunday's Adam Lazzara and bluesy "Sisters of Avalon," with sisters-in-song Ani DiFranco and Vivian Green sharing the spotlight. Sadly, a stripped-down version of "She Bop" takes all the

HIP-HOP

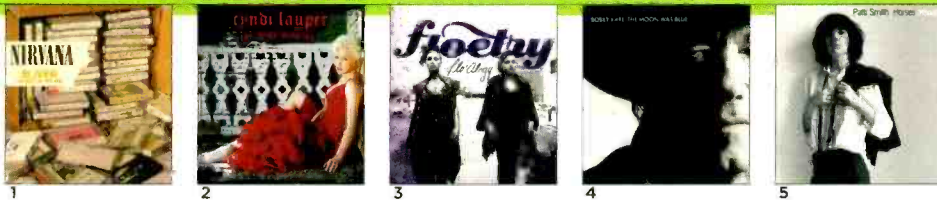
FLOETRY (3)

Flo'Ology

Producers: various
Geffen

Release Date: Nov. 8

▶ The third time around, Marsha Ambrosius (the Songstress) and Natalie Stewart (the Floacist) are still the definition of harmony. "Flo'Ology" skillfully pairs Ambrosius' sweet vocals with Stewart's husky rhymes, as the two convey feelings of desire and adoration over 11 tracks. Their whispery alliance is best heard on the album's most intimate song, "Closer," a sultry plea for more affection. Steamy ballads "Lay Down" and "Imagination" come in a close second. Lead single



"SupaStar," produced by Scott Storch, finds Ambrosius professing her reverence ("my love is honest and true"), while Stewart ("I want to paint him, take a picture of his soul") aligns with rapper Common. Minus missteps like the Bob Marley rework "Waiting in Vain," and Stewart's occasionally flat rhymes ("Blessed 2 Have"), "Flo'Ology" offers a soothing experience that freely explores the depths of love.—CH

COUNTRY

BOBBY BARE (4) The Moon Was Blue

Producers: Mark Nevers, Bobby Bare Jr.
Dualtone

Release Date: Nov. 1

It took something special to get Bobby Bare out of the fishing boat and into the studio. Presumably, working with his indie rocker son on a weirdly ambitious project like this did the trick. An outlaw with radio savvy in another era, Bare's first record in 22 years is a trip, alternating between lush lounge country ("Are You Sincere," "Yesterday When I Was Young," "Am I That Easy to Forget") and experimental takes on familiar material ("Everybody's Talkin'" and an amiable "Shine On Harvest Moon"). The production blends old and new schools on cuts like "It's All in the Game" and the cosmic "Fellow Travelers," and the picking is fine indeed on Max D. Barnes' "I Am an Island." Bare even reunites with his late, great collaborator Shel Silverstein on a weathered, glorious "The Ballad of Lucy Jordan."—RW

MERLE HAGGARD

Chicago Wind

Producers: Jimmy Bowen,

Mike Post
Capitol

Release Date: Oct. 25

Reuniting Haggard with his former label and producer (Bowen) is an inspired move, and the Poet of the Common Man completely lives up to expectations here. Though Haggard is in fine voice throughout, he and his A-listers focus on the music in such exquisitely rendered set pieces as the wistful title cut and a gorgeous turn on Roger Miller's "Leavin's Not the Only Way to Go." Today's divisive times are not at all lost on the Hag, who voices his displeasure on the ornery "Where's All the Freedom" and "Rebuild America First." Elsewhere, he breathes new life into 1982's wounded "Honky Tonk Man" and the 1973 jewel "White Man Singin' the Blues." And the stately "Some of Us Fly" with Toby Keith is a new Haggard philosophical masterwork.—RW

JAZZ

LINCOLN CENTER JAZZ ORCHESTRA

Don't Be Afraid . . . The Music of Charles Mingus

Producer: Delfeayo Marsalis
Palmetto

Release Date: Oct. 18

Jazz bassist Charles Mingus was not just a gifted player; he was also a superb composer, and this disc from the Lincoln Center Jazz Orchestra makes that point emphatically. This is the perfect ensemble to take on Mingus' big-band material, and under the direction of trumpeter Wynton Marsalis, the LCJO delivers a six-song performance that would surely have delighted the composer. The tunes reprised here offer a serviceable, albeit limited, sampling of Mingus' oeuvre. From the quirky swing of "Tijuana Gift Shop" to a

discerning rendition of the first two parts of the suite "Black Saint & the Sinner Lady," the orchestra displays a lively feel for the intricacies of Mingus' compositions. LCJO trombonist Ron Westray's astute arrangements open the doors for his bandmates, who serve up an hour's worth of choice jazz.—PVV

VITAL REISSUES

PATTI SMITH (5)

Horses/Horses

Producer: John Cale
Arista/Columbia/Legacy

Release Date: Nov. 8

Patti Smith, like Lou Reed and Bob Dylan, shares the distinction that her voice—regardless of range, melody or quality—revolutionized rock music. On "Horses," her 1975 debut masterpiece, she brilliantly sneered through its dirty bohemian rock anthems. With Smith, it was not so much what she said, but how she said it: her poetic half-notes, her sexless, phantom caterwauls heralding in the future of punk over John Cale's raw production. This 30th-anniversary edition appends a recent complete performance of "Horses" in London, highlighted by shining renditions of "Gloria" and "Elegie" and featuring guest turns by Television's Tom Verlaine and the Red Hot Chili Peppers' Flea. Smith's empowering message is summed up as she concludes a cover of "My Generation": "The world is yours. Change it! Change it!"—KH

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THIS WEEK ON .com

ADDITIONAL REVIEWS:

- Ozzy Osbourne, "Under Covers" (Epic)
- Deerhoof, "The Runners Four" (Kill Rock Stars)
- T.a.t.u., "Dangerous and Moving" (Interscope)

SINGLES

POP

CARRIE UNDERWOOD Some Hearts (3:48)

Producer: Dann Huff

Writer: D. Warren

Publisher: Realsongs,

ASCAP

Arista (CD promo)

"American Idol" winners have proved to be an inconsistent sell. Season one victor Kelly Clarkson delivered as promised and is today, a global pop superstar. Ruben Studdard was an obvious one-trick adult R&B pony, while Fantasia is a deserving R&B staple. Season four victor Carrie Underwood never hid her country overtures, and her heartfelt "Jesus, Take the Wheel" is already seducing that format. Pop release "Some Hearts," a cover of the 2002 Kelly Levesque tune, is a surprising delight, highlighting an expert vocal sans the singer's propensity to scream. And it does not betray her folksy roots. During the days when Faith Hill and Shania Twain were accessible at top 40, this would not present a problem, but today, the style is a tough sell at mainstream radio. Whatever the outcome, in terms of material and performance, Underwood is a clear winner.—CT

THE CLICK FIVE Catch Your Wave (2:52)

Producer: Mike Denneen

Writers: B. Romans, J. Guese, E. Mentzer

Publishers: Smilemaker/
Galloping Goose/Pa Dutch
Ditties, BMI

Notch another hit on the bed posts of Berkley grads the Click Five. This flawless pop gem, taken from the quintet's "Greetings From Imrie House," is sure to follow in the footsteps of previous top 20 "Just the Girl." Witty, metaphorically blissful lyrics are blended with guitar-driven hooks and lush harmonies, a perfect recipe to quench pop-parched airwaves. Programmers should dive right in and catch this wave.—AV

MELISSA ETHERIDGE I Run for Life (4:21)

Producer: John Shanks

Writers: J. Rothschild,

J. Shanks

Publisher: Songs of Ridge
Road, ASCAP

Island (CD promo)

Melissa Etheridge's tribute to women who have fought breast cancer also tells her

own story of battling the disease. "It's a blur since they told me about it/How the darkness had taken its toll/And they cut into my skin/But they will never get a piece of my soul," she sings. Her soothing but confident voice propels "I Run for Life" with hope and determination. The song is not so much about the music as it is Etheridge's powerfully uplifting message—the title refers to the marathons that are held as memorials and fundraisers. The sound is typical of her poppier rock songs, which are carried by jangling guitars that hit heavy at the chorus. All proceeds from the song's downloads during October were donated to breast cancer charities.—CLT

SAVING JANE Girl Next Door (3:28)

Producers: Mark Liggert,

Brian Lovely, Jerry Lane

Writer: Saving Jane

Publisher: Toshe Music

Toucan Cove (CD promo)

Saving Jane's debut single is an awesomely clichéd '80s-style anthem about all-American high school hardship, a tribute to "the band girl" who wants to run head-first into the cheerleaders' pyramid during a football game, clarinet in tow. What separates "Girl Next Door" from the avalanche of slick girly pop is the song's organic live sound. The Ohio foursome, fronted by Marti Dodson—whose full voice at times recalls Chrissie Hynde—champions rock-enough guitars and says no to bullying synths. With its irresistible hook and zero gloss, "Girl" is destined for top 40, where it could soon rough up the parade of perfect pop stars.—SP

ROCK

PRESENCE Ride (2:48)

Producers: Michael Lloyd,

Mike Curb

Writer: Presence

Publisher: D.J. Dan

Wellssenslim, BMI

Curb (CD promo)

Curb Records is dipping into pop/rock with Tallahassee, Fla., foursome Presence as its focus act. Not only does the band have a cool name, it backs it up with "Ride," the lead single from its self-titled album, due Jan. 31. The song mixes several styles to good effect. It has a nü-metal air,

emphasized with sparse verses and a thick, popping bassline, then transitioning to a shout-out chorus that recalls the bravado of '80s hair bands, sans the cheese factor. Next, vocalist Jay Slim lets rip some metalcore screams. "Ride" has an ear cocked to radio, but its running time is too brief; the song deserves more breathing room. But we enjoy what we hear.—CLT

TRIPLE-A

TEDDY THOMPSON Featuring Rufus Wainwright King of the Road (2:50)

Producers: Teddy Thompson,

Rufus Wainwright

Writer: R. Miller

Publishers: Sony/ATV Tree,
BMI

Verve Forecast (CD promo)

Teddy Thompson's take on Roger Miller's 1965 classic is the first radio single from the "Brokeback Mountain" soundtrack. The laid-back cover—with Rufus Wainwright on backing vocals—does not stray far from the original, but it does slow the pace. The sparse number lacks the swagger of Miller's hit and aims for an unhurried jazzy vibe. Unless it becomes a left-field hit, radio play will be limited to specialty programming and indie stations. The film, with Heath Ledger and Jake Gyllenhaal, will be released in December.—KC

AC

ROD STEWART WITH DIANA ROSS I've Got a Crush on You (3:08)

Producers: Steve Tyrell,

Clive Davis

Writers: G. Gershwin,

I. Gershwin

Publisher: WB, ASCAP

J Records (CD promo)

Rod Stewart's appeal as a standards singer still confounds most critics, but the public continues to respond: His fourth chapter in the "Great American Songbook" series debuted at No. 2 on The Billboard 200. AC release "I've Got a Crush on You," a duet with Diana Ross, meshes Stewart's burlap delivery with a razor-thin but satiny performance from Ross. A more unlikely pairing would challenge the imagination—and that is no compliment. Every variable of this effort is an assault on good taste, like serving Pabst with brie.—CT

LEGEND & CREDITS

EDITED BY JONATHAN COHEN (ALBUMS) AND
CHUCK TAYLOR (SINGLES)

CONTRIBUTORS: Keith Caulfield, Leila Cobo, Jonathan Cohen, Katie Hasty, Clover Hope, Dan Ouellette, Michael Paoletta, Sven Philipp, Deborah Evans Price, Chuck Taylor, Bram Teitelman, Christa L. Titus, Philip Van Vleck, Paul Verna, Alex Vitoulis, Ray Waddell

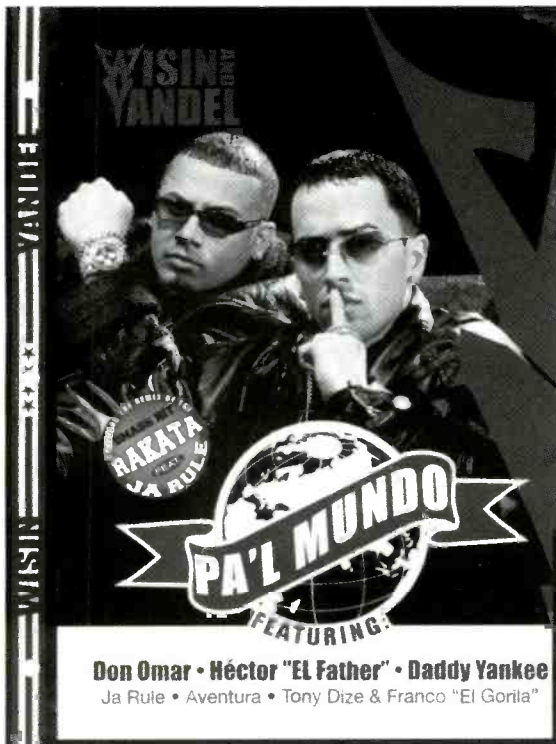
PICK ▶: A new release predicted to hit the top half of

the chart in the corresponding format.

CRITICS' CHOICE ★: A new release, regardless of chart potential, highly recommended for musical merit.

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Jazz Notes

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Dorsey Has His Day

As recounted to author Peter Levinson in the biography "Tommy Dorsey: Livin' in a Great Big Way," one-time Dorsey band member Buddy Morrow said: "You take Jackie Gleason and his excesses, Frank Sinatra and his excesses, Buddy Rich and his excesses—put them all together, you'll find Tommy Dorsey."

"I knew Tommy had been a colorful figure," says Levinson, who previously wrote biographies of Harry James and Nelson Riddle, "but I had no idea how colorful until I started researching his life." The volatile big-band maestro with an explosive temperament not only led one of the most potent groups of the swing era, but was also responsible for launching the career of Sinatra, who sang with Dorsey's orchestra from 1940 through 1942.

The Dorsey bio, published Nov. 1 by Da Capo Press, is a fine companion to *Bluebird/*

Legacy's two Oct. 4 releases commemorating his 100th birthday: the three-CD boxed set "The Sentimental Gentleman of Swing: The Centennial Collection" and two-CD set "The Essential Frank Sinatra With Tommy Dorsey."

The former encompasses Dorsey's career as sideman, leader and broadcast figure. The latter collection features Sinatra developing his vocal prowess after leaving James' band.

Levinson notes that while Dorsey figures prominently in jazz history, he bristled at the rise of bebop. "Tommy hated it because it was listening music," he says. "He led a dance band, so bebop was the enemy."

As for Dorsey's most salient jazz contributions, Levinson cites "Tommy's discipline and his band's musicianship and high-level performance. Plus he was a trombonist who played great melodies. It's said

that his playing inspired Sinatra's vocal phrasing."

Levinson pauses, then adds, "But I think it was Tommy's personality that Frank really strived for."

NEW ORLEANS NORTH:

In Hurricane Katrina's wake, the Berklee College of Music in Boston established the New Orleans Visiting Artist Project to offer residencies to displaced musicians. Funding was jump-started by Berklee and Wilkins Management (which reps Branford Marsalis and Harry Connick Jr., among others).

The first residency recipients include alto saxophone noteworthy Donald Harrison, a third-generation Mardi Gras Indian chieftain whose album "New York Cool: Live at the Blue Note" (Half Note Records) was released last month; piano great Henry Butler; and saxophonist Maurice Brown. ...

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JIM BESSMAN jbessman@billboard.com

Burt Sings Bacharach

Bacharach... and Bacharach?

It's true. The celebrated composer whose surname is usually paired with Hal David's has—for the first time in six decades of writing love songs—penned his own lyrics.

And Burt Bacharach has a lot to say on his new Columbia album "At This Time," which came out Nov. 1.

"The reason I came up with the album title is because at this time in my life, I basically think we're all screwed!" says the usually soft-spoken composer. The lyrics reflect his grave concerns with the state of the world—lead track "Please Explain" actually invokes his classic "What the World Needs Now Is Love"—and especially the United States.

"It taps into so many areas," he says, singling out "people who aren't being truthful." In "Who Are These People?," they are clearly those people in power. "This is coming from a

guy who's written love songs all his life!" he adds, his voice perceptibly raising. "I've never rocked the boat, never been political. But there's no other way: I had to speak my heart with my music and words, too."

For assistance, Bacharach turned to lyricist Tonio K., with whom he wrote eight songs for the new project.

He did not call on the "brilliant" David, with whom he has written such pop standards as "The Look of Love," because, in part, "I [did not] know where he stood on some of the issues."

In addition to shaking up the lyrical content, he also rethought the musical elements. "I was working with structures that weren't like a normal song," says Bacharach, whose hits have always hewn to sophisticated pop song formats. The new tunes are quite to the contrary, with "no vocal starting at the top and going to the end."

Last track "Always Taking

Aim" even employs what Bacharach characterizes as "a Greek chorus... It just turned out to be a different kind of form: instrumental with vocal interjections of key things that were important for me to say."

Also affecting Bacharach's atypical song structures was Dr. Dre, who supplied drum loops for several tracks. Other collaborators include Chris Botti, Elvis Costello and Rufus Wainwright.

"Dre gave me these loops, and as confining and challenging as they are, the sound is extraordinary and they're a great foundation to work over," he says.

But Bacharach emphasizes that "At This Time" is not "angry music... I don't know how else to go than to make music that's melodic and beautiful."

And, like his best work, "there's always an underlying hope" on the new album's material, he concludes. "Even at the end, love is always there, 'always taking aim.'"

THE HOT BOX

A WEEKLY ROUNDUP OF NOTABLE CHART ACHIEVEMENTS



The Concert for Bangladesh
George Harrison and friends

BY GEORGE

>> George Harrison makes his first appearance on Top Music Videos as "The Concert for Bangladesh" bows at No. 1. It is the film of the all-star charity concert that the Beatles organized in 1971, with turns by Bob Dylan, Eric Clapton, Leon Russell and fellow Beatles Ringo Starr.

U.K. IMPORT

>> Global star Robbie Williams makes a No. 4 bow on Top Digital Albums, thanks to an exclusive offering at Apple Computer's iTunes Music Store. The set, "Intensive Care," bows at No. 1 in the United Kingdom. Virgin, his U.S. label, has no plans to release a physical album in the States.



GOLDEN HORN

>> Her death stirs a 113% spike for Shirley Horn, moving 17-8 on Top Jazz Albums, her best week since 2003. She was featured on two recent NPR programs: "All Things Considered" (Oct. 21-22) and a repeat of a 1992 stop on "Fresh Air" (Oct. 28).

Billboard CHARTS



Over the Counter

Geoff Mayfield gmayfield@billboard.com

100K Weeks Becoming Rare; Destiny's '#1s' Is No. 1

Hope you enjoyed last issue's rare gain in album sales volume over the same 2004 week, because this week, the predominate trend of 2005 resumes.

Studying the last two months, if you can count to 100,000, you will find a clue as to why at least two presidents from the four major distributors think albums

through the one that wrapped Oct. 30, the chart has seen only 38 100,000-plus one-week sums, a slimmer yield than we saw in the same period of the three prior years.

There were 54 100,000-plus sums in September and October of 2002, setting up a fourth quarter that actually widened the gap from prior-year album sales. There were 50 during the same months of 2003, when music merchants managed to stage an encouraging year-end rally.

Last year, when most of the lofty gains scored during the first eight months got coughed up during the closing trimester, September and October delivered 47 weeks of 100,000 or more.

The picture looks even more troubling if you strip opening weeks from the 100,000-plus club. There have been only 10 occasions in September and October of 2005 when an album sold 100,000 or more in a second or later week, compared to 27 last year, 26 in 2003 and 36 in 2002.

TIMING IS EVERYTHING: Not long after finishing its farewell tour, Destiny's Child caps its career by scoring its second No. 1 on The Billboard 200 and its third No. 1 on Top R&B/Hip-Hop Albums. The vocal trio had two other top fives on the big chart.

The new "#1s" starts with 113,500 copies, according to Nielsen SoundScan, light by Destiny's Child standards.

Last year, "Destiny Fulfilled" sold 497,000 when it jumped to No. 2 in its first full week after an acceleration of release date caused 61,000 pre-street sales and a premature chart debut.

In 2001, "Survivor" launched with 663,000 the week it opened at No. 1. Even the 1999 set "The Writing's on the Wall" started faster than the new hits compilation, clicking through 133,000 copies when it bowed at No. 5.

Hindsight is 20/20. You can bet that at least one person at each of four different labels is muttering to him- or herself, realizing that Rod Stewart, Martina McBride, Stevie Wonder and Bun-B—who each had also-rans on last issue's chart—could have opened at No. 1 if any of them arrived a week later.

As a possible indicator of what might well be a lackluster holiday selling season, the Destiny's Child sum stands as the lowest total for a No. 1 album during any fourth quarter since SoundScan set up shop in 1991.

The previous low had been 120,000 for Garth Brooks' "In Pieces" when it clocked its fifth week at No. 1 in 1993.

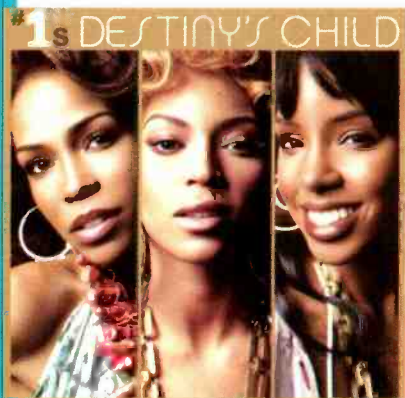
NEW MATH: To clarify an item from last week's column, that issue's chart marked the fourth time since September that six of the top seven albums on The Billboard 200 were new entries.

There have been 15 times in Nielsen SoundScan history that six or more new entries have entered the top 10, with five of those occurring since the start of September. It first happened in the Oct. 7, 1998, issue.

CATALOG KING: You may have never heard of Christian trio Selah, the act that heads Top Catalog Albums this week with its first appearance on that chart. Curious? The list-topping feat occurs because of a \$5.99 price at the 320-store Family Christian chain.

More than 99% of the 18,000 sold during the tracking week comes from the Christian marketplace, with the remainder coming from nontraditional Nielsen SoundScan reporters.

'NOW' THEN: Hits compilation "Now 20" will be the next Billboard 200 champ, with first-day sales cited by chains shaping up to a start of 350,000 copies or more. Chart watchers expect the new Santana set will be the runner-up at about 140,000-160,000.



will fall to 9% behind 2004 sales by the time we sing "Auld Lang Syne."

An astute numbers hawk at one of the majors showed me that the abundant crop of chart bows The Billboard 200 has seen in the top 10 runs concurrent with a dearth of 100,000-plus sales weeks.

During the nine weeks that stretched from the stanza that ended Sept. 4

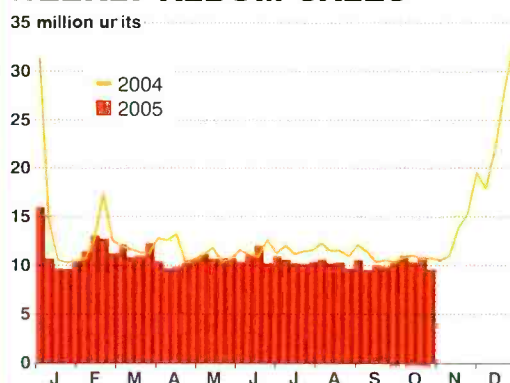
Market Watch

A Weekly National Music Sales Report

WEEKLY UNIT SALES

	ALBUMS	STORE SINGLES	DIGITAL TRACKS
This Week	9,548,000	65,000	6,816,000
Last Week	10,799,000	65,000	6,668,000
Change	-11.6%	0.0%	2.2%
This Week Last Year	10,459,000	91,000	3,207,000
Change	-8.7%	-28.6%	112.5%

WEEKLY ALBUM SALES



YEAR-TO-DATE

	2004	2005	CHANGE
OVERALL UNIT SALES			
Albums*	505,770,000	456,412,000	-9.8%
Store Singles	6,458,000	4,371,000	-32.3%
Digital Tracks	105,867,000	271,226,000	156.2%
Total	618,095,000	732,009,000	18.4%

*2004 data beginning with week ending Jan. 4.

ADJUSTED SALES**

Albums	491,086,000	456,412,000	-7.1%
Albums w/TEA***	501,672,700	483,534,600	-3.6%

**2004 data beginning with week ending Jan. 11 for a 52-week comparison.
***Includes track equivalent album sales (TEA) with 10 track downloads equivalent to one album sale.

Digital Tracks Sales

'04	105.9 million
'05	271.2 million

SALES BY ALBUM FORMAT

CD	492,802,000	441,227,000	-11.7%
Cassette	7,834,000	2,162,000	-72.4%
Digital	3,796,000	12,107,000	218.9%
Other	1,339,000	916,000	-31.6%

For week ending Oct. 30, 2005. Figures are rounded. Nielsen SoundScan
Compiled from a national sample of retail store and track sales reports collected and provided by

	2004	2005	CHANGE
YEAR-TO-DATE SALES BY ALBUM CATEGORY			
Current	319,335,000	284,856,000	-10.8%
Catalog	186,435,000	171,556,000	-8.0%
Deep Catalog	128,449,000	116,522,000	-9.3%

Current Album Sales

'04	319.3 million
'05	284.9 million

Catalog Album Sales

'04	186.4 million
'05	171.6 million

Nielsen SoundScan counts as current only sales within the first 18 months of an album's release (12 months for classical and jazz albums). Titles that stay in the top half of The Billboard 200, however, remain as current. Titles older than 18 months are catalog. Deep catalog is a subset of catalog for titles out more than 36 months.

CHART BEAT

READ FRED BRONSON EVERY WEEK AT BILLBOARD.COM/FRED

>> Johnny Cash made his debut on the Billboard album chart more than 46 years ago, so you might think he has accomplished every chart accomplishment he could possibly accomplish. And yet, he rewrites his own chart history this week by garnering the highest debut of his career on The Billboard 200. "The Legend of Johnny Cash" (Legacy/Columbia/American/Island) is new at No. 11, which also makes it the third-highest-ranking Cash album of all time.

>> Fred Bronson also reports on the return of Diara Ross to a Billboard singles chart. After a gap of more than nine years, the Motown diva is back on the AC list, paired up with Rod Stewart. Ross has now charted on the AC survey with songs from the 1930s, the 1940s and the 1950s, as well as the 1960s, the 1970s, the 1980s and the 1990s.

NOV 12 2005 THE Billboard 200



Main Billboard 200 chart table with columns for Rank, Artist, Title, Cert., and Peak Position. Includes entries like Destiny's Child, Nickelback, Martina McBride, and Rod Stewart.



Letterman guest's fifth top 10 set and first since "Some People's Lives" hit No. 6 in 1991.



MTV fave "Dance, Dance" sees 100% jump in digital sales, while Best Buy sale pricing helps pump 7% spike for CD.



Band's 24th chart entry (32,000) and fourth live set to reach the list. Tour with Lenny Kravitz continues.



Vocal quartet replaces itself atop Classical Crossover chart, holiday offering shifts 25,000.



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Continuation of the Billboard 200 chart table, including entries like Barbra Streisand, Toni Braxton, Neil Young, and Michael Buble.

THE BILLBOARD 200 ARTIST INDEX table listing artists and their corresponding chart positions.

Continuation of THE BILLBOARD 200 ARTIST INDEX table listing artists and their corresponding chart positions.

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POP 100 AIRPLAY chart table with columns: THIS WEEK, LAST WEEK, WEEKS ON CHART, TITLE, ARTIST (IMPRINT / PROMOTION LABEL), HIT PREDICT

POP 100 chart table with columns: THIS WEEK, LAST WEEK, WEEKS ON CHART, TITLE, ARTIST (IMPRINT / PROMOTION LABEL), HIT PREDICT

116 mainstream top 40 stations are electronically monitored 24 hours a day, 7 days a week. This data is used to compile the Pop 100.

HOT SINGLES SALES chart table with columns: THIS WEEK, LAST WEEK, WEEKS ON CHART, TITLE, ARTIST (IMPRINT / PROMOTION LABEL)

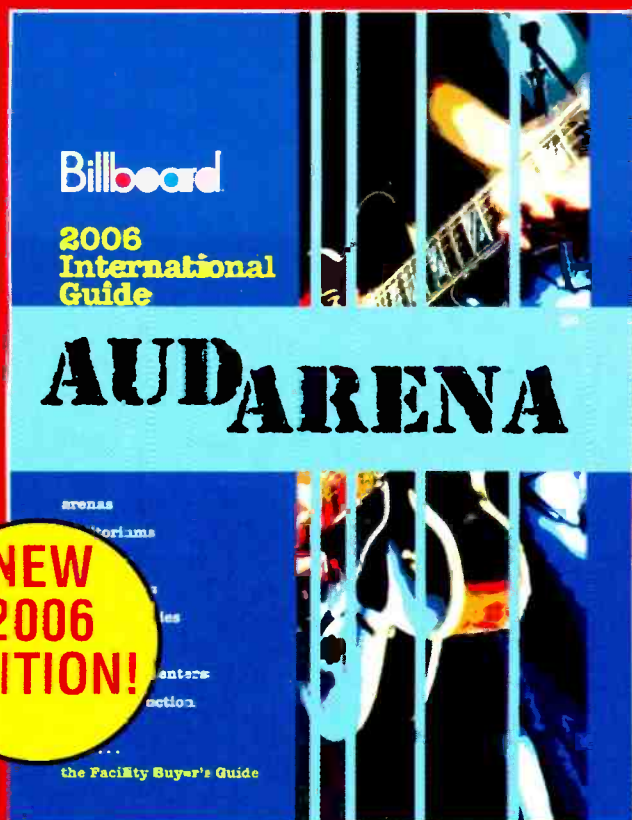
HITPREDICTOR section with sub-charts for POP 100 AIRPLAY, ADULT CONTEMPORARY, and MODERN ROCK. Includes artist names, titles, and chart positions.

Continuation of the POP 100 chart table, showing tracks 31 through 100.

POP 100: The top Pop singles & tracks, according to mainstream top 40 radio audience impressions measured by Nielsen Broadcast Data Systems...

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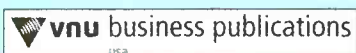
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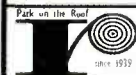
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**Publishing Legend
Beebe Bourne Dies**

Beebe Bourne, part of the legendary Bourne music publishing family, died Nov. 1 after a battle with cancer.

Bourne helmed the New York-based Bourne Co., one of the largest privately owned international music publishers, which had subsidiaries in Canada, France and the United Kingdom. Earlier this year she received the 2005 Abe Olman Publishers Award from the Songwriters Hall of Fame. She was only

the second woman to receive the award; the first was her mother, Bonnie Bourne.

"Beebe Bourne was the first lady of music publishing," says Irwin Robinson, chairman of the National Music Publishers' Assn. and chairman/CEO of Famous Music Publishing. "Beebe had music publishing in her blood, and she did so much to promote the rights of music publishers and songwriters. Our condolences go out to the Bourne Music family."

Bourne Co. was founded in 1919 by Beebe Bourne's father, Saul, with Irving Berlin and Max Winslow. The company controlled publishing of such American classics as



BEEBE BOURNE

"Unforgettable," "Me and My Shadow," "When You Wish Upon a Star," "Swinging on a Star" and "Black Magic Woman."

Bourne served as president of the Music Publishers Assn., a member of the NMPA board and executive director of the New York chapter of the Assn. of Independent Music Publishers. In 2002, she received the Women in Music Touchstone Award, given for distinguished service to the music industry.

Before taking over the reins of the Bourne Co. from her mother in 1991, Bourne had held such diverse positions as president/COO of the THinc Consulting Group, CEO of Seversky Electronatom and special assistant to the president of the United States.

"Beebe was a true lady of great poise and character," says Gary Churgin, president/CEO of the Harry Fox Agency. "She was deeply supportive of HFA and of me personally, and her views on the concerns of the independent music publisher were invaluable. Our industry has lost one of its greats."

In lieu of flowers, donations may be made in Bourne's memory to the Light-house International Music School.

—Susan Butler

Photo: Stephen Lovekin/WireImage.com

BIRTHS GIRL: Maura Grace, to Sheri and Jeff Easter, Oct. 11 in Augusta, Ga. Mother and father record as a Southern gospel duo.

GIRL: Kiley Madison, to Lidia and Jason Graham, Oct. 12 in Murfreesboro, Tenn. Mother is manager of sales at Country Radio Broadcasters.

GIRL: Leia Sloane, to Kristin and Peter Shane, Oct. 19 in New York. Father is senior director of film/TV music for Spirit Music Group.

DEATHS John "Beatz" Holohan, 31, from injuries sustained in an auto accident, Oct. 31 in Cheyenne, Wyo. The drummer for Victory Records outfit Bayside was en route with the band to Salt Lake City as part of its Never Sleep Again tour with Hawthorne Heights, Silverstein and Aiden. Several other members of the band and crew were hospitalized after their van hit a patch of ice on the highway and flipped over. For remaining tour dates in San Francisco and Los Angeles, members of the other bands have volunteered to sell Bayside merchandise to raise

money for the John Holohan Bayside Memorial Fund.

David Townsend, 50, of unknown causes, Oct. 26 in Northridge, Calif. The singer/songwriter/producer was a member of 1980s soul trio Surface, which notched four No. 1 songs on the *Billboard* Top R&B/Hip-Hop Songs chart: "Closer Than Friends," "Shower Me With Your Love," "You Are My Everything" and "The First Time." His father was the late Ed Townsend, who co-wrote "Let's Get It On" with Marvin Gaye. During his career, David Townsend worked with such acts as the Isley Brothers, Sister Sledge, New Edition and Aretha Franklin.

FOR THE RECORD

The story "Diamond in the Rough" (*Billboard*, Nov. 5) should have referred to Neil Diamond's last full tour as the Three Chord Opera tour. The 117-date world tour in 2001-2002 grossed \$88.6 million and drew more than 1.5 million people, according to *Billboard* Boxscore.

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backbeat

ROADWORK '05

More than 500 people attended the second annual Billboard Touring Conference and Awards, Roadwork '05, Oct. 25-26 at the Roosevelt Hotel in New York. (Photos: Haim Bargig, except where noted)



At the Ticketmaster-sponsored opening reception are, from left, Billboard co-executive editor **Ken Schlager**, Los Angeles Forum GM **Gene Felling** and Ticketmaster's **Donna Dowless**.



Congratulating **Jack Boyle**, second from right, on his Legend of Live award are, from left, Clear Channel Detroit president **Rick Franks**, Clear Channel Carolinas president **Wilson Howard** and Clear Channel Entertainment president of country touring **Brian O'Connell**.



Chairman emeritus of Clear Channel Entertainment **Jack Boyle** addresses the confab attendees upon receiving the Legend of Live award.



AEG Live CEO **Randy Phillips**, left, accepts **Kenny Chesney's** award for top tour package from Billboard senior touring editor **Ray Waddell**.



U2 manager and Principle Management founder **Paul McGuinness** stops to smile for the camera with Billboard co-executive editor **Tamara Conniff**.



Roadwork's "On the Radio" panel focused on the role of the medium in the concert business. Pictured, from left, are Jam Productions VP of concerts **Andy Cirzan**, Clear Channel New York senior VP **Tom Poleman**, the Agency Group senior VP **Ken Ferzaglich**, Drive-By Truckers frontman **Patterson Hood**, XM Satellite Radio executive VP **Eric Logan**, Rising Tide president **Bill Reid** and William Morris Agency VP **Greg Oswald**.



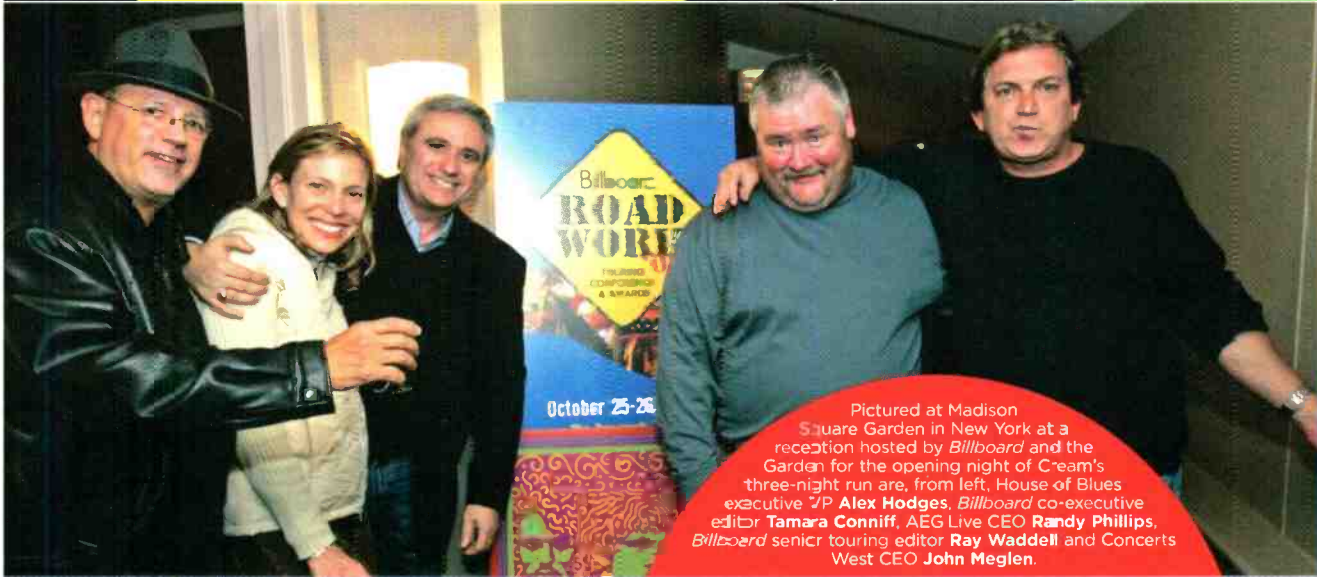
Ryman Auditorium GM **Pam Matthews** helmed the aptly titled venue panel "Rock This Town." Pictured, from left, are Matthews, Little Big Man's **Marty Diamond**, Clear Channel Entertainments North American Music COO **Charlie Walker**, SMG senior VP **Mike Evans**, Concerts West CEO **John Meglen**, Bowery Ballroom/Bowery Presents talent buyer **John Moore** and Radio City Entertainment president **Jay Marciano**.



Radic City Entertainment president **Jay Marciano**, center, is pictured welcoming Creative Artists Agency managing partner **Rot Light**, left, and Sanctuary Artists CEO **Merck Mercuriadis** to the suite party co-hosted by *Billboard* and Madison Square Garden during the first of three sold-out Cream shows at the Garden. (Photo: Rebecca Taylor/Radic City Entertainment)



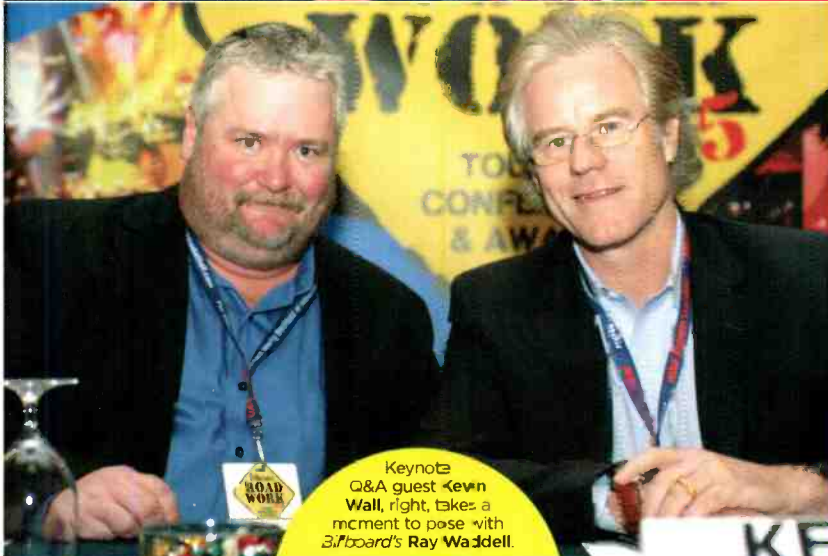
TKO president **Dave Kirby** moderated "Help!", a panel on touring's relationship with the record industry. From left, are Kirby, Columbia VP of tour marketing **Liana Farham**, Roadrunner Records senior director of touring **Harlan Frey**, Vector Management president **Ben Levitan**, Epic senior VP of artist development **Harvey Leeds**, Excess dB Entertainment president **Heath Miller** and Metropolitan Talent co-CEO **John Scher**.



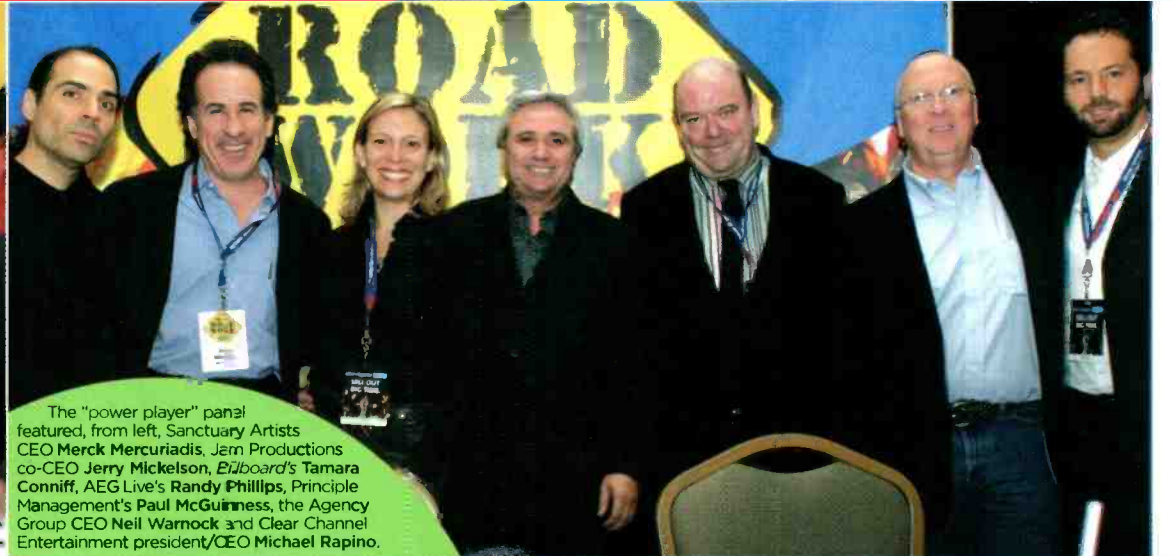
Pictured at Madison Square Garden in New York at a reception hosted by *Billboard* and the Garden for the opening night of Cream's three-night run are, from left, House of Blues executive VP **Alex Hodges**, *Billboard* co-executive editor **Tamara Conniff**, AEG Live CEO **Randy Phillips**, *Billboard* senior touring editor **Ray Waddell** and Concerts West CEO **John Meglen**.



Billboard president/publisher **John Kilcullen**, right, embraces a Kozak moment with Principle Management's **Paul McGuinness**.



Keynote Q&A guest **Kevin Wall**, right, takes a moment to pose with *Billboard*'s **Ray Waddell**.



The "power player" panel featured, from left, Sanctuary Artists CEO **Merck Mercuriadis**, Jam Productions co-CEO **Jerry Mickelson**, *Billboard*'s **Tamara Conniff**, AEG Live's **Randy Phillips**, Principle Management's **Paul McGuinness**, the Agency Group CEO **Neil Warnock** and Clear Channel Entertainment president/CEO **Michael Rapino**.



Pictured, from left, on the festival panel are MAC Presents' president **Marcie Allen Cardwell**, A.C. Entertainment president **Ashley Capps**, Peter Conlon Presents' **Peter Conlon**, Clear Channel Entertainment J.K. director of festivals **Stuart Galbraith**, Buddy Lee Attractions' president **Tony Conway** and Capital Sports & Entertainment director of events **Charlie Jones**.



Metropolitan Talent's **John Scher**, right, makes a point to Excess dB Entertainment's **Heath Miller** during the "Help!" panel.

INSIDE TRACK

EDITED BY MICHAEL PAOLETTA

For more INSIDE TRACK go to www.billboard.biz

VIRGIN TERRITORY

The revamping of Virgin Records is definitely under way. Executive VP of marketing Randy Miller has decided to leave the label when his contract expires in a few months. Sources stress that Miller made his decision prior to the Oct. 24 arrival of Jason Flom, who replaced Matt Serletic as chairman/CEO. It was Serletic who brought Miller to Virgin.

In other changes at the label, Flom has hired Steve Trampusch as senior director of A&R research, while Dean Serletic has exited as an A&R exec. Fellow A&R exec Josh Deutsch left shortly before Flom's arrival. Virgin has already announced the hiring of attorney Jeff Kempler (see Executive Turntable, this page). Rumors continue to swirl that Flom hopes to bring in his former Lava GM Lee Trink, who left the label following Flom's August departure as co-chairman/CEO of Atlantic Records Group.

ROUND AND ROUND

Talk about changing horses in the middle of the stream: Track has learned that Mary J. Blige's next studio album, "The Breakthrough," will now arrive in time for the holiday rush. "Be Without You" is the first single from the Geffen album, which will land in stores Dec. 20—instead of in February, as previously announced. Producers on the single include Kendu Isaacs and Bryan-Michael Cox.

"Reminisce," the Blige retrospective CD originally due Nov. 22 and later pushed to Dec. 6, is bumped back to at least spring. Blige, currently the Crest Healthy Smiles spokesmodel, films the "Be Without You" video Nov. 7-8 in Los Angeles.

COVER GIRL

During his one-on-one interview with Madonna (see page 26), Track's fearless editor learned that Mrs. Guy Ritchie now has her sights set on directing movies. "I want to direct a film," she declares. She credits this newfound interest to the "great experience" she had working with director Jonas Akerlund on her new documentary, "I'm Going to Tell You a Secret."

Madonna says she was very involved in the film-making process, from preproduction and filming to editing and postproduction. "It's a lot harder than making a record," she acknowledges. "All the grading, color-timing, off- and on-lining and special effects. Oy vey!"

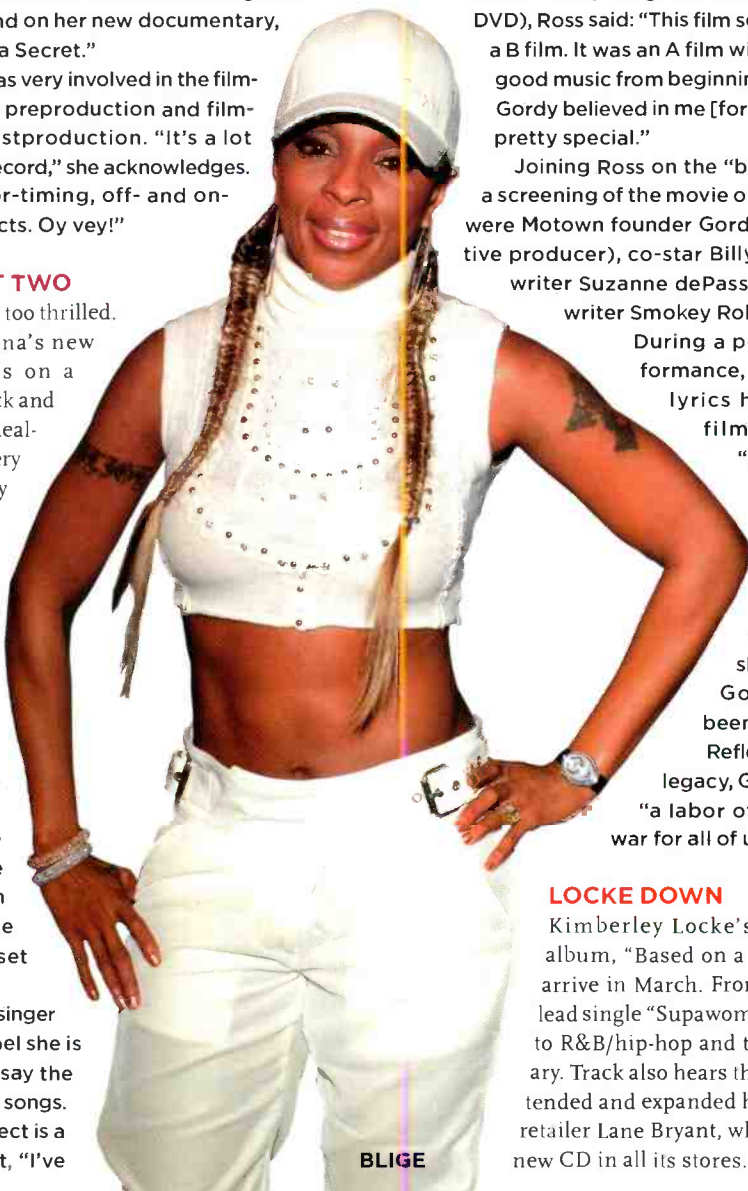
COVER GIRL, PART TWO

Warner Bros. cannot be too thrilled. After keeping Madonna's new album, "Confessions on a Dance Floor," under lock and key, the major is now dealing with the fact that every track has found its way to peer-to-peer sites. Oy vey, indeed.

STILL THE BOSS

Diana Ross is in the studio recording a new album. She confirmed this Nov. 1 at a Paramount Home Entertainment party celebrating the special collector's edition DVD of "Lady Sings the Blues," the 1972 film in which she starred. She hopes to release the set by Mother's Day.

While the legendary singer did not divulge the label she is working with, she did say the album includes original songs. Ross' most recent project is a duet with Rod Stewart, "I've



BLIGE



BERRY GORDY, DIANA ROSS and BILLY DEE WILLIAMS, from left, attend the 'Lady Sings the Blues' DVD release screening.

Got a Crush on You," which appears on Stewart's new J Records collection, "Thanks for the Memory . . . The Great American Songbook Vol. IV."

As for "Lady Sings the Blues" (due Nov. 8 on DVD), Ross said: "This film set the pace. It wasn't a B film. It was an A film with a good story and good music from beginning to end. And Berry Gordy believed in me [for the role], which was pretty special."

Joining Ross on the "blue" carpet prior to a screening of the movie on the Paramount lot were Motown founder Gordy (the film's executive producer), co-star Billy Dee Williams, co-writer Suzanne dePasse and singer/songwriter Smokey Robinson.

During a post-screening performance, Robinson sang the lyrics he penned for the film's theme song, "Happy," by score composer Michel Legrand. It was the first time Robinson performed the song. By the time he shared the lyrics with Gordy, the film had been completed.

Reflecting on the "Lady" legacy, Gordy called the film "a labor of love, passion and war for all of us."

LOCKE DOWN

Kimberley Locke's sophomore Curb album, "Based on a True Story," should arrive in March. From what Track hears, lead single "Supawoman" will be delivered to R&B/hip-hop and top 40 radio in January. Track also hears that the singer has extended and expanded her partnership with retailer Lane Bryant, which will sell Locke's new CD in all its stores.

Executive TURNTABLE

EDITED BY SARAH HAN

RECORD COMPANIES: Virgin Records in New York names **Jeffrey Kempler** executive VP of business affairs and development. He was general counsel/senior VP of business and legal affairs at Atari.

Razor & Tie Entertainment in New York names **Kathleen Duffy** senior VP of media. She was VP. Razor & Tie also names **Roger Tashjian** VP of development. He was director of new business at WCBS-FM.

Zomba Label Group in New York ups **John Strazza** to VP of pop promotion. He was VP of top 40 promotion. Zomba also promotes **Shannah Miller** to VP of video and adult radio promotion. She was senior director.

Mute Records North America in New York promotes **Nicole Blonder** to director of marketing. She was director of sales. Mute Records North America also appoints **Leslie Hermelin** as director of media relations. She was a senior publicist at Funky Dumpling PR.

PUBLISHING: BMI in Los Angeles names **Joseph L. Maggini** associate director of writer/publisher relations. He was A&R coordinator at BMG Music Publishing.

HOME VIDEO: Warner Bros. Home Entertainment Group in Burbank, Calif., appoints **Kevin Tsujihara** president. He was executive VP of corporate business development and strategy at Warner Bros. Studio.



RELATED FIELDS: Snocap in San Francisco names **Rusty Rueff** CEO. He was executive VP for human resources at Electronic Arts.

MTV Networks Music/LOGO/Films Group in New York promotes **Jeannie Kedas** to senior VP of communications. She was senior VP of MTV communications and public affairs.

Send submissions to shan@billboard.com.

GOODWORKS

THE HONORS CLASS

The Recording Academy has launched a new chapter-wide initiative, the Recording Academy Honors, that acknowledges those whose outstanding contributions and achievements have enriched the lives of many in and out of the music community. Initial honorees include Mariah Carey, the Kingsmen, Sub Pop Records, Isaac Hayes, Jay-Z, Yoko Ono & John Lennon, Justin Timberlake, Tim McGraw and Alison Krauss.

BEAUTY-FUL FUND-RAISER

Actress Nia Long, BET's Melyssa Ford and G-Unit's Olivia are hosting Alliance for Women's Equality's Nov. 7 benefit to raise funds and awareness for HIV/AIDS research. The "day of beauty" fund-raiser takes place at the Christo Fifth Avenue salon in New York. Surely, Christo's own Curlisto Systems hair-care products will be used.

AND THE MAN PLAYED ON

Eighty-one-year-old Roger Williams played a 14-hour piano marathon set Nov. 3 in the window of Steinway & Sons in New York. A partnership between VH1 Save the Music Foundation and the piano manufacturer, the marathon was intended to raise awareness for more music education funding in public schools.

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If you missed this event or want to share the highlights with colleagues or clients, don't miss the opportunity to **purchase a DVD** of the top-rated sessions for only \$195! Visit www.thenextbigidea.com for more details.

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