



**NEWS:** There's a boost for **URBAN MUSIC** as the BBC gets the green-light for its new digital radio services

News 4



**NEWS:** It's all systems go for **JAMMROQUIE** as Sony reports one of the best starts for a UK-sourced LP this year

International 6



**NEWS:** A new-found enthusiasm for **ROCK MUSIC** will be reflected in the ITC unsigned events

A&R 8

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# musicweek

## US tragedy puts music on hold

Marquee to reopen at new Islington site

by Paul Williams

Companies across the music industry have moved to lend their support to those affected by the terrorist attacks on New York and Washington last week as the world sought to come to terms with the scale of the devastating tragedy.

Events were scrapped, concerts cancelled and artists and executives stranded on the wrong side of the Atlantic in the aftermath of the attacks last Tuesday on the World Trade Centre and the Pentagon in which thousands died. The industry also played its part in contributing to the relief effort in the aftermath of the devastation with some companies and individuals making aid donations and rallying to the call to give blood for victims of the terrorist attack.

Vivendi Universal CEO Jean-Marie

Messier, who was in New York when the horrific chain of events unfolded, was among those donating blood, later providing French television that Vivendi had recently had offices in the destroyed World Trade Centre. Universal Island act U2 urged fans via their official website to give blood and make donations to the American Red Cross Disaster Relief Fund.

Meanwhile, live music giant Clear Channel has launched a relief fund for victims, making an initial \$100,000 contribution and pledging one dollar from each ticket sold at events it promotes. Sade, Earth Wind & Fire, and the Backstreet Boys are among the artists who have already pledged to donate \$10,000 from concert proceeds to the Clear Channel Relief Fund (try donations can be made at Clear Channel



Horrific attack: the world in shock

Bertelsmann is to donate \$1m each to New York's police and fire departments, which lost workers in the tragedy, with additional support measures to follow. "Our answer to terrorism can only lie in solidarity and the courage of our convictions," says company CEO Thomas Middelhoff.

In the UK the first key industry event to be affected by the tragedy

was the BMI awards, which were scheduled to have taken place at London's Dorchester Hotel last Wednesday, but was postponed within hours of the attacks. However, the Technics Mercury Prize went ahead last Tuesday with organisers insisting they had no time to cancel.

Follow US right society Ascop was in mourning for the loss of Jane Simpson, part of their Northeast licensing team, who was one of the 65 people killed in the United Airlines Flight that crashed into the World Trade Centre.

In the States a number of events and gigs were postponed or cancelled, including the second annual Latin Grammy Awards, the CMJ Conference and Destiny's Child, Janet Jackson and Slipknot performances.

● See full coverage on p3

A live music link back to the early Sixties and acts such as The Who, Rolling Stones and Jim Hendrix will be forged next year when the world famous Marquee Club reopens its doors at a new purpose-built site in North London.

The Marquee plans to relaunch as an 800-capacity venue and 120 seater restaurant in Islington on June 1, 2002.

The link with the past is maintained with the involvement of former Rod Stewart manager Billy Gaff, who owned the club after it had moved to Wardour Street in 1964 and later Charing Cross Road in the late Eighties. The Soho venue subsequently closed its doors in 1996.

Doug Palfreeman, managing director of Marquee Trading, says it will be an important platform for new bands. "Everybody knows the Marquee name," he says.

Dreamworks/Polydor act Alien Ant Farm (pictured) are looking to spoil the party of one of the biggest singles battles of the year, as Kylie takes on Posh. The US rock band's cover of Michael Jackson's track Smooth Criminal, which is released today (Monday), is the outside contender for the number one spot in a week that also sees the release of Kylie Minogue's Parlophone single Can't Get Out Of My Head and Victoria Beckham's Virgin-released Not Such An Innocent Girl. Minogue looks most likely to reach the top of the chart, with a shipment figure reported to be around the 200,000 mark, while 100,000 Alien Ant Farm singles have been shipped. Polydor Associated Labels manager Greg Cassell says of Smooth Criminal, "if it's number one, great, but we're not expecting it to be. Our objective is to establish a band, which is why we've been promoting their album the past four or five weeks."



## OMAs in partnership deal with 12snap

A ground-breaking way of voting for awards will be unveiled next month, following a deal between leading European mobile marketing company 12snap and Music Week's Online Music Awards.

The deal means 12snap is the official mobile marketing partner at the September 27 event and will provide three unique mobile marketing activities throughout the evening, which is expected to attract 600 leading music executives to the east London venue

Ocean. Using its pioneering mobile technology, 12snap will also handle live voting on the night from the attendees via text messages on their mobile phones – the first time an award has been judged in this way at any event – to find the winner for the music site of the year award.

12snap managing director Anne De Korchova says, "By using the audience vote, the UK Online Music Awards are guaranteeing impact on the night."

## Bard to spread voice across all entertainment retail

Simon Wright is vowing to widen Bard's influence in his second year as chairman, establishing it as the key trade organisation for all entertainment retailers.

The Virgin Entertainment Group chief executive, who was re-elected chairman at Bard's AGM last Thursday, believes the leading role the body has played in music retailing over the past decade can be successfully extended to both visual media and games software retailers. However, he stresses that any expansion of its brief will not be at the expense of its role within the music industry.



Wright: keen to increase influence out with the bath water."

"It's absolutely crucial that within the strategy of Bard we do not dilute our close ties with the music industry in any way," he says. "That is a sacred cow to us. We don't want to throw the baby

use of CD-Rs. "They are a fact of life," he told the AGM. "However, I believe technologies can be developed to limit their negative commercial impact if we work closely with record companies."

The growing menace of CD burning was also raised by BMG chairman Hasse Breitholtz at his company's sales presentation last Monday, when he warned that the industry could not afford to be complacent about the issue. He told the event, at London's Mermaid Theatre, that recently-published IFPI figures illustrated the effect the practice was having on music sales in territories like Germany. "[The figures] should bring home how lucky we are not to be at the forefront of this particular technology," he said.

● BMG sales conference, p26-27

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Record labels moved quickly to amend potentially offensive artwork in the light of the US tragedy. EMI-Chrysalis covered up posters promoting its Adam F album *Kaos* following concerns about the nature of the cover image. EMI-Chrysalis managing director Mark Collen says, "We had all the posters covered up. We are very sensitive about the artwork." He says that no decision has been taken on the album artwork itself, which inside features striking cartoon images of buildings being destroyed in explosions. The artwork for the forthcoming album *Party Music* by rap act *The Coup* was withdrawn last Thursday, to be replaced by a new visual for the planned release on November 5. The image, showing the act standing in front of the World Trade Centre as it explodes, was devised in May and June this year and was "designed to symbolise capitalism", according to band member Boots Riley, who gave condolences to families and friends of the victims. East West is reworking the sleeve of its Dream Theater concert album, *Live Scenes From New York*, because it depicts the New York skyline - including the World Trade Centre - in flames. The album, which was due to appear on September 24, has now been removed from the release schedules.



## Industry event organisers anticipate cancellations

Organisers of forthcoming industry events feared their plans would fall into disarray following the US tragedy. In the City, which runs in Manchester from September 29 to October 2, had organised a large delegation of US-based speakers and guests, including John Lydon, manager Doc McGhee, Motown boss Kedar Massenburg and Future of Music executive director Jerry Toomey. Fortunately, managing director Warren Bramley says he has had assurances from Toomey and former Rolling Stones manager Andrew Loog Oldham that they will attend, although Massenburg has pulled out. The Mobos on October 4 is also relying on a heavy contingent of US names, including Ari'sa's Usher and J Records' Luther Vandross, although

none had cancelled as *MW* went to press. "We hope everything will settle down," says a spokeswoman. A spokeswoman for the event, scheduled for January 19-24, recalls The Gulf War had a significant impact on the attendance of industry executives and artists from the US, but says no international cancellations have yet taken place to discuss last week's tragedy. "It's a bit too early to gauge the effect yet, but how can it not have an impact?" she says. Other events which could be affected include The Manager's Forum's Wednesday of honour dinner this weekend (September 19). The event will go ahead, although MIF general secretary James Fisher accepts that one key US figure he has invited may cancel.

# Police advise Mercurys to go ahead as Harvey's victory is dented by tragedy

by Paul Williams

Organisers of this year's Technics Mercury Music Prize say they were persuaded by police to go ahead with the event, despite the horror unfolding just hours before in the US.

Event producer David Wilkinson says officers feared chaos could have been created around the event's Grosvenor House Hotel venue if it had been postponed as there would not have been sufficient time to tell guests not to attend. Security problems, he noted, were also increased by the fact the American Embassy in London is within yards of the Grosvenor.

"The decision of the police was this had to go ahead because a postponement would have caused more confusion turning guests away and with OB trucks outside," says Wilkinson. He adds that had the Mercury be scheduled for the following night it might well have been called off.

The artist the Grosvenor, the music industry went through the motions of an awards ceremony, although minds were clearly focused elsewhere. Several acts collecting their prizes for being nominated spoke of the sudden "insignificance" of it all. The night then took a further twist when last year's winner Badly Drawn Boy announced that the 2001 prize had gone to Universal Island artist PJ Harvey, a star from *The City, Sings From The Sea*.

For the first time in the contest's 10-year history the winner was not present to collect the prize in person, with Harvey early linked to the event by phone from Washington, within view of the attached Pentagon building. "It is a surreal day and it comes at a time when I am feeling pretty stunned by everything and I did expect it all," said Harvey, who decided to press ahead with her US tour, although some other acts



Harvey: win touched by tragedy

halted gigs in light of events. Unsurprisingly, coverage of the prize was swept from the following day's national newspapers with only the independent *Irish Independent* space. However, further press stories did appear later in the week. While the Mercury continued, the BMI decided to postpone its dinner and awards, which were due to have taken place at London's Dorchester Hotel last Wednesday

with planned guests including Eric Clapton and Pete Townshend, BMI's European writer-publisher relations vice president Phil Graham says BMI is looking to reschedule the dinner but, with other industry events competing in the diary, it is unlikely now to take place this year.

Ascap's international senior vice president Roger Greenaway says the organisation has no plans to postpone or cancel its own London dinner, which is due to take place on October 17.

Meanwhile, the UK's British Photographic Industry cancelled a seminar on exporting to America last week but the plug was also pulled on a BPI seminar with BBC national radio Station Radio One.

In the US, a lengthy list of events were cancelled or postponed, including the CMJ conference, which was due to run in New York from last Thursday to Sunday and feature a number of UK acts such as

Universal Island's The Charlatans and EMI's Coldplay and Starsailor. It has been rescheduled for October 10 to 13 at the New York Hilton.

Meanwhile, A&M/Polydor artist Sting's planned webcast from the grounds of his Tuscan villa last Tuesday was curtailed, with only one song, *Fragile*, going out as part of the planned webcast. The release of an album, due to feature tracks from the performance, is expected to go ahead, although no release date has been set.

Universal Island act U2's forthcoming US tour dates are unaffected at present, while Independent's Travis are considering their options on four weeks of scheduled North America dates. Stereophonics have cancelled their forthcoming US gigs. Meanwhile, interscope/Polydor's D12 went ahead with their gig at London's Astoria, although they held a minute's silence at the end of the performance.

## Music TV adapts to achieve correct tone

Music television stations in the UK and across continental Europe responded swiftly to the US tragedies, with suitably toned programming and - in some cases - temporary shutdowns.

MTV's UK services continued broadcasting but dropped all news bulletins and features, while week-end *VH1 Award* winners and *Emilium* specials were dropped from the schedules. Instead, the output was switched to back-to-back videos by mainstream artists such as Dido, Madonna and Travis, with musically textured and inappropriate videos such as U2's *Elevation* which includes explosion scenes - banished. "We're trying to reflect the mood of the nation," says a spokesman.

In Germany, both *Viva* and *Viva Zwei* shut down from 7pm last Tuesday until midday the next day. BBC1's *Top Of The Pops* was broadcast as usual last Friday, with all the US acts' performances featured having been recorded before the terrorist attacks.

WEA London's Linkin Park travelled in by Eurostar rather than flying to London to record a TOTP performance for future broadcast.

# Radio acts with tact to remove inappropriate tracks

The terrifying events across the Atlantic had the greatest impact on UK music radio since the death of Princess Diana four years ago, as stations swiftly adapted their outputs to reflect the sombre mood.

Stations up and down the country carefully scrutinised their playlists, banishing suddenly inappropriate or insensitive tracks from the airwaves, with many switching their musical content to reassuring tunes in between news updates.

Music Control reported sharp falls in airplay for Ian Van Dahl's *Castles In The Sky* and Let Me Blow Ya Mind by Eve featuring Gwen Stefani, while there was sudden support for ditties such as Robbie

Williams' *Angels*, I'll Be Missing You by Puff Daddy and John Lennon's *Imagine* (see Airplay chart, p25). Virgin Radio switched to only playing ballads.

Radio One music policy editor Alex Jones-Donnelly cancelled the usual playlist meeting on Wednesday because of the tragedy. He says, "We still wanted to represent the best new music around, so decided to have the playlist meeting on Thursday. But, at the same time, the output will still reflect the mood of our audience after the events in America and we will be reviewing the output continually."

Radio Two's executive producer (music) Colin Martin cancelled his



Smith: tailored Capital output

immediate appointments with pluggers, while *Godfrapp's Pilot* and *Acousmith's By-Bye-From Here* were removed from the station's playlist along with Bob The Builder's seemingly innocent *Mambo No. 5*.

# Offices shut and acts stranded as impact of attack reaches ever wider

Cancelled flights, missed or postponed appointments and meetings and shuttered label offices were all part of the music business landscape at the end of last week as the industry struggled to get to grips with the logistics of returning to a state of normality.

EMI, BMG, Warner and Sony shut down their New York offices in the aftermath of the attack, although the latter planned to reopen last

Friday. Elektra was operating with a skeleton staff at the end of the week and Universal Music gave employees the option of staying home.

Some acts also found themselves stranded in the US after last Tuesday's attack. Innocent/Virgin acts Atomic Kitten and Blue and Innocent managing director Hugh Goldsmith were all in New York when the disaster struck. Blue had been due to film their new video in New

York, which would have included shots of the Manhattan skyline. Meanwhile, Polydor's Ronan Keating was delayed in Toronto for two days but has now returned to the UK.

Sony S2's Jai Rodriguez was also grounded in the US, as was the company's European communications vice president Jonathan Morris. The launch details of Pink Floyd's forthcoming *EMI* best of Echoes, which were due to be unveiled at the

weekend, have also been put back, while filming was temporarily halted on Polydor act S Club 7's third TV series in Los Angeles.

A gig by Tricky in London on Wednesday was also cancelled because the ban on air travel meant the singer was unable to fly out of LA and, similarly, Ian Brown was unable to make a booking for an MTV interview in London because he was stuck in New York.

## MWC COMMENT

## WHY WE MUST TRY TO CARRY ON

Most readers of *Music Week* will have friends, relations or colleagues who live in the US and whose lives have temporarily been upended by the awful events of Tuesday, September 11.

We have all seen the TV news footage. Many of us have heard first hand stories of people grieve sick with worry as they were unable to contact friends, colleagues or loved ones in New York to check that they were alright. Our thoughts go out to everyone who is suffering at this time.

As the hours turn into days, some of the implications are still only starting to filter through – and many will not yet become clear for days to come.

Certainly the atmosphere at the Technics Mercury Music Prize ceremony in London on Tuesday night was totally subdued as many of those in attendance – both artists and executives – were unable to keep their thoughts from wandering from the music to events in the outside world. And this mood has deepened since the full impact became clear.

Music has been affected like almost every other business, with people unable to contact their own offices, let alone travel from one place to another or proceed with their activities as planned.

Concerts, playlists, events, meetings – all have been cancelled on both sides of the Atlantic. At a time when the industry would normally be focused solely on the packed release schedules of the fourth quarter, it remains quite unclear as to how the situation will develop.

On one level, the day-to-day runnings of the music industry are utterly irrelevant when compared with the horrific scenes in New York and Washington.

But in another sense it is already becoming obvious that it is vitally important, wherever possible, simply to attempt to get on with things.

With a tragedy of this magnitude there is no question of getting back to normality – for some such a concept will never be possible. But there is a growing determination not to let those responsible for this outrage, whoever they are, achieve their aim of using a massacre of innocents to bring civilised society to a standstill.

This is not a case of the music industry attempting to pretend that nothing has happened as it merrily goes about its business of chasing hits.

It is a case of everyone, wherever they are, making a stand against acts of barbarity.

It may be tough, but right now it seems to be the only option. We cannot let them win.

Alax Scott

## TILLY

## OUR THOUGHTS GO TO AMERICA

Like everyone in the UK music industry my thoughts are with our many friends and colleagues in New York and across the rest of the US.

Even now, a few days after the unspeakably horrific events of last Tuesday, it is still scarcely possible to believe that such an event could actually have happened.

At this stage it is impossible to know quite what knock-on effects the terrible news will have in any area of endeavour, let alone what the impact on any particular industry and those who work in it will be.

We can only pray for the best.

But even now it has been heartening to see how artists and entertainers, plus companies right across the entertainment sector – like individuals and companies across all areas of the community – have been attempting to do their bit, whether by offering blood, making donations themselves or creating facilities such as website links so that their fans and customers can also contribute.

Some of these may seem like small gestures, but every little bit counts, however helpless we may feel watching on from afar.

As the three minutes of silence observed all over Europe on Friday underlined, and our support – in whatever form – counts in this hour of need.

Tilly Rutherford's column is a personal view

## Woolies results reveal overstocking problem

More details of the scale of Woolworths' overstocking problem were revealed when the newly-listed group's former parent company Kingfisher revealed its interim results last week.

Woolworths, which demerged from its former parent group on August 28, was listed under "discontinued operations" in the half-year results, where it was revealed that the "businesses were impacted by the stock reduction programme".

The report said, "At the end of last year, stocks were £93m higher than the previous year. This excess level of stock was reduced by £58m by the half year." Earlier this month, executive chairman Gerald Corbett revealed that the company was starting a round of multi-buy promotions and sales to shift non-chart CDs.

Turnover rose from £912m to £983.8m at Woolworths, with an operating loss of £27.6m (£33.8m loss) and pre-tax loss of £62.8m (£40.1m).

## Boosey &amp; Hawkes bounces back with improved figures

Boosey & Hawkes has reduced its debt, according to interim results which indicate that it is rebuilding its position after being hit by accounting irregularities and a management reshuffle at the US distribution company (BHM).

For the six months ended June 30 2001, net borrowings were £50.1m. However, the company confirmed that in July – just after the end of the last reporting period – the publishing-to-instrument group raised a further £17.5m towards reducing its debt, selling off its Edgware offices and the lease on its Regent Street site.

Group chief executive Richard Holland says the repayment of borrowings remains a priority and that the company is undertaking a strategic review to further reduce debt. "Inevitably, we have a different situation and reducing borrowings remains a priority," he adds. "But we

also need to look at how we can develop everything, where we can invest."

As part of this, the group has also decided to put the US-based re manufacturer Rico, which it bought for around £15m five years ago, up for sale.

In the past year, the group has reorganised under new management following accounting irregularities at BHM, which has now been relocated from Chicago to Los Angeles.

These problems also mean that comparisons of this year's figures with last year's results is flawed, because data for the first half of 2000 were overstated.

However, this first half reporting it was £3.3m (£4.1m) on turnover slightly up at £47.2m (£45.1m). Turnover grew more strongly in the publishing division, which saw sales increase 16m from £10.6m to £12.3m.

## BBC unveils urban groove with digital radio launch

by Robert Ashton

Acts and labels in the urban music sector are celebrating after the black radio award awarded its own BBC service as part of the Government's approval of Network X and four other digital radio services.

Culture secretary Tessa Jowell gave the green light to the five new radio services – Network X, Y, Z, Asian Network and Five Live Sports Plus – last Thursday. X and Y will have the most impact on the music business, the former being aimed at a youth audience with a remit requiring it to play contemporary black music, with Network Y offering popular music from the Seventies to Nineties.

Relentless A&R director Glyn Akins hails the move as "very good news". He adds, "Radio One has been the biggest supporter of our music to date, but this shows a real commitment by the BBC to black music. It's the first time we've been given our own major outlet."

Similarly, Virgin UK president Paul Conroy welcomes Jowell's decision. "We see this as a tremendous opportunity for Virgin and record companies in general and an important updating of the targeting of the



Jowell: gives the go ahead

BBC's radio output," he says.

Although Network Y will mostly play non-chart material, Conroy adds, "The success of Radio Two shows there is potentially a huge opportunity of reaping album sales and reactivating interest in music among people who may feel alienated by the more modern output of some stations."

The Department for Culture, Media and Sport also laid down conditions, insisting, "[Network X] must maintain its distinctiveness by concentrating on new black music and new artists within that genre by presenting a strong strand of live music." About 20% of its output will be speech, including 10% covering news, documentaries and social action programming.

Network Y's remit includes a "strong strand of live music" in addition to supporting major artists, who do not receive much radio support. Network Z is a speech station, but there will be an opportunity to play music on the Asian Network.

BBC director general Greg Dyke says he was "delighted" Jowell approved eight of the nine services proposed and GWR Group executive chairman Ralph Bernard also welcomed the culture secretary's decision. "This is an important day in the development of radio," he says.

However, the BBC and music industry voiced disappointment that proposals for BBC3, the station aimed at 16- to 34-year-olds and which would undoubtedly have included music and youth programming, has been knocked back by Jowell. She said the BBC had not made the case for the station and it was "not clear that its proposals were truly distinctive".

On the upside, the BBC was given approval to press ahead with two new TV channels aimed at children (one at six- to 13-year-olds, another at under six-year-olds) and BBC4, which will replace BBC Knowledge.

## Chrysalis to put no further funds into net

The Chrysalis Group announced last week that it will make no further investment in the Internet.

The group issued a statement revealing that its new media operation has cost it £9.6m, but its online interests will now be restricted to its Rivals online sports network, its 35% minority interest in DarkerThanBlue and its Debt and Gay websites. The heart will be written off in the forthcoming year-end results.

However, Chrysalis has "ring-fenced" funds for development of Rivals and the brand websites and has already disposed of Puremix and its stake in the local information service Citypages. CEO Richard Huntford also adds that



Huntford: cap on net spending the company is looking for "strategic alliances" in relation to Rivals.

The media group's shares immediately fell 25p on the day, to a year low of 175p. By late Friday they were trading at 165p.

Huntford says the statement follows a promise made at the half-year, when the company vowed to

keep shareholders up to date with ad revenues and its new media interests.

"I think it is about not kidding ourselves," he says. "It's prudent to write everything down to the pound rather than include something in the balance sheet that has no worth."

Huntford, who expects to see a sizeable loss in the balance sheet because of the write-off and costs of new media, adds that the group may eventually move back into new media. "We would be a lot more cautious," he says. "We have learned lessons from the Internet and would need to see that it would add value to consumers."

The number one single success of Bob The Builder's Mumbo No.5 has convinced BBC Worldwide to begin TV advertising for the forthcoming album in the week of release. The TV campaign was due to start in mid-November, but marketing manager Alan Taylor says there will now be ads shown during GMTV in each week (October 1) in response to strong retail support for what is expected to be one of the year's biggest albums. In November, commercials will also appear on up to five ITV1 regions (excluding London) as well as satellite stations. The BBC is going for mass retail coverage from day one, with in-store support being confirmed this week, while retail co-op press advertising has been secured with *Chat* and *Heat* magazines and *The Daily Star*. The BBC has booked slots advertising in the *Mirror* and *Daily Mail*, while Nell Mortyaise, the voice of Bob, will be available for national radio and TV promotion in the week of release. Republic Media has been coordinating press interviews with the characters. There will also be extensive marketing activity on the Bob The Builder website, which attracts more than 500,000 hits a month, and in the character's magazine, which has a circulation of more than 200,000. A straight-to-video 50-minute Christmas special starring Elton John as a rock star character is set to be released by HIT Entertainment on October 22. The market for branded Bob The Builder products is already worth more than £100m.



## Virgin announces its first 3 for 2 campaign

For the first time, Virgin Megastores customers can enjoy a 3 for 2 offer across music, DVD, video, games and accessories such as T-shirts. The promotion starting today (Monday) sees the chain return to a multi-buy campaign following its four-week music money-off sale in June. The latest music campaign includes more than 20 chart albums and around 300 catalogue music titles featuring artists such as Dido, Faithless, Destiny's Child and Groove Armada.

The advertising has been created by design agency Farm to encourage consumers to try something new with their third purchase. One image features an old lady buying a Leftfield album.

"As a retailer, we have to keep devising new mechanics to persuade customers to be more adventurous in their music tastes," says Virgin Megastores music marketing manager Vicki Davis.

## newsfile

**NME TO BE PUBLISHED IN RUSSIA**  
IPO Ignited will launch a Russian edition of NME tomorrow (18). NME Russia is the 25th international version of the magazine and will be published fortnightly. A concert to mark the launch takes place in Moscow on Saturday, featuring four Russian bands and Mushroom's Muse.

**PAIR FORM CONSUMER PR VENTURE**  
Former EMI/Chrisland head of press Judy Dunleavy has teamed up with Andy Saunders, founder of music industry corporate PR company Velocity Communications, to launch a consumer PR venture called Hi-Velocity Public Relations. The business will specialise in urban music PR.

**MTV SEeks SUPPORT FOR ONLINE LAUNCH**  
MTV is looking for advertising and sponsorship agreements to support the launch of its My Messenger, its latest communications tool. The online division of MTV Networks has linked with instant messaging provider Odnio, to offer the technology via MTV websites across Europe. Users can receive instant messages and seek chat partners by searching an interest or demographic database.

**VSHOP OPENS 100TH STORE**  
The VShop chain released the 100th store mark this Thursday with the launch in Manchester of its biggest outlet to date. Richard Branson will open the doors of the store, which is 200sqm in size compared to an average VShop store of around 100 sqm. Meanwhile, north-west based music retailer Music Zone has announced the acquisition of a new site on Manchester's Market Street.

**BLAZE TV PROMOTES MOUNT**  
CDUK producer Phil Mount has been promoted by Blaze Television to the post of series producer, CDUK Mount has produced the show since 1999 and previously worked on TFI Friday and The Who!ley Show, as well as overseeing ITV's coverage of this year's Party in the Park festival.

**CLASSIC FM DRINKS TO WINE DEAL**  
Wine producer Ernest & Julio Gall has struck a deal with broadcaster GWR's Opus sales arm for sponsorship of a new wine feature on Classic FM's flagship news programme, Classic Newsnight. The deal will combine on-air advertorials, sponsorship and features within the radio station's Classic FM magazine. It is valued at around £125,000.

**THIS WEEK'S BPI AWARDS**  
Led Zeppelin's Remasters album goes two times platinum, while Frank Sinatra's Classic Sinatra, Zero 7's Simple Things, Jamiroquai's A Funk Odyssey and New Order's Get Ready! all go gold. Meanwhile, Groove Armada's Goodbye Country (Hello Nightclub) and Miss Elliott's Da Real World receive silver awards.

**HOW TV SHOWS' RATINGS COMPARE**

Programme	Viewers (000s)	% up/down
Top Of The Pops*	4,125	53.9%
Top Of The Pops II	3,098	n/a
SMY	1,267	6.3%
CDUK*	1,240	24.4%
The Pepsi Chart*	1,318	19.1%
Dr Fox Chart Update		
Live and Kicking	928,000	13.7%
W5	378,000	n/a
Exclusive/SN	281,000	n/a
Flava (Weds)	172,000	n/a

\*combined totals  
Source: Mediamark Ergo (Boro data) 1st w/c September 3 2001.

# ABC Redges more music for the Saturday morning show

by Steve Hemsley  
The BBC is promising a greater mix of music when the Saturday Show replaces Live And Kicking this Saturday morning (September 22). The new three-hour show will feature two live performances each week and discussions are continuing over a possible on-link link-up with Radio One to discuss the next day's chart. Executive producer Annette Williams has also recruited a house band.

"We are not trying to compete with CD-UK, which is a very good programme, but overall there will be more music in The Saturday Show and we want it to reflect the fact that there is less pop and more rock in the charts," says Williams. "This policy may attract a different kind of viewer than Live And Kicking."



The Saturday Show: more variety

The Saturday Show will be presented by Dani Behr and Joe Mac and broadcast live from the BBC Television Centre. The programme will feature one large purple-bubble stage "which will be somewhere bands will want to come and play," says Williams.

The BBC is reluctant to announce which two acts will appear on the opening programme but, according to plugging sources, Victoria Beckham and Kylie Minogue — who go head-to-head with new singles released last Monday — are believed to be lined up.

Regular features will include Karaoke Karaoke, during which members of the audience will be asked to emulate an artist by singing an act's new single accompanied by the house band.

The decision to axe Live And Kicking after eight series was taken in March by BBC's head of children's television Nigel Pickard, who, ironically, started CDUK and brought its presenters Ant and Dec to ITV. The audience for Live And Kicking has dipped to under 1m in recent weeks, while CDUK is attracting around 2m.

The launch party for the new show took place last Monday and Williams is keen to receive feedback from the many pluggers who attended. "Lots

of the people we invited have been phoning Fleming And Connolly, so for years, so it made sense to get their views. We do want to work very closely with the record industry," she says.

Claire Houston, promotions executive for Fleming And Connolly, was impressed with the new set and the presenters. "What I saw at the launch was a good sign," she says. "Many teenagers are into US-style rock at the moment and that trend was acknowledged by the show's house band, but it is still not clear exactly how the music will run on the day."

RCA TV pluggler Richie Crossley also welcomes the new show. "It is always exciting to have a new daytime TV programme that is committed to music and it will get BMO's full support," he says.

## MoS and Dixons join forces for digital radio promotion

High street electrical chain Dixons and Ministry Of Sound are discussing plans for a joint initiative to help raise the profile of digital radio this autumn.

The two parties have held meetings to discuss joint funding a press campaign, to drive younger consumers into stores to buy digital tuners by promoting MoS's digital radio station within Dixons's traditional double-page advertising.

The initiative is one of many being considered as part of The Digital Radio Development Bureau's latest marketing campaign to mobilise Christmas sales in a bid to double the number of sets sold to more than 70,000 by the end of the year.

Other promotional activity includes tactical radio airtime and a PR campaign driving the public to chains such as Dixons and PC World and independent electrical stores.

The DRDB has also published a newsletter to educate retail staff

and launched the website [www.drdb.org.uk](http://www.drdb.org.uk).

"This autumn is an important new phase in the development and roll out of digital radio and it is our job to coordinate retail and manufacture energies to stimulate consumer interest in the technology," says DRDB chief executive Terry Schouma.

Meanwhile, national commercial digital multiplex Digital One has announced the start of phase three of its transmitter network, bringing another 20 transmitters to the network. The operator now expects to achieve 90% population coverage within four years.

Digital One has helped electronics firm Videologic develop a potentially mass market kitchen digital radio which will be unveiled at the UK consumer show Live 2001 at the NEC later this month. Videologic will also begin marketing a portable digital radio before the end of the year.

## V2 to tap into Worldpop database of fans to launch new act Liberty

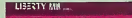
Worldpop has been chosen as the interactive marketing agency for V2 outfit Liberty.

As part of the campaign for the act's first single Thinking It Over, which is released next Monday (September 24), Worldpop is recruiting a 2,000-strong E-selectors of fans via teaser e-mails offering free ringtones and mobile logs.

The fans selected to join the E-team will receive a Liberty welcome pack and be managed on a daily basis by Worldpop staff, who will provide instructions on how to target key radio and TV stations and access relevant chat rooms and bulletin boards.

Each member will receive exclusive news on the band, which they can release to other fans as part of the viral campaign. As an incentive, free tickets to see the band will be available and 10 members will get a chance to meet the act.

The marketing campaign by



Liberty website: recruiting fans  
Worldpop also includes postal mailshots, mobile text messaging and the setting up of a premium rate Liberty telephone hotline.

Head of marketing Dan Avenor says, "Our audience is happy at being asked to play such a pivotal role in the launch of a new act, while this campaign will demonstrate to the industry all the marketing skills Worldpop can offer."

V2 marketing manager Pier Reid says it made sense to make the link with Worldpop, which has a large database the label could tap into to build a fanbase.

● **Bob The Builder** is on top of the world down under after taking just four weeks to climb to number one on the ARIA singles chart. The BBC/Universal-Husood Can We R? makes a three-place move to sweep aside Lifehouse's Pounding By A Moment as Polydor's S Club 7 slip 2-3, with Don't Stop Movin' and Innocent/Virgin's Rude 3-5 with All Rise.

● Westlife's International fortunes are progressing with When You're Looking Like That arriving at 19 on the Australian singles chart and UpTown Girl's highest new entry at 41 on France's airplay chart. The BMA's act is later on. A new hit is a firm favourite in Germany, moving 25-24 at retail while improving 24-17 on an airplay Top 50.

● Independent/Sine's Travis had a fantastic week in France, claiming the singles chart's fastest mover with Sing which lifts 28-13, moving 8-5 with the same track on the airplay chart and rising 40-30 on the albums countdown with The Invisible Band. Sing is one of five UK-sourced tracks in an uncharacteristically British-favoured airplay Top 10, led by BMG's David holding at three with Thank You and also featuring Sony S2's Jamroquo! (8-5 with Little L), Wildstar's Craig David (4-6 with Walking Away) and EMI's Craig's Great Hallwell! (9-9 with It's Raining Men).

● Polyphone signing Kylie Minogue races 10-6 on top to 20, 20's biggest airplay hits on European radio with Can't Get You Out Of My Head ahead of its release at retail. It is one of two tracks on the chart, matching the new entry's tally with two, but trailing BMG's five representatives, Universal and Virgin with four and Sony with three.

● Atomic Kitten's Eternal Flame rerelease claims highest new entry honours at three on the Swedish singles chart to head a double week for the Innocent/Virgin act in Scandinavia. It also enters the Danish Top 20 at 17 - a place above Polydor arrives S Club 7 with Don't Stop Movin' - while the Kittens enter at six on Denmark's albums chart with Right Now.

● One Little Indian's Björk, whose releases go through Universal overseas, is leapfrogged by EMI tracks to number one on the French albums chart but reverses the situation in Spain as Vespertine arrives at two, a place ahead of the Sony S2 act's A Funk Odyssey. The York album becomes an instant number one in Denmark and enters at seven in Sweden, while holding at two in Italy behind the newly-arrived Jamroquo! and moving to the same position in Belgium. However, it suffers a 1-6 slip in its second week on the chart in Norway as it slides 3-7 in Germany.

● Super Fury Animal's Rings Around The World project is gaining Internet interest in the UK with its first single Juxtaposed With U the highest new entry at 15 on Norway's airplay chart. The new-issued track is one of 11 Sony releases within the Top 20, headed by Michael Jackson at one and Independent's Travis holding at two with Side.



# Universal conference goes ahead as tragic New York news breaks

by Hamish Champ  
 Universal pressed ahead with its international marketing conference in Mallorca last week, despite arriving as news broke of the New York and Washington tragedies.

Senior VP international marketing Max Hoo said that, after conferring with attendees on the opening day last Tuesday - with many leaving flown in from the US - it was agreed that the meeting should continue.

"It is deeply shocking and our first concern is for family, friends and colleagues, both within Universal and beyond," said Hoo. "It puts life in perspective in a horrible way. But we're all here, including our US colleagues and as far as possible it's business as usual. The show must go on."

The show did go on, with showcases from Sophie Ellis-Bextor, the Lighthouse Family, Danish dance act



US2: doubts over New York dates

Saif Douba and Elton John.

John's new album, Songs From The West Coast, released on October 1, which is previewed by the single I Want Love on September 24, will be backed by an intense programme of promotion in Europe and beyond.

However, it remains unclear whether the US and Canadian leg of his world tour, pegged for October, will go ahead following events last Tuesday. A second single from the

Jamroquo! (pictured) were forced to halt a programme of US promotion last week, because of the terrorist attacks in the US. The band's album A Funk Odyssey had been held back in the US until last Tuesday, to allow time to maximise their promotional opportunities. Despite that, Sony is rapidly making up ground with the new Jamroquo! album, which is enjoying one of the best international chart starts yet for a UK-sourced album this year. The album debuted at number one in the key territories of Australia, France and Italy, entered at two in Germany and three in Spain, while on the all-Genies Japanese Chart it achieved a rare high debut on an international release by entering at two, after high debuts on airplay success, too, of its lead-off singles. The continuing sales and airplay success, too, of its lead-off single Little L, Sony International vice president Catherine Davies is convinced Jamroquo! have recaptured their previous commercial form. "People have seen the long-term potential for this album and it's great we've started to get the results right away," she says.

album, This Train Don't Stop Here Anymore, is set for release on November 26, uncertainty hovers over the band's proposed US tour in October/November, which was due to include three nights at New York's Madison Square Gardens. The dates are part of the promotion for the fourth single from the 11-song self-titled album, Walk On, released on October 29, and a DVD of the band's June concert in Boston which is set for release on November 19.

Other priorities flagged up included a new album from Ronan Keating, Gabrielle's greatest hits album, whose showing should be given a boost by her inclusion on the Bridget Jones's Diary OST - and the Bee Gees two-CD 40th set, The Record, released in November. "We are going for a Beatles' 1-style marketing campaign with this one," says Universal Music UK senior VP international marketing Cathy Doyle. "I can't emphasise enough how big this record is going to be. It will be the ultimate Christmas album."

Hopes are also high for Mercury's Bridget Jones's Diary, which has already sold 2.2m worldwide, with the film still to be released in 17 countries including France and Germany. A follow-up Volume 2 is due on October 29.

Universal Island's Pulp return with a single, The Trees/Sunrise, on October 8, and a self-titled album co-produced by ex-Walker Brother Scott Walker on October 22. Meanwhile, labelmate PJ Harvey, winner of last week's Technics Mercury Music Prize for her album Stories From The City, Stories From The Sea will have this love issued as a single on October 8.

## UK TOP 20 AIRPLAY HITS IN EUROPE

PLW	TRACK	ARTIST (UK COMPANY)
1	1	Little L (Jamroquo!) (Arista)
2	2	Thank You (Dance) (Arista)
3	3	Eternal Flame Atomic Kitten (Innocent)
4	4	Family Bible Williams (Polygram)
5	5	Can't Get You Out Of My Head (Kylie Minogue) (Polyphone)
6	6	It's Raining Men Craig Hallwell! (9-9) (EMI)
7	7	All Rise Bob (Innocent)
8	8	Sing Trine (Independent)
9	9	Let's Dance Ricki (RCA)
10	10	Don't Stop Movin' S Club 7 (Polydor)
11	11	Side Travis (Independent)
12	12	Walking Away Craig David (Innocent)
13	13	When You're Looking Like That Westlife (RCA)
14	14	Hurricane Dido (Cherry/Arista)
15	15	Elevation U2 (Island)
16	16	Take Me Home Sophie Ellis-Bextor (Arista)
17	17	Have A Nice Day The Saturdays (V2)
18	18	Take My Breath Away Emma Bunton (Virgin)
19	19	Castles In The Sky Jay Van Dale (Mute)
20	20	Out Of Reach Davidjee (Island)

Chart based on the 20 most used airplay stations in Europe. Euro 100 is the 100 most used airplay stations in Europe. Source: GEMA/Phonogram

## GAVIN US URBAN TOP 20

PLW	TRACK	ARTIST (UK COMPANY)
1	1	2 Different (Gorilla) (Epic)
2	2	Fam Affair Jennifer Love (Epic)
3	3	Fam Affair Mary J Blige (J&R)
4	4	Get It (P.D.) Jay-Z (Roc-A-Fella/DMG)
5	5	Conviction Inley Jennifer (J&R)
6	6	I'm A Thug Thank Daddy (S&P-Subs/Arista)
7	7	Faith! Alicia Keys (J&R)
8	8	Rock The Boat Aaliyah (A&M/World) (J&R)
9	9	When The Party Hit Jaquelin Epps & Kelly (Columbia/CYG)
10	10	Feelin' On Yo Body R Kelly (J&R)
11	11	One Minute Man Missy Elliott (Gold Mind/Ed/West/Epic)
12	12	So Fly (The Roots) The Roots (J&R)
13	13	You Rock My World Michael Jackson (A&M)
14	14	Living It Up Ja Rule (Murder Inc./The Family/DMG)
15	15	LifeTime Maxwell (Columbia/CYG)
16	16	Area Codes Ladies (Gorilla/The Priority/DMG)
17	17	I Remember Me Urban (Arista)
18	18	Set It Off Jennifer (C&H/Music/Universal)
19	19	John Doe Public Announcement (RCA)
20	20	My Babe (Spectrum) (Innocent)

Chart based on the 20 most used airplay stations in the US. Source: GEMA/Phonogram

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

COUNTRY	ARTIST (UK COMPANY)	SPIN	UK SALES
AUSTRALIA	single One Way, Back The Bubble (S&P-Subs)	1	4
	albums A Funk Odyssey Jamroquo! (Sony S2)	1	4
CANADA	single Waves Out Radiohead (Platino) (1)	1	1
	album A Day Without... Enya (NMA)	1	9
FRANCE	single It's Raining Men Craig Hallwell! (EMI)	1	1
	album A Funk Odyssey Jamroquo! (Sony S2)	1	1
GERMANY	single Eternal Flame Atomic Kitten (Innocent)	10	6
	album A Funk Odyssey Jamroquo! (Sony S2)	12	1
ITALY	single Eternal Flame Atomic Kitten (Innocent)	6	12
	album A Funk Odyssey Jamroquo! (Sony S2)	1	1
NETHERLANDS	single Eternal Flame Atomic Kitten (Innocent)	6	9
	album Best Of Sophie B. Hawkins (Warner)	1	1
SPAIN	single Little L Jamroquo! (Sony S2)	1	1
	album Vespertine Björk (One Little child)	1	1
US	single I'm In Craig David (Wildstar)	16	17
	album Corina Corina (Arista)	14	21

Source: Music Information Services Company (MUSIC INFO) and Nielsen SoundScan

## AMERICAN CHARTWATCH

by ALAN JONES

Rising metal stars System Of A Down and Aaliyah's posthumous one-week reign at the top of the Billboard albums chart, debuting in pole position with their second album Toxicity. The album sold more than 222,000 copies in the survey period, an impressive 74 times as many copies as their first studio album, a self-titled set, sold on its first week in the shops in 1998. That album eventually reached number 124 in a 23-week chart run and has sold at an increasingly rapid pace in recent weeks thanks to airplay for its first single, One Step Closer. Under Billboard chart regulations, which impose time limits on albums appearing in the chart, it has, however, been relegated to the catalogue chart where it jumps 23-13 this week, after selling a further 10,000 copies to take its overall tally to 764,000.

Toxicity is one of only three new entries on the albums chart, with the next highest debut coming from the Doobie Brothers' Greatest Hits at number 142, and the soundtrack to the new Rock City movie trailing at number 180. With so few attractive new albums hitting the shops and many of last week's much larger new entries making significant falls, numerous established albums take the opportunity of regaining lost ground. Gorillaz' self-titled debut is among

them. It slipped 16-21 last week, but now charges to a new high at number 14, while their debut single Clint Eastwood progresses 63-57 on the Hot 100, with airplay increasing significantly again. The Gorillaz album has sold more than 660,000 copies to date.

Among other UK and Irish acts, there are climbs for Enya (26-20), Craig David (45-43), Dido (98-87), and the new album by the Roots (107-93). Sade (122-119), Coldplay (169-138) and The Wreckers (149-143), and the star performers are U2, whose All That You Can't Leave Behind (2) got a 15% boost and moves 104-78 following their powerful performance on MTV's Video Music Awards. The group are winning roadside airplay for their track Peace On Earth in a mix by radio station WTC, which incorporates some chilling news reports of the New York attacks.

Those bombings forced a temporary closure of Billboard's New York office, the use of incorrect data for the albums chart on its website (which showed Alicia Keys at number one at the time of writing) and have forced its writer to file this copy from an internet cafe in Miami rather than - but I'm sure you'll agree - at such matters are of little consequence compared to the events that may have caused them. The tragedy will slow sales for the current week. Even so, there should be high new entries next week for Mariah Carey, Jay-Z and Bob Dylan.



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newsfile

**ROOM TIME FOR MUSIC CHOICE EUROPE**

Music Choice Europe has unveiled a 68% rise in turnover for its interim results for the six months to June 2004, while reporting a continued rise in subscribers and the successful launch of interactive TV services in the UK and Sweden. This announcement coincides with the appointment of Donagh O'Malley as head of legal and business affairs.

**IMRO REPORTS GROWTH IN REVENUE**

The Irish Music Rights Organisation (Imro) has reported a 12% increase in total licence revenue collected last year, continuing its annual trend. Bellefire, Samantha Mumba and Westlife are recent additions to the host of acts who hold membership.

**EAGLE VISION GRASPS EMI DEAL**

Eagle Vision has struck a TV distribution deal with EMI's Picture Music International TV arm, as a result, the Eagle Rock Entertainment company will handle all new programmes of artists it has signed to EMI. The deal also relates to the majority of PMI's catalogue and will see the standalone PMI team being disbanded, with the brand continuing within the marketing of EMI's programming.

**SHOESHINE BOSS WINS AWARD**

Shoeshine Records proprietor Francis Macdonald has won the small business young music professional award for his work on the Glasgow-based record label, McDonald, who is currently the drummer with Teenage Fanclub and also a former member of the group BMX Bandits, has released UK guitar-based pop through the Shoeshine labels for some time now, as well as releasing American and country music through Shoeshine's Americana imprint. Macdonald is now hoping to find funding for the expansion of the label.

**SONY UK VENTURES FURTHER INTO CHILL-OUT**

Sony UK has signed a joint venture deal with chill-out pioneer Chris Coco to form a new brand called Organic Recordings. The new label will focus on mainstream chill-out releases and will launch with the release of an album entitled Acoustic Chill. Coco, who has a three-album deal with Avex, is managed by Seven Webster, who has been influential in the development of artists including Sade, Dido and BT. The deal was forged by iNcredible managing director Graham Ball, while Organic will be managed by Sari Ali, who recently joined Sony from Rentless.

**ALL EYES TURN TO INDUSTRY AWARDS**

Three music industry leading lights are being inducted onto the roll of honour at the seventh Music Managers Forum this Wednesday. A crowd of 600, including around 100 young managers and A&R people, are also expected to witness performances by a stellar cast of artists at the London Hilton, who are turning out to support the three other winners of the producer of the year, manager of the year and Peter Grant awards.

**HIT SCORES**

In September 1 issue's Sony autumn release preview Sony's albums hit scores should have had two Top 10 artist and four Top 10 compilation albums, one artist Top 10 hit and five compilation Top 20 hits. The Universal Islands scores in the September 15 issue should have had Universal Island with one artist number one album, while Working Title - Not Universal - is making All G The Move.

# Exciting new talent set to spice up In The City

by Nick Robinson

The organisers of In The City are predicting a new enthusiasm for rock to emerge through the unsigned acts playing at the event this year.

ITC's A&R director Phil Saxe and coordinator Chas Morrison believe a real passion is returning to the underground of new talent. The variety in musical styles of the demo tapes submitted to ITC this year also suggests that bands are going back to basics. Meanwhile, the rise of the internet has led many acts to venture out on their own and may be getting distracted by the commerce of music, according to Saxe.

"There was a feeling in recent years that it was all a bit calculated," he says. "Bands were deliberately playing music or copying others in a way they felt could get them a record deal."

"The middle-of-the-road stuff has disappeared," adds Morrison. "The copying replication has gone and everything is now much heavier, poppier or just different."

More than 75 acts have been selected to play at this year's event - which runs from September 29 to October 2 - from the 1,300 demos sent in.

While there is only one Scottish act playing this year - Glasgow's Lapsus Linguae - there are a number from Sheffield and the usual representation from Manchester, Liverpool and London, with a movement towards the rural genre, among others, beginning to come through.

"That's just the way it goes and the variety this year ranges from sort of The Strokes style to heavier rock and electronics," says Saxe. He adds that bands expected to get a lot of A&R attention this year include Nylon Pylon (from Manchester), Torpedo (London) and Hogboy (Sheffield).

Parlophone A&R manager Dan Keeling says the ITC unsigned line-up is probably reflecting a general optimism in new music. "There will always be one or two acts worth catching at in



Nylon Pylon (top) and Torpedo

The City but in general there is some good stuff coming through anyway. Bands are just going their own thing again and it's an optimistic time," he says.

In addition to the UK unsigned acts, a host of other acts are set to play in Manchester during the convention. Finnish guitar act Mantboy and Swedish guitar pop outfit Core are to perform at this year's BMI Showcase & Brunch, which will take place on the Sunday (September 30) at The Life Club in Fetter Street, Westminster. ITC organisers say that other acts confirmed to play in the city include Roxy Music, St Germain, Roots Manuva, New Found Glory, The Orb, Elliott Eastwick, Dax Riders, Mum & Dad, Riton, Billie Ray Martin, Fingertwig, Suns Of Arqa, Bamboo Soul, Saw Doctors, Crazy Penis, A Trak, Cosmic Rough Riders, Spiritualized and Snowblind.



The Planets: pushing classical boundaries

## EMI Classics targets crossover market with Dramatico label deal

EMI Classics is hoping to crack the classical crossover market via a new label deal with composer Mike Batt and his boy/girl act The Planets.

If it is successful, the deal with Batt's Dramatico label will see the composer develop more artists for the major.

"The Planets, whose debut album Classical Graffiti is released at the end of October, comprise four girls and four boys, all music students aged between 19 and 24. "I just wanted an act that was totally musical, plays completely live and is great to look at," says Batt, who co-created current crossover act Bond and whose previous successes include Vanessa Mae.

EMI Classics Worldwide President Richard Lyttelton, who struck the deal with Batt, believes The Planets will "push the barriers of classical music in all directions". The label's UK managing director Barry McCann adds, "They have the spirit of a young pop band - a sort of Club 7 plus one. Hopefully, they will appeal to the older middle market and aspirational young teenagers."

The debut album features contemporary arrangements of classical pieces as well as Cream's I Feel Free, which original vocalist Jack Bruce appears on. It will be followed by the single Rodrigo which features a club remix.

Madonna, Dido, Beck, Dr Dre and Beth Orton are among the artists collaborating with William Orbit on the producer's debut pop album for BMG. The record, as yet untitled, is close to completion and is due for release next April. BMG UK international A&R vice-president Nick Stewart, who, along with the company's recently-departed chairman Richard Griffiths, signed Orbit, believes the record is unique. "William is a very meticulous artist and the work that he is doing is exceptional," says Stewart. "Based upon what I have heard so far, I think the record will be something extraordinary." Recently, Orbit has achieved huge success as a producer with the likes of Madonna and Blur but has also established himself as an artist in his own right with his dance project Bassomatic, ambient/chill-out persona Strange Cargo and his album of classical interpretations Pieces in A Modern Style. Orbit, who is now based in the US, has recorded the album in London and Los Angeles during the year since he signed to BMG. "Every major label was very interested in William. The reason he and his manager Andy Kipnes chose BMG is our powerful worldwide network," says Stewart, who adds that the album's release will be previewed by a full trade launch next spring.



**PRODUCER PROFILE**  
British R&B may not be storming the US charts, but not American producer Jermaine Dupri is more than aware of its influence. Spicing up the eve of a trip to those shores to promote his second Columbia album *Instrutions*, Dupri says he is keeping a close eye on the UK's developing talent.



Dupri: Influenced by UK two-step

"I've been trying to figure out this two-step thing and it's one of the reasons I like Craig David's album," says the 29-year-old producer of recent hits for Usher, Mariah Carey, Janet Jackson and Lil' Bow Wow. "You might get that influence on one of my records soon. I know Usher wants to do a record with him," says Dupri. "David's music is what he wishes he had had the chance to remix David's music to help him crack the US. "His album wasn't designed for the US so it would have made sense to get people like me or Rodney Jerkins to remix it," he suggests.

Dupri's own success took a few years to develop. From his body-popping and rap beginnings as a 12-year-old in Atlanta, he went on to find his stride as a producer by studying a friend at work in one of the city's studios. "I had a sound in my head that I wanted to create, but the speakers at home had to learn myself," he says. By 16 he was producing records, with his first album being the debut by Silk Jimes Leather. While this is a follow-up project

achieved few sales, Dupri was honing his sound and introducing samples to his work. "Then came his first big success with teenage duo Kris Kross, who became a multi-platinum crossover act, and Second Nature, who evolved into TLC. In 1993, Dupri struck a deal with Columbia US to launch his own label So So Def Recordings and immediately garnered more hits. This time with Kscape and then Da Brat. He proved himself in the Nineties by achieving the unique production feat of having number ones in the US Pop, R&B and Rap charts with different singles. His ability to traverse styles yet still retain a unique sound is the reason why he has become one of the US hottest producers. It also explains why someone like Britney recently called him in to produce his version of What's Going On, which is being released to support Artists Against Aids in Africa. Dupri is keen to turn his attentions towards pop in the future. "I want to find a pop group for my label," he says.



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# SINGLE of the week

**ASH: Candy (Infectious Infect106s).** Sampling the Waitresses' track *Take It Easy On Yourself*, this single's laidback post-summer affair. Number one-selling album of this year, the Northern Irish group have managed to maintain their public profile with 48 festival appearances, and are currently embarking on a tour of South East Asia. The track is B-listed at Radio One.

# SINGLE reviews

**RECORDED ELBOW: Newborn (V2 VVR5016173).** The fourth single from Elbow's Mercury Prize-nominated album *Asleep In The Back* is a powerful, brooding affair. Clocking in at more than seven minutes, this is the album highlight and should help keep sales of the album high. The single is C-listed at Radio One and the band embark on their biggest UK tour yet in October.

**ANGRY MEXICAN DISCS: I Like It Funky (Palm Pictures PP027722).** Despite the act's great name, this is a slightly run-of-the-mill track. Happening in a midday sort of way in the clubs, this straightforward stomper will probably work well on the dancefloor but does not have the potential to cross over in any big way.

**THE B-15 PROJECT: Feels So Good (Relentless LENT17).** The title track from the Birmingham garage act's forthcoming album is one of its more obviously commercial cuts. Featuring vocals by Shoja Afa (currently out of a deal) and a co-producing rap from Ms Dynamite, this will hope to repeat the success the Project enjoyed first time around with *Girls Like Us*.

**REMOVED CRACKOUT: You Dumb F\*\*k (Hut HUCD143).** Crackout's first single since signing from Precious Cargo to Hut starts the rock zeligist with ease. Threshing *You Dumb F\*\*k* out with plenty of punky attitude, the trio look certain to pick up attention — if not airplay — over the coming weeks. Their debut album *This Is Really Nice* is released on October 22.

**FUNK D'VOID: Diabla (Soma SOMA112).** Lars Sandberg's Funk D'Void material has been a reliable source of quality for some time, and *Diabla* is certainly no exception. This tart piece of analogue techno is currently doing the business in clubland. **FATH HILLS: Braitha (Warner Bros WS2CD2).** To follow the *Top Five* single from *There You'll Be* which accompanied the film *Pearl Harbor*, this track follows a similar vein. A slightly more upbeat ballad, it may not receive the required publicity to duplicate her previous success. It precedes the artist's best of album, *There You'll Be*, scheduled for release a week later. **UGLY DUCKLING: A Little Samba (XL Recordings XLS135CD).** The second single from Ugly Duckling's debut album *Journey To Anywhere* takes the Long Beachers' fun-loving take on hip hop to its



limit. Purist fans of the classic hip-hop sound will delight in the remix from West Coast heroes People Under The Stars.

**SUGAR RAY: When It's Over (Lava/Atlantic AT0114CD).** The first single from the Californian group's recent album is an infectious pop track with a catchy hook. It has proved popular with a B-listing at Capital, and the band will be looking to raise their UK profile with a gig at London's Shepherd's Bush Empire on September 26.

**REMOVED INDIA ARIE: Brown Skin (Motown MOWC07).** The standout cut from her strong debut album, *Brown Skin* sees this US soul champion in lyrical form. B-listed at Radio One and A-listed at Radio Two, it should finally bring her the broader recognition that she deserves.

**BRIAN HARVEY & THE REFUGEE CREW: Loving You (Blacklist Edel DL322525RE).** The result of this unlikely collaboration between Brian Harvey and Wycef Jean is a laidback R&B track with Jean's usual slick production. Already C-listed at Radio One, the single may help to provide the much-needed boost that Harvey requires.

**4 HERO: Les Fleur (Talkin' Loud TLCD66).** Lifted from Dejo MacFarlane and Marc Mac's forthcoming album *Creating Patterns* — the follow-up to the *Mob* Award-winning *Two Pages* — this is a cover of the Minnie Riperton soul classic. Re-working Charles Steppen's epic arrangement with strings and subtle beats, it should nudge their finely-crafted sound towards the mainstream.

**TODD TERRY: No More Tears (Enough Is Enough)/Raining (Sound Design SDES2CD5).** After a hit with Gysneys's *Barabarita*, the US producer returns to this reworking of the 1979 Donna Summer/Barbra Streisand hit. The Rhythm Masters provide a bubbly remix which outshines the somewhat pedestrian radio edit.

# ALBUM reviews

**VICTORIA BECKHAM: Victoria Beckham (Virgin CDV2942).** The last of the Spice Girls to make a solo outing, Beckham has delivered a professional piece of work. If the album can rise above the public's preconceived idea of the star's abilities, this should have some shelf life, powered by the Radio One B-listed *Not Such An Innocent Girl*. Other standouts include *I Wish and Watcha Talkin' Bout*. **REMOVED BOB THE BUILDER: The Album (BBC Worldwide WMSF0472).** Having

**NICKI MINAJ: SUPER FURRY ANIMALS: (Drawing) Rings Around The World (Epic E1790862).** The second single from the Super Furry's much-awaited 'breakthrough album' *Rings Around The World* is a whosht of retro-futurist pop that the band excel at combining the Beach Boys' melodic nous with a driving space-rock backing, this Radio One B-listed single has every chance of giving the band their so-far-elsewhere first Top 10 single.

# ALBUM of the week

**KYLIE MINOQUE: Fever (Parlophone 5358042CD).** With her new single, *Can't Get You Out Of My Head*, due to go head to head with *Posh Spice* — and it likely to win — Kylie's latest album continues along the trajectory established with her Parlophone debut, *Light Years*. The contemporary electro-disco pop perfectly matches her current image, and Parlophone has paired her up with good writers, like Cathy Dennis and Pascal Gabriel, who have put together a set of infectious pop tunes.

just achieved the impressive feat of gaining two number one singles. The animated character with the voice of Neil Morrissey releases his debut album. Likely to appeal to the pre-schoolers, it is completed by new material as well as a duet with Elton John performing *GrooveDile Rock*. **MACHINE HEADS: Supercharger (Roadrunner 3906062).** Based in San Francisco the quartet deliver their fourth album. Like their previous offerings this an intense collection of unrelenting rock which will precede the group's plan to appear in the UK before the end of the year.

**REMOVED MODJO: Modjo (Sound of Barclay 5893012).** Modjo hold the rare record of being the first French band to reach the UK number one which, given the competition from their own countrymen, is no mean feat. On this album the band show their seemingly effortless ability to craft polished pop-dance gems. From their huge hit *Lady Through Chain* to the slamming *On Fire*, it is a satisfying ride on a Gallic dreamboat.

**REMOVED ELTON JOHN: Songs From The West Coast (Mercury 5803302).** This is easily Elton's best album for more than 25 years. Stripped-down and at moments quite beautiful, the set harks back to *Madman Across The Water*. Created again with lyricist Bernie Taupin, the highlights are opener *The Emperor's New Clothes*, the introspective *Original Sin* and the stark *I Want Love*. **BOB GELDOF: Sex, Age And Death (Eagle EAG0187).** Geldof's first album in five years is an eclectic mix of strange and brooding overtones. Apparently paying homage to the turbulent recent years, the album has a melancholy, haunting sound that remains current throughout.

**IAN BROWN: Music Of The Spheres (Polydor 5891262).** Brown's third player sees the ex-Stone Roses frontman propelled into a more intriguing space than on previous efforts. The blend of minimalist styles gets into an alluring whole courtesy of producer Dave McCracken, and the lyrics and vocal delivery are as individual as ever. **ORCHESTRA BADAIB: Pirates Code (World Circuit WCD063).** Orchestra

**REMOVED GARBARGE: Beautiful Garbage (Warner Bros MUSH952).** Following the eclectic Version 2, Garbage have opted to go down the pop route with a melodic and breezy set. The grunge element of their earlier work has been toned down and there are even shades of R&B, particularly on the B-listed first single *Androgyny*. Shirley Manson still manages to shout sweet and menacing, especially on *Shut Your Mouth*. Possible future singles are the waltzing *Can't Cry These Tears* and the postapoc *Cherry Lips* (*Go Baby Go*).



Boabab started life in 1970 as the house band at the Boabab Club, which had been created by a trio of Senegalese government ministers. Marring Cuban and African music in a way that is both relaxed and soulful, it is a work of beauty.

**BEN JASON: Ten Songs About You (Go Beat 5890942).** The duo's third album platform their folk/pop sound, which may now find wider favour among the public. Following the release of the single *The Wild Things* and their collaboration with Knobe, they are able to cement further UK success.

**REMOVED VARIOUS: Solid Steel Sessions - DJ Food & DK (Ninja Tune ZEN55CD).** Kickstarting a compilation series inspired by their *Kiss FM* nights at BBC London Live

shows, DJ Food and DK serve up a spellbinding display of turntable. Likely to be compared to Goldcut's celebrated *Journeys* by DJ album, this is a lesson in the art of putting together DJ mix albums. **REMOVED SKINNY: Taler (Cheeky/BMG CHEEKYCD055).** Following 1997's critically acclaimed debut *Weekend*, *Fatless* cohorts Skinny re-emerge with this second album of twisted pop. Paul Herman's songwriting — showcased on Dido's album *No Angel* — is sharper than ever, and Matty Benbow's production keeps the songs focused. The single *Morning Light* is A-listed at Xfm, while the band recently played the Reading/Leds festivals.

**JERMAINE DUPRI: Instructions (So Def/Columbia 4979802).** The hip-hop industry veteran and R&B super-producer enticis the help of hot names such as Ludacris, Jay-Z and Jagged Edge on this, the follow-up to his solo debut *Life In 1472*. It is not easy to see why they are keen to oblige — each track fairly bounces along as Dupri serves up cutting-edge rap and R&B. **SYSTEM 7: Seventh Wave (A-Wave AAW007).** Steve Hillage and Miquetta Giraudy unleash another album of hypnotic trance grooves. Featuring their trademark ethnic influence alongside breakbeats and spaced-out ambience, it should please fans of their two previous album releases.

# Here new releases

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

This week's reviewers: Dugald Baird, David Barrington, Claire Bond, Jimmy Brown, Alex Scott, Nick Tesco and Simon Ward.



**REMOVED SUPER FURRY ANIMALS: (Drawing) Rings Around The World (Epic E1790862).** The second single from the Super Furry's much-awaited 'breakthrough album' *Rings Around The World* is a whosht of retro-futurist pop that the band excel at combining the Beach Boys' melodic nous with a driving space-rock backing, this Radio One B-listed single has every chance of giving the band their so-far-elsewhere first Top 10 single.

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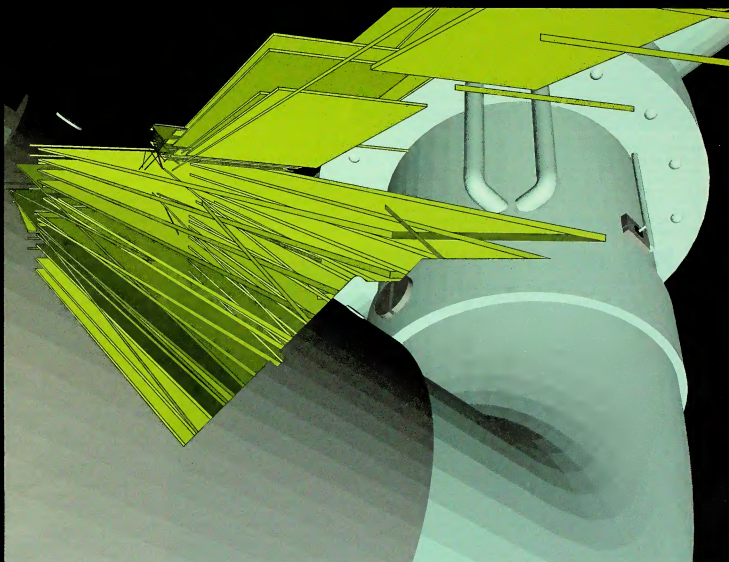
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# A BUSINESS VISION THAT WAS SET TO MAKE THE UNSTOPPABLE FORCE

Last year's management buy-out signalled a rebirth for the UK's biggest distributor, reports Karen Faux

While THE says it is not afraid of the word consolidation, it is now determined to move beyond its traditional areas, with a business vision that will turn it into an unstoppable force in the 21st century.

This is a fitting remit for the UK's biggest independent distributor of home entertainment product, which has been trading for almost 20 years and currently employs 500 people.

Last year the company underwent a rebirth when directors Warren Mason, Dennis Ashton and David Pemberton staged a management buyout from John Menzies, purchasing the company for a net asset value of £10m.

Commercial director Warren Mason is quite ready to admit that three years ago THE was on its knees. He says the business was "haemorrhaging customers" and annual turnover had declined from £200m in the mid-Nineties to £100m in 1999.

"Prior to the buy-out, while still under Menzies ownership, we had already started to lay the foundations for turning it around," says Mason. "Initially, that involved reducing the mountain of stock and refocusing on our quality of service. At that time, Menzies had to write off a loss of £30m."

By 2000, it had become obvious that Menzies was planning to sell THE and other

retail interests to enable it to concentrate on its core businesses. THE had made an operating loss of £4.2m on sales of £130m in the 12 months to May 6 and the future looked uncertain.

"In the spring of last year, myself and Dennis Ashton began the process of selling the business to anyone who was interested," says Mason. "We ended up in a bar in London one evening and started to ask the question, why are we doing this? It

**'We ended up in a bar one evening and asked, why are we doing this? We decided we had the strength and experience to take it on ourselves' — Warren Mason, THE**

was then that we decided we had the strength and experience to take it on ourselves."

Following the addition of David Pemberton to the management team, as company secretary, the buy-out was swiftly completed by August 2000. In May this year, THE went on to acquire Startle Distribution, a London-based distributor with an annual turnover of £60m.

The deal gave the company control of Startle's assets including Startle Lightning Export and 24/7, the home fulfillment operation. The deal represented a bold step towards an annual sales target of £500m within the next three years and provided a vital foothold in the international market.

It did not take long for THE to complete the relocation of the Startle distribution operation to Newcastle, with a large number of staff retaining their jobs.

The acquisition of the Lightning Export business yielded HMV, Tower and Virgin accounts in the US, Asia and the Far East, while Lightning's jukebox provided accounts such as Leisurelink and Crown Leisure.

But the Startle acquisition has not been the only way in which THE has invested in business since the buy-out. Mason says, "Before the Startle acquisition we had already added £500,000 to our annual salary bill, by strengthening our sales and marketing teams. This has been essential to re-focusing on quality of service."

Currently THE's operation not only spans the management, order picking and distribution of a whole range of fast-moving consumer goods, but also provides business to business, business to consumer and third party handling. THE's major customers comprise High Street multiples and supermarkets, along with a



The new management triumvirate (from left): Warren Mason, Dennis Ashton and David Pemberton

broad base of specialist and independent stores and, increasingly, e-tailers linked to the internet, interactive television and web-phone operations.

From its 250,000 sq ft warehouse in Newcastle-Under-Lyme, Staffordshire, THE is able to offer next-day delivery to mainland UK on more than 160,000 products to 8,000 customers, including 18,000 retail outlets. Mason believes that its existing wholesaling business, involving CDs, books, multi-media, video and DVD will continue to grow organically and bring a host of new opportunities its way.

Core businesses such as books are continuing to expand, with this area currently representing 20% of its annual turnover. Independent bookstores used THE the best wholesaler during the last Christmas period on the basis of its speedy and efficient delivery.

"We've seen a 40% uplift in this area this year," says Mason. "We have a dedicated team of 40 people working across the admin and sales functions, reflecting the in-depth knowledge required in the books market."

At the same time, e-fulfillment is an area which is hugely important for future momentum and it was the first project initiated by the new management team, with investment to the tune of £500,000. Today THE handles fulfillment for the online sales of Tesco, Virgin Megastores, Telewest and Scene One. Direct Line and its Jam Jar stores are also supported by THE.

"One of the main differences about e-tailing is that it is consumer-facing rather than retail-facing and it is our job to be completely invisible," says Mason. "Tesco expects a service that is second to none and, while they provide all the front-end sales and marketing, we have to be spot-on with consignments and handle all the queries and returns."

For Mason, the beauty of this kind of business is that it has the potential to ►

## A tailor-made service to retailers

Since the management buy-out, THE's business has been re-focused around individual product areas in order for an audio business unit to sit alongside departments for books and video, DVD and games. As part of this re-structuring, a dedicated audio-marketing team consisting of six people has been created to supplement the ordinary telesales operation.

Audio general manager Andy Adamson says, "This team is supplemented by four field sales executives who cover all of England and Wales. They work on a weekly cycle for new releases and a monthly one for promotions. Between them, they cover 400 independent accounts every month."

Adamson reports that dealers have so far responded positively to this way of working, which ultimately allows them to provide a tailored service to a wide range of stores. He believes that face-to-face contact with store buyers is essential for maintaining a healthy relationship with accounts and getting feedback on how its service can be enhanced.

The specialist music sector currently accounts for 30% of its sales, while non-traditional outlets take the biggest chunk at 60% and the multiples take the smallest at 10%. The currently carries 30 million lines of audio in stock across its traditional wholesale and distributed labels.

"For non-traditional outlets we will

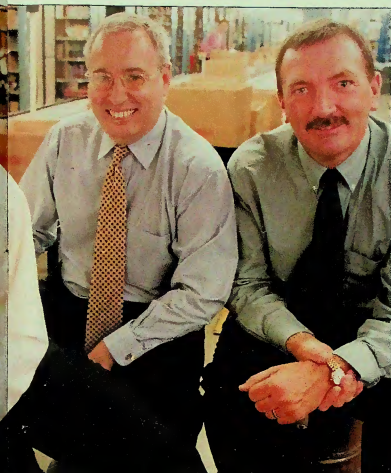


organise their charts, manage stock, sell their marketing packages and brief the stores on any special offers for a particular week," says Adamson.

The usually has at least six promotions going on at any one time and says that indie stores are currently being offered a mid-price campaign involving more than 4,000 lines that can be sold to the consumer on a three-for-£18 offer. It is also offering a Universal budget promotion with product priced at £2.75, a Sony boxed-set promotion and an autumn sale encompassing a wide variety of catalogue retailing between budget and mid-price.

THE is currently gearing up for what it expects to be a very busy autumn period, when it will be extending its ordering hours. "We give ourselves plenty of time to plan for the Christmas rush so that we can maintain the highest level of service to our accounts," says Adamson. "We will be operating seven days a week and guaranteeing next-day delivery."

Adamson says the most important thing is to remain flexible. "It is in the nature of the market that release dates change and his emerge suddenly. These are factors that we have to be able to deal with comfortably."



...Mason, David Pemblington and Dennis Ashton

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## The invisible e-partner

In one of the fastest-growing areas of the business, Virgin Megastores Online, Tesco.com and TeleWest are just three of the clients that THE services have brought on board as part of its e-fulfilment operation.

General manager of commercial development Gerry McAuley says THE acts essentially as the invisible partner for retailers who require their goods to be despatched right to the customer's front door.

"When the consumer shops with the retailer, the retailer sends us the order electronically. We then pick the product from our distribution centre and print a despatch note in the retailer's own identity," he says. "We are never seen by the consumer in the process."

McAuley says this system was designed for speed and accuracy and that generally THE is picking an order within an hour of the consumer placing their request with the retailer. "Orders are rising all the time and we are relied on not to make mistakes on their behalf," he says.

THE's online capabilities are also applied to its ordering systems, making it easy for a wide range of stores to place



orders. New clients reap the benefit of a technical integration team which ensures that in-store computers can interact with THE's ordering lines. Last year its Electronic Gateway system won a BT sponsored award.

"We are always looking at ways of improving what we do and recently we built, at a client's request, a system that helps prevent the despatch of potentially fraudulent credit card orders," says McAuley.

> take THE beyond its traditional product areas. "There is no limit to the kind of products we can handle as part of this service," he says. "We are also keen to offer this distribution expertise on a third-party basis, to anyone who needs a logistics solution, and are currently in discussion with various people. We see this as a way of strengthening relationships within the entertainment industry while paving the way to new partnerships outside of it."

THE's increasing involvement in the internet sector is also fuelling new ideas.

The latest is the launch of a branded payment mechanism in the form of a card that will bring online shopping within the reach of those who prefer to shop with cash or are too young to have a credit card.

The card is being developed in conjunction with Paypoint, which has 8,000 outlets in newsagents in the UK, which, as Mason points out, are situated within a mile of most people's homes. "People can go into their local newsagent and convert cash into a secure internet trading card," he says. "It is a way in which parents can give

cash to their children for them to shop online and still keep their spending under control."

So far Mason and his co-directors have been vindicated in their strong belief in THE as an ongoing concern. The ship has already been stabilised and the three-year programme agreed with the financiers to turn around previous losses is well under way. THE says that the past year has been extremely profitable and its plans have already been exceeded.

"In effect, we've bought all the good bits

of THE and added to that," says Mason. "We've extended both our product and customer range and, in the process, have benefited many, including the independent retail sector."

As the company enters a new entrepreneurial era and becomes ever more bullish about new markets and acquisitions, at least one old-fashioned virtue will remain. THE has always been renowned for the friendliness and efficiency of its Staffordshire-based staff and that is one thing which won't be changing.

"We've recently begun a review where we are asking our customers what they expect from our service and also asking them what we can do to improve it. It is an ongoing process and one we are committed to."

He adds, "Our future success lies in anticipating our customers' demands as their business grows and adapts to a changing marketplace."

## A Startling recovery

With the acquisition of Startle Distribution earlier this year, THE says it is getting back to its position in the early Nineties, when annual turnover was in the region of £250m. The deal is key to broadening THE's activities, yielding the home-delivery supermarket business of 24/7, the established international business of Lightning Export and the lucrative UK jukebox sector which accounts for £5m sales a year.

Three years ago, due to a lack of

resources, THE had to pull out of export but commercial director Warren Mason believes the time is now right for the company to gain a strong international foothold. "We are keen to move forward with Lightning Export and intend to do it by building on the high service levels that THE has traditionally offered," he says. "The distances are greater but we have the logistics to handle that. We have the contacts to get goods from A to B quicker than anyone else."

Lightning currently operates through 22 purchasing and sales staff based in Enfield, Middlesex, and through an office in Japan serving the Pacific Rim region. These are both supported by the massive distribution operation at Newcastle Under Lyme, which now accommodates all of



Lightning's order picking and despatch.

"It must be stressed that we have been very keen to keep the skills, processes and people which made the Lightning brand synonymous with service," says Mason. "This combination of companies is about using the best strengths in both to provide a better offer to the client."

THE reports that it is now usual for it to ship a diverse range of products – spanning magazines, DVD, videos, computer games and books as well as CDs, mindiscs, vinyl and accessories – in one order. Here it sees the strengths of THE's product base ultimately complementing the Lightning range and expertise. Mason says, "We are also talking about an incredibly diverse client-base that spans every continent and covers wholesalers and distributors, independent stores and national chains. Our remit is to provide a service that is fast and accessible and we like to see all our customers face-to-face."

Given its wide variety of customers and time zones, THE has been working towards an easy online ordering solution which will allow clients to order product through its website from anywhere at any time. "This will facilitate international business and allow us to grow not just in Europe, but in the US and Far East as well," says Mason.

## Congratulations to THE from BMG



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# TOP 75

22 SEPTEMBER 2001

This Week	Last Week	Title	Artist (Producer/Publisher/Writer)	Label	CD/Cass (Distributor)	7/17
1	4	<b>HEY BABY</b>	DJ Bobo (Bakerman/Marcel/Soni) EMI (Carnal/Cobli)	EMI 8862457/0720101 (E)		1
2	1	<b>MAMBO NO 5</b>	Robi Butler (Mitchell) Peermusic (Prada)	BBC Music WMSS 50442/WMSS 50444 (PI)		2
3	2	<b>STARLIGH</b>	Independentes ICOM 53M5/ICOM 53C5 (TEN)	ICOM 53M5/ICOM 53C5 (TEN)		3
4	NEW	<b>SET YOU FREE</b>	All Around The World CXLDRS 242L (AMM10)	242L (AMM10)		4
5	NEW	<b>BEAT ME ON OVER</b>	Wid Cardinal 8072352/8072354 (SI)	8072352/8072354 (SI)		5
6	3	<b>FOLLOW ME</b>	Atlantic At 0190CAT 010 (06) (TEN)	Atlantic At 0190CAT 010 (06) (TEN)		6
7	4	<b>TOO CLOSE</b>	Innocent Simco J05ING 30 (06) (TEN)	Innocent Simco J05ING 30 (06) (TEN)		7
8	NEW	<b>IT BEGAN IN AFRICA</b>	Virgin Classics 12038852 12 (E)	Virgin Classics 12038852 12 (E)		8
9	5	<b>LET'S DANCE</b>	PCA 742318758/742318759 (AM10)	742318758/742318759 (AM10)		9
10	3	<b>STUCK IN THE MIDDLE WITH YOU</b>	1st Avenue/EMI CDEM 8027EM 60 (06) (TEN)	8027EM 60 (06) (TEN)		10
11	5	<b>LET ME BLOW YA MIND</b>	Intercoast Polydor 4976255/4976504 (LI)	4976255/4976504 (LI)		11
12	NEW	<b>THINGS THAT GO BUMP IN THE NIGHT/5</b>	Intercoast RCA 742318758/742318759 (AM10)	742318758/742318759 (AM10)		12
13	2	<b>TWO FOUR FIVE</b>	1st Public Domain FDCP 405FC 40 (TEN)	FDCP 405FC 40 (TEN)		13
14	5	<b>TAKE ME HOME</b>	Polydor 877212/8772124 (LI)	877212/8772124 (LI)		14
15	12	<b>TURN OF THE LIGHT</b>	DreamWorks Polydor DRADM 0881 (08M) 5088 (LI)	DRADM 0881 (08M) 5088 (LI)		15
16	6	<b>21 SECONDS</b>	Real Gone RELENT 180URELENT 18M (AM10) (TEN)	180URELENT 18M (AM10) (TEN)		16
17	NEW	<b>HUNTER</b>	Cherry/Arca 742318758/742318759 (AM10)	742318758/742318759 (AM10)		17
18	NEW	<b>ON THE MOVE</b>	Positive COTV 126 (18M)	COTV 126 (18M)		18
19	NEW	<b>LET ROBESON SING</b>	Epic 8717235 (18M)	8717235 (18M)		19
20	12	<b>IT'S BEEN AWHILE</b>	Elektra E 7250CD/VE 7250C (TEN)	E 7250CD/VE 7250C (TEN)		20
21	16	<b>CASTLES IN THE SKY</b>	Nuff/Nuff/Arca 7432186/7432187/144 (BMG)	7432186/7432187/144 (BMG)		21
22	11	<b>SMASH SUMTHIN'</b>	Def Jam/RCA 989652/9896504 (LI)	989652/9896504 (LI)		22
23	17	<b>PERFECT GENTLEMAN</b>	Mercury 871052/8710514 (TEN)	871052/8710514 (TEN)		23
24	10	<b>OUT OF CONTROL (BACK FOR MORE)</b>	NEO NEED 0610NEO 067 (V)	0610NEO 067 (V)		24
25	3	<b>TAKE MY BREATH AWAY</b>	Virgin VQCD 1814/VC 1814 (E)	VQCD 1814/VC 1814 (E)		25
26	NEW	<b>IN THE AIR TONITE</b>	WEA WEA 351/CD WEA 351C (2E) (TEN)	WEA 351 (TEN)		26
27	14	<b>HELP! I'M A FISH</b>	RCA 743218758/7432187454 (BMG)	743218758/7432187454 (BMG)		27
28	17	<b>LITTLE L</b>	52 6711702/6711708 (TEN)	6711702/6711708 (TEN)		28
29	18	<b>ETERNAL FLAME</b>	Innocent SIMCO 275ING 27 (06) (TEN)	SIMCO 275ING 27 (06) (TEN)		29
30	NEW	<b>SOULJACKER PART 1</b>	DreamWorks Polydor 4958822 (LI)	4958822 (LI)		30
31	7	<b>HIDE U</b>	Melchior/Arca 742318758/742318759 (AM10)	742318758/742318759 (AM10)		31
32	10	<b>ETERNITY/ROAD TO MANDALAY</b>	Chrysalis COCHS 5126/COCHS 5128 (E)	5126/COCHS 5128 (E)		32
33	4	<b>AINT IT FUNNY</b>	Epic 6711702/6711708 (TEN)	6711702/6711708 (TEN)		33
34	13	<b>HEAVEN IS A HALFPINE</b>	Atlantic At 0190CAT 0107C (TEN)	At 0190CAT 0107C (TEN)		34
35	7	<b>DROPS OF JUICE/TELL ME</b>	Columbia 6711427/6711414 (TEN)	6711427/6711414 (TEN)		35
36	13	<b>LADY MARMALADE</b>	Intercoast Polydor 4976255/4976504 (LI)	4976255/4976504 (LI)		36
37	2	<b>SWEET BABY</b>	Epic 6711822/6711824 (TEN)	6711822/6711824 (TEN)		37

As used by Top Of The Pops and Radio One

**LIMB PARK IN THE BLOOD**

RELEASED 8TH OCTOBER

**UNCLE KRACKER**

The debut album

**Double Wide**

OUT NOW

Includes the smash hit single 'Hello Ho'

100% UK made with charts



22 SEPTEMBER 2001

# CHART COMMENTARY

by ALAN JONES

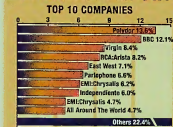


Sales of Bob The Builder's Mambo No.5 only fell by a modest 15% but it still lost its throne to DJ Otzi's Hey Baby this week. Bob's single sold nearly 87,000 copies. DJ Otzi's some 4,000 more.

Featuring several new mixes, many of which first saw service on bootlegs, N-Trance's Set You Free is the week's highest new entry and a hit for the third time in eight years. After scrapping in the chart at number 39 when first released in 1994, it was reworked and re-issued the following year and climbed as high as number two, being denied pole position by Celine Dion's Think Twice. The current incarnation of the song, which still features vocals by Kelly Lorenna, includes mixes by Rob Searle, Voodoo & Serano, BM Dubz and Kenny Hayes, among others. It sold more than 34,000 copies last week to add to the track's previous 402,000 sales.

Samantha Mumba's debut album Gotta Tell You yields its fourth Top 5 hit this week,

## MARKET REPORT



Figures show top 10 companies as % of total sales of the Top 101, and percentage group sales by % of total sales of the Top 101



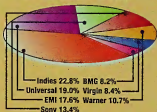
as Baby Come On Over debuts at number five. The 18-year old Dubliner previously reached number two with Gotta Tell You,

## SINGLE FACTFILE

A number two hit in 1962 for co-writer Bruce Channel, (and later featuring in the film Dirty Dancing) Hey Baby goes one better this week, storming 45-1 on the singles chart in a version by DJ Otzi. This move is made possible by the fact that the UK edition bears the same catalogue number as the import that has been selling in smaller numbers for several weeks. It is the biggest jump ever to the top of the charts - beating Captain

Sonsible's 33-1 leap with Happy Talk in 1982 - and delivers Austria its second number one in UK chart history, the first being the late Falco's 1986 Amadeus tribute to his famous countryman Mozart. A huge hit throughout Europe coupled with the import success of DJ Otzi's version - and a slight delay in its release - allowed an opportunistic local cover on Tempo Toons by 2 Amigos to chart this week at number 90.

## TOP CORPORATE GROUPS



hits, among them Mumba's current US single (a Diane Warren song called Don't Need You To Tell Me I'm Pretty), a sparkling version of Stevie Wonder's Signed, Sealed, Delivered and lately (which is not a Wonder cover).

The Manic Street Preachers have had more hits than any other act who started their chart career in the Nineties, and are the first act to have four Top 20 hits in 2001. They reached number eight with So Why So Sad and number nine with Found That Soul, simultaneous releases in March, and number 15 with Ocean Spray in June. They return this week with Let Robeson Sing at number 19.

After reaching number four with her debut solo single Here With Me and number three with the follow-up Thank You, Dido has to settle for a number 17 debut for her third single, Hurter. Its more modest position is not due to lack of exposure - it surges 15-6 on the airplay chart. Already the fact her album No Angel has instead sold nearly 1.5m copies is more likely to be a major factor.

number five with Body II Body and number three with Always Come Back To Your Love. The album includes several more potential

## INDEPENDENT SINGLES

This	Last	Title	Artist	Label (Enter Details)
1	1	MAMBO NO 5	Bob The Builder	BBC Music WMS5 6942 (P)
2	2	OUT OF CONTROL (BACK FOR MORE)	Darude	No. NEDICE 907 (V)
3	3	YA MAMA (SONG FOR SHELTER)	Fabrizio Sim	Saint SIKIT 7120 (DMV/P)
4	NEW	LAW UNTO MYSELF	Korkore	Perfecto PERF 230CS (DMV/P)
5	4	SERIOUS	Marvell D	4 Liberty LIBCO 046 (V)
6	NEW	TRANSMISSION	Gay David	B Unique BUN900X (V)
7	NEW	DA ANTIOTIDE	Stanton Warriors	Mab MAB0C006 (V)
8	5	SUPERSTYLIN'	Groove Armada	Pepper SPC042 (V)
9	NEW	LET IT LIVE	Haven	Redgate RD73 (V)
10	NEW	DRUMS & BETTER DAZE	Lowkey	Heat Charts (V)
11	6	BODY ROCK	Shimon & Andy C	Ram RAMM 3420 (DMV/P)
12	NEW	KILLAMANJARO	Art Of Trance	Platinum PLAT 89X (V)
13	NEW	HEY BABY (UHH AAH)	2 Amigos	Tempo Toons CDT0020 (DMV/P)
14	NEW	IN THE MUSIC	Deepswag	INCredible 6714K2 (TEN)
15	NEW	RAGE	Bad Company	Reverb 128EACT01 (P)
16	9	GOOD GOD	JFK	Y&K Y&K 05C5 (V)
17	8	RIDE THE STORM	Akabo feat. Linda Delfino	NRK Sound Division NRKCD 053 (V)
18	16	DESTINY	Zor7	Ultimate Dilemma ULD025 041 (DMV/P)
19	NEW	GO BACK	Ewok	Tidy Tuo TUD 19620 (ADD)
20	NEW	YLAH RIGHT	Jonah	Kickin KICK120 (SD)

All charts © DJ

## PEPSI Chart

This	Last	Title	Artist	Label
1	1	HEY BABY (UHH AAH)	DJ Otzi	EMI
2	2	MAMBO NO 5	Bob The Builder	BBC Music
3	3	STARBUCK'S SIGNATURE BLEND	Independent	Independent
4	NEW	SET YOU FREE	N-Trance	All Around The World
5	5	BABY COME ON OVER	Samantha Mumba	Ward East/Parlophone
6	6	FOLLOW ME	Leslie Kravner	Launch/Atlantic
7	7	TOD CLOSE	Black	Independent
8	NEW	IT BEGAN IN AFRICA	The Chemical Brothers	Virgin
9	8	LET'S DANCE	Five	RCA
10	9	STUCK IN THE MIDDLE WITH YOU	Leona Lewis	Int. Atlantic
11	11	TURN OFF THE LIGHT	Heri Jojo	DreamWorks/Parlophone
12	12	TAKE ME HOME	Justin Guarini	Parlophone
13	13	TWENTYFOURSEVEN	Leif Svalberg feat. Marlene Bon	Riv
14	14	CAN'T GET YOU OUT OF MY HEAD	Loke (Single)	Polygram
15	15	LITTLE L	James Jay	S2
16	16	PERFECT GENTLEMAN	Michael Ball	Delphonic
17	17	LET ME BLOW YA MIND	Enzo Angileri	Meridian/Parlophone
18	18	CASTLES IN THE SKY	Tim Van Dalen	Cherry/Parlophone
19	19	HUNTER	2 Amigos	Cherry/Parlophone
20	NEW	AM I IT?	Funny Jewel	Capric
21	NEW	BOYSCOUTS	Chris Brown	Meridian/Parlophone
22	NEW	ANOTHER CHANCE	Rage	Virgin
23	NEW	TAKE MY BREATH AWAY	Enzo Boner	Virgin
24	NEW	SIDE	Travis	Independent
25	NEW	DROPS OF JUPITER (TELL ME)	Sean	Columbia
26	NEW	ESSENTIALLY THE ROAD TO HAWAII	John Williams	Decca
27	NEW	NOT SUCH AN INNOCENT GIRL	Yvonne Bultman	Virgin
28	NEW	LIV ME, LIV ME	Shaggy feat. Sanyasia Cole	ME/Atlantic
29	NEW	21 SECONDS	No Soul Crew	Ronin/Atlantic
30	NEW	HIDE U	Kashmir	Arava
31	NEW	SWEET BABY	Mass Gray feat. Evelyn Rose	Capric
32	NEW	YOU ROCK MY WORLD	Michael Jackson	Capric
33	NEW	SOMETHING TO CALL MY LOVER	Jason Jackson	Virgin
34	NEW	WHAT WOULD YOU DO?	Cherry/Parlophone	Parlophone
35	NEW	LADY MARMALADE	Apple/Atlantic	Meridian/Parlophone
36	NEW	THINGS THAT GO BUMP IN THE NIGHT	Various Artists	Meridian/Parlophone
37	NEW	LET ROBESON SING	Manic Street Preachers	Capric
38	NEW	ETERNAL FLAME	James Blunt	Meridian
39	NEW	OUT OF REACH	Cardinal	Go Beat/Parlophone
40	NEW	HEAVEN IS A HALFPRIE	Orta	Atlantic

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TOP 75

22 SEPTEMBER 2001

Pos	Last	Title	Artist (Producer)	Label/CD (Dist./Format)	Career/Venue/MD
1	1	<b>A FUNK ODYSSEY</b>	IS 5240566 (TEN) 5040544/5040591/5040592	Universal MCD 80016 (U)	Various Artists (The Charlatans/Saber/Singh)
2	NEW	<b>WONDERLAND</b>	Universal MCD 80016 (U)	Various Artists (The Charlatans/Saber/Singh)	
3	NEW	<b>LOVE AND THEFT</b>	Columbia 504584 (TEN)	Bob Dylan (Frost)	
4	21	<b>WHOA NELLY</b>	DreamWorks/Polydor 454285 (U)	Nelly Furtado (L'Amour/West/Furtado/Levin)	
5	NEW	<b>GOODYBYE (HOME NIGHT LIGHTS)</b>	Pepper 320492 (P)	Groove Armada (Groove Armada)	
6	3	<b>WHITE LADDER</b> ★5	#2 1HT East West 75062882 (TEN) David Gray (Gray/McClure/Pfister/De Vries)	857361/554/4	
7	10	<b>NO ANGEL</b> ★5	#3 Cheeky/Arista 74321832742 (BMG)	Dido (Warner)	
8	2	<b>BREAK THE CYCLE</b> ★5	East West 755367644 (TEN)	Staining (Albanheim)	
9	NEW	<b>CHANGING FACES - THE BEST OF</b>	1st Avenue/MCA 534912 (U)	Leona Lewis (Warner)	
10	NEW	<b>GLITTER</b>	Virgin CDVUS 201 (E)	Head One (Carter/Mason/Graves/Allen/Chapman/Allen)	
11	4	<b>READ MY LIPS</b>	Polydor 5819742 (U)	Sophie Ellis-Bextor (Warner/Elton/James/Trautwein/Andersson/Bassett)	
12	14	<b>THE INVISIBLE MAN</b> ★2	Independents ISOM 2500 (TEN) Sonic 25MG/ISOM 254/PJ/SOM 2300 (M)	Alan Ara (Fame)	
13	11	<b>ANTHOLOGY</b>	DreamWorks/Polydor 4502302 (U)	Alan Ara (Fame)	
14	8	<b>IS THIS IT</b> ★	Rough Trade RTRE4020 (U)	The Stranglers (Beecher/Bowersock)	
15	8	<b>KINGSIZE</b> ★	RCA 74321875972 (BMG)	Pete Dinklage (L'Amour/West/Furtado/Levin)	
16	NEW	<b>THE ESSENTIAL</b>	Columbia 51203 (TEN)	Alison Moyet (Glenister/Broadie/Swan/Urley/Moyle)	
17	20	<b>SURVIVOR</b> ★2	Columbia 5017832 (TEN)	Destiny's Child (Knowles/Various)	
18	10	<b>THE VERY BEST OF</b> ★	Warner Brothers 812742726 (U)	Peter Dinklage (The Revolution/The New Power Generation)	
19	12	<b>RIGHT NOW</b> ★	Innocent CD5M 6 (E)	Innocent Kitten (England/Porter/Various)	
20	7	<b>IOWA</b> ★	Roadrunner 12056642 (U)	Slipknot (Robbison/Sigmet)	
21	23	<b>HYBRID THEORY</b>	Warner Brothers 8487952 (TEN)	Linkin Park (Gomone)	
22	18	<b>NOT THAT KIND</b> ★2	3 Epic 4574123 (TEN)	Acacia (Various)	
23	17	<b>SONGBIRD</b> ★	Block Street/Hot 5210054 (HGT)	Eve Cassidy (Cassidy/Bonded)	
24	9	<b>IF YOU NEVER BEEN</b>	Hut/Virgin CDU17 68 (E)	Embrace (Embrace/Embrace)	
25	28	<b>HOT SHOT</b> ★2	MCA/Uni-Island 1122932 (U)	Shaggy (Various)	
26	22	<b>JUST ENOUGH EDUCATION TO PERFORM</b> ★2	V2 VR 10038 (M/VP)	Samuel Barber (Fitz & Bones)	
27	19	<b>GORILLAZ</b> ★	Parlophone 532009 (U)	GORILLAZ (The Astonmat/Gorilla/Zing/Che)	
28	42	<b>SIMPLE THINGS</b> ★	Ultimate Dilemma UDRCD08 (M/VP)	Simple Things 2 (Zetra 7)	
29	NEW	<b>THE VERY BEST OF</b>	London 0527412382 (TEN)	Bronze Beat (Hague/Thorn/Gabriel)	
30	29	<b>NO MORE DRAMA</b>	MCA/Uni-Island 1122932 (U)	Mary J Blige (Blige/Griffin/Thompson/Various)	
31	NEW	<b>GOD HATES US ALL</b>	Mercury 588312 (U)	Sly (Hyates)	
32	4	<b>TOXIGITY</b>	Columbia 5015346 (TEN)	System G1 4 (Down (Pubiny/Malakan)	
33	3	<b>GET READY</b> ★	London 65739632 (TEN)	New Order (Gibson/New Order)	
34	8	<b>DROPS OF JUPITER</b>	Columbia 502009 (TEN)	Travis (Travis)	
35	17	<b>THE VERY BEST OF</b> ★	Elektra 755932602 (TEN)	The Eagles (Smyczynski/Various)	
36	33	<b>ALL KILLER NO FILLER</b>	Source SCUR CD02 (U)	Sun 4 (Filler)	
37	12	<b>THE OPTIMIST</b>	Mercury 506123 (U)	Turin Brakes (Turin Brakes)	
38	12	<b>THE CELESTIC - TWO SIDES TO A BOOK</b>	Columbia 450682 (U)	Ukelele Krieger (Krieger/Book)	
39	11	<b>SAILING TO PHILADELPHIA</b> ★	Mercury 506123 (U)	Mark Knopfler (Arley/Knopfler)	
40	NEW	<b>THE ULTIMATE COLLECTION</b>	Special NEED 308 (P)	Faye Finlay (Various)	
41	NEW	<b>DOUBLE WIDE</b>	Atlantic 756783702 (TEN)	Ukelele Krieger (Krieger/Book)	
42	34	<b>ALL THAT YOU CAN'T LEAVE BEHIND</b> ★3	3 Island/Island CD01 13 (U)	Lianna (Various)	
43	14	<b>TAKE OFF YOUR PANTS AND JACKET</b>	MCA/Uni-Island 115870 (U)	Lianna (Various)	
44	NEW	<b>KADS - THE ANTI ACOUSTIC WARFARE</b>	Chrysalis 505942 (U)	KADs (Adams/F)	
45	13	<b>ORIGIN OF SYMMETRY</b> ★	Mutator/MUSH MUSH 80 (M/VP)	Mush (Mush/Backus/Belle)	
46	NEW	<b>NEW</b>	Columbia 4974542 (TEN)	Moscow (Matzka/Mathewson)	
47	3	<b>VESPERTINE</b>	One Little Indian TPLP 1010 (M/VP)	Björk (Björk/Conzelmann/De Vries)	
48	53	<b>SING WHEN YOU'RE WINNING</b> ★1	3 Chrysalis 505942 (U)	Robbie Williams (Chambers/Pearce)	
49	154	<b>THE JOSHUA TREE</b> ★5	Island/Uni-Island CDU 26 (U)	U2 (Linnell/Jones)	
50	32	<b>ALL IS DREAM</b>	V2 VR 101738 (M/VP)	Mercury Blue (Finney/Grange/Dasha/Merch)	
51	40	<b>SCORPION</b>	Interscope/Polydor 4932812 (U)	Eve (Various)	
52	54	<b>A GIRL LIKE ME</b> ★	Virgin CDVX 2396 (E)	Dash Point (Hague/Thorn/Gabriel/Thorn/Griffin)	
53	47	<b>8701</b>	Arista 7432187412 (BMG)	Usher (Dupry/Cost/Jam/Lewis/Naples/Various)	
54	50	<b>OUTROSPECTIVE</b>	Cheeky/Arista 7432186202 (BMG)	Faithless (Rohls/Sister Bliss)	
55	20	<b>SINCE I LEFT YOU</b> ★	XL Recordings XLCD 138 (U)	Avantages (Botby/Csarmann)	
56	34	<b>TRAVELLING WITHOUT MOVING</b> ★3	3 Sony 524999 (TEN)	Jamiroquai (Kaya/Stone/M/Beat)	
57	67	<b>FELT MOUNTAIN</b> ★	Mute COSTUM1188 (U)	Goldapp (Gangway/Goldapp)	
58	27	<b>DISCOVERY</b> ★	Virgin CDVX 2396 (E)	Dash Point (Hague/Thorn/Gabriel/Thorn/Griffin)	
59	38	<b>THE DEFINITIVE</b> ★	WSM 812272562 (TEN)	Ray Charles (Various)	
60	18	<b>FREE ALL ANGELS</b>	Infectious INFECT 1000 (M/VP)	Alexi Murdoch/Alex (Infectious/INFECT 1000/PINFCO)	
61	RE	<b>STORIES FROM THE CITY STORES FROM THE SEA</b>	#2 499/500/501 (U)	Pav (Harvey/Marion/Edin/Various)	
62	49	<b>RISE</b> ★4	Go Beat/Polydor 545752 (U)	Gabriella (Various)	
63	27	<b>AALIYAH</b>	Virgin CDVUSX 139 (E)	Aaliyah (Timbaland/Rupture/Seatz/Budde/Rockstar)	
64	12	<b>ROOBY</b>	XL Recordings XLCD 141 (U)	Basement Jaxx (Basement Jaxx)	
65	49	<b>J.L.O.</b>	Epic 5005052 (TEN)	Jennifer Lopez (Various)	
66	25	<b>WHEATUS</b>	Columbia 499652 (TEN)	Whieats (Umenetz)	
67	52	<b>PARACHUTES</b> ★5	Parlophone 527782 (U)	Conity (Wolcott/Coleman/Alison)	
68	54	<b>MALPRACTICE</b>	Def Jam 545837 (U)	Bunnie Da Hershey (Cochran/Da Hershey/Various)	
69	43	<b>THE VERY BEST OF MARVIN GAYE</b>	Mercury/Uni-Island 114382 (U)	Marvin Gaye (Various)	
70	51	<b>DEVIL'S NIGHT</b>	Shady/Interscope/Polydor 492302 (U)	Eminem/Dre (Eminem/Dre/Dev/Porter)	
71	NEW	<b>MAGNIFICATION</b>	Eagle EAGC 180 (M/VP/BMG)	Yes (Yes/Wadiner)	
72	14	<b>MISS...E.S.O ADDICTIVE</b>	Elektra 755932602 (TEN)	Mary Elies (Timbaland/Dre/Backus/Belle/Various/M/Beat)	
73	68	<b>CHOCOLATE STARBUCKS AND THE HOT CHOC</b>	#2 2 Interscope/HOT 521005 (U)	Limp Bizkit (Casta/Limp Bizkit)	
74	62	<b>RATTLE AND HUM</b> ★4	Island/Uni-Island CDU27 (U)	U2 (Linnell/Jones)	
75	NEW	<b>SONGS IN A MINOR</b>	J 8081320002 (BMG)	Alicia Keys (Dupry/Burrows/Brothers/Keys)	

PLATINUM (100,000), GOLD (50,000), SILVER (25,000)  
 \* Denotes new or reissued album  
 † Denotes cassette  
 ‡ Denotes cassette  
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TOP COMPILATIONS

Pos	Last	Title	Artist	Label/CD/Cass/Am/VM (Distributor)
1	2	<b>THE CLASSIC CHILLOUT ALBUM</b>	Columbia 51203 (U) (TEN)	
2	1	<b>NOW THAT'S WHAT I CALL MUSIC! 49</b> ★3	EMI/World/Capitol/CMDW97/CMDW98/49	
3	14	<b>MOULIN ROUGE (OST)</b>	Interscope/Polydor 480352 (U)	
4	3	<b>IBIZA EUPHORIA - DAVE PEARCE</b>	Telstar/BMG TVCD03195 (U) (BMG)	
5	NEW	<b>BIG CLUB HITS</b>	Inspired INSPCD13 (U) (DMV/TEN)	
6	NEW	<b>CLASSICAL CHILLOUT</b>	Virgin/EMI VTCDD408 (U) (U)	
7	5	<b>CLOSE TO YOU</b>	Universal TV 5652740 (U) (U)	
8	4	<b>STREET VIBES 8</b>	BMG Sony/Telstar 7432187472 (U) (BMG)	
9	16	<b>CAPITAL GOLD LEGENDS</b> ★	Virgin/EMI VTCDD382 (U) (U)	

10	6	<b>LOVIN' IT</b>	Incredible Inspired INSPCD12 (U) (DMV/TEN)
11	11	<b>GARAGE NATION</b>	Incredible 540712 (U) (TEN)
12	NEW	<b>CIGARETTES AND ALCOHOL - VOL II</b>	Columbia STVCD122 (U)
13	3	<b>CHILLED IBIZA II</b> ★	WSM WSMCD064 (U) (TEN)
14	6	<b>IBIZA ANNUAL</b>	Ministry Of Sound MCD01 (U) (DMV/TEN)
15	12	<b>CLUB MIX IBIZA</b> ★	UMT/Ministry Of Sound 583230 (U) (U)
16	12	<b>BRIDGET JONES'S DIARY (OST)</b> ★3	Mercury 5482962/457694 (U) (U)
17	3	<b>IBIZA CHILLOUT SESSION</b>	Ministry Of Sound MCD0322 (U) (DMV/TEN)
18	15	<b>CHILLED IBIZA</b> ★	WSM WSMCD011/WMMCD11 (U) (TEN)
19	8	<b>THE GREATEST 80'S SOUL WEEKENDER</b>	WSM WSMCD03 (U) (U) (TEN)
20	14	<b>PURE FLAVA</b>	WSM/Universal TV WSMCD07 (U) (TEN)

Pos	Last	Title	Artist	Label/CD/Cass/Am/VM (Distributor)
1	1	<b>PARCEL #1</b>	50	
2	2	<b>SEA, MY SEA</b>	10	
3	3	<b>JANORIAN</b>	10	
4	4	<b>1212</b>	10	
5	5	<b>EXMPLS, Pt 2</b>	10	
6	6	<b>DRIP DICE</b>	10	
7	7	<b>UPPER RAKE</b>	10	
8	8	<b>LOPEZ, volume 6</b>	10	
9	9	<b>101</b>	10	
10	10	<b>101</b>	10	
11	11	<b>PIPER GUN</b>	10	
12	12	<b>MARVELL</b>	10	
13	13	<b>PIPER GUN</b>	10	
14	14	<b>METAL ANGE</b>	10	
15	15	<b>STANG</b>	10	
16	16	<b>101</b>	10	
17	17	<b>101</b>	10	
18	18	<b>101</b>	10	
19	19	<b>101</b>	10	
20	20	<b>101</b>	10	
21	21	<b>101</b>	10	
22	22	<b>101</b>	10	
23	23	<b>101</b>	10	
24	24	<b>101</b>	10	
25	25	<b>101</b>	10	
26	26	<b>101</b>	10	
27	27	<b>101</b>	10	
28	28	<b>101</b>	10	
29	29	<b>101</b>	10	
30	30	<b>101</b>	10	
31	31	<b>101</b>	10	
32	32	<b>101</b>	10	
33	33	<b>101</b>	10	
34	34	<b>101</b>	10	
35	35	<b>101</b>	10	
36	36	<b>101</b>	10	
37	37	<b>101</b>	10	
38	38	<b>101</b>	10	
39	39	<b>101</b>	10	
40	40	<b>101</b>	10	
41	41	<b>101</b>	10	
42	42	<b>101</b>	10	
43	43	<b>101</b>	10	
44	44	<b>101</b>	10	
45	45	<b>101</b>	10	
46	46	<b>101</b>	10	
47	47	<b>101</b>	10	
48	48	<b>101</b>	10	
49	49	<b>101</b>	10	
50	50	<b>101</b>	10	

22 SEPTEMBER 2001

# CHART COMMENTARY

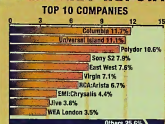
by ALAN JONES



**I**nternational's A Funk Odyssey album registers its second week at number one, with sales of 43,500 copies setting too hot a pace for **The Charlatans** and **Bob Dylan** to match. Combined with A Funk Odyssey's impressive tally of international debuts last week (see international p6), this looks like a real return to form for the group.

The Charlatans have had three number one albums, most recently *Tellin' Stories* in 1997, but have to settle for their second number two album in a row with *Wonderland*, which sold 33,000 copies last week. Meanwhile, even at the age of 60, **Bob Dylan** remains a potent chart presence, and impresses with *Love And Theft* - a collection of 12 new songs that Dylan himself considers "blues-based". His first album of new material since 1997's acclaimed *Time Out Of Mind*, it easily beats that title's introductory chart position and sales (number 10, 15,000) by debuting at number three with 26,500 buyers.

## MARKET REPORT



Figures show last 12 compared to % of total sales, and corporate groups divided by % of total sales of the Top 10 artists alone



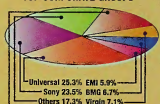
**Groove Armada** would certainly not have suffered from vertigo when their 1999 album of that title reached number 23, but an

## ALBUMS FACTFILE

**Mariah Carey** makes her album chart debut for Virgin this week following her successful tenure at Sony, which extended to 10 years and nine albums, all of them Top 10 entries save for her Christmas album, and two of them number ones. In light of her recent well publicised personal problems and the fact that her first Virgin single *Loverboy* peaked at number 12 in July, the number 10 debut of her Glitter album may be

viewed on the upside of expectations. It also shows that support for Carey has diminished little since her final Sony album, *Rainbow*, which debuted and peaked at eight in 1999, with first-week sales of 26,000 and cumulative sales of 210,000. Carey topped the chart with 1993's *Music Box* and 1995's *Daydream*, the latter providing her highest ever weekly sale of 84,000 copies on its 13th week, which has at Christmas.

## TOP CORPORATE GROUPS



eclectic and much-wanted dance duo headed for an altogether higher plan with their follow-up *Goodye Country* (*Hello Nightclub*), which

debuts at number five this week. Vertigo got off to a very slow start, debuting at number 69 with first week sales of 2,000 and taking 11 weeks to reach its highest position. It has continued to sell steadily ever since, with sales now just short of the 180,000 mark. *Goodye Country* sold 22,500 copies last week alone.

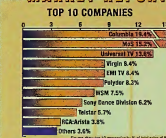
**PJ Harvey's** *Stories From The City, Stories From The Sea* reached number 23 last October and spent just four weeks in the chart then, making it one of Harvey's least successful albums to date, with sales of 92,000. But it responds to its Mercury Music Prize win last Tuesday by jumping 134-613 this week with sales up by 127%, despite the relatively little press exposure that this year's prize received due to the tragic events on the other side of the Atlantic. Last year's winner, *Basic Instinct* sold 49,000 copies of *His Hour Of Bewildered* album before getting the nod, and a further 271,000 subsequently.

# COMPILATIONS

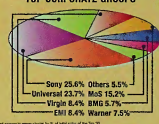
**S**ix weeks after debuting at number one, *Now That's What I Call Music! 49* cedes pole position to an album of identical vintage which debuted at number three behind it and which has spent the last five weeks at number two while drawing ever closer to its mighty rival. The album in question is *The Classic Chillout Album*, a Sony release, which has sold upwards of 216,500 copies in total, including 31,500 in the last week. Including familiar acts like *Missing* by Everything But The Girl, it also gives a airing to lesser known recordings like *Silver* by Jozzi Gieni, *Adagio* by Robin Young-Smith and *Nimrod* by Chris Davies. The gap between *Now 49* and *The Classic Chillout Album* was a massive 251,000 on the first week, when *Now 49* sold 274,000 and *The Classic Chillout Album* sold just 23,000. The

difference between the two narrowed 128,000-63,000-34,000-20,000-11,000 in favour of *Now 49*. This week sees *The Classic Chillout Album* 2,000 ahead. After 17 weeks around the bottom of the compilation chart between positions 73 and 128, the *Moulin Rouge* soundtrack explodes to number three following the film's release. The album, featuring the all-star take on *Lady Marmalade* which recently topped the singles chart, sold 19,500 copies last week, far more than its previous cumulative total of 8,300 units. The album includes vocal performances from stars Nicole Kidman and Ewan McGregor, as well as Nature Boy by David Bowie with Massive Attack, Bono's remake of *I, Rex* as *Children Of The Revolution* and Beck and Timberland's revision of *Bowie's* *Diamond Dogs*.

## MARKET REPORT



## TOP CORPORATE GROUPS



**COMPILATIONS' SHARE OF TOTAL SALES**  
 Artist sales: 75.1%  
 Compilations: 24.9%

# INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (distributor)
1	NEW	GOODYE COUNTRY (HELLO NIGHTCLUB)	Groove Armada	Trappes (S20482) (P)
2	1	IS THIS IT	The Struts	Rough Trade RTM045E (D) (V)
3	7	SIMPLE THINGS	Zoro 7	Ultimate Dilemma UDC0016 (D) (M) (P)
4	4	JUST ENOUGH EDUCATION TO PERFORM	Twin Strakes	V2 VR 1015828 (D) (M) (P)
5	5	THE OPTIMIST	Avantchances	Source SOUR CD003 (D)
6	6	SONG	Eva Cassidy	Blix Street/Vot G21045 (HOT)
7	10	SINCE I LEFT YOU	Avantchances	XL Recordings XLCD 138 (V)
8	3	ORIGIN OF SYMMETRY	Muse	Mushroom MUSH 593D (D) (M) (P)
9	5	ALL IS DREAM	Mercury Rev	V2 VR 101528 (D) (M) (P)
10	13	FELT MOUNTAIN	Golfrapp	Mano CUSTM1018 (V)
11	2	VEPERTINE	Björk	One Little Indian TRLP 103C (D) (M) (P)
12	11	ROOBY	Staremate Jaxx	XL Recordings XLCD 143 (V)
13	15	FREE ALL ANGELS	Esh	Infections INFECT100C (D) (M) (P)
14	NEW	ASLEEP IN THE BACK	Albion	V2 VR 1015882 (D) (M) (P)
15	15	RUN COME SAVE ME	Ruqsana Marwa	Big Dada BDC032 (V)
16	20	SHOWBIZ	Muse	Mushroom MUSH 593D (D) (M) (P)
17	12	WHITE BLOOD CELLS	White Stripes	Sympathy For The Record Industry SPFR006C (C)
18	16	VERTIGO	Groove Armada	Paper CD332 (P)
19	14	THE TIKI BAR IS OPEN	John Hatt	Sanctuary SANCD06 (P)
20	14	ECHO PARK	Feeder	Echo ECHCD34 (P)

MUSIC WEEK 22 SEPTEMBER 2001

# THE YEAR SO FAR... TOP 20 ALBUMS

UK	US	Title	Artist	Label
1	1	NO ANGEL	DIDO	REPRISE
2	2	POPSTARS	HEAR'SAY	REPRISE
3	3	SONORIBO	EVA CASSIDY	REPRISE
4	4	WHITE LADDER	DAVID GRAY	REPRISE
5	5	HOT SHOT	SHAGGY	REPRISE
6	6	NOT THAT KIND	ANASTASIA	REPRISE
7	8	SUNSHOWER	DE-STAYN'S CHILD	REPRISE
8	7	JUST ENOUGH EDUCATION TO PERFORM	STEREPHONICS	REPRISE
9	10	THE INVISIBLE BAND	TRAVIS	REPRISE
10	9	PARACHUTES	COLDPLAY	REPRISE
11	11	CHOCOLATE STARFISH AND THE HOT DOG	LIMP BIZKIT	REPRISE
12	13	GORILLAZ	GORILLAZ	REPRISE
13	12	ONE'S BIG MOMA	TURK DAGGER	REPRISE
14	14	HYBRID THEORY	LINCOLN PARK	REPRISE
15	16	ALL THAT YOU CAN LEAVE BEHIND	U2	REPRISE
16	14	THE GREATTEST HITS	TEXAS	REPRISE
17	15	THE ULTIMATE COLLECTION	BILLY JOEL	REPRISE
18	18	SING WHEN YOU'RE WINNING	ROBBIE WILLIAMS	REPRISE
19	19	THE MARSHALL MATHERS LP	EMINEM	REPRISE
20	20	MUSIC	MADONNA	REPRISE

© 2001 Last week's position represents chart from three weeks ago

22  
sept  
2001

# THE OFFICIAL CHARTS

22  
sept  
2001

100%  
music week

# singles

THE OFFICIAL UK CHARTS



BBC RADIO 1

97.9 FM

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45	1	HEY BABY	D.U. (feat.)	EMI
1	2	MAMBO NO 5	Bob The Builder	BBC Music
2	3	STARLIGHT	Superman Lovers	Independiente
3	4	SET YOU FREE	N-Trance	All Around The World
4	5	BABY COME ON OVER	Samantha Mumba	Wild Card/Polydor
5	6	FOLLOW ME	Uncle Kracker	Atlantic
6	7	TOO CLOSE	Blue	Innocent
7	8	IT BEGAN IN AFRICA	The Chemical Brothers	Virgin
8	9	LET'S DANCE	Five	RCA
9	10	STUCK IN THE MIDDLE	WITH YOU	Louise 1st Avenue/EMI



7	11	LET ME BLOW YA MIND	Eve feat. Gwen Stefani	Introscope/Polydor
8	12	THINGS THAT GO BUMP IN THE NIGHTS	THERE... Alstars	Island/Universal
9	13	TWENTYFOURSEVEN	Artful Dodger feat. Melanie Blatt	Tru/Polygram
10	14	TAKE ME HOME	Sophie Ellis-Bextor	Polydor
11	15	TURN OFF THE LIGHT	Nelly Furtado	DreamWorks/Polydor
12	16	21 SECONDS	So Solid Crew	Relentless
13	17	HUNTER	Dido	Cheeky/Arista
14	18	ON THE MOVE	Barthez	Positiva
15	19	LET WESSONEN SING	Minnie Driver	Preachahouse
16	20	IT'S BEEN AWHILE	Stead	Epic

# albums

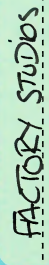


1	A FUNK ODYSSEY	Jamiroqai	S2
2	WONDERLAND	The Charlatans	Universal
3	LOVE AND THEFT	Bob Dylan	Columbia
4	WHOAA NELLY	Nelly Furtado	DreamWorks/Polydor
5	GOODBYE COUNTRY	(HELLO NIGHTCLUB)	Groove Armada
6	WHITE LADDER	David Gray	IHT/East West
7	NO ANGEL	Dido	Cheeky/Arista
8	BREAK THE CYCLE	Staind	East West
9	CHANGING FACES - THE BEST OF	Louise 1st Avenue/EMI	EMI
10	GLITTER	Mariah Carey	Virgin



4	11	READ MY LIPS	Sophie Ellis-Bextor	Polydor
5	12	THE INVISIBLE BAND	Travis	Independiente
6	13	ANTHOLOGY	Alien Ant Farm	DreamWorks/Polydor
7	14	IS THIS IT	The Strokes	Rough Trade
8	15	KINGSIZE	Five	RCA
9	16	THE ESSENTIAL	Alison Moyet	Columbia
10	17	SURVIVOR	Destiny's Child	Columbia
11	18	THE VERY BEST OF	Prince	Warner Brothers
12-19	RIGHT NOW	Atomic Kitten	Innocent	

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15 **19** LET RUBBSON SING Mamic Street Preachers

16 **20** IT'S BEEN AWHILE Staind



16 **21** CASTLES IN THE SKY Ian Dahi

17 **22** SMASH SUMM'N Redman feat. Adam F. Del. Jam/Mercury

18 **23** PERFECT GENTLEMAN Wyclef Jean

19 **24** OUT OF CONTROL (BACK FOR MORE) Darude

20 **25** TAKE MY BREATH AWAY Emma Bunton

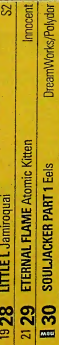
21 **26** IN THE AIR TONITE Lil' Kim feat. Phi Collins

22 **27** HELPI I'M A FISH Little Trees

23 **28** LITTLE L. Jamiroquai

24 **29** ETERNAL FLAME Atomic Kitten

25 **30** SOULJACKER PART 1 Eels



26 **31** HIDE U Koshien

27 **32** ETERNITY/THE ROAD TO MANDALAY Robbie Williams

28 **33** AIN'T IT FUNNY Jennifer Lopez

29 **34** HEAVEN IS A HALPIPEE OPM

30 **35** DROPS OF JUPITER (TELL ME) Train

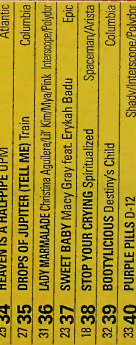
31 **36** LADY MARMALADE Christina Aguilera/Lil' Kim/Mya/Pink

32 **37** SWEET BABY Macy Gray feat. Erykah Badu

33 **38** STOP YOUR CRYING Spiritualized

34 **39** BOOTYLICIOUS Destiny's Child

35 **40** PURPLE PILLS D-12



# compilations

1 **THE CLASSIC CHILLOUT ALBUM** 11 **11** GARAGE NATION

2 **NOW THAT'S WHAT I CALL MUSIC** 49 **12** CIGARETTES AND ALCOHOL - VOL II

3 **MOULIN ROUGE (OST)** 9 **13** CHILLED IBIZA II

4 **BIG EUPHORIA - DANF PEARCE** 6 **14** IBIZA ANNUAL

5 **BIG CLUB HITS** 12 **15** CLUBMIX IBIZA

6 **CLASSICAL CHILLOUT** 15 **16** BRIDGET JONES'S DIARY (OST)

7 **CLOSE TO YOU** 13 **17** IBIZA CHILLOUT SESSION

8 **STREET VIBES 8** 16 **18** CHILLED IBIZA

9 **CAPITAL GOLD LEGENDS** 19 **19** THE GREATEST #1'S SOUL WEEKENDER

10 **LOVIN' IT** 18 **20** PURE FLAVA



21 **HYBRID THEORY** Linkin Park

22 **NOT THAT KIND** Anastacia

23 **SONGBIRD** Eva Cassidy

24 **IF YOU'VE NEVER BEEN** Embrace

25 **HOT SHOT** Shaggy

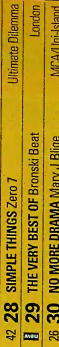
26 **JUST ENOUGH EDUCATION TO PERFORM** Stereophonics

27 **GORILLAZ** Gorillaz

28 **SIMPLE THINGS** Zero 7

29 **THE VERY BEST OF Bronski Beat**

30 **NO MORE DRAMA** Mary J. Blige



31 **GOD HATES US ALL** Slayer

32 **TOXICITY** System Of A Down

33 **GET READY** New Order

34 **DROPS OF JUPITER** Train

35 **THE VERY BEST OF** The Eagles

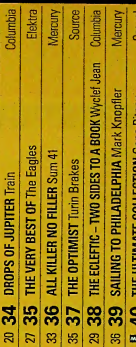
36 **ALL KILLER NO FILLER** Sum 41

37 **THE OPTIMIST** Turn Brakes

38 **THE ELEGANT - TWO SIDES TO A BOOK** Wyclef Jean

39 **SAILING TO PHILADELPHIA** Mark Knopfler

40 **THE ULTIMATE COLLECTION** Gene Pitney



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## CLASSICAL ARTIST

This	Last	Title	Artist	Label (distributor)
1	1	THE VOICE	Russell Watson	Decca 0672512 (U)
2	NEW	THE ARMED MAN - A MASS FOR PEACE	Karl Jenkins	Verano CDV919E (E)
3	2	LUMINOZA	Libera	Warner Classics 02740117 (TEN)
4	4	SACRED ARIAS	Andrea Bocelli	Philips 462092 (U)
5	3	AMORE - THE LIVE ALBUM	Luciano Pavarotti	Decca 4701382 (U)
6	5	VERDI	Andrea Bocelli	Philips 464002 (U)
7	9	ALFVENSKE CHANTS	Decca 469632 (U)	
8	7	THE ORGANIST ENTERTAINS	Philips 462092 (U)	
9	8	HOKED ON CLASSICS	Royal Philharmonic Orchestra/Dark	Crinson CRMCD144 (EUK)
10	10	BETHOVEN: SYMPHONY NO 5	Chung/WP/Rite	EMI Classics CDC057952 (E)
11	NEW	HAYDN/VELLOZIO CONCERTOS	Klang/Colonna Co	Naxos 855954 (E)
12	NEW	BARBER/CHOPIN WORKS VOL 2	Warner/CRI/Adagio	Naxos 855958 (E)
13	NEW	CHARLOTTE CHURCH	Charlotte Church	Sony Classical SK 8903 (TEN)
14	12	THE MAGIC BOX	John Williams	Sony Classical SK89483 (TEN)
15	6	BERNSTEIN: WEST SIDE STORY SUITE	Joshua Bell	Sony Classical SK89588 (TEN)
16	11	NSO Ireland/Penny	Naxos 852001 (S)	
17	15	ENGLISH STRONG MINATURES - VOL 3	Royal Ballet SW/Uniy/Jaco	Naxos 852003 (S)
18	11	AT HER VERY BEST	Nena Moushiki	Philips 548452 (U)
19	NEW	THE ARTISTRY OF	Martha Argerich	Deutsche Grammophon 461952 (U)
20	18	WELL KEEP A WELCOME	Byn Tafel	Deutsche Grammophon 4626332 (U)

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## JAZZ & BLUES

This	Last	Title	Artist	Label (distributor)
1	1	BREZZIN'	Various	Jazz FM JAZZFM003A (P)
2	3	YOURSIST	St Germain	Bliss New 532912 (E)
3	4	KIND OF BLUE	Miles Davis	Columbia CA 6483 (TEN)
4	2	TIME TRADERS	Peer Green Splitter Group	Enigma - CDMV/BMG
5	5	BADUUM	Erykah Badu	MCA/UM-Irland UD 5302 (U)
6	7	SMOOTH JAZZ - THE ESSENTIAL ALBUM	Various	MCA/UMI-DCM204 (BMG)
7	NEW	IN THE MOOD - THE VERY BEST OF	Glen Miller	Crinson CRMCD37 (EUK)
8	8	THE BLUE SERIES	Various	Blue Note 534296 (E)
9	11	THE ESSENTIAL	Nina Simone	Martin METCD35 (IMP)
10	NEW	ESSENTIAL BLUES & SOUL	Various Artists	Crinson CRMCD34 (EUK)

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## R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	2	LET ME BLOW YA MIND	Eve feat. Gwen Stefani	Interscope/Polydor 476762 (U)
2	3	TURN OF THE LIGHT	Nelly Furtado	Drewn/Warner/Polydor WEA004 50891 (U)
3	NEW	IN THE AIR TONITE	Lil' Kim feat. Phil Collins	Virgin/DMA WEA 3110 (CD)
4	1	SMASH SUMTHIN'	Redman feat. Adam F	Def Jam/Mercury 598832 (U)
5	5	PERFECT GENTLEMAN	Wyclef Jean	Columbia 671852 (TEN)
6	8	AIN'T IT FUNNY	Jennifer Lopez	Epic 671752 (TEN)
7	6	SWEET BABY	Macy Gray feat. Erykah Badu	Epic 671882 (TEN)
8	4	BATTER UP	Nelly & Stunatics	Universal MCSTD 40281 (U)
9	10	LADY MARMALADE	Christina Aguilera/Lil' Kim/Miya/Di	Interscope/Polydor 476762 (U)
10	7	WHO	Ed Case & Sweetie Ice	Columbia 671832 (TEN)
11	NEW	LUNCH OR DINNER	Sunshine Anderson	Atlantic AT 01960 (TEN)
12	11	BOODYGLISS	Dreya's Child	Virgin 671736 (TEN)
13	9	PURPLE PILLS	D-12	Shady/Interscope/Polydor 476762 (U)
14	9	ON TEAR	Foxy Brown	Def Jam/Mercury 598732 (U)
15	12	PEACHES & CREAM	112	Arista 76218632 (BMG)
16	NEW	MY BARY	Lil' Romeo	Pricely PTYCD 136 (E)
17	14	WHERE I WANNA BE	Shade Shifren/Nate Dogg/Kunst	London LONCD 461 (TEN)
18	16	ANTE UP	MOP feat. Busta Rhymes	Epic 671782 (TEN)
19	15	PLAYAS GO PLAY	3W	Epic 671782 (TEN)
20	17	ONE MINUTE MAN	Missy Elliott feat. Ludacris	Elektra E 726502 (TEN)
21	NEW	BAD BOY FOR LIFE	P Diddy & The Bad Boy Family	Bad Boy/Arista 76218632 (Impor)
22	20	ANGEL	Shaggy feat. Rayvon	MCA/UM-Irland MCSTD 40257 (U)
23	18	LOVE YOU ANYWAY	De Nads	Wildstar CDVWLD 37 (BMG)
24	24	ALL ABOUT YOU	Blue	Innocent SINGC 29 (E)
25	23	SOMEONE TO CALL MY LOVER	Jane Jackson	Virgin VSDOT 1813 (E)
26	19	SWEET REVENGE	Spickeys	Arms/epic 671802 (TEN)
27	13	MISS CALIFORNIA	Darby Thomas feat. First Aid Kit	Epic 671832 (TEN)
28	26	WE NEED A REVOLUTION	Asiatic feat. Timbaland	Def Soul BDD52036 (E)
29	22	DANCE FOR ME	Del Soul 588700 (U)	
30	NEW	HEARD IT ALL BEFORE	Sunshine Anderson	Atlantic AT 019100 (TEN)

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## CLASSICAL SOUNDTRACKS & COMPILATIONS

This	Last	Title	Artist	Label (distributor)
1	NEW	CLASSICAL CHILL OUT	Various	Virgin/EMI VYDC049 (E)
2	3	ONLY CLASSICAL ALBUM YOU'LL EVER NEED	Various	Conifer Classics 750555320 (IMP)
3	2	RELEASING CLASSICS	Various	Celstone CRM1502 (EUK)
4	1	GLADIATOR (OST)	Hans Zimmer & Lisa Gerrard	Decca 467942 (U)
5	NEW	RELEASING CLASSICS	Various	EMI Gold 548272 (E)
6	13	THE BEST FROM CLASSIC FM IN THE WORLD EVER	Various	Virgin/EMI VYDC032 (E)
7	11	COOL CLASSICS	Various	EMI Gold 538181 (E)
8	4	THE SOUND OF CLASSIC FM	Various	Classic FM CFMCD33 (BMG)
9	5	CAPTAIN CORNELIUS'S MANDOLIN (OST)	Stephen Warbeck	Virgin/EMI VYDC036 (U)
10	8	MOST ROMANTIC PIANO ALBUM	Various	Classic FM CFMCD32 (BMG)
11	12	RELAX MORE	Various	Classic FM CFMCD31 (BMG)
12	7	HALL OF FAME 2000	Various	Decca 467096 (U)
13	7	HANNIBAL (OST)	Hans Zimmer	Crinson CRMCD172 (EUK)
14	17	CLASSICAL MOODS	Various	Crinson MIDCD048 (EUK)
15	14	RELEASING CLASSICS	Various	Decca 131922 (U)
16	15	MORE MUSIC FROM GLADIATOR (OST)	Hans Zimmer & Lisa Gerrard	Crinson CRMCD172 (EUK)
17	18	PLANET OF THE APES (OST)	Anthony/Elman	Sony Classical SK89246 (TEN)
18	16	PAVARTO/DOMINGO/CARRERAS	Various	Emporio EMTC8203 (DISC)
19	NEW	THE CLASSICAL ALBUM 2001	Various	EMI/Virgin/Universal CLOC2 (E)
20	NEW	BEST CLASSICAL ALBUM OF THE MILLENNIUM	Various	Virgin/EMI VYDC028 (E)

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## ROCK

This	Last	Title	Artist	Label (distributor)
1	1	BREAK THE CYCLE	Slayer	East West 75582642 (E)
2	NEW	600 HATES US ALL	Slyther	Mercury 536312 (U)
3	2	THE	Slighter	Roadrunner 1256492 (U)
4	3	TOXICITY	System Of A Down	Columbia 501346 (TEN)
5	5	HYBRID THEORY	Larkin Park	Warner Brothers 338247352 (IMP)
6	4	ORIGIN OF SYMMETRY	Muse	Mushroom MUSH 5830 (SMV/P)
7	7	DROPS OF JUPITER	Train	Columbia 522880 (IMP)
8	NEW	REINFORMATION	Enja	Enja/FARCD08 (IMP)
9	6	BACK OF YOUR PANTS AND JACKET	Blisk 12	MCA/UM-Irland 1126732 (US)
10	8	PARACHUTES	Coldplay	Parlophone 527832 (E)

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## DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	NEW	IT BEGAN IN AFRICA	The Chemical Brothers	Virgin CHEMST 12 (E)
2	1	BODY ROCK	Simone & Andy C	Ram RAMM 34 (SR)
3	NEW	ON THE MOVE	Banhatt	Positiva 1271V 158 (E)
4	NEW	SET IT FREE	Hi-Tenace	All Around The World 1270826 (E/AND)
5	2	SEBIOUS	Maxwell D	4 Liberty/Releasent 12121 946 (U)
6	NEW	THE BEAUTY OF SILENCE	Sweeney & Gielan	Xtrahard/Xtravaganza X2V15 12 (IMP/TEN)
7	5	WHO	Ed Case & Sweetie Ice	Columbia 671836 (U)
8	NEW	RAGE	Bad Company	React 12REA0278 (P)
9	3	SMASH SUMTHIN'	Redman feat. Adam F	Def Jam/Mercury 598832 (U)
10	NEW	DA ANTIDOTE	Stratton Warriors	Hot MOB 886 (P)
11	11	JUST IN CASE	Jahson	Warner Brothers W 54AT (TEN)
12	4	STARLIGHT	Superman Loves	Independiente ISDM 31 (IMP)
13	10	YA MAMA/SONG FOR SHELTER	Fatboy Slim	Skint SKINT 71 (IMP/P)
14	21	21 SECONDS	So Solid Crew	Releasent RELENT 112322 (U)
15	6	HIDE U	Kosheen	Arista 7421818961 (IMP)
16	NEW	DEEP EVERYTIME/WHAT YOU NEED	Celbire	Creative Source CRS470235 (SR)
17	16	HUNTER	Chucky/Arista 7421818951 (IMP)	
18	NEW	IN THE AIR TONITE	Lil' Kim feat. Phil Collins	Virgin WEA311T (TEN)
19	NEW	DRUMS 4 BETTER DAZE	Lovinsky	Rojo Choops HOJ4 16R (U)
20	NEW	LET'S GROOVE	Gorge Morel	Positiva 12MOR01E (IMP)

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## DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	NEW	KIDS - THE ANTI ACUSTIC WARFARE	Act 8	Chevylls CSD4941 (E)
2	NEW	GOODYBOE COUNTRY (HELLO NIGHT CLUB)	Groove Armada	Pepper 3204941 (P)
3	1	A YANK ODYSSEY	Jamiroquai	S2 504681/504692 (IMP)
4	4	NO MORE DRAMA	Mary J Blige	MCA/UM-Irland 1126181/112622 (U)
5	NEW	GHEBTO STYLE EP	Future Cut	Renegade Hardware RH55 (SR)
6	3	GRACE HATTON	Various	INCredible - 5946170 (E)
7	NEW	SONGS IN A MINOR	Alicia Keys	- 7681131092 (BMG)
8	2	RUN COME SAVE ME	Roc-A-Fella	Big Dada BDD 532/BDD 152 (U)
9	NEW	A LITTLE BIT OF LUCK	DJ LUCK & MC Neat	Millennium Music - ALUCK001 (P)
10	8	RELENTLESS SUMMER	Various	Releasent RELENT3P (IMP/TEN)

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## MUSIC VIDEO

This	Last	Title	Label Cat No.
1	1	VARIOUS ARTISTS: Wow! Let's Dance - Vol 5	Avic 401346
2	2	UC: Baita Am	CD Video W02321
3	4	VARIOUS: Wow! Let's Dance - Vol 6	Avic 401347
4	3	BOB JOY: The Crush Tour	English Video V03310
5	7	VARIOUS: Hip Hop Central Up In Smoke	Evil Vision E0155
6	NEW	RAGE AGAINST THE MACHINE: The Battle Of Mexico City	SMV 52032
7	11	LEZ ZEPPEL: Stay Remains The Same	Warner Bros 526139
8	5	ORIENTAL: The Alchemist	Warner Music Video 52780122
9	6	PEARL JAM: Touring Band 2000	SMV Columbia 54012
10	8	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Universal Video 8318833
11	11	EMINEM: E	Universal Video 901453
12	9	FUN LOVIN' CRIMINALS: Love Ya Back	EMI 426139
13	16	VARIOUS: Debnas: Bow You Back	Ysoul YS0133
14	13	MURV: Play - The DVD	Mute (DG) 140172
15	22	BRIAN YVES: In Hawaii	Joe 821035
16	15	BUNK 182: The Undies Chronicles	WLE 02040
17	NEW	DAVID GRAY: Love	Warner Music Video 52780133
18	NEW	ROBBIE WILLIAMS: Where Eyes Daze	Chryslas 424249
19	18	CLUB 7: It's An S Club Thing	Warner Music Video 52780133
20	NEW	THE CORRS: Live At Lansdowne Road	Warner Music Video 8318833

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28th September - 2nd October 2001**

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▲ 2	15	TURN OF THE LIGHT	Nelly Furtado	DreamWorks/Polydor	2321	+3	77.51	+3
▲ 3	4	CAN'T GET YOU OUT OF MY HEAD	Kylie Minogue	Perfomance	2342	+11	77.43	+9
▲ 4	17	TOO CLOSE	Blue	Innocent	2070	+4	63.83	+8
▲ 5	3	LITTLE L	Jamiroquai	S2	1974	n/c	59.79	+6
▲ 6	10	HUNTER	Dido	Chesky/Arista	2107	+15	58.79	+23
7	7	STARLIGHT	Supernmen Loves	Independiente	2266	+13	57.86	-4
▲ 8	14	TWENTYFOURSEVEN	Arifia Dodger feat. Melanie Blatt	hfr	1503	+5	57.61	+63
9	14	TAKE ME HOME (A GIRL LIKE ME)	Sophia Ellis-Bextor	Polydor	1976	-14	49.73	-29
10	12	PERFECT GENTLEMAN	Wyclef Jean	Columbia	1521	-12	49.29	-17
▲ 11	9	FOLLOW ME	Keane Kracker	Lava/Atlantic	1770	+11	48.33	+14
12	4	LUV ME, LUV ME	Shaggy feat. Samantha Cole	MCA/Uni-Island	1358	+7	46.16	-37
▲ 13	9	YOU ROCK MY WORLD	Michael Jackson	Epico	1051	+38	44.90	+39
▲ 14	4	BABY COME ON OVER	Samantha Mumba	Wild Card/Polydor	1532	+10	43.53	+1
15	10	ANOTHER CHANCE	Roger Sanchez	Defected	1373	-19	42.71	-21
▲ 16	4	NOT SUCH AN INNOCENT GIRL	Victoria Beckham	Virgin	1261	+5	41.62	-49
▲ 17	5	SWEET BABY	Macy Gray feat. Erykah Badu	Capricorn	816	+19	41.39	+30
18	11	LET ME BLOW YA MIND	Eve feat. Gwen Stefani	Interscope/Polydor	952	-40	38.61	-47
19	11	HIDE U	Kosheen	Moksha/Arista	615	-16	37.54	-48
20	9	LET'S DANCE	Five	RCA	1518	-16	37.40	-45
21	11	CASTLES IN THE SKY	Ian Van Dahl	NuLife/Arista	842	-59	36.18	-65
▲ 22	2	WHAT WOULD YOU DO?	Cy High	Interscope/Polydor	1125	-9	33.69	-40
23	12	BOOTLICIOUS	Destiny's Child	Columbia	1107	-17	33.26	-53
24	10	AINT IT FUNNY	Jennifer Lopez	Epico	1171	-18	33.01	-27
▲ 25	2	RIGHT ON	Silence Soul	VC Recordings	552	+58	30.57	+28
▲ 26	3	STEP ON MY OLD SIZE NINES	Stereophonics	V2	443	+32	26.12	-72

HIGHEST TOP 50 CLIMBER

▲ 27	47	20	IT'S BEEN AWHILE	Staind	East West	118	+25	26.49	+45
▲ 28	48	10	U REMIND ME	Usher	Arista	441	-7	26.25	+42
▲ 29	4	1	ALCOHOLIC	Starsailor	Chrysalis	328	+75	25.22	+30
30	16	36	TAKE MY BREATH AWAY	Anna Bunton	Virgin	990	-35	24.87	-122

BIGGEST INCREASE IN PLAYS  
 MOST ADDED

▲ 31	2	0	NOTHING ON BUT THE RADIO	The Alice Band	Instant Karma	382	+390	24.67	+8
▲ 32	11	0	BROWN SKIN	India Arie	Motown	84	+211	24.45	+121
▲ 33	44	21	21ST CENTURY	Weekend Players	Multiply	458	+13	23.84	+54
▲ 34	14	4	I WANT LOVE	Eton John	Rocket/Mercury	498	+52	23.56	-3

BIGGEST INCREASE IN AUDIENCE

▲ 35	19	1	2PEOPLE	Jean Jacques Smootherie	Echo	224	+109	23.33	+20
36	3	4	SMOOTH CRIMINAL	Alien Ant Farm	DreamWorks/Polydor	525	-12	22.81	-88
▲ 37	16	1	THINKING IT OVER	Liberty	V2	422	+29	22.84	+189
▲ 38	13	1	JUS 1 KISS	Basement Jaxx	XL Recordings	428	+42	22.45	+43
▲ 39	6	38	STOP YOUR CRYING	Spiritualized	Spaceman/Arista	152	+8	22.44	+49
40	3	21	STUCK IN THE MIDDLE WITH YOU	Louisa	1st Avenue/EMI	788	-38	22.04	-9
41	16	15	DROPS OF JUPITER (TELL ME)	Train	Columbia	1153	-4	22.00	n/c
42	4	2	LAST YEAR'S TROUBLES	Suzanne Vega	A&M/Polydor	35	+6	21.35	+17
43	1	2	SO SOMEONE TO CALL MY LOVER	Janez Jackson	Virgin	997	-14	21.21	-21
44	10	32	ETERNITY	Robbie Williams	Chrysalis	723	-22	21.18	+3
▲ 45	34	2	OUT OF REACH	Gabriele	Go Beat/Polydor	535	+28	21.15	+65
▲ 46	11	20	WHOLE AGAIN	Atomic Kitten	Innocent	435	+27	20.49	+211
▲ 47	10	1	MUHAMMAD ALI	Faithless	Chesky	422	+35	19.57	+69
▲ 48	15	0	FAMILY AFFAIR	Mary J Blige	MCA/Uni-Island	410	+20	19.27	+23
▲ 49	10	0	WONDER	Embrace	Hut/Virgin	195	+48	18.22	+18
▲ 50	1	0	THANK YOU	Dido	Chesky/Arista	571	+8	18.59	+14

© Music Control UK. Compiled from music control charts for 8 Sep 2001 and 24 to 26 Sep 2001. Dates marked by asterisks indicate first week on chart for that year only. **2** This FM, **20** FM, **21** FM, **22** FM, **23** FM, **24** FM, **25** FM, **26** FM, **27** FM, **28** FM, **29** FM, **30** FM, **31** FM, **1** FM, **2** FM, **3** FM, **4** FM, **5** FM, **6** FM, **7** FM, **8** FM, **9** FM, **10** FM, **11** FM, **12** FM, **13** FM, **14** FM, **15** FM, **16** FM, **17** FM, **18** FM, **19** FM, **20** FM, **21** FM, **22** FM, **23** FM, **24** FM, **25** FM, **26** FM, **27** FM, **28** FM, **29** FM, **30** FM, **31** FM, **1** FM, **2** FM, **3** FM, **4** FM, **5** FM, **6** FM, **7** FM, **8** FM, **9** FM, **10** FM, **11** FM, **12** FM, **13** FM, **14** FM, **15** FM, **16** FM, **17** FM, **18** FM, **19** FM, **20** FM, **21** FM, **22** FM, **23** FM, **24** FM, **25** FM, **26** FM, **27** FM, **28** FM, **29** FM, **30** FM, **31** FM, **1** FM, **2** FM, **3** FM, **4** FM, **5** FM, **6** FM, **7** FM, **8** FM, **9** FM, **10** FM, **11** FM, 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The venue may have been the same, but it was a tellingly different BMG UK returning to London's Mermaid Theatre last week for its second conference of the year.

Back in April the company's then European president Richard Griffiths was welcoming on stage his newly-installed UK chairman Håkan Breitholtz, while a whole series of key appointments was announced across a company that had abandoned its label divisions and focused along genre lines instead. Within weeks Griffiths had been fired and Thomas Stenz installed as his replacement, with Griffiths' appointments Harry Maggee and Stephen Navin swiftly following their exboss out of the door.

With such dramatic changes, Griffiths could hardly have left the UK company in more calming, reassuring positions on the 35 weeks to w/e 1/9/01. BMG's market share for the half year was 10.2%, making it a third biggest corporate group. Source: MW

Given his Swedish compatriot Sven Goran Eriksson's elevation to England national hero, Breitholtz is naturally keen to mention himself in the same breath as the England football manager. However, while the England soccer supremo has taken the national team to the top of its World Cup qualifying group, the BMG chairman acknowledges he is "just a small step on the way" to fulfilling his aims at the major. One of the first targets announced on his appointment – a 10% market share this year for artist albums – he believes is on course, thanks to what he concludes is the company's best autumn lineup since it used to handle the pre-PolyGram Universal's repertoire. His aim of widening the company's talent successes

from traditionally strong areas such as pop is also making ground, illustrated by a diverse line-up of live conference performers last Monday, ranging from R&B act Peppercorn and dance signing Kosheen to guitar bands Electric Soft Parade and Spiritualized.

Breitholtz says BMG as a company is spending more than ever on A&R as it pushes new acts such as Cooper Temple Clause and Mercury-nominated Tom McRae while pursuing other signings. "We can have another 10 to 15 acts right now," he says. "We have quite a trimmed roster and we're busy right now trying to find these acts."

While its UK-signed successes continue to be outweighed at present by repertoire from across the Atlantic, the major's performance with domestic artists has been swelled by the purchase of Cheeky – a deal announced by Griffiths at last year's autumn conference. Through the label's Dido it is 1.7m album sales richer with No Angel – a considerable distance ahead of the competition as the biggest-selling album of the year to date – while fellow Cheeky act Faithless are just getting into their stride with their first BMG-handled album *Outrospective*.

The two Cheeky acts have also been playing a leading role in the success of BMG's UK-signed talent overseas, alongside the likes of Westlife who scored their first pan-European hit this year with the Billy Joel cover *Uptown Girl*. However, Breitholtz suggested at the conference the performance of UK artists in the global market was still "lacklustre" even though fortunes were improving. "We have to capitalise on the fact things are starting to get better. We have to work hard to start to break artists out of the UK, which will drive revenues and, what really matters to me, realise a greater diversity of music," he told the event.

The chairman outlined at the conference

# Breitholtz taps into pop to give UK acts a fee

Following a year of upheaval at BMG, the UK chairman was able to deliver

## SINGLES CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total Hits
<b>RCA/Arista 3</b>	13	6	3	25	

Figures over 2001 releases' highest chart positions on the 35 weeks to w/e 1/9/01. BMG's market share for the half year was 10.2%, making it a third biggest corporate group. Source: MW

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The chairman outlined at the conference



Breitholtz: BMG is spending more than ever on A&R



Electric Soft Parade: described as a

Dido, Five, Natalie Imbruglia, Arnie Stone and Westlife as the company's five UK-signed acts that had sold more than 1m units overseas. Four of those artists figure in this year's release line-up with the fifth, Arnie Stone, expected to make her bow on Clive Davis's J Records next year. Griffiths had not even arrived at the

company and John Preston was still chairman when Imbruglia's first album *Left Of The Middle* emerged in November 1997 to unexpected acclaim. Her long-delayed return, *White Lilies Island*, will appear on November 5, a week after lead-off single *That Day*, which international vice-president Dave Shack revealed at the conference had so impressed

Natalie Imbruglia



**VARIABLES: Hits 50 – BMG/Telstar/Sony/Warner (September 17).** The hits brand strikes the first blow in the ongoing battle with Now! with this opportunisticly-titled album ahead of November's *Now! 50*. This title's "50" represents the number of tracks included.

**FAITHLESS: Muhammad Ali – Cheeky (September 17).** The first of two autumn singles from *Outrospective*, which has already sold 750,000 units worldwide, this Radio One B-listed track will be followed by Tarantula in late November and a sold-out UK tour.

**KOSHEEN: Restin' – Arista (September 17).** Despite a hectic schedule that included a performance in Cornwall, the previous Friday and Istanbul the following day, Kosheen figured among the conference's five line-up to promote this debut album which features the Top 10 single *Hide U*. The next single *Catch* will be issued on November 26.

**SPIRITUALIZED: It All Came Down – Spacemusic/Arista (September 17).** The band retain their high standards of sleeve packaging and design with an embossed

face on the cover of this album, which features their highest-charting single to date, *Stop Your Crying*. The album – the subject of speculations on Xfm and Radio One's Steve Lamacq – will be backed by a tour in November and the release of a second single, *Did It All Over Again*.

**SKINNY: Sweet Thing – Cheeky (September 24).** Radio One and Xfm's weight is already behind this second single release from the album *Teller*.

**DARTY HALL & JOHN GATES: The Essential Collection – BMG commercial marketing (September 24).** The hugely-successful duo are scheduled to undertake their first UK tour in more than a decade in November to support this retrospective, which will be backed by a £200,000 TV-advertising and PR budget and followed by the Hoax remix of *I Can't Go For That (No One Do)* issued as a single on October 8.

**P DIDDY & THE BAD BOY FAMILY – Bad Boy/Arista (September 24).** A massive re-release is lined up before Christmas for Diddy's *The Saga Continues* album, which features this

Radio One record of the week single, *Crazy Town*, Ice Cube and Snoop Dogg are among a lengthy list of acts making cameos in the video.

**TALISMAN P FEAT BARRINGTON LEVY: Here I Come (Sing DJ) – NuLife (October 17).** This Radio One-playlisted single is one of a handful of potential NuLife smashes this autumn, others including Jam & Spoon's Euro smash *Angel* (out December) and the Warp Brothers' *Blast the Speakers* (out December 3).

**USHER: U Got It Bad – Arista (October 8).** A currently-scheduled performance at October 4's Mobo awards, where he has three nominations, will figure as part of a UK promotional visit this autumn by Usher as BMG looks to take his chart-topping 8701 album to platinum status by Christmas. This follow-up single to U Remind Me and *Pop You Got It*, which features TLC's Chilli in the video, has already made it to the Radio One playlist.

**RIGHT SAID FRED: Fredhead – RCA (October 8).** The Freds have been one of the UK's biggest musical exports on the continent this year, debuting at number two in Germany this year and also going Top 10 there with the single *You're My Mate*. The single will be issued in the UK on September 24, having already become one of *The Box's* 10 biggest tunes.

**LUTHER VANDROSS: Luther Vandross – J Records (October 15).** The man described by his label boss Clive Davis as "the best R&B singer in the world" is presently scheduled to be in the UK for two weeks' promotion this October, including collecting the lifetime achievement prize at the *Mobos* on October 4. The Vandross single, *Take You Out*, will be issued on October 8.

**ELECTRIC SOFT PARADE: There's a Silence – Jb Records (October 22).** "The most important band in the UK" is how Steve Lamacq describes the recently-renamed Brighton outfit who were many people's live highlight



at the conference. Their debut album *Holes in the Wall* is expected to appear early next year.

**O-TOWN: We Fit Together – J Records (October 22).** Channel 4 will be re-running the series *Making The Band* around the release of this third single, which will be looking to follow *Liquid Dreams* and *All Or Nothing* instantly into the Top 10.

**ALICIA KEYS: Fallin' – J Records (October 29).** Clive Davis's latest megastar discovery has already reached number one and achieved double platinum status in the States with

# the Eriksson factor el of Swedish magic

calmer but confident predictions for the future. By Paul Williams



as 'the most important band in the UK' Jason Pierce: returning with Spiritualized

Radio One that it has promised to feature it today (Monday) in every programme. With the last album going Top 10 in the US and selling around 6m units globally, BMG is determined not to have anything out of place for the follow-up. With this in mind, Shack says it decided to rethink the original plan of having Imbruglia perform at the conference

her debut album *Songs In A Minor*. This first UK single will be followed in November by a huge re-promotion of the album as BMG looks to reach 250,000 sales by Christmas.

**PEPPERCON: Nice To You - Arista (October 25).** Possibly the first single to namecheck Sir Richard Branson, this track is taken from Peppercon's critically-acclaimed debut album *Free Love*.

**UK NW BMG: I Will - NatLive (November 5).** The follow-up to the Top Five, silver-selling *Castles In The Sky* will precede Van Dahl's debut album in the new year.

**LISA LEFT EYE LOPES: Supernova - Arista (November 5).** The TLC favourite will be in the UK for key TV performances to support this debut solo album, previewed by the single *Block Party* on October 15. The album will be the subject of a huge marketing push during the final quarter of the year.

**NATALIE DRUGS: White Lillies Island - RCA (November 5).** Four years and 6m sales after her debut album *Left Of The Middle*, comes this highly-anticipated follow-up which will be led off by the single *That Day*, co-penned with Patrick Leonard. Radio One has already committed itself fully to the single, which goes to radio today (Monday) and will be



Usher

commercially released on October 29. **PEERY COMO: Perry Coma Gold - BMG commercial marketing (November 5).** A £150,000 promotional campaign aimed specifically at the 50+ market has been put behind this first TV-advertised retrospective in a decade from the crooner who passed away in May. The 25-track collection includes the hits *And I Love You So*, *Catch A Falling Star* and *Magic Moments*.

**ELVIS PRESLEY: 50 All Time Greatest Love Songs - BMG commercial marketing (November 12).** *Love Me Tender* and *The Wonder Of You* are among the half-century of classics on this double album which succeeds last Christmas's Presley retrospective *The 50 Greatest Hits*. A £300,000 marketing spend has been budgeted as BMG aims to match the 700,000 UK sales of its 2000 best-of, which figures in the Top 10 during Christmas week.

**BONEY M: The Greatest Hits - BMG commercial marketing (November 12).** BMG is aiming to top into the "massive kitsch appeal" of this band whose singles *Rivers Of Babylon/Brown Girl In The Ring* and *Mary's Boy Child* still rank high among the UK's biggest-selling singles of all time. A £300,000 TV and PR spend has been earmarked for the album.

**WESTLIFE: World Of Our Own - RCA (November 12).** One year from their Spice-conquering *Coast To Coast* album comes this third long player which features the chart-topping *Queen Of My Heart* (out November 5) and the 2001 version of love favourite *When You're Looking Like That*. Thirty TV appearances are already confirmed for the band as BMG aims for 2m further album sales.

**DAVE MATTHEWS' BAND: The Space Between - RCA (November 12).** Among the US's biggest musical superstars who have yet to crack the UK, Matthews will be looking to join the Stateside rock ride that has taken the lives of *Staind* and *Train* into the UK chart with

leading lights behind the forthcoming Pop Idol star search on ITV, is particularly enthused by the album's lead-off single *Queen Of My Heart* - given its world premier at the conference - which he describes as "an exceptional record". "This is going to be a huge record," he told the conference of the new album. "The boys sound great and I think we'll reach our target of 2m sales and above."

In addition to its superstar repertoire from RCA and Arista, the UK company has this year been blessed with a third source of material from the US via GIVE DAVIS'S J Records. The label's first act O-Town have already scored two Top 10 singles here, while the autumn will include the UK release of Luther Vandross's most successful album *Stateside* in years and an extensive push on *Songs In A Minor*, the first album from instant superstar Alicia Keys. "We have a major star in Alicia Keys," enthuses Davis, who has seen more than a few in his time.

Much closer to home, Dave Bates' db Records - independent domestically but with BMG backing overseas - has made its mark this year with Tom McRae's debut album winning a Technics Mercury Music Prize shortlisting. Meanwhile, his current other charges Electric Soft Parade arguably stole the show at the conference with an astounding and hugely-rememberable performance.

No BMG line-up is usually complete without at least one Elvis Presley album and this autumn's representative is a 50-track love songs collection to follow 2000's *The 50 Greatest Hits*.

Other commercial marketing priorities include Boney M and Hall & Oates best-of, while its HITS partnership with Sony, Warner and its complications joint venture partner Telstar is opportunistically biting its

forthcoming title *Hits 50* (as in the number of tracks) in direct response to the more-successful Now! series which reaches the 50 mark this autumn. There are also a series of further potential smashes from the NuLife label, including I Will, the follow-up to Ian Van Dahl's top five hit *Castles In The Sky*.

BMG sales director Richard Corps has set himself and the company the task of selling 8m albums this autumn in what "will prove to be one of the biggest Christmases for a long time". The company also has plenty to look forward to in the first half of next year with music division president Ged Doherty revealing at the conference expected new albums from acts including Christina Aguilera, Whitney Houston, OutKast, Pink, Santana and TLC. William Orbit's BMG debut is also likely to emerge around April

and may featuring guests the calibre of Beck, Dido, Dr Dre, Madonna and Beth Orton.

In a year of remarkable change at the company, Doherty was also quick to praise at the conference the way in which his staff had coped. "This year we've been through an unbelievable amount of change and throughout all of that everybody has stayed incredibly focused and loyal and worked their butts off," he said.

Given the huge upheaval his charges have had to contend with this year, they will be mightily relieved to know this autumn they can channel all their energies again into producing the kind of results even Hasse Bruchholz's fellow Swede Sven Goran Eriksson would be proud of.

● BMG UK's international vice president Dave Shuck is reporting to European marketing vice president Susie Armstrong in the newly-structured BMG, with Sara Silver becoming UK marketing vice president, and not as stated last week.

## ALBUMS CHART SCORES

No 1s	Top 10s	Top 20s	Top 40s	Total hits
RCA/Arista 2	3	0	2	7
BMG comm 0 (1)	0 (16)	0 (3)	0 (20)	

Figures cover 2001 releases: highest chart positions in the 35 weeks to w/e 1/9/01. BMG's market share for the half year was 7.6%, making it the fifth biggest corporate group. Source: MW



this single. Matthews and the band will be in the UK for a series of 15th anniversary gigs in October with a tour following in November.

**FIVE CLOSER TO ME - RCA (November 19).** BMG has set a target of 2m UK album sales by Christmas for the boy band's already-issued third set *Kingsize*, which has been given a £1m TV advertising budget and £250,000 for direct marketing. This second single from the album is being led by BMG as the "biggest ever Five single".

**BLU CANTRELLE: So Blu - Arista (November 26).** The Blu Cantrelle single 'Em Up Style (Dooop)' recently reached number two on the Billboard Hot 100 and will be released in the UK a fortnight ahead of this debut

album. An extensive European promotion trip is scheduled for November.

**VARIOUS: Family Divs 2 - BMG/Telstar (November 19).** The soul, dance and R&B successor to this summer's 100,000-plus seller *Family Divs* will be part of an R&B compilations line-up from BMG/Telstar which will also include Urban (October 22) and Pure R&B 4 (November 12). **DMB: Don't Think Of Me - Cheeky (December 10).** No Angel's fourth single after *Hunter* - which was expected to debut in the Top 10 yesterday (Sunday) - will be followed by a special edition of the album, which has already sold 1.7m in the UK. Another 1m album sales is targeted by BMG before Christmas.

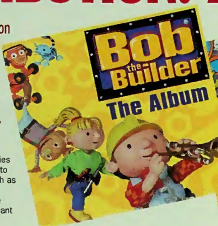
## DISTRIBUTION: A SECTOR IN CHANGE

Moves such as Koch's decision to hand over physical distribution to BMG, concentrating on sales and marketing, are changing the whole distribution landscape. Sarah Davis reports

**A**t a time when distribution companies are refocusing their commitment to specific areas of development such as sales, production, manufacturing, distribution and marketing, the climate within the industry is taking on significant changes.

On July 30, Koch announced it would be handing over its physical distribution to BMG and concentrating on sales and marketing. Meanwhile, Vital, which is owned by Play It Again Sam (PIAS), is also expected to announce a similar decision, following PIAS' recent restructuring and the company's management buyout of Edel's majority stake in the company.

Such moves have led to concerns within the distribution sector that these moves will have repercussions on the industry as a whole. S&D managing director John Knight says, "We've seen a lot of companies struggle with their own physical distribution over the past few years. Several distributors, both big and small, were not equipped to compete at the highest levels of efficiency and flexibility and so have had to outsource their own physical distribution



or perish."

Absolute managing director Henry Semmence speaks for many when he says, "At Popkorn there was gossip that Vital

will get rid of their physical distribution and become marketing and sales. This was relevant for all of us at the Aim stand because lots of independent people use Vital as their physical distributor. There's no doubt that there will be fewer players in the future doing physical distribution. There will be more doing sales and marketing and we will give record companies advice on getting records to other markets."

**'It's easier for the retail trade to deal with one distributor. The indications are that retailers are very pleased with it' — Rashmi Patani, Koch**

Koch and Vital will join the ranks of bolt-on distributors, looking after marketing, sales, production and manufacturing for their labels, while using a major label distributor for packing and shipping the product to the retailers. They also have their own labels which gives them a platform for securing rights for future exploitation.

Koch managing director Rashmi Patani, explaining the reason for his company's move, says, "It's easier for the retail trade to deal with one distributor. The indications are that retailers are very pleased with it. If you look back a

year ago or longer, you can see the physical distribution side changing. Five or six years ago Koch opened up a distribution centre in Basingstoke for Koch International and Koch Media. Then we decided to concentrate on our product, on the sales and marketing, and get another company to handle the actual physical side of things. We looked at lots of companies and opted for BMG."

Absolute is a bolt-on distributor which uses Universal for packing and shipping product. Semmence explains how it works: "To be in the indie chart you've always had to be distributed by an independent. Now things are changing. People may use an independent distributor, but that distributor will be using a major for physical distribution so the boundaries are blurred. Companies like Absolute, which look after sales,

## Making the supermarket mark

**M**usic is a fast growing commodity in today's supermarkets. But, while it is one thing getting music properly displayed in outlets such as HMV, Virgin or Independent music shops, it is quite another to do the same in Tesco or Sainsbury's, stores that do not have dedicated staff who understand music.

Secondary distributors E.L.K. and Handelman have invested heavily in field forces and merchandisers to make sure everything runs like clockwork. Handelman managing director Rob Salter says, "Whatever you get in the back door you've got to get on to the fixtures, it feels wrong to leave products at the back door and leave it up to the people in the store to do the rest."

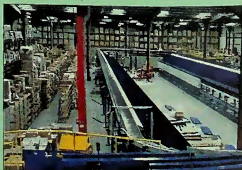
E.L.K. is Europe's largest distributor and services thousands of retail outlets and online customers from its 250,000 sq ft Greenford distribution centre. It employs a field force of 20 full-time people and around 300 part-time merchandisers, hired through third-party merchandising company MEM.

E.L.K. commercial director Richard Iazard says, "It varies from customer to customer what they want us to do. Some like the merchandisers to stack the racks, others do it themselves but like help with promotions and returns. Returns is quite a big thing. We also make sure the new chart is put up on Monday mornings. Our two main roles are staff training — supermarkets have a rapid turnover of staff — and setting up new stores or refitted stores. Our staff will go in there and get them ready for the launch day."

Handelman recently won

the Asda business and looks after 240 Asda stores as well as High Street customers. It employs 14 district managers, 62 full-time reps and 125 part-time reps. Each store sees its rep at least once a week with the rep spending 20 hours plus in each store weekly. Salter says, "Many people use a third-party merchandising company but we didn't want to do this. Handelman in the US has a totally dedicated structure, it's a bit further developed. Each field rep does two or three stores and there are bonuses and incentives. It's much more of a business role in store. We're moving towards it in the UK."

Asda is still in the bedding phase with Handelman, but is positive about the service. Becky Oram, Asda music buying manager, says, "There is a merchandising field force which we didn't have before. It supplements the system with people on the ground. It means even if someone in the store is away, there's always someone there who knows what's going on which makes things much more efficient. It's a different business model working with this system."



Handelman: taking on the Asda business



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# NGE TO REFLECT CHANGING NEEDS



marketing, production and manufacture, take their record labels through the mire. Now we're getting 24-hour delivery which is beneficial to the dealer and the labels. There is no need to ship large quantities out and then get loads of returns, so we save money."

However, Allan Nazareth, sales director at Caroline 2, says the move out of physical distribution does not help export companies such as his. "Nowadays we get a lot of things from different companies in one box and on one van – we have to sort them out and it makes things more difficult for us," he says. "All distributors are consolidating. Less and less people want to put anything in a box. In 15 year's time, there will be about three left. People will keep all the sales and marketing and sales and marketing will have to get sharper."

Distributors are also reviewing how many labels they carry. Vital product director Ian Dutt says, "We have streamlined our labels. There have been more releases year after year. We want to focus on our top-end labels and streamline down. This will be a continuous process. We had 97 labels, now we're at 77 – not like Pinnacle (whose distributed acts include Steps, Bob The Builder, Cliff Richard and De La Soul) with about 320. Ideally, what I want from our labels is for them to be pure A&R driven – like Mute, Source, Ninja Tunes – and into developing acts."

**"All distributors are consolidating. Less and less people want to put anything in a box. In 15 year's time there will be about three left" – Allan Nazareth, Caroline 2**

"More and more distribution companies aren't looking for huge amounts of business. And it's almost too easy to start a label," he adds. "There are 350-500 new releases a week, so how does a punter decide what to buy? I think punters are suffocated by the amount of releases and labels."

The smaller, specialist distributors report that the growing demand for vinyl and the move into mail order has helped their business. Knight says, "The niche markets such as vinyl in underground dance shops are expanding healthily and now HMV and Virgin

are taking a piece of this action. Our van fleet, which is seven-strong, has an increasingly important role in this market, in that we carry new releases, white labels and catalogue."

Vital set up a van sales business last February to handle this specialist product. Since starting Union Van Sales with 3MV, Vital has managed to expand its network. Dutt says, "It's getting us in to specialist stores that we haven't been getting to before – the kind of stores that don't want to open accounts. Lots of others do it like Amato and Prime – so these specialist shops don't need to buy product by people like us or 3MV. We started it in London and hope to expand."

Even secondary distributors like THE are moving in. THE sales director David Pemblington says, "We've been watching the situation and we're back into distributing vinyl."

Plastic Head, which handles labels such as Candlelight and Golf Records, is one of the many small distributors which is expanding because of vinyl sales and mail order. Director Steve Beatty says, "We started out of the bedroom 13 years ago and we're successful because we did it our way. We are self sufficient. People ask why we do it all ourselves and I say it's because we didn't want to rely on others. We do work with other companies to do occasional singles, there is that option, but some things you definitely do need size for, but some artists just wouldn't accept it."

Like many small distributors, it also offers a mail-order service which has helped increase revenue. "Our turnover last year was £5.5m and of that £100,000 was mail

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order. We've been doing mail order for two years and it has grown from nothing to that figure — it's still small but we're keen on going for it. We keep our prices the same as the shops so even though in this instance we are ostensibly acting as a retailer, it doesn't seem to the shops as though we're competing with them.

"I think it sends a message to retailers — if people are coming to us, why aren't they getting what they want in the shops? Specialist music has benefited because people can't find it in the shops and use mail order like their local store, if I can't get something where I live, I get it by mail order."

Wholesale books and home entertainment distributor THE underwent a major upheaval last year following a management buyout from John Menzies. THE has key accounts such as Sainsbury's and High Street stores Morrisons and Debenhams, as well as a large independent customer base.

Pemblington says, "When we bought the business, we believed we could restore it to profitability. We expected to break even, but our latest figures show we're achieving a considerable profit and have managed a balance sheet with a positive cash flow."

Then in May THE snapped up rival Starline's distribution assets for around £10m after Starline went into receivership. Starline numbered HMV, Virgin, Tower and online retailers such as Tesco.com and Amazon among its customers. THE has amalgamated some jobs across the business, with some redundancies in the finance, personnel and IT departments, and relocated some aspects, such as the jukebox business, to its Newcastle Under Lyme site.

The deal also included Starline Digital Marketing and, more importantly, Starline Lightning Express, which gives THE, Tower, Virgin and HMV accounts in the US, Asia and the Far East and Lightning's jukebox

## Distributors go online for direct service

Just three years ago MP3.com's Michael Robertson was predicting the death of the traditional record industry. Free downloads, subscription services and e-tailing grew and, as physical distributors felt threatened, many entered the online business, some investing heavily. Then the hype fizzled out and reality set in.

Dotcoms disappeared, merged, got bought out and court cases flew about as record labels sought rights protection. The latest impact in the merry go round is B2B and subscription service Vitaminic's decision, to merge with Peoplesound in August.

Meanwhile, distributors have quietly gone on developing their own sites for future use. Pinnacle has spent a considerable amount of money and energy on a substantial e-commerce division. Managing director Tony Powell says, "We're preparing for change in the future. We're in the middle of revamping our website and moving toward web enablement for smaller labels. But, whatever the speed of the download and other mechanics of digital distribution, who's going to pay for it? Artists, record companies, writers all have to be paid."

Koch is expanding into US-sourced hip-hop and rock with artists such as Wu Tang Clan's RZA, KRIS on Its In The Paint label, and Hugh Cornwall and Carole King. Managing director Rashmi Patani agrees with Powell. "We are doing a lot of research into online at Koch, but we are waiting for the authorities to act so we feel confident it's secure. There are players out there who are doing online distribution, but record companies are still

business which has accounts with Leisurelink, Crown Leisure and Kunick.

Pemblington says, "It's fair to say Starline was an opportunity we couldn't turn down."



Patani: online research at Koch wary after Napster."

Smaller distributors including Amato and Plastic Head have been keenly developing their web presence. Shops can order product via Amato's website and the distributor also carries out research on its consumer database to discover tastes and trends. Managing director Mario Howell says, "New releases are available and an MP3 sample is up there four weeks before release date."

Plastic Head director Steve Beatty is convinced rights ownership is the key to any web presence. "Owning rights to product is important for survival," he says. "In five or 10 years, a lot of distributors will think it's all over. We won't. We now own some of our own labels and were



RZA: sourced from the US

pretty aggressive when that came along."

Etailing as an online service is growing. Etailing was 4% of the market in 2000 and it is predicted that by 2005 more than £800m worth of multimedia products (CDs, videos and DVDs) will be sold online. E.U.K. Direct is Europe's largest fulfillment operation service, with more than 140,000 titles in its database and each title is in stock. Customers such as V&A set up their own front-end and E.U.K. offers automatic order interfaces, order status tracking and pre-release information. E.U.K.'s commercial director Richard Iard says, "We don't offer customers product that doesn't exist. We carefully monitor stock availability and keep an accurate database."

here so we needed to adapt to reflect that."

However, Iard does not express concern. "I'd love to still have the Adda business, but I see the reasons why not," he says. "But business is growing despite losing Adda. We saw sales growth last year and this year it will be a much faster growth. Tesco recently announced its sales were up 59% and retailers is even more than that."

Tesco, like the other supermarket chains, is aggressively targeting shoppers to buy more non-food product such as

entertainment. Iard says, "Tesco has 14m customers each week. Through the club card scheme, they can identify which of them have the profile to buy CDs but aren't doing so. They then target so, they then promote and so on. This is seen as

incremental sales — that shoppers will put a CD in their shopping basket that they wouldn't have otherwise gone out and bought — rather than taking a sale away from someone else."

Handelman, meanwhile, is a key player in distributing to the motorway service chains. "We bought out Lifetime which had an in-house merchandising team which covered all the motorway service areas. We cover all the motorway service chains big and small — Welcome Break, Mogs — formerly Granada," says Salter. However, Handelman is trying to change the pricing programme that currently exists in the motorway retail services. "The general public feel ripped off when they buy something at a service area — whether it's a bacon sandwich or a cup of coffee. They look at CDs and see the priced £20 and they know they're £14.99 on the High Street. The chains lovingly call it premium pricing. They sell more tapes than CDs because not so many people have CD players in their cars. Tapes might be priced at £1 more than in the High Street and people will pay that because they want it immediately to play in the car. But if they're buying a CD they are more likely to buy to take home and they won't pay the extra. It could be better business."

We see this as a way of consolidating the industry and which marks us out as a serious player. The old THD hadn't been in exports and we're going to use Starline as an export arm to use it world wide. However, we're keeping out of markets with problems and we've noticed that, as America moves into recession, some of the retailers are finding things a bit difficult. Lightning was the only way we could get into the jukebox business and it seemed the right time."

Other changes have also been afoot for the other secondary distributors, such as E.U.K. and Handelman. E.U.K., which looks after more than 2,000 retail outlets including supermarket chains Woolworths, Tesco

and Safeway, is now part of the Woolworths Group, following the Kingfisher demerger on August 28. The move sees the company as part of an entertainment-focused group. E.U.K. commercial director Richard Iard says, "With Woolworths, ourselves, M&C, Streetsonline and VCI, more than 40% of the total Group's business is now entertainment. Before, as part of a big group like Kingfisher, attention was more on the big DIV sheds all across Europe. Now entertainment will be more important to the group and it will get more attention."

E.U.K. recently lost its Asda account to Handelman in a move which came as little surprise given that Handelman's US parent is a key distributor for Walmart, which owns Asda. Handelman managing director Rob Salter says, "There are only a few players in the grocery and major multiple sector. We're number two in volume terms, ahead of the handle of the Asda business. We also handle Somerfield and Kwiksave — themselves Walmart businesses."

Asda reports it is pleased with the switch so far. Becky Oram, Asda music buying manager says, "We are getting very good service. Handelman have a good system although some adaptations need to be made for the UK market. For example, singles are a minor product in the US compared with

music week Issue dated 6 October

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# RETAIL FOCUS: POWERPLAY

by Karen Faux  
 Unsurprisingly, it has been a quiet week for Eastbourne indie PowerPlay. Store buyer Zeph Annetts says, "Shopping for music seems to be the last thing on people's minds following the terrible events in the US. We've been running continuous CNN news coverage on our in-store televisions and the general mood here is very sober indeed."

Aside from this, business has been going well for the shop in recent months. Buoyed by the success of its first in-store PA for Toploader last year, PowerPlay's profile has been raised with a variety of signings and gigs, which can be comfortably accommodated in its spacious premises situated right between the Arndale Centre and McDonalds.

"This is no major upheaval involved," says Annetts. "All we have to do is slide our chairs rocking out to the back and we have plenty of room. Signings are usually done behind our large counter, which looks like a bar."

PowerPlay has always keen to lift the profile of lesser-known acts and local brand Raging Spearman was a recent beneficiary. "They did a signing and we had people queuing the length



PowerPlay: boosting sales with in-store PAs

of the shop," says Annetts. "We also shifted a lot of their single Gush, which had just been released to repressment the album."

Moving to bigger premises two years ago has been key to greater profitability for the store, whose nearest competitor is a much smaller Or Price. Annetts reports that PowerPlay enjoys a lot of attention from reps and is well served with POS and display material. "For

## NU METAL AND HIP-HOP TOP 10

- Break The Cycle Staird (Rip/Elektra)
- Lower Slipknot (Roadrunner)
- Antology Alien Art Form (New Noise/Dreamworks)
- Toxicity System Of A Down (Columbia)
- Volume 1 OKY (Volcom)
- The Suga Cousins P Diddy & The Bad Boy Family (Bad Boy)
- Devil's Night D12
- (Interscope/Polydot)
- Space Boogie Kurupt (Pias Records)
- 30 Seconds To Mars (Capitol)
- Digital Bullz RZA (Koch)
- Wallpapered Redman (Def Jam)

example, with the Slipknot album we were able to give away free posters and bags which really helped to get it off to a strong start," he says.

A substantial area of the store is devoted to punk metal and hip hop while the greatest proportion of sales come from chart albums and singles. This week Groove Armada, Slayer, Kurupt, Alien Art Form and The Charlatans have been out for albums superstore, while

singles from Eels, Manic Street Preachers, Samantha Mumba and The Chemical Brothers have all been moving out well.

Store manager Tony Goodwin says, "Like many stores, we have benefited from the punk and metal revival and we're also expanding our hip-hop offer. We are expecting the forthcoming album from DMX to do very well judging by the amount of pre-release interest and next week's singles should see a close contest between Kylie Minogue and Victoria Beckham."

Despite its chart bias, PowerPlay stocks a large range of back catalogue which is being fuelled by a two-for-£15 deal. It also reports that poster sales have been on the increase and it now has three racks devoted to them.

Goodwin says, "Eastbourne has an image of being a somewhat elderly resort but, in fact, there are a lot of young people here, which is why we are doing so well with chart, punk and hip hop. Having said that, we like to cater to all the people who visit the town and our biggest advantage is having the space and the right location to do it."

Powerplay: 55 Terrace Road, Eastbourne, East Sussex BN21 3QP, tel: 01323 762922.

## IN-STORE NEXT WEEK (from 24/9/01)

**Andys RECORDS**  
 Windows - Travis, Macy Gray; In-store - Richard Bona, God's Kitchen, Mazy Gray, Travis, Starsallor, Kylie Minogue, RZA, McNeat & DJ Luck, Jean Pitney, June Tabor, Boz Scaggs, Adam F, John Hiatt, Bob Dylan, Embrace, Darker Than Blue, Jamiroquai, Macy Gray, Barthez, Henry Rollins, Gillian Welch, Nick Lowe, Alison Krauss, System of A Down, New Means Down; Press ads - Starsallor, Kylie Minogue, Hayden, Mercury Rev, Lewis, Peter Green Splinter Group, Exposure 3, Chris Cowie

**ASDA**  
 Singles - Basement Jaxx, Stereophonics, Garbage, Elton John, Silicone Soul, City High, Liberty, Mouvlin Rouge, Mary J Blige; Albums - DJ Luck & MC Neat, Tracy Chapman, Terrorvision, Club Nation 2001, Hall & Oates, I Love The Nineties

**BORDER'S**  
 In-store - three CDs for £18, two CDs for £10, five Naxos CDs for £20, Gorke's Zygotic Myrci, Tracy Chapman, Cool & Deadly, Late Night Jazz; Listening posts - Macy Gray, Are You Ready For The Country, National Trust Music, Mouvlin Rouge

**in-store display boards** - Arsonist, Richie Hawtin, Brothomstates, Nooney Underground, Self Assembly, Smog, The

Zephrys, Champion Sounds, Hilmar Orn Hilmarsson & Sigur Ros

**HMV** Single - Silicone Soul; Windows - two CDs for £22; In-store - Steps, Liberty, City High, Garbage, Stereophonics; Press ads - Basement Jaxx, Mary J Blige, P Diddy, Ryan Adams; TV and radio ads - I Love The Nineties

**MVC** Album - Paul Weller; Windows - Charlatans, Diana Krall, CDs for £6.99 for Cardholders; In-store - Clubbed Out 2, Mojo spotlight on Introduction To... series; Listening posts - Spiritualized, Tori Amos, Anabesque 2, EMI Encore CDs for £5 to Classical cardholders

**our price** Singles - Liberty; Windows - Steps, Mary J Blige, Basement Jaxx, Garbage; In-store - Blink 182, Stereophonics, Mercury Rev, City High

**PHARMACY NETWORK** Album - Ken Stringfellow; Selecta listening posts - Groove Armada, Spearmint, John Hiatt, Ivy, Arbesque 2; Mojo recommended retailers - Devils, Suzie Higgle, Trashmonk, Last Rates, Billy

C Farlow, Isaac Freeman & The Bluebloods

**TOWER** Windows - Big Deal 2 autumn sale, City High, Club Nation, compilations campaign, Liberty, Nicole Kidman & Ewan McGregor; In-store - Acoustic Chill, Hayden, Alex, Alice Band, Blackout, Tori Amos, Kylie Minogue, Ian Brown, Ryan Adams; Press ads - Garbage, Ian Brown, Machine Head, Mercury Rev, Suzanne Vega

**Virgin** Windows - Kiss in Ibiza 2001, Kylie Minogue, Macy Gray, Samantha Mumba, Shaggy, Spiritualized, Starsallor, Victoria Beckham; In-store - Macy Gray, Samantha Mumba, Skirny, Spearmint, Spiritualized, Tori Amos; Press ads - Artful Dodger, Basement Jaxx, Ben Folds, Blink 182, Bruce Dickinson, Faithless, Ian Brown, Jo Broecker, Nickelback

**WHSmith** In-store - Samantha Mumba, Chemical Brothers, Adam F, Eva Cassidy, Creamfields, Alison Moyet

**WOOLWORTHS** In-store - Hits 50, Victoria Beckham, Samantha Mumba, Clubbed Out 2, The Artful Dodger, Macy Gray, Steps, Charlatans, Ash, Michael Ball



## ON THE SHELF

CHRIS LAWSON,  
 manager, Andys Records,  
 Norwich

This is a fairly large store and much of it is devoted to our extensive range of catalogue product. It far outdistances chart sales and we do particularly well with soul, jazz, country and blues.

Our current As Good As It Gets campaign offers two CDs for £10 across a wide range of selected specialist titles and this has been going like a bomb during the past month. It has been a fantastic time for new releases and sales have been brisk on the back of Slipknot, The Strokes and New Order.

This week has been strong, with albums from Bob Dylan and The Charlatans, and next week we have releases from Macy Gray, Spiritualized, Garbage and Starsallor to look forward to.

I reckon the new Macy Gray album is brilliant. It's a bit more funky than the last one and her voice has improved. If Starsallor's upcoming debut album is up to

the standard of the singles Fever and Alcohol, we're looking at another excellent album and there is huge interest in it around here.

At the moment we have posters for Bob Dylan and Jamiroquai in our windows and they will come out to make room next week for Macy Gray. We're offering Jamiroquai's A Funk Odyssey at £9.99 as part of a special Funk Odyssey for one week only, along with Five and Geri Halliwell. Jamiroquai is steaming out at that price point.

Forthcoming albums from Steps and Carole King will take us into the autumn period and business is shaping up to be good, with a healthy mix of catalogue and new releases.

I've worked in this store since March of this year and I really enjoy it. It is a this year and a really good one, a prosperous store with a great team, a prosperous atmosphere and lots of regular customers."



## ON THE ROAD

PAUL SOUTHGATE,  
 SRD rep for  
 London

"The new album from US hardcore band Fugate comes out at £8 next week, which gives fans a very good deal. If they buy this and their single, they can pick up 14 new tracks for less than the price of a chart album. There's a big feature going in Kerrang! and we're expecting the single to dent the Top 40.

Pre-sales are also shaping up well for Manic Street Preachers and for Acid Mothers Temple, who are a Japanese psychedelic rock collective who are getting a lot of exposure in magazines like The Wire. Their double CD, Absolutely Freak Out, will sell at around £13, making it considerably cheaper than their previous imports.

Drum & bass continues to be really big for us and this week I have been selling a lot of Shimmion & Andy's C Body Rock off the van. It reached 69 in the national chart, almost solely on the back of 12-inch sales. It has also been good to see London band The

Ariens doing well with their limited-edition seven-inch and they are due to appear at the Barbican's alternative country festival.

Drum & bass album Vintage Dreads, by Ray Keith, has been out for a year but is still selling most of its competitors. As autumn kicks in I'm looking forward to working on an album from Silver Mount Zion, which is an offshoot of God Speed You Black Emperor. We've also got a beautifully-packaged Clangers release, compiled by Oliver Postgate who produced the children's TV series. This includes a complete Clangers opera lifted from old tapes and other-worldly music featuring bassoon and electronics.

On a more traditional note, I'm talking to stores about former Warp act Jill Tencor and Louie Austen, a 63-year-old crooner who will be over to the UK for some five dates next month. He's been on the Las Vegas circuit and I'm looking forward to building interest in him."



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by Andrew Stewart

**FENTON BBC SCORE SET TO DIVE INTO CHARTS**

After five years in the making, BBC 1's *The Blue Planet* was launched last week with the first of eight primetime hour-long documentaries exploring the natural history of the world's oceans.

George Fenton's OST score, recorded by the BBC Concert Orchestra and choir of Oxford's Magdalen College, is a strong component of the series and has been released by BBC Music Worldwide as part of a bold marketing push for *The Blue Planet*.

According to the composer, writing music for the series was a particular challenge. "From a musical point of view, you tend to write music that is about what it would feel like to be in that submarine going down that deep. It would feel dangerous, it would feel dark, it would feel courageous."

Fenton's aquatic musical vision is likely to make strong progress in the classical charts, backed by a powerful marketing campaign.

"There's a danger that the music could get lost in a show that has such amazing visuals," explains Alan Taylor, marketing manager for BBC Music Worldwide. "We've made an album that isn't just a soundtrack disc. It's a stand-alone album where the music stands up on its own."

He adds that airplay and other radio exposure, including Classic FM advertising, will be key to the initial phase of the campaign. "We're not just marketing this as a classical release, even though it is a classical work. It's important that we target the general crossover market, so we're preparing a television commercial to support the release."

A five-minute trailer video for the series,



complete with Fenton's music, is also playing at UK cinemas.

A suite of music from *The Blue Planet* score is to be performed live at the Royal Festival Hall on October 13, conducted by the composer and hosted by Sir David Attenborough. "It's the first time the BBC has ever married onscreen pictures and music live," says Alan Taylor. "George will conduct the music to the pictures, so it will be a complete audio-visual experience." The concert is intended to generate further interest in Fenton's *Blue Planet* music.

**INNIES LOOK GOOD FOR GRAMOPHONE AWARDS**

Independent companies are strongly represented among the nominations for this year's Gramophone Awards, set to be presented at London's Barbican Centre on Friday October 19.

Hyperion leads the way with four nominated recordings, including Anthony Marwood's critically-admired performance of the Stanford Violin Concerto and a disc of Britten's choral works. Industry insiders are also predicting a good year for Chandos, which has two outstanding recordings conducted by Richard Hickox in line for choral and orchestral awards. Messiaen, Harmonia Mundi and ASV each attracted two nominations, while the continued A&R excellence of Naxos is reflected in the budget label's three nominations.

Universal's stable of classical labels has attracted eight nominations ranging from Handel's *Oratorio Theodora* in the baroque vocal category to Albeniz's *Merlin* in the opera category. EMI Classics and Virgin Classics are well placed for possible award winners. Murray Perahia's two recent Bach releases on Sony Classical are tipped to gain at least one award, while three Warner Classics titles have also attracted nominations.

Andrew Stewart can be contacted by e-mail at: [AndrewStewart11@compuserve.com](mailto:AndrewStewart11@compuserve.com)

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**ALBUM of the week**

**MORIMUR:** Music by Johann Sebastian Bach, including *Partita No.2* for solo violin. Poppen;

**Hilliard Ensemble (ECM New Series ECM 1785).** With this key ECM classical release,

Baroque violinist Christoph Poppen follows a recent scholarly interpretation of Bach's instrumental music to show connections between the composer's Second

Violin Partita and certain Lutheran chorales, secretly embedded in the fiddle work. The old hymn tunes, in Bach's harmonisations, are sung by the Hilliard Ensemble (pictured) between the Partita's five movements. This disc is backed by a preview ad in October's *Gramophone* and full-page ads in the November edition of *Gramophone* and October's *BBC Music Magazine* and *International Record Review*.



**REVIEWS**

For records released up to September 24 2001

**BETHOVEN:** *Symphony No.5*; **BRAMHMS:** *Violin Concerto*. Kyung Wha Chung; Vienna Philharmonic/Rattle. (EMI Classics 5 57185 2). Simon Rattle's Beethoven performances with the Vienna Philharmonic are never predictable and always marked by fresh insights. His latest account of the Fifth Symphony, recorded live in Vienna last December, makes for compelling listening.

The performance is coupled with an elaborately lyrical interpretation of Brahms's *Violin Concerto*, beautifully shaped by Kyung Wha Chung and presented in outstanding sound. The marketing mix for this release includes ads in October's *Gramophone* and *BBC Music Magazine*, national press advertising in the *Sunday Times* Culture section and in-store poster displays.

**OPENBACH:** *La Belle Héloïse*. Dame Felicity Lott, Yann Beuron, Laurent Naouri, François Le Roux, etc., *Les Musiciens du Louvre-Grenoble*/Marc Minkowski (Virgin Classics VCD 5 45477 2 (2CD)).

Recorded simultaneously with a production

of the work in Paris last autumn, this version of Offenbach's comic opera restores the composer's colourful orchestrations and generally offers a sparkling performance of his piece de résistance, Dame Felicity Lott is on seductive form as Héloïse and is backed by a first-rate supporting cast. Marketing for this release includes all full-page *Gramophone* ad.



**TEMPLUM:** Works by Michael O'Suilleabháin. Irish Chamber Orchestra; National Chamber Choir of Ireland/O'Suilleabháin. (Virgin Venture CDVE355). Michael O'Suilleabháin has topped the Irish charts with his imaginative blend of Celtic and classical music, attracting a strong following among the UK's Irish community. Templum brings together fragments of Gregorian chant and traditional music dressed in chart and traditional music dressed in vivid classical harmonies. A lot of the composer's musical portraits do create a vivid classical harmonies. A lot of the composer's musical portraits do create a vivid classical harmonies. A lot of the composer's musical portraits do create a vivid classical harmonies.

**RECOMMENDED CATALOGUE NEW RELEASES**

**ANTHONY NEWLEY: The Best of Anthony Newley (Decca 852844)**  
Newley was a child star who grew up to be a talented actor, an inspired songwriter and an idiosyncratic singer who managed to find the time to marry Joan Collins. This album gathers all 12 of his hit singles, spanning 1959-1962, and a further eight tracks. At his best, Newley's extraordinary vocal style and ability to bend lyrics resulted in some timeless singles, like 'Why and What Kind of Fool Am I.' But the more sophisticated songs in his repertoire were balanced by cheeky cowboy choppy tracks and this album is anything but dull.

**JUDIE TULZKE: Welcome To The Cruise/SportsCar (Easel EDD 710)**  
Judie Tulzke is a talented singer-songwriter who had her most productive years when signed to Elton John's Rocket label more than 20 years ago. Her first two albums for Rocket - 'Welcome To The Cruise from 1979 and 'The Cruise Year's Sports Car' - are finally available on CD for the first time - and stand the test of time very well. Tulzke is best known for her solitary hit 'Stay With Me Till Dawn', which reached number 16 and is one of the standout tracks on Cruise, along with 'Sukirata' and 'For You, Sports Car' is a rocker album but Tulzke's tunes are built on melodies - and good ones at that.

**MARIANNE FAITHFULL: A Stranger On Earth (Decca 585122)**  
A subtitled 'Introduction To... to stress that this is not a greatest hits package. A Stranger includes just five tracks out of 16 that made it onto the Very Best Of... It does, however, track Faithfull's voyage from delicate, folkied vocal thrust to gravel-voiced elder stateswoman. From her earliest years, there is a fine version of Jackie De Shannon's 'Come And Stay With Me', the suitably fragile 'This Little Bird' and a chilling version of 'The House of the Rising Sun'.

**AL GREEN: Love And Happiness (H FBOOK 26)**  
Rightly regarded as one of the most gifted of soul singers, Al Green here has his fertile period on a 59-song, three-CD set. His ballad, 'Smooth Operator' style earned him a succession of hits including 'Tear of Being Alone' and 'Stay Together.' They take their place here alongside lesser known and equally impressive originals and inspired covers. Alan Jones

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# APPOINTMENTS

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centimetre (minimum 4cm x 2 col)

Box Numbers: £20.00 extra

Published weekly each Monday, dated following Saturday

Copy date: Advertisements may be placed until Thursday 10 a.m. for publication Monday (space permitting).

All rates subject to standard VAT



**WE ACCEPT MOST MAJOR CREDIT CARDS**

Cancellation Deadline:

Wednesday 10 a.m. before publication Monday.

To place an advertisement please contact

Daisy Dorras, Music Week - Classified Dept.

United Business Media, Ludgate House, 1st Floor,

245 Blackfriars Road, London SE1 9UR Tel: 020 7579 4150

Fax: 020 7579 4712 Nick Woodward Tel: 020 7579 4405

All Box Number Replies To Address Above

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Applicants should ideally be within the London postal districts.

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Network House, 29-39 Stirling Road,  
Acton, London W3 8DJ

Tel: 020 8992 7732 Fax: 020 8992 0340  
ian@arab.co.uk

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### MUSIC INDUSTRY TRAINING & CAREER DEVELOPMENT

#### MUSIC INDUSTRY OVERVIEW

• record industry structure & environment • publishing • recording agreements • A&R • distribution • retail • merchandise

#### MUSIC A&R PROGRAMME

• home recording • health • A&R • demo • marketing • artist development • publishing company A&R • working with studios • A&R label deals

#### DANCE MUSIC BUSINESS PROGRAMME

• writing • DJ • touring & dance label • dance distribution • music opportunities & agencies • copyright • licensing • marketing • DJ equipment & dance A&R

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CV's to: Box No. 101, Music Week, 1st Floor, Ludgate House, 245 Blackfriars Road, London SE1 9UR

## Press Officer

ZZoned handles club, national radio and press promotion for a variety of artists ranging from Aphex Twins to Mos Def.

The press office works with acts such as Roots Manuva, Lemon Jelly, Mr Scruff & Biz Markie and events such as the Big Chill Festival and DMC/Technics DJ Championships. We are now looking for a press officer with a minimum of 2 years music industry experience to join our team.

Salary according to experience.

All CV's treated in strictest confidence: no calls.

Post CV (with details of current salary/salary expectations) to:

Sally Parkison, ZZoned, Unit 348 Stratford Workshops, Burford Road, London E15 2SP  
Or Email to sally@zzoned.co.uk

## Independent dance music labels require a part-time PA/Label Co-ordinator

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If you have a proven music retail background and are confident that you have the skills to run a business successfully, please reply to Box No. 103 at Music Week.

No capital required

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There are also opportunities for experienced musicians with a professional attitude to teach on ACM's groundbreaking modern music courses.

For more information, please send your CV to: Martin Kennedy, Academy of Contemporary Music, Redroo Buildings, Bridge Street, Guildford GU1 4SE. Alternatively you can e-mail your CV to martin@acm.ac.uk

TO FIND OUT MORE ABOUT ACM VISIT [www.acm.ac.uk](http://www.acm.ac.uk)

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# Have you got a website to shout about?

To coincide with our Music Online feature, the Music Week Classified Team is re-launching the highly successful 'Internet Address Book' on our Business to Business page.

Next Internet Address Book feature will be 20th October 2001

Copy deadline Wednesday 10th October 2001

For more information contact Daisy or Nick at:  
ddorras@woodward@ubm.int.com  
020 7579 4151/4405

**Rates:** *Business to Business:* £20.00 per single column centimetre (minimum 4cm x 2 col)  
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 United Business Media, Ludgate House, 1st Floor,  
 245 Blackfriars Road, London SE1 9UR Tel: 020 7579 4150  
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