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# music week

## Brazil brings Sanity to UK retail

by David Balfour  
Australia's biggest music retailer Brazil is aiming to replicate its rapid expansion down under with ambitious plans for 30 store openings a year in the UK following its acquisition of Our Price last week.

The company, which has built up its market-leading position at home in just eight years, plans to increase the size of the 77-store Our Price chain it acquired last week from Virgin Entertainment Group by more than 100%. The group, which will brand its UK stores with its Australian trading name Sanity, has already targeted London and the south of England as key areas for expansion, according to managing director Ian Duffell.

"We've achieved remarkably quick growth with Sanity in Australia and we hope to match that in the UK. We will be actively looking to acquire ind-

vidual stores as well as some small UK chains. We are already looking at one chain," says Duffell, whose was formerly managing director of HMV UK and then CEO of Virgin Asia Pacific.

The Our Price takeover not only marks the arrival of the biggest music retailer to the UK in more than a decade, but also signals the final demise of the UK music retail brand that has been in use since 1976. At its height, the chain, which was brought under the full control of the Virgin Group in 1998, had more than 300 UK stores.

Duffell says that the Sanity outlets will be markedly different from the existing Our Price stores. "Our Price has undoubtedly become a bit tired over the years and we believe that we can rejuvenate the stores," he says. "The locations and the signs of the Our Price stores are per-



Duffell: eyeing more UK chains

fect for us to get a good foothold in the market, although the Sanity stores will be very different in character."

As part of the overhaul, Duffell says Sanity stores in the UK will feature a dance arena which has been a successful element of the chain's Australian offer, specialising in CD and vinyl dance releases as well as selling DJ equipment.

Brazil aims to have its first

rebranded stores in operation before Christmas and will initially concentrate on converting its high-traffic outlets to the Sanity brand. The new chain will be overseen by Sanity COO Shane Faltischieer, who has relocated to the UK to take on the post of managing director of Sanity UK. Most of the remaining Our Price outlets will be converted by autumn next year, according to Duffell, who adds that he aims to retain as many Our Price staff as possible.

With Sanity for an increased share of the retail market will be existing UK independent retailer Music Zone, which is planning to open what it says is the UK's largest independently-owned store in Birmingham early next year. Its launch of a 850 sq m site in the centre of the city continues a period of rapid expansion for the company, which is opening a new city-centre

outlet in Manchester's Market Street this month and opened its first Newcastle city centre store late last month. The chain has also secured leases for new outlets in Darlington and Huddersfield.

Meanwhile, speculation continues over the future of the US-based Tower Records chain, which launched in the UK 15 years ago and which last week reached an agreement in the US to maintain its revolving credit facility at \$205m until the end of the year and then reduce it to \$195m. Originally its available credit was due to drop from \$195m at the end of December to £100m. Tower Records UK marketing director Billy Gray dismisses speculation that the retailer has been "shopping around" the lease of its flagship store in London's Piccadilly Circus to rival chains.

● See story, p4

UK talent shone brightly at last Thursday's Mobo Awards with the new generation of home-grown **BRIT** acts rubbing shoulders with more established international stars. East West's Oxide & Neutrinio invited their extended **So Solid Crew** family onstage (pictured) to collect the award for best video (for *Up Middle Finger*) with them, while **So Solid Crew** themselves collected two further awards and opened the show with a spectacular performance of 21 Seconds. Other artists performing included Samantha Mumba, Usher, Mis-Teeq, Damage and R Kelly, while Luther Vandross's cancelled personal appearance was replaced by a tribute performance from Dionne Warwick. After the show, which was held at London's Docklands Arena, a handful of smaller parties were held across the capital for guests in attendance. See story, p 3



## Gatfield gets the nod to develop Universal UK talent

Nick Gatfield has finally been confirmed as managing director of Universal Island with a brief to revamp the company's UK talent roster when he formally fills the long-vacant seat in December.

Gatfield, who has been acting as an A&R consultant at the Universal company since July, was finally named as managing director of the UK company by Universal chairman/CEO Lucian Grangale last Thursday, ending months of speculation as to when the position would be filled.

"Revamping our UK A&R drive is absolutely my main focus for the company," he says. "This company has proved that given the right repertoire we can deliver in the UK market better than most and now



It's official: Grangale (left) signs up Gatfield

I'd like to see Universal Island becoming a domestic repertoire powerhouse once more."

While former *Days* Midnight **Runner** Gatfield wants the company to maintain its strong roots in rock, which has produced success for acts such as U2, PJ Harvey and Pulp, he also intends to broaden the company's musical perspective.

"It's been clearly demonstrated

how US urban music - R&B and hip hop in particular - is hugely successful and vibrant. I'd love to see Universal Island becoming a home for UK urban music talent, while continuing its strong rock traditions," he says.

Gatfield, who was head of A&R at EMI in the early Nineties before moving to PolyGram in the US, adds that his immediate priorities include hiring more A&R staff, although he will not make any sweeping changes to the existing company.

Grangale adds, "[Nick is] someone who can build a strong team around him and who also knows the difficulties of the business from both the artistic and corporate sides. Nick is the final piece in the jigsaw," he says.

## Ascoli puts A&R top of Virgin agenda

Newly-appointed Virgin UK vice president of A&R/general manager of repertoire Philippe Ascoli has vowed to breathe new life into the company by refocusing the label's A&R operations.

The Source Records UK founder says that he believes Virgin is ready for a new injection of energy. "We know that Virgin UK is not exactly in a dream situation at the moment, but it's a great company with good marketing, commercial marketing and export divisions," he says. "My job as an A&R is to bring in new artists and a new vibe to help take the company into a new phase. I believe that the Virgin UK team are very hungry to get things happening

again and will respond to a new injection of energy."

Ascoli, who will remain managing director of Source, says he will sign a number of new artists to the company, but has no immediate plans to make dramatic cuts to the roster as has been rumoured. "As part of the planning process the roster will need to be reviewed, but I'm not going to get into specifics until we have all sat down and fully assessed the existing roster," he says.

He adds that the Source UK label will continue to operate as a stand-alone operation, although he does plan to move the label closer to Virgin UK's headquarters in west London.

## Aim joins Initial to push indies on TV

Cutting-edge music programming featuring the cream of the indie sector is set to reach TV screens by early next year following a deal between Aim and leading production group Initial.

The joint venture to develop programmes for television, radio and other new media platforms brings together the UK's leading producer of music programming - Initial's credits include *The Brits*, *The White Room* and *Peppercorn Chart Show* - with a group of labels and bands who feel dispensable or marginalised by the current crop of TV shows.

"We've got all the acts and energy," says Aim's chief executive Alison Wenham. "But we need the

TV experience of Initial."

Wenham. Out chairman Guy Homes and Pias president Mike Heneghan will form the TV team at Aim and will work closely with Initial chief executive Malcolm Gerrie. They already claim to have several projects under development or at pilot stage, including an event to celebrate the indie sector as a whole. However, they say an awards-style programme is not being considered because it is a tired format. "There's some fantastic music out there like The Strokes, but there just aren't the programmes for them or we never see them because it is on so late," says Gerrie. "We are going to shake things up a bit."



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# Solo Crew lead UK winners as solos celebrate local talent

by James Roberts

The UK's burgeoning urban scene was heavily represented at this year's Mobo Awards with **So Solid Crew**, **Oxide & Neutro**, **Nitin Sawhney**, **Craig David** and **Incognito** among the hometown talent scooping awards.

Introduced as "the biggest, best collectible to come out of the UK in years", **So Solid Crew** set the agenda with a stunning performance of **21 Seconds** to open last Thursday's show at London's Docklands Arena. The **Rootless/Indpendiente** act went on to win two awards, for best UK garage act and best newcomer, while spin-off duo **Oxide & Neutro** (signed to East West) won best video for **Up Middle Finger**.

"The industry has recognised that **So Solid** is something new and exciting, which is what the industry has

Parlophone's Paul McCartney (pictured) says he has tried to recapture the recording spontaneity of **The Beatles** for his first album in new material in four years, which he unveiled to an audience of EMI staff, retailers and media last Thursday. In a playback at London's Air Studios, he recounted how his favourite Fab Four recording period was around the time of **Rubber Soul** and **Revolver** when he and John Lennon would only reveal their new songs to the others on the morning of a session. "I thought that was quite interesting for **George** (Harrison) not knowing what we were going to play," said McCartney, who adopted the same approach for **Driving Rain**, which paired him for the first time with Sugar Ray producer David Kahne. The 15-track album, to be released on November 12, includes the new single **From A Lover To A Friend** (out October 29), the ballad **Loving Flame** for fiancée Heather Mills and **Magic**, which is about how he met his late wife Linda.

## RIAA launches action against 'pirate' sites

US trade organisation the RIAA has filed suit against three online music sites which it claims are profiting from copyright infringement.

The action has been brought against **MusicoCity**, **Grokker1 Ltd** and **Consumer Empowerment BV**, the company also known as **FastTrack** which operates the **KaZaA** service. The three sites give consumers the chance to download copyrighted music free of charge. "We cannot sit idly by while these services continue to operate illegally, especially at a time when new legitimate services are being launched," says RIAA president/CEO **Hilary Rosen**.

The introduction of a legitimate all-labels subscription service came closer last week when EMI unveiled a deal with online music company **Pressplay** in which it will license master control to the Sony and Universal-backed consumer music subscription service.

"We want to see our artists' music distributed as widely as possible, provided they are being properly compensated for its use," says EMI new media senior vice president **Jay Samit**.

needed for some time," says Shabs, co-founder of **Rootless**, which is currently preparing to release its third single by the act. "For **Rootless** it's recognition that we're doing things the right way."

**Arista's Usher** was one of three US artists to perform at the Mastercard-sponsored event, also collecting awards for best R&B act and best album for **8701**. Other US winners included **East West's Missy Elliott** (best hip hop), **Universal Island's Shaggy** (reggae), **Interscope's Polyrich's Dr Dre** (producer) and **Columbia's Nitin Sawhney's Child** (single). Joining **So Solid** and **Oxide & Neutro** among the UK winners were **V2's John Sawhney** (world music act), **Incognito** (jazz act) and **Widstar's Craig David** (UK act).

The cancellation of several further



**Mis-Teq: spectacular performance**

performances from US artists undoubtedly allowed UK talent to shine brighter. Parlophone's UK R&B diva **Beverly Knight** spoke to **Music Week** following her performance of forthcoming single **Get Up** at the ceremony. "The fact that we had no Luther Vandross or Destiny's Child meant that the UK acts actually got a chance to breathe, instead of suffocating," she said.

Since **J Records'** Vandross was

unable to travel across the Atlantic to accept his record achievement prize, **Diagne Warwick** - originally booked to present the award - performed a version of **What The World Needs Now Is Love**, the **Barachar** and **David** song Vandross has previously covered.

"Quite rare being a serious world crisis the stars turned up in force. We had a world-class lineup with star performances. This was the best show yet," says **Mobo** founder **Kanye King**.

**Intempo/Vertigo's Mis-Teq** were among the most spectacular performances of the event with their medley of **One Night Stand/Al I Want**. The event proved to be a good marketing opportunity for their album **Likest** (on **B&B Sides**), with the duo using the motorbikes featured on the artwork as the centrepiece of their stage set.

## Columbia takes crown in Q3 market shares

Columbia ended **Polydor's** monopoly as top singles and albums company in quarter three after claiming its highest albums market share yet.

The **Sony** company took a 9.1% albums share in the period, its best showing since **Music Week** started compiling the figures in their present form in the mid-Nineties. **Polydor** slipped to second with 7.6% as **Virgin** kept third spot with 7.2%.

However, on singles **Polydor** recorded another victory with a 24.1% share. The merged **RCAArista** operation moved up to second with 9.0% and **Virgin** was again third with 8.8%.

Universal finished as top corporate group for singles (21.8%) and albums (24.6%), while **Tem** claimed the distribution titles for singles (30.0%) and albums (32.1%).

## Compaigners fight new CD protection

Compaigners were planning to take to the streets last weekend to protest at the record industry's use of new anti-piracy measures on CDs.

Members of the **CD Campaign** for Digital Rights (CDR) aimed to raise consumer awareness of the restrictions posed on them by new measures by distributing leaflets outside record shops in cities including London, Birmingham and Leeds. The organisation's spokesman, **Julian Midgey**, says it wants to raise awareness among CD buyers that some anti-pirate product carries the risk of infecting computer CD-Rom drives or DVD players.

"Audio CDs protected with the new technologies such as **SafeAudio** and **Cactus** restrict the enjoyment of legitimate consumers, yet they are often not even notified that the measures have been used on the CD," he says. "We're not questioning the record companies' right to defend their copyrights. What we're questioning is the way that the measures have been surreptitiously introduced and are more likely to inflict on paying consumers than on serious pirates."



## BPI brings out big guns in battle against piracy

The arsenal ranged against music counterfeiters is being further strengthened as pirates and bootleggers face a record number of prosecutions this month.

Four private Crown Prosecution Service cases involving music pirates have been heard or are slated to be heard in crown courts around the country during the next three weeks. The prosecutions follow the National Criminal Intelligence Service's decision to list counterfeiting as a major threat after finding that 26% of counterfeiting is linked to organised crime. This has directly been linked to the 10% increase in the budget allocated to the BPI's anti-piracy unit to help it prosecute criminals.

The unit's anti-piracy director **David Martin** says counterfeiting is perceived by career criminals as low risk and high return, and increasing numbers of people are moving into the game. "Fortunately the courts now seem to be treating music piracy more seriously and more custodial sentences are being given," he says. **Martin** says that he and his team



**Martin** bringing private prosecutions are now involved in two private criminal prosecutions brought by the BPI which will be heard in the next few weeks, as well as giving evidence in two OPS-backed cases. **Tim Smith** (Monday) faces charges of conspiracy to defraud the record industry in the first BPI private prosecution to be heard at crown court. **Brian and Barry Lawrence** are due to appear at **Croydon Crown Court** on October 22 in a private prosecution - the first to involve **MP3 CDs**. On October 29, **Karl and Andrew Stewart** face conspiracy to defraud charges at **Leeds Crown Court**.

## newsfile

**HOWELLS TO UNVEIL FINANCE REPORT** The Faculty of the Birmingham City Hit report, funded by the DCMS and researched over the last year by Kingston University, will be revealed by creative industries minister **Kim Howells** at this Wednesday's Good Practice In Financing Creative Businesses conference in Birmingham. Aim chief executive **Alison Wehrman** says the report shows that the music industry needs to find a way to reflect the value of intellectual property on the balance sheet and also to forge closer links with the City.

**US STARS CANCEL EUROPEAN TOURS** REM, along with **Kylie Minogue**, have been added to the bill of the **MTV Europe Awards** as other US acts cancel or postpone European promotional trips. **Jane Jackson** will now no longer be appearing at the MTV event taking place in Frankfurt on November 8, while her European tour has also been cancelled. Other US artists to cancel tours since the September 11 terrorist attacks include **Cher** and **Wendy Williams**. US acts including **Destiny's Child**, **System of a Down** and **Silkinet** are set to go ahead with their upcoming UK tours.

**VIRGIN MEGASTORES TO HOLD AWARDS** **Virgin Megastores** is launching a series of albums of the year awards to form the central part of an initiative campaign. Around 2,500 staff across the company are currently voting for their favourite albums of 2001 in seven categories covering rock, metal, indie, dance, R&B, hip hop and releases with the winners set to be featured on listening posts during a month-long campaign starting in mid-December.

**SLADE STARS WIN BACS AWARDS** **Slade's** principal songwriters **Nobody Hoder** and **Jim Lee**, **Bruce Forsyth** and one-time Shadows **Brian Bennett** and **Bruce Welch** are among a line-up of 11 personalities who will receive **Gold Badge Awards** at a **British Academy of Composers & Songwriters** luncheon at London's **The Savoy** this Wednesday. @

**WOOLIES BACS SMASH HITS PRATY** **Empa** has linked up with **Smash Hits** to present this year's **Smash Hits 14 Roll Winners Party** on December 9. The retailer will stock voting forms while online voting will be conducted through [www.smashhits.net](http://www.smashhits.net). **74** will also invite winners to vote during its four-week run-up to the event.

**WIPPI! STARTS SUBSCRIPTION DRIVE** Legitimate online peer-to-peer music service **Wippi!** is to offer a £10 annual subscription service to the first 1,000 users who sign up. Subscribers to the service, which will include music from **AIM** members and which hopes soon to include a major company's songs, will also receive £30 of credit to download mobile phone tones from the website.

**GWR SHARES UNDER PRESSURE** The GWR music group has played down media reports that it has been in talks with its bankers over the impact of difficult trading conditions. Shares in **GWR**, whose interests include **Classic FM**, have been under pressure after mounting concern over the deteriorating advertising market.

## MUSIC COMMENT

## UK STARS SHINE AT THE MOBOS

The UK versus US talent debate has been running as long as the Mobo Awards. No More.

So Solid Crew proved incontrovertibly at last week's show that homegrown stars can be every bit as exciting as their US counterparts. Their opening performance of 21 Seconds, complete with aerial acrobatics, pyrotechnics and cameo appearances from all the crew, got the evening off to an explosive start and showed exactly why they are the hottest act on the street right now.

Add in the mix new girls Mis-Teeg and Mobo veteran Beverley Knight and it was the UK's night – despite appearances from US heavyweights such as Usher and R Kelly.

The lack of US performers was driven by tragedy on the other side of the Atlantic, but the message was clear. The UK can stand up on its own.

Brazin's takeover of Our Price – and the imminent disappearance of the Our Price brand from the High Street – brings to a close another chapter in the history of music retailing in the UK. But it also highlights the start of another.

For retailers, like their suppliers, the volume of business done in the fourth quarter make it the crucial trading period of the year, and this year more so than ever. A good Christmas will mean dealers end next year on a strong footing. In contrast those that do less well – whether because the overall market fails to match expectations, because the big sellers don't match their customer profile, or because they gamble on stocking the wrong records – could end up facing catastrophe. Rumours doing the rounds in the retail trade suggest a handful of players could end up dangerously exposed – and would be perfect takeover targets for anyone looking to expand.

That may be part of Brazin's plan – it may even be part of V Shop's strategy. If it has the cash. Either way, expect more change in the first quarter of 2002.

Alex Scott

## TILLY

## IGNORE DJ OTZI AT YOUR PERIL

Once again there has been a record that shot to number one without much record company support, marketing or promotion.

I refer to the absolutely stonking version of Bruce Channel's classic Hey Baby by DJ Otzi. I've followed this single since I first heard about it in July last year. It is obvious that EMI UK never really had any intention of releasing DJ Otzi's record here, but due to public demand and enthusiasm from our more commercial clubs, particularly in Ireland, it could not afford not to.

It's not a bad achievement to sell 300,000 units of a record that was originally regarded as a non-starter, but why is it that the majors have little interest in this type of music? There is clearly no credibility attached to it, and it offers little potential for artist development. But this doesn't make sense from a purely economic perspective. DJ Otzi has already sold more records than a lot of the new acts signed to major labels in the past three years.

I just hope that Polydor gets behind the other big horribly commercial single by the Hermes House Band – the immensely coverable Country Roads. I'm sure everyone in both Irish and Scottish clubs have been enjoying this piece of pop for quite a while now. Roll out the bandwagon in troubled times. We need some light-hearted fun music to keep us smiling and happy.

It is unfortunate, if understandable, that few US artists or record executives don't seem keen to leave their country at the moment. Cancellation of tours by the likes of Janet Jackson, and the non-appearance of Luther Vandross at the Mobos, and the absence of key executives at events such as In The City can only accelerate the recessionary trend.

Though our deepest sympathies lie with them, should our American chums really be so unkeen to leave their home country, not to mention cancelling planned visits to Midsom in January next year? I for one hope they change their minds and follow the example of the UK industry and our European counterparts, who will still be there on mass.

Tilly Rutherford's column is a personal view.



by Paul Williams

Virgin Entertainment Group is committing its future to the global expansion of the Megastore and V Shop brands after off-loading the troubled Our Price chain.

Chief executive Simon Wright says he plans to take the two brands into new territories overseas as the UK music retail sector prepares for the arrival of its biggest new player in more than a decade. Along with its acquisition of the loss-making Our Price chain, Brazin will also drive Virgin's retail expansion in Australia. "Wright describes the deal negotiated since June, as "very significant". "We're now able to focus the business around the Virgin brand. I don't want to suggest Our Price was a distraction, but these stores are now just the attention they deserve," he says.

Both sides decline to place a value on the deal, although Wright admits "not a lot of money changed hands".

The Our Price sale ends many months of speculation about the future of the chain, which was brought under Virgin's full control in 1998 as part of a £45m deal to acquire WH Smith's 75% share of Virgin Our Price. The chain was initially subject to management buyout

## Megastores and V Shops to drive Virgin's brand in retail



Wright: viewing new territories

speculation and even the possibility of closure in light of Virgin's payment stand-off with the major record companies at the start of last year. Around 100 of the stores were subsequently converted into V Shops.

Under the Brazin deal the retailers will open up 100 stores in Australia using the Virgin brand as well as selling Virgin Mobiles in its Australian outlets and newly-acquired UK stores. Virgin's first attempt to launch the Megastores concept in Australia ended when it pulled out after five years in 1992. Meanwhile, Virgin will launch its first overseas V Shop outlets this week with five stores in Singapore, and it is also looking to expand its brands in other territories.

The agreement with Brazin continues Virgin's slimming down of its core

retail assets following the £103m sale of its 16 French Megastores to Lagardere Media in July. It also underlines a shift in strategy at Virgin, which has previously sought to obtain external investment in its businesses, while retaining majority stakes. Although the outlets in Australia will carry the Virgin brand, they will be owned by Brazin; likewise it only retains two seats on the board of its French Megastores unit even though they carry the Virgin name.

The latest deal comes at an uncertain time for Richard Branson's Virgin business, with Virgin Atlantic – the key cash generator – laying off 1,200 jobs following the September 11 US terrorist attacks. However, a Branson spokesman insists that, despite the layoffs, other parts of the group including record label V2 will not be affected since the various Virgin companies are "ring-fenced with no linkage between them". Wright insists that both Virgin's UK and V Shop retail chains are now both financially self-sufficient.

The Our Price sale will trigger a reorganisation of the twin Virgin V Shop/Our Price structures within the next six months in which Wright says all of the Megastores and V Shop's "non-customer-facing elements" will be combined.

## Mean Fiddler growth back on right track

The reverse takeover of Mean Fiddler Holdings and the global expansion of the group moved closer last week after the listed group Mean Fiddler Corp successfully raised \$5m on the markets – at its second attempt. The smaller group had attempted to raise the money at the end of August, but the City spectacularly failed to back the placement. However, last Thursday the majority of the 7.14m new shares placed at 70p were taken up by brewer Bass, which helped raise £3.5m alone and means it now owns around 8.75% of the Mean Fiddler group.

According to a Mean Fiddler spokesman – subject to shareholder approval at an EGM on October 26 – Mean Fiddler will acquire the larger Mean Fiddler group for around £34m and the expanded group will take its place on the AIM market at the end of this month.

## Jazz FM post first full-year profit

Jazz FM is bucking the trend of falling radio revenues, reporting a 57% increase in turnover to propel it to its first full year in profit.

The company, whose interests include analogue radio stations in London and Manchester and a record business, achieved £8.0m sales in the 12 months to June 30 2001. A loss of £600,000 during the previous year turned into an operating profit of £21,000.

However, its warning about difficult trading conditions ahead, led to a 12p (10%) decline in its share price to 98p on the day of the results announced last Tuesday. It closed the week at 99p.

Chief executive Richard Wheatly believes Jazz FM is benefiting at a time when the big players are suffering from an advertising squeeze, because it can carefully focus on a niche market.

"To some degree, we haven't

benefited from the dotcom swing a year ago and equally we haven't suffered from its fall," he says. "We're very focused."

The company is also protected structurally by continuing dependence in radio revenues by its record operation, which includes the growing Hed Kandi brand and which now accounts for nearly 60% of its business. However, as its two existing stations hit new audience peaks this year, Wheatly adds it will consider applying for new regional analogue licences as they are advertised, while it is also part of the MXR digital radio consortium with Capital, Physicals, Guardian Media Group, Ford and UBC.

The company's strong presence on the web was confirmed by a study by Measurecast Inc in the US, which reveals that jazzfm.com has the largest audience of any radio station on the internet in the world.

## New row brews out over rights to Hendrix classics

A new chapter in the long, colourful and often bitterly contested battle over Jimi Hendrix's recordings may soon be written with the guitarist's former producer threatening to re-release Are You Experienced? on the musician's original UK label.

Ed Chalpin, who claims to have first signed the legendary guitarist to his PFX company in 1965 and now administers the estate of former Hendrix manager Mike Jefferies, wants to re-release Hendrix's debut album on the recently relaunched Track Records.

His intention is to force Universal Music, which currently licenses Hendrix recordings from Experience Hendrix – the company



Hendrix: more controversy

which has ownership of the majority of the guitarist's work – to serve an injunction and send the whole complex case to court. "Then, instead of us showing that they [Experience Hendrix, run by a relation of Hendrix] don't own it, it's up

to them to show that we don't," says Chalpin. "We want to turn around the whole burden of proof."

Chalpin, who owns some Hendrix recordings after the guitarist returned to New York in 1967 to lay down some tracks for the producer, is being aided in his plan by Track Records boss Jan Grant. Grant, who resurrected Track in 1999 with backing from theatre impresario Bill Kenwright, admits he is being used as a "trojan horse". If he presses ahead with the plan to re-release Are You Experienced?

"I'm a huge fan of Hendrix and it would be great to see him end up back on Track," adds Grant.

A Universal spokesman declines to comment.

ITC quotes

Beatle seeks band for feuk campaign

Wonderbra ad man Trevor Beattie is looking for a band to take a starring role in the next feuk advertising campaign.

Speaking at ITC, Beattie revealed that he is on the search for a band to feature in the poster, print and TV ads for feuk's next push. He plans to produce a video for the band singing, a version of which could appear as the feuk TV ad. Meanwhile, the record's sleeve will be the same as the poster and magazine advertisement. "I want to blur the boundary between fashion and music," he said.

Beattie outlined his idea during a session in which he criticised most music marketing campaigns as being unimaginative and lacking a sense of fun. "The impression we [in advertising] have of the music industry is that they're stuck in their ways and aren't prepared to spend their way out of it or spend enough money to do anything more than the usual posters and video," he said.

"I'm in the wrong room on the wrong panel, in truth."  
— Mushroom managing director Korda Marshall, addressing the ITC Crystal Ball session

"Today labels say they're into long-term development, but what they mean is six weeks at radio."

— Doc McGhee on short-termism in the modern-day business

"The people who do the imaginative marketing gimmicks always had the shit bands. And then there was Killing Joke, who sent some strippers along. They didn't go down too well at the politically correct NME, so we sent them to Shoot where they went down just fine."

— Loaded founder James Brown looks back on his NME days

"It was full combat management; we would end up fighting each other once every couple of months. We'd just get off the bus and punch it out for an hour or so."

— Doc McGhee on his relationship with Mötley Crüe

"It is difficult not to be a Luddite. You walk into the room thinking, 'If I go on my hands, by the time they have turned me over I will walk out the right way up.'"

— Manager Chris Morrison on contract negotiations in the digital age

"As we're in Manchester, this analogy seems appropriate. Drugs and prostitution: big demand, illegal supply. With digital music the same applies."

— Marc Geiger, ArtistDirect

"When it comes down to it, it's all interactive conkers."

— Muscledude's Gavin Robertson on the digital music industry

"How good does a ringtone have to be to tell you your bloody phone is ringing?"

— Songplayer's John Doyle gets the ringtones debate back on track

"You have to build a culture with artists. If you teach them that they can feuk everybody, all you're doing is teaching them that they can feuk you. You have to teach them to take all the money, but then have all the risk — you can't have one without the other."

— Doc McGhee on his management philosophy

"At least venture capitalists know what they want — they want to make money. Record companies didn't invest in us to make money — they invested in us in case we knew something they didn't. We were a hedge for them."

— Marc Geiger on the relative merits of major label and venture capitalist funding



Despite a number of ITC's keynote speakers unable to attend the event in person, their respective panels were — thanks to last minute technical troubleshooting — among the most popular of the conference. In The City director Anthony Wilson (pictured onstage) says, "When Doc McGhee finally decided not to come over just one week to go we looked at setting up satellites, but they carry a three-second delay. To avoid that, we managed to find a teleconferencing suite close to Doc's weekend home and luckily Kedar Massenburg (pictured onscreen) had his own suite at Motown. We were astonished that it worked so well."

# The City draws good reaction despite John Lydon's no-show

by Adam Woods

Manchester's annual In The City conference drew 1,800 delegates at the weekend with one of its strongest line-ups in recent years, despite being forced back to the drawing board by events in the US.

John Lydon was the sole high-profile absentee as teleconferencing link-ups enabled scheduled interviews with Motown Records chairman Kedar Massenburg and Kiss manager Doc McGhee to go ahead as planned. Musical activist Jenny Toomey, ArtistDirect managing director Marc Geiger and former Rolling Stones manager Andrew Logan — now resident in Colombia — all crossed the Atlantic in person to deliver some of the



Interview: Oldham (left) and Wilson highlights of the conference.

Warren Bramley acknowledges that the situation was far from ideal, but contends that the calibre of those who did attend, as well as the potential future value of teleconferencing, more than rescued the situation.

"It is always fantastic to have people sat there and it is nice for people to be sharing the bar with these

incredibly important figures, so it was disappointing in that sense," says Bramley. "But I thought the guests we had were ace. Kedar Massenburg was inspirational, Andrew Logan Oldham was amazing — especially as [Legendary Small Faces and ELO manager] Don Arden turned up at the last minute."

"The teleconferencing link-ups were forced on us, but they are something we could do again in the future — possibly even with a few people at once."

Elsewhere, the feuk and Wonderbra ad man Trevor Beattie declared the music industry's marketing habits to be stuck in their ways (see feuk story above), while producer Howie B claimed the producer interview slot

occupied last year by Brian Eno, and took the opportunity to muse on the possibilities of tempus-music.

Many of the panels looked at the impact of the fallout from the telecom crash and attempted to explore how the industry would proceed in the future, often from a positive perspective. Among those addressing the future as well as the past was NORS PRS chief John Hutchinsin, who said his publishing revenue address to suggest how revenue would be collected from online use.

"I believe that online will be predominantly a broadcasting analogy," he said. "It won't be a retail analogy. It won't be a replacement for the current record business. I don't believe the download option will prevail."

## Call for investment in ringtone market

One of ITC Interactive's panels called on the music industry to wake up to the revenue potential of the ringtone trend by putting measures in place to support future technological developments.

Speaking at the session — dubbed Nok Nok Nova on Heaven's Door — EMI Music Publishing's director of TV and film Jonathan Channon predicted the onset of handset changes which allow tracks to be sampled direct from recordings, replacing the often-rude musical interpretations currently used.

"I can only see another 12 months of business how it is now before the technology moves on to a real-time recording. There needs to be a legal framework to support these changes," he said. Channon added that the reason many current ringtones are considered public domain is because of the difficulty of clearing them through legitimate means. "However it is important for us to exploit such areas as additional areas of revenue," he said.

## Best C acts to showcase in London

Span, Serafin and Nylon Pylon are among the key acts to emerge from last week's In The City live unsigned showcases in Manchester, with Sixth, Serafin, Nylon Pylon and Span due to appear at a 'Best Of ITC Live Unsigned' showcase at London's Monarch tomorrow (Tuesday).

In The City A&R director Phil Saxe says the quality of bands playing at this year's event easily beat the quality of those in the previous couple of years. "There was a new vibrancy about the UK industry, which is once again considering itself to be relevant," he says. "I think there is something wrong with the industry if an act like Span is not picked up and something is not done with them."

Among these most widely known to the A&R community before ITC were Serafin, who emerged from defunct V2 act Stony Sleep and now share management with Muse (Taste Media). Their gig in the downstairs of the Granby pub only reinforced strong interest in their melodic rock and strong harmonies. Local electro/pop hybrid act Nylon



ITC highlights: Serafin (top) and Moss Sidaz

Pylon's gig at the 120-capacity Po Na Na club proved to be one of the most popular of the conference, with at least as many interested spectators (including ITC founder Tony Wilson) stuck outside the venue as in. In the act's management team, which also takes care of V2's Elbow, is currently considering a number of major offers, understood to include RCA Records. Norwegian four-piece Span impressed with their first UK

visit, much to the frustration of some publishers on discovering the act had already signed to Universal Music Publishing.

For the past few years, ITC has tried to shake off its indie/rock tag by organising fringe events based around dance, urban and acoustic genres. This year's urban unsigned prompted interest in Manchester rap crew Moss Sidaz, with representatives from Polydor among those tipping the act. The act's manager Robbie Maddis says, "We received an intense level of interest following the show and are currently in London discussing our options with various labels and publishers."

Telstar's urban A&R manager Billy Grant was among those in the audience at the urban unsigned showcases. "The standard was better than last year. You need to look out for star quality not finished product," he says. Meanwhile, one man techno/breaks master Benny Toy was the key dance act on offer, providing a refreshing contrast to the more mainstream agenda.

newsfile

**HEART OUT TO SEX UP IMAGE**  
Heart 106.2 launches a marketing campaign in Greater London next Monday (October 15) aimed at making the station sexier. The mainly outdoor promotion is the latest phase of Heart's £2m Right Sex Right Now campaign. There will also be press ads in London's Evening Standard and Metro.

**EXCITE SIGNS DEAL WITH VIRGIN**  
Virgin Radio is the first radio content partner signed up by internet company Excite UK. Visitors to Excite.co.uk can access Virgin Radio output while the site has launched a music channel branded Virgin Radio Party.

**THIS WEEK'S BPI AWARDS**

The following albums go gold: Tracy Chapman's *Collection*, Bob The Builder's *The Album*, Kylie Minogue's *Fever*, the Coyote Ugly soundtrack and *The Greatest 80s Soul Weekender* compilation. Meanwhile, Aaliyah's self-titled album, Garbage's *Beautiful Garbage* and System Of A Down's *Toxicity* receive a silver award. Uncle Kracker's *Follow Me* single goes silver.

**HOW TV SHOWS' RATINGS COMPARE**

Programme	this week (000s)	% change on 2000
Top Of The Pops*	4,565	70.3
Top Of The Pops 2	2,703	n/a
SMY	1,977	18.9
CD:UK*	1,874	1.8
The Pepsi Chart and Dr Fox Chart Update	1,382	-15.2
Fava	127	n/a

\*combined totals. Source: Mediacoms (MG) (Base data) for w/c September 24 2001

# EMI:Chrysalis to name agency for Floyd best of

by Steve Hemsley  
EMI:Chrysalis expects to announce this week which top London advertising agency has won the pitch to create a second Christmas TV commercial for Echoes — The Best Of Pink Floyd. The company plans two phases of TV coverage, with a traditional ad during November featuring album artwork, footage of the band and tracks as the soundtrack. Extra marketing funds have been allocated for a more innovative ad for the run up to Christmas and into the New Year.

Five agencies are understood to have been shortlisted including heavyweights Mother, Magic Hut (part of McCann-Erickson) and Fallon. EMI:Chrysalis marketing director John Leahy says, "We have given them an open book to come up with ideas that present Pink Floyd as relevant in today's music market."

TV is the key element of the cam-



Pink Floyd: TV Christmas campaign

paign for the newly-remastered two-CD vinyl and cassette album, which is released on November 5. The full tracklisting has yet to be revealed but it will include See Emily Play, Money, Shine On You Crazy Diamond, Wish You Were Here, Comfortably Numb, One Of These Days and Arnold Layne.

"TV is essential to reach those people who might have a couple of albums in their collection or who are aware of the band's history over the last 30 years," says Leahy.

The album artwork was conceived, art directed and shot by established Floyd collaborator Storm Thorgerson and will be used in advertising and promotion across all media formats.

Retail partnerships include midnight openings and special first-day covers available through HMV, album of the week in Woolworths and Tesco and a competition through independents offering original Floyd artwork as first prize. EMI:Chrysalis is also planning an exhibition of Floyd artwork in London, Birmingham and Manchester during the week of release.

As part of its online marketing activity, EMI:Chrysalis launched Pinkfloyd.co.uk last week and will also create a web-ring campaign involving the various Pink Floyd fan sites. "This is an excellent way to reach core fans," says Leahy. "The sites are run by people who just want to support a band they love. We should recognise that."

**Smash Hits** readers are being offered free music ringtones as part of a marketing campaign to promote retail ringtone scratchcards. A leaflet (pictured) in the latest issue encourages readers to download a choice of 10 tracks for free, including Mis-Teeq's *All I Want* and S Club 7's *Don't Stop Movin'*. The promotion was put together by premium CD company Upright Promotions and mobile services provider GRS, which has developed the phonecards priced at 99p or £1.99 with individual PIN numbers to compete with established premium rate telephone services. GRS sales director Keith Adair says more than 30,000 downloads have been recorded from the *Smash Hits* link.



## Parlophone steps up student plan

Parlophone has stepped up its Flavour Of The Label campaign establishing a presence at 10 university freshers' fairs to promote its artists and advise students on how to get into the music industry. Flavour Of The Label was launched six years ago, but has traditionally been retail- and media-focused using samplers and a quarterly magazine.

Parlophone has taken the campaign in a different direction to reach students and has teamed up with Interweb, which is giving away Source Stammer vodka drinks with Flavour Of The Label leaflets featuring Gorillaz, Kylie Minogue, Radiohead and Matthew Jay.

Around 800 students have attended each event and registered their email and mobile phone numbers to receive more information on Parlophone releases and enter a competition to win a trip to Europe to see Matthew Jay support Starsailor.

The latest promotional sampler and Parlophone goodie bags have been serviced to student radio stations, while label profiles including release details, competitions and interviews with label staff about how to enter the music business will appear in at least 10 student publications.

The label has also launched a website ([ourlabel.co.uk](http://ourlabel.co.uk)) which is updated regularly by Parlophone's product managers and used to collect feedback from students.



*Carole King*

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ROCK  
ENTERTAINMENT



# EM strategy for Starsailor's debut album to focus on live appearances

chart file

by David Balfour

EMI is placing live work at the centre of what will be an extended promotion campaign for the international release of Starsailor's debut album *Love Is Here*.

The group have been touring since December to prepare for the global release this week of the album outside Japan, South and North America, making both promotional and live appearances in European territories, as well as the US and Australia.

EM's international director for UK repertoire Kevin Brown says that the huge amount of pre-promotion already completed has built demand enabling the group to ship 100,000 albums outside of the UK. "The key in the set-up for this project is the amount of work that the band have done even before the album is released," he says. "The international development



**Starsailor: world tour coming up**  
strategy for the band was to do as much live work as possible and they have already covered a huge amount of ground.

Brown says the band began their European campaign in earnest during the summer months by playing at a number of leading festivals including Rock Am Ring and Rock In Park in Germany. Loudness and Pukkelpop in Benelux and the Hultsfred and Quart festivals in Scandinavia.

Aside from festivals, Starsailor have already visited all the main European

territories for showcases, promotion and solo live dates. Germany has received the most attention to date, with two full promotion trips already completed on top of their festival appearances, although the group also visited Australia and New Zealand during July for touring and promotion.

The strong UK buzz around the act has been useful for securing press interest, but their live presence is their greatest strength and that's what we want to bring to the international audiences," says Brown. He adds that the band will undertake a further European tour in November, visiting Belgium, Denmark, Holland, France, Germany, Italy, Norway, Spain and Sweden.

While live work and press promotion have been central to the campaign so far, Brown hopes to see the act develop their international radio

presence in the coming months. "They haven't achieved a mainstream breakthrough as yet," he says. "We don't view this as a problem, however, since Coldplay were in the same situation in Europe and went on to sell 2m albums on the continent."

Starsailor are currently on their second visit to Japan, where the album was released on September 28. However, from this month the group are focusing on Europe and Australia, before shifting their attention to North and South America in early 2002. The band's US label, Capitol, is planning to go for a profile at radio ahead of the album release on January 8.

"Capitol will service the album to college radio in October," he says. "They'll also undertake a US tour early next year to support the album."

Independents/Sine's Travis (pictured) are reaping the rewards of a promotional tie-in with radio operator RTL across the Channel at their single *Sing* edges ever closer to becoming France's number one. The Invisible Band's opening single, which rises a place to two this week, has been used as the soundbed for a TV ad campaign by RTL, giving further exposure to a track which is embedded inside the French airplay Top 10. "That campaign is running at the moment and has made a difference," says Independent's director of international Nina Frydberg. The band have also supported the project in France with performances for radio stations and other promotion, she adds. Meanwhile, overseas sales of their album now sit around the 2m mark, already matching the total reached by its predecessor *The Man Who*. Following a North American tour that finishes in San Francisco on October 25, the band begin a continental European tour in Utrecht on November 8 before moving to the UK in December. Despite the success achieved so far, Sine's international marketing director Torstan Luth says the project is only just underway. "We've got more singles and touring to come next year," he says.



## UK TOP 20 AIRPLAY HITS IN EUROPE

UK AIR	Artist/Label (UK chart)
1	Can't Get You Out of My Head... Kylie Minogue (Parlophone)
2	Genie (Babbie Vanes) (Polygram)
3	Little L (Jannquell) (S2)
4	Don't Let Me Be Misunderstood... Alicia Keys (Roc-A-Fella)
4	Thank You (Destiny's Child) (A&M)
6	All Star Blue (Innovative)
7	It's Raining Men (Gert Hallwax) (EMI)
8	Sade (Epic)
9	Hunter (Dido) (Cherry/Atlantic)
10	Don't Stop Movin' (S Club 7) (Polygram)
11	When You're Looking Like That (Westlife) (RCA)
12	Sing (Travis) (Independence)
13	Nothing (Craig David) (Mercury)
13	Out Of Reach (Gabrielle) (Go Beat)
15	Let's Dance (Fiona) (RCA)
16	Rights On (Bibi Stening) (Soma/ABC)
17	I Want You (Ella Mai) (Roc-A-Fella)
18	Body Comes On (Over Samantha Mumba) (Polygram)
19	Elevation (Timbaland) (Universal)
20	Take Me Home (Sine's Travis) (Capitol)

## GAVIN US URBAN TOP 20

UK AIR	Artist/Label (UK chart)
1	Differences (Gavin) (Epic)
2	Family Affair (Mary J. Blige) (A&M)
3	Rock the Boat (Ashley) (Blackground/Interscope)
4	I'm Real (Jennifer Lopez) (Epic)
5	102 (P.Diddy, Jay-Z) (Roc-A-Fella/Interscope)
6	Living Up To (Busta Rhymes) (Def Jam/Interscope)
6	Fever (To Boyz II Men) (Columbia/J&R)
8	Lifetime (Maxwell) (World Circuit/Interscope)
9	I Got It Bad (Usher) (A&M)
10	You Rock My World (Michael Jackson) (A&M)
11	103 (Ruben Studdard) (Interscope)
12	I'm A (The Notorious B.I.G.) (A&M/Atlantic)
13	Conscious (The Roots) (Rhino/Atlantic)
14	Fallen (Alicia Keys) (Roc-A-Fella)
15	Where The Party At (Jay-Z) (Roc-A-Fella)
16	Raise Up (Peter Dinklage) (Epic)
17	Can't Copy It (Robbie Williams) (Epic)
18	Love Of My Life (Blaine McCoy) (Mercury)
19	You Get No Love (Fats Erbe) (Epic)
20	101 (E-40) (Jive) (Capitol)

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

Country	Artist/Label (UK chart)	Weeks on chart
AUSTRALIA	single: Kylie Minogue (Parlophone)	2
	album: Kylie (Parlophone)	2
	album: Kylie Out of My Head (Parlophone)	2
CANADA	single: Britney Spears (Jive)	1
	album: A Day Without Rain (Epic) (RCA)	7
	single: It's Raining Men (Gert Hallwax) (EMI)	1
FRANCE	album: First Love (Destiny's Child) (A&M)	6
	single: Only Time (Sade) (Epic)	1
GERMANY	album: A Day Without Rain (Epic) (RCA)	3
ITALY	album: Can't Get... Kylie Minogue (Parlophone)	2
	album: A First Love (Destiny's Child) (A&M)	2
	single: Can't Get... Kylie Minogue (Parlophone)	2
NETHERLANDS	album: A Day Without Rain (Epic) (RCA)	6
SPAIN	album: Can't Get... Kylie Minogue (Parlophone)	1
	album: A First Love (Destiny's Child) (A&M)	8
US	album: I'm Not In Control (Destiny's Child) (A&M)	4
	album: A Day Without Rain (Epic) (RCA)	16

## AMERICAN CHARTWATCH

by ALAN JONES

With the single *Top (R.O.C.A. Mix)* holding at number nine with a bullet while the follow-up *Girls, Girls, Girls* is the highest new entry on the Hot 100 at number 65, it is no surprise to find that Jay-Z's *Black Album* is the number one album for the third week in a row. It retains pole position despite slippage of 36% in a week when the only new entry to the Top 20 comes from Now's biggest US rival, *Totally Hits 2001*. The album - featuring cuts by Missy Elliott, Alicia Keys and Jay-Z - and Craig David among its 18 tracks - debuts at number three with sales of 138,000, falling by 1,000 sales to disturb Alicia Keys' *Songs In A Minor*.

Only two albums in the Top 40 increase sales. Usher's number four album *8701* rebounds 23.9%, thanks to the still strong U Remind Me, which holds at number seven on the singles chart, and the follow-up *I Got It Esq.*, which is the chart's biggest mover, catapulting 53.3%. Meanwhile, Enya's *A Day Without Rain* continues its climb, jumping 7-4, after selling a bested weekly tally of 114,000 - a 16% increase - to bring its overall sales to 2.7m. Enya's single *Only Time* climbs 18.16 on

the Hot 100, but still is not the highest-ranking record by a UK signed act, as Craig David's *Fill Me In* returns to its peak position, climbing 16-15 on its 14th week in the teens and its 19th week in the Hot 100. Despite this, David's album *Born To Do It* slides a further 10 places to number 76, and is now 65 places off its peak.

Other UK and Irish acts in the album chart are Gorillaz (28-31), U2 (53-50), Jamiroquai (74-88), David Gray (105-105), The Beatles (137-138), Coldplay (148-154) and Sade (133-156). *Spiritualized* join a decidedly small band of Brits, making their first appearance in the chart at number 133 with *Let It Come Down*.

On the singles chart, Alicia Keys edges her sixth week at number one with *Fallin'*, while Usher's jump is nearly matched by the All Star Tribute version of *What's Going On*, which climbs 51-27. And Destiny's Child look like a good bet for their third straight number one from the album *Survivor* with their version of the old Samantha Sang hit *Emotion* improving 56-37. And, for the second week in a row, the biggest faller is Lee Greenwood whose *God Bless The USA* has now tumbled 16-54-66

# RETAIL FOCUS: VIRGIN

by Karen Faux

When some residents of London's Camden Town may have voiced unease about too many corporate companies moving into prime locations and spoiling the area's character, there can be no complaints about the new Virgin Megastore housed in the former Picture Palace building.

Situated on a corner opposite the tube station, the store has created a new landmark. Virgin had owned the near-derelict site for three years before launching and finally decided that it did not require the additional space of the upper store, which is now home to a JB Sports outlet. Camden is Virgin's first new store to open this year and represents the chain's 'brand evolution' ethos. In addition to a very focussed approach to range and offer this also includes a remit to contribute to the local community.

Manager Michael Walkner says that the store's internet café, situated in the basement with 48 terminals, has the fastest download on the High Street. "We also have state-of-the-art DVD equivalents of audio listening posts," he says. "We are using



Virgin Megastore Camden: 'brand evolution' focus

these facilities not only to bring more people into the store and direct them to product, but also to work with local schools and exploit their educational potential."

Walkner identifies this as a good way to boost profile and tap into a younger market which has not traditionally been its strongest customer area. While traffic from tourists

## GIGS HELP BUILD STORE'S PROFILE

The biggest sellers in the Camden Megastore in the past couple of weeks have included Kylie Minogue, Ian Brown, Elton John, Garbage and Spiritualized. Customers flocked to listen to a satellite preview of the latter's album at the beginning of September and a series of launch gigs at nearby venue Dingwalls helped to establish profile. Michael Walkner says, "We paid for the venue and people picked tickets up in-store. The last night was the most successful, which featured Lowgold, My Vitrol and Seafood. A brilliant time was had by all."

has been heavy since opening five weeks ago, the emphasis is very much on building local business and the range has been designed to play to the area's particular strengths.

"At 2,700 sq m we are quite compact and the offer here is a hybrid," says Walkner. "Range is concentrated on areas such as

music and DVDs, while games and VHS are smaller than in other stores. The atmosphere is very much of a total entertainment experience and we are planning to link closely to local venues such as the Jazz Cafe and Underworld to tie in with acts and maximise local business."

Walkner joined Virgin from Woolworths in May and has enjoyed both the planning of the launch and the autonomy he has in managing the store. "We have a lot of staff here for the size of the shop and they were all recruited prior to the launch under the 'brand evolution' concept," he says. "Part of the training was carried out in a hotel outside of the store environment and all the staff were encouraged to voice and develop their particular musical passions and interests."

He adds, "There is a lot of smiling going on and that communicates to the customers. The new concept here represents a long-term investment and with a new store we have the opportunity to achieve its full potential." **Virgin Megastore: 213-219 Camden High Street, London NW1 7BT, tel: 0207 482 5307**

## IN-STORE NEXT WEEK (from 15/10/01)

**Andys RECORDS** Windows - Ozzy Osbourne, Michael Jackson; In-store - Relish, Super Furry Animals, Vangelis, Carol King, Paul Weller, Starsailor, Michael Jackson, Finzi, Luther Vandross,

Michael McDonald, Martina McBride, Jo Breezer, JTQ, Stranglers, Judas Priest, Jeff Buckley, Saw Doctors, Simply Red, Bob Geldof, Simple Minds, Garbage, Maria Callas, Laurent Garnier, Adam Freeland, James Hardway, Ben Folds, Paul Carrack, Richard Bone; **Press ads** - Relish, Simply Red, Bob Geldof, Simple Minds, Garbage, Tom Stipan

**ASDA** Single - Britney Spears; Album - Steps; In-store - Michael Jackson, Victoria Beckham, Elton John, Garbage, Bar Wars

**BORDERS** In-store - three CDs for £18, two CDs for £10, five Naxos CDs for £20, Faith Hill, Leona Lewis, Macy Gray; **Listening posts** - Beyond Nashville, Starsailor, Classic FM - Time To Relax, Kylie Minogue

**in-store display boards** - Vincent Gallo, Jay Das, Corey's Zepelic Mythic, Heiner, Heri Space Holiday, Everything You Ever Wanted To, DJ Food & DK, Llorca



The business is still growing and I'm expanding the offer to my musical tastes develop. In the summer I began to move into the progressive house area and this now represents about 10% of my stock. Intergrove supplied me with product on a sale-or-return basis and this really helped me to get started.

Wally Lopez, Steve Lawler and anything on Pop Records are a big progressive house sellers, although the line seems to be getting thin between this and tech-house. Generally house music seems to be getting a lot deeper and not as trancey as it used to be.

Drum & bass still ticks over and I am doing well with **Bad Company**, Ram Records and smoother product like **Calibre** and **Carlitto**. Most of these sales are vinyl and the format currently represents around 90% of my business. Twelve-inch singles sell at between £4.99 and £5.49, and shifting units are more important to me than individual margins. The

**HMV** Single - Aframan; Windows - Star Wars DVD; In-store - Brian Harvey, Turin Brakes, Britney Spears, Backstreet Boys; **TV and radio ads** - Mixmag Presents Big Lopez, Teenreem; **Press ads** - BSB, Jay Z, K2 Family, Lisa Lopez, Wideboys, Kinobe

**MVC** Windows - selected CDs at £6.99 to cardholders, Star Wars DVD; In-store - Q Album, Mojo Spotlight on EMI Live Note; **Listening posts** - Pulp, Tom Waits, Leonard Cohen, five Naxos cardholders

**our price V SHOP** Single - Mis-Teeq; Windows - Aframan, Britney Spears, Lisa 'Left Eye' Lopez; In-store - Brian Harvey, Turin Brakes, K2 Family, Wide Boys, Jagged Edge featuring Nelly

**PINACCLE NETWORK** Selects listening posts - Kinobe, Talvin Singh, Masters of Reality, Exclusive Blend Vol. 4, Bombay Jazz Palace; **Mojo recommended retailers** - Devis, Sure, Higgle, Trashmonk, Last Rites, Billy C Farlow, Isaac

Freeman & The Bluebloods, album of the month - Ken Strainfellow

**TOWER RECORDS** Windows - Michael Jackson, Big Deal 2 discount campaign; **In-store** - Starsailor, Paul Weller, Finzi, Apex; **Press ads** - Apex, Finzi

**Virgin megastore** Windows - Michael Jackson, Pulp, Starsailor, Super Furry Animals, The Ones; In-store - Kinobe, Starsailor, Max Red; **Press ads** - Alice Cooper, Armand van Helden, Closer to Heaven, Cranberries, Genesis UK, Kingpin, Leonard Cohen, Lissadelope, Orinoko, Ozzy Osbourne

**WHSmith** In-store - Steps, Michael Jackson, Chemical Brothers, Adam F, Eva Cassidy, Creamfields, Alison Moyet

**WOOLWORTHS** In-store - Steps, Britney Spears, Michael Jackson, Moby's 2001, Paper Chart 2002, Englebert Humperdinck, Dido, The Ones, The Streets, Green Day; **Press ads** - Green Day

## ON THE SHELF

**SIMON DEARMER,**  
owner, Bigga Records,  
Plymouth

store is also well stocked with imports and these sell between £6.99 and £8.99 according to the label.

I do all the buying and try to get this done from Monday through to Wednesday so that I concentrate on being behind the counter for the rest of the week. I'm located in a cobbled side-street, near the city centre, and the store has a blue plaque saying that Francis Drake once lived here. We're opposite an arts centre and we find that more and more people are seeking us out.

Customers come from Cornwall and Devon as well as Plymouth and the return is always very busy for us, especially with an influx of 20,000 students. At one time we used to worry about how we would fare during the summer when the students go home, but after seven years it's good to know that we can survive happily on business from our many regular customers who live in the city all year round."



## ON THE ROAD

**DAVID MCARTHUR,**  
Vital rep for  
Scotland

"We just organised in-store PAs in three shops for **Aerogramme**, whose new album on **Chemical Underground** came out last week. It's great to have a strong core of indie stores who have the facilities for PAs. The sessions were really successful and boosted sales of the record, so I'll be looking to do more of the same."

A priority this week has been selling in the new **Apex Twin** album, **Drukqs**, which hits the streets on October 22. It is his first for five years and the limited-edition vinyl boxed set is doing well. Vinyl sales have been generally poor recently but this one is bucking the trend.

Orders are also stacking up for the **Goldtrap** album with a bonus CD which features mixes from **Graham Massey** and **Tom Middleton**. **Depeche Mode** have a double album, **Singles 81-08**, which has been released on the back of their sold-out tour.

**Playgroup** look set to make a strong debut with their debut album featuring **Roddy Frame** and **Ewan Collins**, while singer-songwriter **Richard Hawley** is being targeted at an older audience through **Radio Two** and **Jools Holland's** Later TV programme. **Brian Harvey**, formerly of **East 17**, has a single out on **October 15**, which is currently picking up a lot of exposure on the **Box**.

The Geographic label's **Nagisa Nite** and **Ewan Collins** are going to go well up here as the label is run by **Stephen from the Pastels**, and the latter are still big in **Glasgow**. On the campaign front we're running a two-for-£20 offer throughout **October** which features loads of brilliant records from the likes of **The Avalanches**, **Mogwai**, **The Strokes** and **Tindersticks**. There is also a **Warp** back catalogue campaign which ties in with **Apex Twin**, so this month is going to be extremely busy."

# SINGLE of the week

**GORILLAZ: Rock The House** (Parlophone CDRE656). Lifted from the virtual quartet's platinum self-titled debut album, *Rock The House* originally surfaced on last year's *Tomorrow Comes Today* EP. Vocal duties on this nimble hip-hop track are undertaken by Del The Funky Homosapien but, despite the lack of Damon Albarn's vocals, the Radio One B-listed *Rock The House* is surely destined to become Gorillaz' third Top 10 single in seven months.



# ALBUM of the week

**PULP: We Love Life** (Universal Island CD18110). Produced by Scott Walker and widely expected to be a foxy affair, the central concept of Pulp's seventh album does not penetrate much deeper than the lyrics, while musically the band throw muscular rock shapes with orchestral touches. While this formula is unlikely to see the band revisit their 1996 sales peak, it makes for a fantastic album from a band still on top form.



## SINGLE reviews

**REVIEWED FIVE: Closer To Me/ Rock The Party** (RCA 74321900742). After sensationally announcing their split live on MTV, Five release their last single. The Radio One Clistered Closer To Me is a wistful, poppy ballad that will have the band's legions of fans clutching for their handkerchiefs. Meanwhile, *Rock The Party* typifies Five's ladsish brand of rock-pop, which has delighted many over the years.

**O-TOWN: We Fit Together** (Live 0743219839820). Although launched from TV series *Making The Band*, O-Town have quickly established themselves as a pop force in their own right. With an established fanbase, this summery track should help secure their third UK hit.

**ARMAND VAN HELDEN: Why Can't You Save Some Time** (London FCD402). This is an infectious, retro-tinted track which could fit snugly in a Basement Jaxx album. Complete with synthesised vocals, guitars and a driving bassline, it looks set to be Van Helden's most successful release since his massive number one *You Don't Know Me*, helped by a B-listing at Radio One.

**THE ELECTRIC SOFT PARADE: There's A Silence** (DB Records SF04). This blistering anthem rock workout with a huge chorus points towards the White Brothers' much-anticipated debut album, due early next year. The band play a tour of headline dates later this month.

**KELIS: Young Fresh'n New** (Virgin VUFGD212). Kelis is angry again, and this time she means business. On this single — taken from her second album, *Wanderland* — she proves that she has managed to control that infamous temper with a track that is representative of her new leaner, meaner sound. It is Clistered at Radio One.

**WITNESS: Here's One For You** (Universal/ Island CID 784). The second single from Witness's album is a mellow self-written tune with the group's usual willowy guitars and bouncy drums. The Wiggy quintet recently appeared at V2001 and are now looking to follow their summer album Under A Sun with this track, which features on the American Pie 2 soundtrack.

**SIMIAN: One Dimension** (Source SOURCD042). The current darlings of the remix cognoscent elite argueably the highlight from their album *Chemistry Is What We Are*. One Dimension, an addictive psychedelic pop gem smothered in their sonic idiosyncrasies, has the ability to cross over into a previously untapped market.

**JAX RULE: Livin' It Up** (feat. Case). (Def Jam UK 5888142). This is the first release from Jax Rule's *Pain Is Love* album. Jax Rule's growing rap is complemented by Case's smooth soul chorus, lifted from Stevie Wonder's *Do I Do*. This combination, together with a stomping hip-hop backing, helps to create a sturdy party tune.

**GREEN DAY: Waiting** (Reprise W570CVX). This tuneful, mid-tempo track sees Green Day in the middle ground between punk and pop. It is the third single from last year's *Warning* album, and trails the band's forthcoming 'best of', which borrows from their five albums.

**GABRIELLE: Don't Need The Sun To Shine** (Go Beat 5873762). Gabrielle's new single demonstrates why she is still going strong after seven years on the UK music scene. Her vocals infuse this quality pop track with warmth and character. It should certainly go Top 10 thanks to an A-listing at Radio One.

**SUMMER GONNA COME AGAIN** (GDCDU38). The third single from the Sheffield-based girl group follows *Shopping*, which tumbled the Top 40 in the summer. The promotional pit includes a support slot at *Ray's arena* tour.

**MORGAL M: The King** (Rock Action/PIAS ROCKACT101). After the relative success of their *Rock Action* album, Morgal return with their third. This is a seething tune with a traditional Jewish hymn, and showcases the band's ability to be brooding and tempestuous in equal doses.

**TO ROCCO ROT & ISOUND: Pantone EP** (Cisliang 201862). The first new material since April's *Musica Is A Hungry God* collection, Pantone EP finds the Italian boys continuing in their icy vein of click-plattered dub. The five portions of sublimely human machine music will be eagerly received by electronic devotees.



## ALBUM reviews

**REVIEWED OZOMATI: Embrace The Chaos** (Interscope 4931402). Renowned for their energetic live performances, this LA band return with an album that seems far more fluid than their sporadic first album. Three of the songs were produced by Los Lobos' Steve Berlin, which adds a polish to their Latin sheen.

**APHEX TWIN: Drukqs** (Warp WARPCD92). Following a barren four-year spell, Warp have managed to prise 30 tracks from the revered sonic pioneer. The resulting two-CD set contains material of startling contrasts, with giddy breakfast freakouts sitting alongside soothing, angular piano pieces.

**THE BACKSTREET BOYS: Greatest Hits Chapter One** (Jive 9224202). Having sold 65m albums worldwide, this collection pays testimony to the US boy band's knack of consistently producing catchy pop songs and ballads. The album features tracks from all four of their previous albums and looks destined to cement their place in pop history.

**CHARLOTTE CHURCH: Enchantment** (Sony SK/ST87110). At the age of 15, Charlotte Church has already sold more than 8m albums and she is the youngest artist to have a Top Five hit in the UK album chart. *Enchantment* features a wide variety of musical styles from Broadway musicals to Celtic ballads.

**CRACKOUT: This Is Really Neat** (Hut CDHUT69). This is an impressive debut from a band still relatively fresh from school. Highly accomplished songwriting underpins an album which shifts in both mood and tempo, drawing comparisons with Idlewild during its quieter moments.

**UB40: Cover Up** (Virgin DEPDCD19). The veteran Brummie reggae outfit serve up more of the same with this, their 18th album to date. Since their debut in 1980, UB40 have enjoyed 40 hit singles in the UK and sold 50m albums. However, it is likely to make a more low-key impact, despite their latest single, *Scarlett Of My Eyes*, making the Radio Two hit.

**THE CRANBERRIES: Wake Up And Smell The Coffee** (Universal Island 112706-2). With little to distinguish this from any of the Cranberries' other four albums, it is hard to see it generating much interest beyond

fans. While certainly melodic and easy on the ear, it is also rather tired and formulaic.

**DAMIAN 'JUNIOR GONG' MARLEY: Half Way Tree** (Motown/Ghetto Youths 4400147422). The youngest of Bob Marley's sons opens the Marley clan's Motown account with his sophomore set. Produced in the main by his brother, Stephen, who heavily collaborated with Erykah Badu, it has already received support from urban radio and press.

**KINGS OF CONVENIENCE: Varana** (Source CDSOUR040). This Norwegian outfit's occasionally flimsy songs are remixed by the sharpest downtempo and leftfield artists. Rokytopp and Sixties string arranger David Whitaker provides mixes, but the haunting *Four* mix is the highlight.

**THE HIVES: Your New Favourite Band** (Poptones MC0555CD). The Hives are one of Sweden's 'new' acts and this 'best of release will show UK audiences that they are one of the best rock acts around. Formed in 1993, they have a touch of angst-driven punk which has seen them become both a formidable live force and lo-fi experts in the studio.

**4 HERO: Creating Patterns** (Talkin Loud 5860572). The duo's sprawling debut album *Two Pages* caused quite a stir with its unique mix of jazz and drum & bass, and *Creating Patterns* continues in this rich vein. The album features an array of guests including Jill Scott and Terry Callier.

**JUSTIN ROBERTSON: ...Presents Revtone** (Nuphonic NUX175CD). The Gentleman Thief and former *Unrock* album man returns with his debut solo album, *Feasting*. Eighties synth styling and African flavours and old school Chicago sounds, it should restore Robertson to his rightful place in the UK dance scene.

**FABOLOUS: Ghetto Fabulous** (Elektra 755962679-2-1-4). Ghetto Fabulous is the debut album from this 22-year-old rapper, and recently debuted at number four in the US. *Fabulous'* style is laidback and flows effortlessly against uptempo beats from DJ Clue, The Neptunes and Timbaland.

## Here new releases

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

This week's reviewers: Dugald Baird, Claire Bond, Phil Brooke, James Brown, Ed Dodwell, Tom FitzGerald, Owen Lawrence, Kennedy Monsah, James Roberts, James Salmon, Ajax Scott, Nick Tesco and Simon Ward.



eagle vision

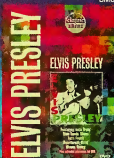
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DVD: EREDV203



VHS: ERE204  
DVD: EREDV204



VHS: ERE229  
DVD: EREDV220



VHS: ERE209  
DVD: EREDV209



VHS: ERE162  
DVD: EREDV162

now airing on ITV



VHS: ERE073  
DVD: EREDV073



VHS: ERE071  
DVD: EREDV071



VHS: ERE068  
DVD: EREDV068



VHS: ERE068  
DVD: EREDV068



VHS: ERE072  
DVD: EREDV072



VHS: ERE070  
DVD: EREDV070

now airing on  
The History Channel UK



VHS: ERE012  
DVD: EREDV012



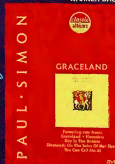
VHS: ERE014  
DVD: EREDV014



VHS: ERE009  
DVD: EREDV009



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TOP 75



13 OCTOBER 2001

Pos	Label	Title	Artist (Producer/Publisher/Writer)	Label CD/Cass (Distributor)	7/12
1	Parlophone	CANT GET YOU OUT OF MY HEAD	Pauline Dornier (Dennis Davis)	CDHS 630370/630216	1
2	EMI	HEY BABY	Dr. Martini (Marcus Settel)	EM1 892462/1007000	1
3	Interscope	WHAT WOULD YOU DO	Cher (Clay Aiken)	INT 97617/100 37633	1
4	BMG	CHAIN REACTION...ONE FOR SORROW (REMIX)	Alanis Morissette (Laurie Spiegel)	BMG 630440/630441	1
5	Mercury	SMOOTH CRIMINAL	Dr. Dre/Wiz Khalifa (Dre & Malice)	MRM 5388/5389	1
6	Mercury	THINKING IT OVER	Wendy Matthews (Wendy Matthews)	MRM 5388/5389	1
7	Mercury	SVEN SVEN SVEN	Robyn (Robyn)	MRM 5388/5389	1
8	Mercury	FAT LIP	Timbaland (Timbaland)	MRM 5388/5389	1
9	BBC Music	MAMBO NO 5	David Navarro (David Navarro)	WMS5 6940/WMS5 6940	1
10	MCA/UK	FAMILY AFFAIR	Al Green (Al Green)	MCAS 4067/4068	1
11	Atlantic	FOLLOW ME	Cher (Clay Aiken)	ATL 61087/61088	1
12	EMI	2 PEOPLE	Eminem (Eminem)	EM1 892462/1007000	1
13	MCA/UK	LUVE ME LIVU ME	Al Green (Al Green)	MCAS 4067/4068	1
14	Rock-A-Mama	I WANT LOVE	John Lennon (John Lennon)	RAM 5387/5387	1
15	Interscope	STARLIGHT	Superman (Laurie Spiegel)	INT 97617/100 37633	1
16	World Circuit	LET'S GET BACK TO BED...BOY	Blackstreet (Blackstreet)	WCL 67186/67186	1
17	All Around The World	YOU FREE	Al Green (Al Green)	AWW 1400/1400	1
18	Kingsize	YOU'RE MY MATE	Kingsize (Kingsize)	KS 74321/89520/74321/89520	1
19	Puff Daddy	BAD BOY FOR LIFE	Puff Daddy (Puff Daddy)	PD 1889/1889	1
20	Infected	CANDY	Infected (Infected)	INF 130CSDS - 00M/130CSDS - 00M	1
21	Pass Recordings	IT'S OVER	Pass Recordings (Pass Recordings)	PR 324C/324C	1
22	Parlophone	RIGHT ON	Parlophone (Parlophone)	CDHS 630370/630216	1
23	Interscope	TOO CLOSE	Interscope (Interscope)	INT 97617/100 37633	1
24	Interscope	LET ME BLOW YA MIND	Interscope (Interscope)	INT 97617/100 37633	1
25	Wid Caribbean	BABY COME ON OVER	Wid Caribbean (Wid Caribbean)	WID 58295/58295	1
26	PIC	LET'S DANCE	PIC (PIC)	PIC 74321/89520/74321/89520	1
27	Thompson	VENUS AND MARS	Thompson (Thompson)	THOMPSON 67186/67186	1
28	Aretha Franklin	STUCK IN THE MIDDLE WITH YOU	Aretha Franklin (Aretha Franklin)	ATL 61087/61088	1
29	Redbus Music	RESPECTABLE	Redbus Music (Redbus Music)	RM 101/101	1
30	Interscope	COME WHAT MAY	Interscope (Interscope)	INT 97617/100 37633	1
31	Mercury	TURN OFF THE LIGHT	Mercury (Mercury)	MRM 5388/5389	1
32	Mercury	21 SECONDS	Mercury (Mercury)	MRM 5388/5389	1
33	Virgin	NOT SUCH AN INNOCENT GIRL	Virgin (Virgin)	VIR 52165/52165	1
34	Mercury	STEP BY MY OWN SIZE	Mercury (Mercury)	MRM 5388/5389	1
35	Mercury	TAKE ME HOME	Mercury (Mercury)	MRM 5388/5389	1
36	Warner Bros	BREATHE	Warner Bros (Warner Bros)	WB 572CD/572C	1
37	Nonesuch	HERE I COME (SING DJ)	Nonesuch (Nonesuch)	NS 74321/89520/74321/89520	1

Pos	Label	Title	Artist (Producer/Publisher/Writer)	Label CD/Cass (Distributor)	TITLES A-Z
38	Parlophone	ALCOHOLIC	Parlophone (Parlophone)	CDHS 630370/630216	1
39	Mercury	TWENTYFOURSEVEN	Mercury (Mercury)	MRM 5388/5389	1
40	Parlophone	CASTLES IN THE SKY	Parlophone (Parlophone)	CDHS 630370/630216	1
41	Interscope	SIDE	Interscope (Interscope)	INT 97617/100 37633	1
42	Parlophone	F.E.A.R.	Parlophone (Parlophone)	CDHS 630370/630216	1
43	Mercury	JUST 1 KISS	Mercury (Mercury)	MRM 5388/5389	1
44	MCA/UK	FIRST DATE	MCA/UK (MCA/UK)	MCAS 4067/4068	1
45	Universal	BECAUSE I GOT HIGH	Universal (Universal)	UNI 6252/6252	1
46	Elektra	IT'S BEEN AWHILE	Elektra (Elektra)	EK 725C/725C	1
47	Interscope	ETERNAL FLAME	Interscope (Interscope)	INT 97617/100 37633	1
48	Def Jam	AREA CODES	Def Jam (Def Jam)	DJ 184VSC/184VSC	1
49	Columbia	PERFECT GENTLEMAN	Columbia (Columbia)	CO 67186/67186	1
50	Mercury	MUSIC	Mercury (Mercury)	MRM 5388/5389	1
51	Virgin	TAKE MY BREATH AWAY	Virgin (Virgin)	VIR 52165/52165	1
52	Mushroom	ANDROGYNY	Mushroom (Mushroom)	MUSH 942C/942C	1
53	Mercury	THINGS THAT GO BUMP IN THE NIGHTS (THEME)	Mercury (Mercury)	MRM 5388/5389	1
54	Mercury	WHO'S SMILING	Mercury (Mercury)	MRM 5388/5389	1
55	Mercury	SMASH SUMTHIN'	Mercury (Mercury)	MRM 5388/5389	1
56	Mercury	HUNTER	Mercury (Mercury)	MRM 5388/5389	1
57	Interscope	LITTLE L	Interscope (Interscope)	INT 97617/100 37633	1
58	London	WHERE I WANNA BE	London (London)	LDN 461/461	1
59	Mercury	WONDER	Mercury (Mercury)	MRM 5388/5389	1
60	Parlophone	URBAN TRAIN	Parlophone (Parlophone)	CDHS 630370/630216	1
61	Mercury	ON THE MOVE	Mercury (Mercury)	MRM 5388/5389	1
62	Chrysalis	ETERNITY'S STRENGTH TO MANDALAY	Chrysalis (Chrysalis)	CHS 512C/512C	1
63	Defected	FINALLY	Defected (Defected)	DEF 370C/370C	1
64	Columbia	BOOTYLICIOUS	Columbia (Columbia)	CO 67186/67186	1
65	Mercury	ANTE UP	Mercury (Mercury)	MRM 5388/5389	1
66	Parlophone	HELP! I'M A LITTLE	Parlophone (Parlophone)	CDHS 630370/630216	1
67	Mercury	SUPERSTYLIST	Mercury (Mercury)	MRM 5388/5389	1
68	Parlophone	PAPA NEW GUINEA 2001	Parlophone (Parlophone)	CDHS 630370/630216	1
69	Atlantic	HEAVEN IS A HALFPINE	Atlantic (Atlantic)	ATL 61087/61088	1
70	XL	LITTLE SAMBA	XL (XL)	XL 135C/135C	1
71	Interscope	LADY MARMALADE	Interscope (Interscope)	INT 97617/100 37633	1
72	Mercury	PREPAREKON	Mercury (Mercury)	MRM 5388/5389	1
73	Mercury	GIUITARRA G	Mercury (Mercury)	MRM 5388/5389	1
74	Mercury	IT BEGAN IN AFRICA	Mercury (Mercury)	MRM 5388/5389	1
75	Mercury	THE WAY TO YOUR LOVE	Mercury (Mercury)	MRM 5388/5389	1

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Girls On... and 15 Radio Music

### CHART COMMENTARY

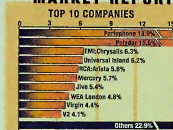
by ALAN JONES



An unusually quiet week for hot new singles brings sales tumbling by 25% to below the 1m mark, and results in the top six singles from last week simply shuffling about a little. There is no change at the top, though, with Kylie Minogue's 'Can't Get You Out Of My Head' selling a further 122,000 copies to retain its throne with some ease, while DJ Otzi's former number one Hey Baby rebounds 32, although its sales are off by 30% compared to last week. City High's 'What Would You Do and Allen Ant Farm's 'Smooth Criminal' are also climbers, moving 4 and 6-5 despite sales declines of 29% and 34% respectively.

The highest new entry, at number seven, is Sven, Sven, Sven, the tongue-in-cheek tribute to English football manager Sven Goran Eriksson by comedians Bel & Spurling. Had David Beckham not equalised against Greece on Saturday in injury time, England would have faced a playoff and Sven, Sven, Sven would be taking an early bath but the nation's

### MARKET REPORT



### SALES UPDATE



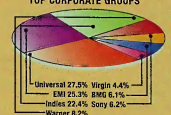
relation at winning automatic qualification for the next World Cup should ensure healthy sales for the single. By the way, of the

### SINGLE FACTFILE

Described in NME this week as 'the grossest band on the planet' but getting saturation airplay from Radio One (23 spins last week), a total beaten by only five other records) Canadian punk/hardcore rockers Sum 41 debut at number eight with Fat Lip. It is the introductory single from their album All Killer No Filler which has so far spent 10 weeks in the album chart, with a pleasingly smooth 47-34-26-23-27-33-36-

42-45-57 chart trajectory. The album has sold more than 64,000 copies to date, and was produced by Jerry Finn, who previously helped Green Day and Blink 182 to prominence. All Killer No Filler is Sum 41's first UK album, although they released an even more extreme Half Hour of Power album - which includes such delicacies as Grass The Devil By The Horns And F\*\*k Him Up The Ass and 32 Ways To Die - in the US last year.

### TOP CORPORATE GROUPS



28,500 copies of Sven, Sven, Sven sold last week, London accounts for 57.5% (compared to 23.3% for all singles), while Wales,

Scotland and Northern Ireland, less surprisingly, made up just 3.0% of sales, compared to their 38% share of the market as a whole.

Ash unveiled the Manic Street Preachers by registering their fourth hit of the year. They debut at number 20 with Candy, which is based around a sample from the Walker Brothers' 'Make It Easy On Yourself'. They previously reached number eight with Shining Light, number 13 with Burn Baby Burn and number 21 with Sometimes. All four singles are taken from their current album, Free All Angels, which climbs 48-37 this week.

Sales of the latest hot import, Because I Got High by Afropop, more than doubled last week, a 70-45 jump. The single wins a full UK release today (Monday). More remarkably, the record is charting on a 12-inch sales only, with the 3,705 copies at sold last week earning it a number two slot on the 12-inch chart ahead of all domestic releases apart from Jean Jacques Smoothie's 2 People.

### INDEPENDENT SINGLES

This Week	Last Week	Title	Artist	Label (Distribution)
1	1	CHAIN REACTION/ONE FOR SORROW (REMIX)	East (Live)	EMI 1001442 (P)
2	2	THINKING IT OVER	Liberty	V2/Public Demand VVR 501773 (3MV/P)
3	NEW	2 PEOPLE	Jean Jacques Smoothie	Echo ECCC2 112 (P)
4	NEW	IT'S OVER	Kurupt	Plus Records/PFAC 504204 (V)
5	NEW	CANDY	Ash	Infectious MUSIC 196005 (3MV/P)
6	3	MEMMO NO 5	Bah The Builder	BBG Music/WMS 69402 (P)
7	4	STEP ON MY OLD SIZE NINES	Stereofunk	V2 VVR 501263 (3MV/P)
8	6	JUV 1 KISS	Bevernment Juvx	XL Recordings XL138C02 (V)
9	NEW	WHO'S COMING AROUND	5050	Obsessive PFYTC01 (V)
10	5	ANDROGYNY	Garbage	Mushroom MUSIC 946005 (3MV/P)
11	NEW	A LITTLE SAMBA	Ugly Ducking	XL Recordings XL135C04 (V)
12	NEW	GOD'S LOVE	Tall Tim Box	Perfecto PERF 21005 (3MV/P)
13	8	MYSTERY	Mystery	Inferno CDF01N 42 (3MV/V)
14	9	TILL TEARS DO US PART	Heavenly Cry	Tidy Traz TIDY 19400 (ADD)
15	NEW	NITE AND FDS	Mercury Rev	V2 VRS011773 (3MV/P)
16	10	OUT OF CONTROL (BACK FOR MORE)	Demolition	New NECCO 801 (W)
17	NEW	THE LAST RIDE	Healers	Pacific PCFC 61005 (3MV/P)
18	NEW	TIMELOOP/SCHALLFRAGMENTE	Kevin Klein	Melatonin MAELTK015 (V)
19	NEW	INDICATOR/BIG FAT REMIX	Mercy V	Doty Free DFE01 (V)
20	18	SUPERSTUN!	Groove Armada	Pepper 5230472 (P)

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This Week	Last Week	Title	Artist	Label
1	1	CAN'T GET YOU OUT OF MY HEAD	Kylie Minogue	Parlophone
2	NEW	HEY BABY 99	Sum 41	EMI
3	NEW	WHAT WOULD YOU DO?	Allen Ant Farm	Infectious/Polygram
4	NEW	CHAIN REACTION/ONE FOR SORROW (REMIX)	East (Live)	EMI
5	NEW	SMOOTH CRIMINAL	Allen Ant Farm	Infectious/Polygram
6	NEW	THINKING IT OVER	Liberty	V2
7	NEW	SVEN SVEN SVEN	Ball & Spurling	Donnal
8	NEW	FAT LIP	Sum 41	Def Jam/Universal
9	NEW	MEMMO NO 5	Bah The Builder	BBG Music
10	NEW	FAMILY AFFAIR	Mane Mané	MCA/Universal
11	NEW	STARLIGHT	Samuel Lovers	Independiente
12	NEW	FOLLOW ME	Janis Kavaler	Live/Atlantic
13	NEW	TURN OFF THE LIGHT	Fat Lip	Dreamwork/Polygram
14	NEW	LOV ME, LOV ME	Shelby	MCA/Universal
15	NEW	TWO CLOSE	Smooze	Universal
16	NEW	LET ME BLOW...	Joe Fox, Green Day	Infectious/Polygram
17	NEW	YOU ROCK MY WORLD	Michael Jackson	A&M
18	NEW	SIDE SHOW	Independiente	Independiente
19	NEW	I WANT LOVE	John Jahn	Racket/Universal
20	NEW	2 PEOPLE	Jean Jacques Smoothie	Echo
21	NEW	RIGHT ON	Stigma Steel	Sonac/V2 Records
22	NEW	TAKE ME HOME	Sloppy Steve	Real Gone
23	NEW	CASTLES IN THE SKY	Vanessa Carlton	Real Gone
24	NEW	HUNTER	John	Cherry/Polygram
25	NEW	BABY COME ON OVER	Tanisha Turner	Wild Cat/Polygram
26	NEW	LET'S DANCE	Five	RCA
27	NEW	PERFECT GENTLEMAN	Waylon Swan	Columbia
28	NEW	ANOTHER CHANCE	Benji Sledge	Belmont
29	NEW	ABIT FURNY	Jennifer Lopez	Epic
30	NEW	SET YOU FREE	in Thence	All Around The World
31	NEW	CANDY	Ash	Infectious
32	NEW	FOLLOW ME	Arcade Design	Real Gone
33	NEW	LITTLE L	L'Amour	EMI
34	NEW	BOULDOUR	Debbie's Doll	Columbia
35	NEW	LET'S GET BACK	Spain	Capitol/EMI
36	NEW	FLAWLESS	The Ones	Pennino
37	NEW	ETERNITY/RE ROAD TO MANHATTAN	Johnnie Walker	Orion
38	NEW	BAD BOY FOR LIFE	Clay A. Kopp	Real Gone
39	NEW	STEP IN THE MIDDLE	Lovers	Real Gone
40	NEW	RAPTURE	in	Capitol/EMI

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### COUNTRY MUSIC - A MUSIC WEEK SPECIAL FEATURE

FIND OUT HOW YOU CAN INCREASE YOUR COUNTRY MUSIC SALES, BY CONTACTING THE SALES TEAM ON 020 7579 4191

COUNTRY MUSIC IS VIRTUALLY THE ONLY MUSIC YOU ARE ALLOWED TO LISTEN TO IN CERTAIN AMERICAN STATES, BUT WHILE THERE ARE POCKETS OF INTEREST IN THE UK, OVERALL THE MUSIC HAS MET WITH FAIRLY UNENTHUSIASTIC REACTION OVER HERE. IN MUSIC WEEK'S NOVEMBER 3 ISSUE, WE FOCUS ON THE NEW GENERATION OF GLOBALLY FOCUSED ARTISTS THAT ARE SET TO HELP TIP THE BALANCE.

BOOKING DEADLINE  
OCTOBER 19/01  
COPY DEADLINE  
OCTOBER 24/01

UK	Artist (Producer)	Title (Producer)	Label/CD/Cass/Vinyl/MD (Distributor)
1	NEW	<b>FEVER</b> Sade (Sade)	Parlophone 555822 (E) 558414 (V)
2	NEW	<b>SONGS FROM THE WEST COAST</b> Eton John (Leander)	Rocky/Mercury 58330 (E) 58331 (V)
3	NEW	<b>MUSIC OF THE SPHERES</b> Ian Brown (McCracken)	Polydor 5891262 (E) 5891263 (V)
4	NEW	<b>THE BULL</b> Bob The Builder (Mitchell)	BBC Music WMSP 60472 (E) WMSP 60474 (V)
5	3	<b>COLLECTION 01</b> The Spice Girls (Robb)	Elektra 753627002 (TEN) 753627001 (V)
6	NEW	<b>BEAUTIFUL GARBAGE</b> Mushroom (Mush Music)	Mushroom Music 59102 (EMV) 59103 (V)
7	NEW	<b>THEN AND NOW</b> The Beatles (Cassidy)	Universal TV 65101 (E) 65102 (V)
8	17	<b>THE INVISIBLE BAND</b> Tina Turner (Soderich)	Independence ISDM 2620 (TEN) ISDM 2621 (EMV) ISDM 2622 (EMV)
9	11	<b>NO ANGEL</b> Victoria Beckham (Vicki)	Cherry 7432182242 (E) 7432182244 (V)
10	NEW	<b>DICHA VICTORIA BECKHAM</b> Victoria Beckham (Vicki)	Virgin CDV 2942 (E) 2943 (V)
11	2	<b>THE ID</b> Macy Gray (Swann/Gary)	Epic 5040699 (TEN) 5040698 (V)
12	4	<b>WHY NANELY</b> Nelly Furtado (Nelly)	DreamWorks/Polydor 450282 (E) 450283 (V)
13	7	<b>WHITE LADDER</b> David Gray (Gray)	2 Hit (East West) 8273832 (TEN) 8273831 (V)
14	5	<b>A FUNK ODYSSEY</b> Jamiroquai (Lester Page)	S2 5040692 (TEN) 5040693 (V)
15	23	<b>HYBRID THEORY</b> Liliko Park (Garnier)	11 Warner Bros 63824762 (TEN) 63824761 (V)
16	10	<b>HOT SHOT</b> Shaggy (Yarwood)	1 MCA/UK-Island 1122332 (E) 1122333 (V)
17	8	<b>BREAK THE CYCLE</b> Santana (Abramham)	East West 755862862 (TEN) 755862861 (V)
18	20	<b>JUST GIVE EDUCATION TO PERFORM</b> Stereophonics (Bird & Bush)	101 WVS 10258 (EMV) WVS 10259 (V)
19	11	<b>ANTHOLOGY</b> Alicia Keys (Baumgardner)	DreamWorks/Polydor 4503282 (E) 4503283 (V)
20	23	<b>SURVIVOR</b> Destiny's Child (Knox/Various)	1 Columbia 5017832 (TEN) 5017834, 5017838 (V)
21	3	<b>GOTTA TELL YOU</b> Destiny's Child (Knox/Various)	1 World Card/Polydor 5482262 (E) 5482263 (V)
22	6	<b>NO MORE DRAMA</b> Mary J. Blige (Zuffenberger)	MCA/UK-Island 116332 (E) 116333 (V)
23	25	<b>RISE</b> Gabrielle (Various)	1 10 Best/Polydor 4507532 (E) 4507534, 4507538 (V)
24	11	<b>SONGS IN A MINOR</b> Alicia Keys (Dupri/Burns/Brothers/Keys)	101 WVS 10258 (EMV) WVS 10259 (V)
25	14	<b>STREET LIFE</b> Michael Ball (Wright/Val)	Universal TV 160712 (E) 160713 (V)
26	NEW	<b>THE DEFINITIVE FRANKIE VALI &amp; THE FOUR SEASONS</b> Frankie Valli & The Four Seasons (Creswell/Sauter)	WPI 8272392 (E) 8272391 (V)
27	27	<b>KINGSIZE</b> Jimi Hendrix (Guthrie)	RCA 742118715 (EMG) 742118716 (V)
28	19	<b>IT'S ALL ABOUT THE STRAGGLERS</b> Arctic Dogz (Arctic Dogz/Crush & Burn)	101 WVS 10258 (EMV) WVS 10259 (V)
29	26	<b>TRANSFORMER</b> Lou Reed (Bowling/Rosen)	RCA 742118715 (EMG) 742118716 (V)
30	42	<b>8701</b> User (Dign/Cook/Jam/Lewis/Neptunes/Various)	Arista 742118712 (EMG) 742118714 (V)
31	17	<b>GOODE COUNTRY (HELLO NIGHTCLUB)</b> George Armitage (George Armitage)	Page One 823062 (E) 823061 (V)
32	RE	<b>GREATEST</b> Duran Duran (Pye)	Epic 492282 (E) 492281 (V)
33	44	<b>NOT THAT KIND</b> Anastacia (Harris)	3 Epic 474112 (TEN) 474113 (V)
34	NEW	<b>SUPERCHARGER</b> Machine Head (Johnny KM/Chris Head)	Roadrunner 1238505 (E) 1238506 (V)
35	23	<b>GORILLAZ</b> Gorillaz (The Automator/Gorillaz/Cring/Cook)	Parlophone 520390 (E) 520391 (V)
36	17	<b>LET IT COME DOWN</b> Spaceman/Arista (DPM/Cring/Cook)	Spaceman/Arista DPM 0101 (EMG) 0102 (V)
37	41	<b>FREE ALL ANGELS</b> Ash (Morris/Ash)	INFERNO 100AC/INFERNO 100LP/INFERNO 100MG (V)
38	10	<b>THE VERY BEST OF</b> Pierce Petrarca (The Peasants/The New Power Generation)	Warner Brothers 81222472 (E) 81222473 (V)
39	4	<b>CHANGING PLACES - THE BEST OF</b> Lionel Lincoln (Lionel)	101 WVS 10258 (EMV) 10259 (V)
40	23	<b>SINCE I LEFT YOU</b> Anastacia (Harris)	XL Recordings XL3 CD 138 (V) XL3 LP 138 (V)
41	RE	<b>GREATEST HITS</b> Simply Red (Lewins/Peckham)	East West 93016522 (E) 93016523 (V)
42	RE	<b>ATOMIC/ATOMIX - THE VERY BEST OF</b> Blondie (Chapman/Morroe/Various)	495282/495284 (V)
43	47	<b>THE LOOK OF LOVE</b> Diana Krall (Bird)	Verve 5459482 (E) 5459481 (V)
44	6	<b>TOXICITY</b> System Of A Down (Rubin/Malabala)	101 WVS 10258 (EMV) 10259 (V)
45	RE	<b>THE WHOLE STORY</b> Kate Bush (Bush)	EMI CDP 744164 (E) 744163 (V)
46	30	<b>SONGBIRD</b> Sade (Cassidy/Bonded)	Blue Street/EMI 6210045 (E) 6210046 (V)
47	19	<b>WONDERLAND</b> The Dixie Chicks (The Charlatans/Saber/Spears)	Universal MG 60076 (E) 60078 (V)
48	38	<b>IS THIS IT</b> The Roots (Browder/Bowes/Cook)	Rough Trade RTTR40020 (E) RTTR40021 (V)
49	33	<b>RIGHT NOW</b> Atoms Kinn (Espinoza/Rubin/Various)	Innocent COSSIN 6 (E) SINAC 6 (V)
50	RE	<b>DISCOGRAPHY</b> Pet Shop Boys (Various)	Parlophone CDP 7329482 (E) 7329491 (V)
51	RE	<b>SO FAR SO GOOD</b> Bryan Adams (Adams/Dearmont/Lange)	A&M 5401572 (E) 5401545/5171 (V)
52	RE	<b>1</b> The Beatles (Martin)	1 Apple 5295702 (E) 5295703/5295704 (V)
53	35	<b>PARACHUTES</b> Carly Simon (Simon)	1 Parlophone 5277832 (E) 5277833/5277834 (V)
54	18	<b>TAKE OFF YOUR PANTS AND JACKET</b> Lulu (Lulu)	MCA/UK-Island 110742 (E) 110743 (V)
55	27	<b>LOVE AND THEFT</b> Sade (Cassidy)	Columbia 504340 (TEN) 504341 (V)
56	12	<b>SOULJACKER</b> Gaz (Gaz)	DreamWorks/Polydor 4503462 (E) 4503463 (V)
57	45	<b>101 KILLER NO FILLER</b> Sun 41 (Sun)	Mercury 5486522 (E) 5486523 (V)
58	NEW	<b>VILLAINS</b> The Saw Doctors (The Saw Doctors)	Shenston SAWOOD 080CD (E) SAWOOD 080CD/2 (V)
59	26	<b>THE ESSENTIAL COLLECTION</b> Boy George (John Sides/Wallace/D'Amico/Miller/Various)	RCA 742186822 (EMG) 742186821 (V)
60	4	<b>STORIES FROM THE CITY STORIES FROM THE SEA</b> PJ Harvey (Harvey/Eliot/Harvey)	101 WVS 10258 (EMV) 10259 (V)
61	37	<b>BLUR BARE</b> Blur (Stewart/Parlophone)	Food/Parlophone FODD0033 (E) FODD0032 (V)
62	30	<b>THE ESSENTIAL</b> Alison Moyet (Gieseler/Strauss/Johns/Various)	Columbia 51023 (E) 51024 (V)
63	10	<b>4 SIMPLE THINGS</b> Zoe J (Zoe J)	Ultimate Dilemma UDC0018 (EMV) Zoe J (Zoe J) (V)
64	RE	<b>REMEMBER DREAM - THE VERY BEST OF</b> Crowned Dream (Frost/Prosser/Youth)	101 WVS 10258 (EMV) 10259 (V)
65	19	<b>THE VERY BEST OF</b> The Eagles (Stern/Various)	Elektra 755826004 (E) 755826005 (V)
66	34	<b>READ MY LIPS</b> Sophie Ellis-Bextor (Wasson/Hellmuth/Ryan/Various)	Polydor 5801742 (E) 5801743 (V)
67	51	<b>URBAN HYMNS</b> The Verve (The Verve/Peter)	101 WVS 10258 (EMV) 10259 (V)
68	51	<b>THE OPTIMIST</b> Yanni (Baskin)	Source Sound CD023 (E) CD023 (V)
69	RE	<b>THE WOMAN IN ME</b> Shania Twain (Lange)	Mercury 5228862 (E) 5228861 (V)
70	2	<b>GLAD</b> Ryan Adams (Lodge)	Lost Highway 7102222 (E) 7102223 (V)
71	49	<b>DISCOVERY</b> Tina Turner (Bangalore/Homon/Christie)	101 WVS 10258 (EMV) 10259 (V)
72	54	<b>IGWA</b> Singer (Robinson/Singer)	Roadrunner 12285442 (E) 12285443 (V)
73	59	<b>DROPS OF JUPITER</b> Tina Turner (Bangalore)	Columbia 502029 (E) 502030 (V)
74	58	<b>TURN IT UP - THE VERY BEST OF</b> Busta Rhymes (Scott/Schiff/Rhymes/Exley/Me/Various)	Elektra 10273580 (TEN) 10273581 (V)
75	38	<b>THE VERY BEST OF</b> Bronski Beat (Piquet/Hughes/Tahir)	London 052741252 (TEN) 052741253 (V)

TOP COMPILATIONS

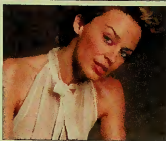
UK	Artist	Title	Label/CD/Cass/Vinyl/MD (Distributor)
1	10	<b>THE CLASSIC CHILLOUT ALBUM</b> Various Artists	Columbia 51702119 (E) 51702120 (V)
2	3	<b>MOLUUN ROUGE (OST)</b> Hinterstopp (Polydor)	4505712 (E) 4505713 (V)
3	NEW	<b>BACK TO THE OLD SKOOL</b> Melody Of Sound MOC0023 (EMV)	DMV/TEN (E) DMV/TEN (V)
4	NEW	<b>IT'S A GIRL THING</b> Various Artists	Virgin/EMI VMD2385 (E) VMD2386 (V)
5	1	<b>HITS 50</b> BMG/Sony/Telstar/WSM HUTS0250 (E) HUTS0251 (V)	(EMG) (EMG)
6	4	<b>CLASSICAL CHILL OUT</b> Various Artists	Virgin/EMI VMD2386 (E) VMD2387 (V)
7	4	<b>CLUB NATION</b> Melody Of Sound MOC0023 (EMV)	DMV/TEN (E) DMV/TEN (V)
8	10	<b>NOW THAT'S WHAT I CALL MUSIC 49</b> Various Artists	EMI/Original/Universal CDW0049 (E) CDW0049 (V)
9	2	<b>DJ LUCK &amp; MC NEAT PRESENT VOL 3</b> Various Artists	Universal TV 958302 (E) 958303 (V)
10	17	<b>CAPITAL GOLD LEGENDS</b> Various Artists	Virgin/EMI VMD2382 (E) VMD2383 (V)
11	3	<b>KISS IN IBIZA 2001</b> Various Artists	Universal TV 958312 (E) 958313 (V)
12	11	<b>I LOVE 90'S</b> Various Artists	Virgin/EMI VMD0410 (E) VMD0411 (V)
13	5	<b>IBIZA EUPHORIA - DAVE PEARCE</b> Telstar/EMI VMD23199 (E) VMD23200 (V)	(EMG) (EMG)
14	NEW	<b>MOBO 2001 - THE ALBUM</b> Various Artists	BMG/Sony/Telstar MOC0027 (E) MOC0028 (V)
15	NEW	<b>URBAN CHILL</b> Various Artists	Universal TV 958372 (E) 958373 (V)
16	12	<b>CLOSE TO YOU</b> Various Artists	Universal TV 958374 (E) 958375 (V)
17	5	<b>CHILLED IBIZA II</b> Various Artists	WSM WSMC0049 (E) WSMC0050 (V)
18	18	<b>LOVIN IT</b> Incredible/Bresler/INSP0212 (EMV)	DMV/TEN (E) DMV/TEN (V)
19	14	<b>STREET VIBES 8</b> Various Artists	BMG/Sony/Telstar 7432187473 (E) 7432187474 (V)
20	17	<b>CIGARETTES AND ALCOHOL - VOL 1</b> Various Artists	Columbia 51702112 (TEN) 51702113 (V)



13 OCTOBER 2001

## CHART COMMENTARY

by ALAN JONES



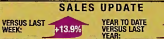
Seeking his first number one with all new material since 1989's *Sleeping With The Past*, **Elton John** had the misfortune to release his critically-acclaimed *Songs From The West Coast* at the same time as a resurgent **Kylie Minogue** unveiled *Fever*, and inevitably came off second. John has to settle for a number two debut despite selling 57,500 copies of *Songs From The West Coast* last week. That is more than the 47,000 tally with which his live hits album *One Night Only* opened last November, and also beats the 50,500 first week of his last album of new studio material, 1997's *The Big Picture*. *Songs From The West Coast* is John's 28th chart album, and the fifth to reach number two. He has also had six number ones, and a grand total of 24 Top 10 albums, the latter tally being beaten only by Elvis Presley, Cliff Richard, the Rolling Stones, Frank Sinatra and Bob Dylan.

A further five albums debut inside the Top 10 this week. Making up this record equalling

## TOP 10 COMPANIES



Figures show the 10 companies by % of total sales, and combine groups shown by % of total sales of the Top 20 albums



intake are new releases by Ian Brown, **Bob The Builder**, **Garbage**, **David Cassidy** and **Victoria Beckham**. The biggest

## ALBUMS FACTFILE

With *Can't Get You Out Of My Head* the number one single for the third week in a row, **Kylie Minogue** completes a notable double this week, debuting atop the albums chart with *Fever*. Minogue's the second artist to top the singles and albums charts simultaneously this year, (after Shingee) but is the first woman to do so since **Celine Dion** in February-1995. *Fever* sold more than 139,000 copies last week, to give Minogue her highest first-

week tally. It is her fourth number one album, and her 11th charted album. As her second Parlophone album, it follows a year and a week after the first, *Light Years*. That album opened at number two last October with first week sales of 43,000 insufficient to better **Madonna's** *Music*, at 64,000 sales on its second week. *Fever* is her first number one album in a little over nine years, her Greatest Hits topped in September 1992.

disappointment when the chart was announced yesterday (Sunday) must have been in contrast to the joy husband David experienced in leading England to automatic World Cup qualification 24 hours before.

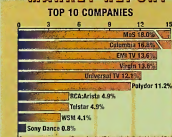
*Garbage*, who topped the chart with their last album *Version 2.0*, which opened with a 32,000 sale in May 1998, sold 26,000 copies of *Beautiful Garbage* to take sixth place. Ian Brown, by contrast, has the highest charting album of his solo career, with *Music Of Spheres* which sold nearly 27,000 copies to take third place. Most impressive of all, is **David Cassidy's** return, with his *Then And Now*, where he revisits many of his Seventies solo and Partridge Family hits, adding covers of other classic songs like *On Broadway* and *Lean On Me*, not to mention a dust-remastered of *Good! It Is Forever* featuring *HeadStart*. Cassidy's work is rewarded by sales of 25,000 and a number seven placing, his highest since *Dreams Are Nothing* More Than Wishes topped the chart nearly 28 years ago.

## COMPILATIONS

His 50's two-week reign atop the compilation chart is over. The album slides 2-5 this week, allowing **Columbia's** *The Classic Chillout Album* to regain pole position, after a three-week hiatus. The Classic Chillout Album has been a remarkably consistent performer in a 10-week stay in the charts so far, never dipping below number three, while selling more than 310,000 copies. Including tracks like *Slip Into Something More Comfortable* by **Kinobe** and *World Looking In* by **Morcheeba**, the Classic Chillout Album never the less only narrowly defeated a challenge by the **Moulin Rouge** soundtrack album. Bidding to become the second number one film soundtrack of the year (*Bridget Jones's* *Diary* spent five weeks on top) *Moulin Rouge* finished up just 441 sales behind.

Two big new entries to the Top 10 help the compilation market to a third week of successive growth, with **Ministry of Sound's** *Back To The Old School* in at number three with **Virgin/EMI's** *It's A Girl* Thing following at number four. *Back To The Old School* features not R&B/soul – a genre usually associated with the phrase – but vintage house hits like *Ride On Time* by **Black Box**, *Snap!*'s *The Power* and **Bizarric Inc's** *Playing With Knives*. It's *A Girl* Thing is an almost male-free compilation, with 40 female dominated tracks including the current **Kylie Minogue** number one plus the original version of *Help I'm A Fish* by **Creed**, and tracks by **Madison Avenue**, **Lucy Fearn** and **Spiller**, which does however feature male members, although admittedly in a non-vocal capacity.

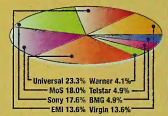
## MARKET REPORT



Figures show the 10 companies by % of total sales, and combine groups shown by % of total sales of the Top 20 albums



## TOP CORPORATE GROUPS



## COMPILATIONS' SHARE OF TOTAL SALES

Artist albums: 77.8%  
Compilations: 22.2%

## INDEPENDENT ALBUMS

This Week	Title	Artist	Label ( distributor )
1	BEAUTIFUL GARBAGE	Garbage	Mushroom MUSH 950CX (IMPV)
2	THE ALBUM	Bob The Builder	BBC Music WMSF 6041Z (IMPV)
3	JUST ENOUGH EDUCATION TO PERFORM	Stereophonics	V2 VVR 1015028 (IMPV)
4	GOODYE COUNTRY (HIELO NIGHTLIND)	Groove Armada	Pepper 32308Z (IP)
5	SINCE I LEFT YOU	Avantchicks	XL Recordings XCLD 138 (IV)
6	SIMPLE THINGS	Zero 7	Ultimate Dilemma UDM0009 (IMPV)
7	FREE ALL ANGELS	Ash	Rough Trade RTREAD00C (VO)
8	IS THIS IT	The Strakes	Source SOUNF CD023 (IP)
9	THE OPTIMIST	Tina Turner	Shantown SAWOOD 0808C (IP)
10	VILLAINS	The Saw Doctors	Skint BSMIC2-20CZ (IMPV)
11	HULLAWAY BETWEEN THE GUTTER AND THE STARS	Fatboy Slim	Mushroom MUSH 950CX (IMPV)
12	ORIGIN OF SYMMETRY	Muse	XL Recordings XCLD 143 (IV)
13	ROOBY	Basement Jaxx	Big Brother Recordings BB008 (IMPV)
14	SONGBIRD	Eva Cassidy	Big Brother Recordings BB008 (IMPV)
15	WHAT'S THE STORY MORNING GLORY?	David	Mute CDSTUMM108 (IV)
16	FELT MOUNTAIN	Goldfrapp	Castle Music (IP)
17	ENIGLES COLLECTION	Kinks	Mushroom MUSH 950CX (IMPV)
18	SHOWBIZ	Stereophonics	V2 VVR 100048 (IMPV)
19	WOT GETS AROUND	Groove Armada	Pepper 32308Z (IP)
20	VERTIGO	Groove Armada	Pepper 32308Z (IP)

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MUSIC WEEK 13 OCTOBER 2001

## THE YEAR SO FAR...

## TOP 20 ALBUMS

TW	W	ALBUM	ARTIST	LABEL
1	1	NO ANGEL	DAVID	CHEEKY/ARISTA
2	4	WHITE LADDER	DANN GILROY	EAST WEST
3	3	SONGBIRD	EVA CASSIDY	BUX STREET/HOT
4	2	POPSTARS	HEARNSAY	CLYDDER
5	5	HOT SHOT	SHAGGY	MCALUN/ISLAND
6	6	NOT THAT KIND	ANASTASIA	EPIC
7	7	SURVIVOR	DESTINY'S CHILD	COLUMBIA
8	8	THE INVISIBLE MAN	TRAVIS	INDEPENDENT
9	9	JUST ENOUGH EDUCATION TO PERFORM	STEREOPHONICS	V2
10	10	PARACHUTES	COLORFUL	PARLOPHONE
11	11	CHOCOLATE STARBUSS AND THE HOT ONE.../LIMP BIXIT		INTERSCOPE/PLYWOOD
12	12	GORILLAZ	GORILLAZ	PARLOPHONE
13	14	HYBRID THEORY	LINKIN PARK	WARNER BROS
14	13	ONKA'S BIG MOMMA	TOPGUNNER	SONY S2
15	15	ALL THAT YOU CAN'T LEAVE BEHIND	V2	ISLAND
16	16	THE GREATEST HITS	TEXAS	MERCURY
17	17	THE ULTIMATE COLLECTION	BILLY JOEL	COLUMBIA
18	18	SING WHEN YOU'RE WORKING	ROBBIE WILLIAMS	CHRYSALIS
19	19	THE MARSHALL MATHERS LP	EMINEM	INTERSCOPE/PLYWOOD
20	20	MUSIC	MADONNA	MAVERICK/WARNER BROS

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13  
oct  
2001

# THE OFFICIAL CHARTS

1w  
music week

# singles



- |    |  |                     |
|----|--|---------------------|
| 1  | <b>CAN'T GET YOU OUT OF MY HEAD</b><br>Kylie Minogue | Parlophone          |
| 3  | HEY BABY DJ Ozri                                     | EMI                 |
| 4  | WHAT WOULD YOU DO City High                          | Inescapable/Polydor |
| 2  | CHAIN REACTION/ONE FOR SORROW (REMIX)                | Steps Ebu/Jive      |
| 5  | SMOOTH CRIMINAL Alien Ant Farm                       | DreamWorks/Polydor  |
| 6  | THINKING IT OVER Liberty                             | V2/Public Demand    |
| 7  | SVEN SVEN SVEN Bell & Spurling                       | Eternal             |
| 8  | FAT LIP Sum 41                                       | Def Jam/Mercury     |
| 9  | MAMBO NO 5 Bob The Builder                           | BBC Music           |
| 10 | FAMILY AFFAIR Mary J Blige                           | MCA/Uni-Island      |



- |    |   |                      |
|----|---|----------------------|
| 11 | FOLLOW ME Uncle Kracker                           | Atlantic             |
| 12 | PEOPLE Jean Jacques Smoothie                      | Echo                 |
| 10 | LUV ME LUV ME Shaggy                              | MCA/Uni-Island       |
| 9  | I WANT LOVE Elton John                            | Rocket/Mercury       |
| 12 | STARLIGHT Superman Lovers                         | Independiente        |
| 16 | LET'S GET BACK TO BED...BOY Sarah Connor feat. TQ | Epic                 |
| 14 | SET YOU FREE N-Trance                             | All Around The World |
| 18 | YOU'RE MY MATE Right Said Fred                    | Kingsize             |

13  
oct  
2001

# albums



- |    |   |               |
|----|---|---------------|
| 1  | <b>FEVER</b><br>Kylie Minogue                       | Parlophone    |
| 2  | SONGS FROM THE WEST COAST Elton John/Rocket/Mercury |               |
| 3  | MUSIC OF THE SPHERES Ian Brown                      | Polydor       |
| 4  | THE ALBUM Bob The Builder                           | BBC Music     |
| 5  | COLLECTION Tracy Chapman                            | Elektra       |
| 6  | BEAUTIFUL GARBAGE Garbage                           | Mushroom      |
| 7  | THEN AND NOW David Cassidy                          | Universal TV  |
| 8  | THE INVISIBLE BAND Travis                           | Independiente |
| 9  | NO ANGEL Dido                                       | Cheeky/Arista |
| 10 | VICTORIA BECKHAM Victoria Beckham                   | Virgin        |



- |    |  |                    |
|----|--|--------------------|
| 2  | THE ID Macy Gray                               | Epic               |
| 6  | WHOA NELLY Nelly Furtado                       | DreamWorks/Polydor |
| 7  | WHITE LADDER David Gray                        | IHT/East West      |
| 5  | A FUNK ODYSSEY Jamiroquai                      | Warner Brothers    |
| 15 | HYBRID THEORY Linkin Park                      | MCA/Uni-Island     |
| 10 | HOT SHOT Shaggy                                |                    |
| 17 | BREAK THE CYCLE Staind                         | East West          |
| 8  | JUST ENOUGH EDUCATION TO PERFORM Streptococcus | V2                 |
| 11 | ANCESTRALY Alien Ant Farm                      | DreamWorks/Polydor |

THE OFFICIAL UK CHARTS  
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



BBC RADIO 1  
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# WILL THE KING OF POP REGAIN HIS CROWN?






GET THE LATEST CHARTS YESTERDAY AT DOTMUSIC



**21** **IT'S OVER KURPT**  Pias Recordings  
**15 22** **RIGHT ON! Silicone Soul**  VC Recordings/Soma  
**17 23** **TOO CLOSE BLUE**  Innocent  
**20 24** **LET ME BLOW YA MIND** Eye feat. Owen Stefani  Infectious/Polydor  
**19 25** **BABY COME ON OVER** Samantha Mumba  Wild Card/Polydor  
**21 26** **LET'S DANCE FIVE**  RCA



**27** **VENUS AND MARS** Jo Breezer  Columbia  
**22 28** **STUCK IN THE MIDDLE WITH YOU** Louise  1st Avenue/EMI  
**27 29** **RESPECTABLE GIRLS @ PLAY**  Redbus Music  
**27 30** **COME WHAT MAY** Nicole Kidman & Ewan McGregor  Interscope/Polydor

**26 31** **TURN OFF THE LIGHT** Nelly Furtado  DreamWorks/Polydor  
**29 32** **21 SECONDS** So Solid Crew  Relentless  
**18 33** **NOT SUCH AN INNOCENT GIRL** Victoria Beckham  Virgin  
**16 34** **STEP ON MY OLD SIZE NINES** Stereophonics  Polydor  
**32 35** **TAKE ME HOME** Sophie Ellis-Bextor  Warner Brothers

**36** **BREATHE THE FAITH HILL**  Faith Hill  
**37** **HERE I COME (SING DJ)** Talsman P feat. Barrington Levy  Nullife/Arista  
**25 38** **ALCOHOLIC** Starsailor  Crystals  
**30 39** **TWENTYFOURSEVEN** Artful Dodger feat. Melanie Blatt  1st Avenue/EMI  
**34 40** **CASTLES IN THE SKY** Ian Van Dahl  Nullife

**26 31** **TURN OFF THE LIGHT** Nelly Furtado  DreamWorks/Polydor  
**29 32** **21 SECONDS** So Solid Crew  Relentless  
**18 33** **NOT SUCH AN INNOCENT GIRL** Victoria Beckham  Virgin  
**16 34** **STEP ON MY OLD SIZE NINES** Stereophonics  Polydor  
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









# compilations

- 1** **THE CLASSIC CHILLOUT ALBUM**  **8 11** **KISS IN IBIZA 2001**  Universal TV  
**2** **MOULIN ROUGE (OST)**  Interscope/Polydor  
**3** **BACK TO THE OLD SKOOL**  Ministry Of Sound  
**4** **IT'S A GIRL THING**  Virgin/EMI  
**5** **HITS 50**  BMG/Sony/Universal/MSM  
**6** **CLASSICAL CHILLOUT**  Virgin/EMI  
**7** **CLUB NATION**  Ministry Of Sound  
**8** **NOW THAT'S WHAT I CALL MUSIC 49**  EMI/Virgin/Universal  
**9** **DJ LUCK & MC NEAT PRESENT VOL. 3**  BMG/Sony/Universal  
**10** **CAPITAL GOLD LEGENDS**  Virgin/EMI  
**11** **KISS IN IBIZA 2001**  Universal TV  
**12** **I LOVE 90'S**  Virgin/EMI  
**13** **IBIZA EUPHORIA - DAVE PEARCE**  Telstar/BMG  
**14** **MOBO 2001 - THE ALBUM**  BMG/Sony/Universal  
**15** **URBAN CHILL**  Universal TV  
**16** **CLOSE TO YOU**  Universal TV  
**17** **CHILLED IBIZA II**  VSM  
**18** **LOVIN' IT**  NCC/4th/Inspired  
**19** **STREET VIBES 8**  BMG/Sony/Universal  
**20** **CIGARETTES AND ALCOHOL - VOL II**  Columbia











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**20** **SURVIVOR** Destiny's Child  Columbia  
**9 21** **GOTTA TELL YOU** Samantha Mumba  Wild Card/Polydor  
**22 22** **NO MORE DRAMA** Mary J Blige  MCA/Uni-Island  
**55 23** **RISE** Gabrielle  Go Beat/Polydor  
**41 24** **SONGS IN A MINOR** Alicia Keys  J  
**14 25** **CENTRE STAGE** Michael Ball  Universal TV  
**14 26** **THE DEFINITIVE FRANKIE VALLE & THE FOUR FRANKIE BALL & THE FOUR SEASONS** WSM  
**37 27** **KINGSIZE FIVE**  RCA  
**18 28** **IT'S ALL ABOUT THE STRAGGLERS** Artful Dodger  1st Avenue/Demand  
**16 29** **TRANSFORMER** Lou Reed  RCA  
**42 30** **8701** Usher  Arista

**17 31** **GOODBYE COUNTRY (HELLO NIGHTCLUB)** Groove Armada  Pepper  
**32** **GREATEST** Duran Duran  EMI  
**32 33** **NOT THAT KIND** Anastacia  Epic  
**35** **SUPERCHARGER** Machine Head  Roadrunner  
**25 35** **GORILLAZ** Gorillaz  Parlophone  
**13 36** **LET IT COME DOWN** Spiritualized  Spaceman/Arista  
**48 37** **FREE ALL ANGELS** Ash  Infectious  
**31 38** **THE VERY BEST OF PRINCE**  Warner Brothers  
**21 39** **CHANGING FACES - THE BEST OF LOUISE**  1st Avenue/EMI  
**28 40** **SINCE I LEFT YOU** Avalanches  XL Recordings

**17 31** **GOODBYE COUNTRY (HELLO NIGHTCLUB)** Groove Armada  Pepper  
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**28 40** **SINCE I LEFT YOU** Avalanches  XL Recordings

# THE OFFICIAL UK CHARTS SPECIALIST



13 OCTOBER 2001

## MID-PRICE

This	Last	Title	Artist	Label (format)
1	1	BACK TO FRONT	Lionel Richie	Polydor S300182 (U)
2	5	REVERENCE	Fathead	Cheeky/Arista 742185082 (BMG)
3	2	TRAVELLING WITHOUT MOVING	Jamiroquai	SZ 4629962 (TEN)
4	3	DOOKIE	Green Day	Reprise S3026528 (TEN)
5	NEW	RECURRING DREAM: THE VERY BEST OF...	Crowded House	Capitol GSC32285 (U)
6	4	LETYSIM	Blondie	Higher Ground/Hard Hands HANCO210 (TEN)
7	10	ATOMIKOM: THE VERY BEST OF BLONDIE	Lionel Richie	EMI 469992 (TEN)
8	6	THE SCORE	Nevins	Columbia 4635482 (TEN)
9	11	IN UTERO	Fugate	Geffen/Polydor GFL20628 (U)
10	14	DISOGRAPHY	Pat Sharp Boys	Parlophone COPPY471 (U)
11	17	THE WHOLE STORY	Kate Bush	EMI COP4446 (U)
12	12	TRACY CHAPMAN	Tracy Chapman	Elektra 4360774 (TEN)
13	NEW	NEVER MIND THE BOLLOCKS	Six Pistols	Virgin DCO2086 (U)
14	16	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen/Polydor GFL15296 (U)
15	13	WEEZER	Weezer	Geffen/Polydor GFL20628 (U)
16	10	BROTHERS IN ARMS	Dave Stryker	Vertigo S24982 (U)
17	18	GREATEST	Duran Duran	EMI 462322 (U)
18	8	ENJOY THE MELODIC SUNSHINE	Cosmic Rough Riders	Polygram MCS21502 (P)
19	15	TAPESTRY	Carole King	Columbia 431801 (U)
20	20	LOCK STOCK AND TWO SMOKING BARRELS (S1)	Various	Island CO10877 (U)

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## COUNTRY

This	Last	Title	Artist	Label (format)
1	1	GOLD	Ryan Adams	West Highway 17052 (U)
2	NEW	THE WOMAN IN ME	Shirley Twain	Mercury 522862 (U)
3	3	BREATHS	Faith Hill	Warner Brothers 247372 (Impert)
4	2	COME ON OVER	Shirley Twain	Mercury 170821 (U)
5	4	NEW FAVORITE	Alison Krauss & Union Station	Rounder DR002 0495 (P/IMP)
6	5	I NEED YOU	LeAnn Rimes	Carli/London 63760362 (TEN)
7	6	CLOCK WITHOUT HANDS	Nanci Griffith	Elektra 75563662 (TEN)
8	7	I'M ALREADY THERE	Chely Wright	MCA Nashville 172102 (U)
9	9	NEVER LOVE YOU ENOUGH	Dixie Chicks	EMI 469922 (U)
10	11	TIME SEX LOVE	Chely Wright	Columbia 9232942 (U)
11	12	LITTLE SPARROW	Dolly Parton	Sanctuary SANC306 (P)
12	13	LONELY GRILL	Lonestar	Grapevine/BMG 742185213 (RMC/BMG)
13	16	I HOPE YOU DANCE	Lee Ann Womack	MCA Nashville 170992 (U)
14	14	FAITH & INSPIRATION	David O'Donnell	RCA 82302 17 (RMC/U)
15	14	EARL SCRUGGS AND FRIENDS	Earl Scruggs	MCA Nashville 172182 (U)
16	17	FLY	Dixie Chicks	Elektra 046512 (TEN)
17	17	INSIDE OUT	Tisha Yearwood	MCA Nashville 172202 (U)
18	NEW	PRIVATE RAID	Billy Bob Thornton	East West 172322 (U)
19	15	ALRIGHT GUY	Gary Alan	MCA Nashville 172342 (U)

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## BUDGET

This	Last	Title	Artist	Label (format)
1	2	POP GOES THE BO'S	Crème CRMC2019 (UK)	
2	3	HITS COLLECTION	Dave Spinozza	Spectrum S23545 (U)
3	1	THE BEST OF	Ned Diamond	MCA/Uni-Inland MCSD 1559 (U)
4	10	THE BEST OF	The Mamas And The Papas	MCA MC80 19519 (EUK)
5	NEW	MOTOWN CHARTRUBBERS - VOLUME 3	Various	Spectrum 501462 (U)
6	NEW	SOUL SEDUCTION	Barry White	Spectrum 502092 (U)
7	NEW	ATOMIC - THE SOUND OF THE SUBURB	Various Artists	Spectrum 501112 (U)
8	NEW	THE BEST OF	Stylicas	Spectrum 502912 (U)
9	NEW	WHISKY IN THE JAR	Various	Spectrum 501522 (U)
10	NEW	BEST OF	Eiko Brooks	Spectrum 501322 (U)

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## R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	WHAT WOULD YOU DO	Cy Hi	Interscope/Polydor IN 5747 (U)
2	2	FAMILY AFFAIR	Mary J Blige	MCA/Uni-Inland MCSD 40257 (U)
3	3	BAD BOY FOR LIFE	P Diddy/Arista 742188981 (BMG)	
4	NEW	IT'S OVER	Korrupt	PIAS Recordings PIAS 024CX (V)
5	NEW	LET'S GET BACK TO BED - BOY	Scratch Connor feat. TQ	EMI 4718662 (TEN)
6	4	LET ME BLOW YA MIND	Evelo feat. Nove Stefani	Interscope/Polydor 475622 (U)
7	6	TURN OFF THE LIGHT	Naiya Furutani	DreamWorks/Polydor DRDMM0 50891 (U)
8	10	BECAUSE I GOT HIGH	African	Universal 912622 (Import)
9	7	AREA CODES	Ludacris feat. Nate Dogg	Def Jam 5867722 (U)
10	5	MUSIC	Erica Summers feat. Marvin Gaye	Polydor 4757222 (U)
11	9	PERFECT GENTLEMAN	Wyclif Jean	Columbia 679822 (TEN)
12	8	SMASH SUNTIN'	Robbin feat. Adam F	Def Jam 5867722 (U)
13	13	LADY MARMALADE	Christina Aguilera & Friends	Interscope/Polydor 475622 (U)
14	11	IN THE AIR TONITE	Kim feat. Phil Collins	WEA WEA 32101 (TEN)
15	12	AINT IT FUNNY	Jennifer Lopez	EMI 471752 (TEN)
16	15	BOODYLICIOUS	Destiny's Child	Columbia 6717382 (TEN)
17	17	PEACHES & CREAM	112	Arista 742188253 (BMG)
18	14	SWEET BABY	Mary Gray feat. Erykah Badu	EMI 4718822 (TEN)
19	NEW	JUST DODGIN'	The Dogg Pound	Death Row/RMG DROWCXDS17 (RMG/U)
20	16	PURPLE PILLS	D-12	Shady/Interscope/Polydor 675692 (U)
21	18	BATTER UP	Nelly & St Lunatics	Universal MCSD2 40261 (U)
22	20	ANTE UP	Moby feat. Busta Rhymes	EMI 4717822 (TEN)
23	19	ON YEAH	Foxy Brown	Def Jam 5867722 (U)
24	19	ONE MINUTE MAN	Meloy Chen feat. Ludacris	Elektra 726522 (U)
25	22	WHERE I WANNA BE	Shade Sheik/Nate Dogg/Korrupt	London LONCD 401 (TEN)
26	21	WHO	Ed Shee & Sweetie Inn	Polydor 4718322 (TEN)
27	28	ANGEL	Chagge feat. Rayvon	MCA/Uni-Inland MCSD2 40257 (U)
28	24	ANOTHER DAY IN PARADISE	Brandy & Ray J	WEA WEA 32201 (TEN)
29	31	ALLIANCE	Blue	Innocent SINC28 2B (E)
30	NEW	JUST IN CASE	Jahel	Warner Brothers W 5640CX (U)

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## ROCK

This	Last	Title	Artist	Label (format)
1	1	WORLD THEORY	Livka Park	Warner Brothers 5324755 (U)
2	NEW	SUPERCHARGER	Machine Head	Roadrunner 1282602 (U)
3	2	BREAK THE CYCLE	Staind	East West 75563662 (TEN)
4	5	TOXICITY	Columbia 5015346 (TEN)	
5	3	PARACHUTES	Colin Hay	Parlophone 527782 (E)
6	7	TAKE OFF YOUR PANTS AND JACKET	Link 182	MCA/Uni-Inland 112817 (U)
7	NEW	FAM AT LEAS (DELUXE EDITION)	The Who	MCA/Uni-Inland 112816 (U)
8	6	ORIGIN OF SYMMETRY	Muse	Mushroom MUSH 81CD (IMP/V)
9	8	IOWA	Slightly	Roadrunner 1282662 (U)
10	9	DROPS OF JUPITER	Train	Columbia 502303 (TEN)

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## DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	2	JU'S KISS	Basement Jaxx	XL Recordings XL3118 (V)
2	1	RIGHT ON!	Silkkk One	VC Recordings/Sony Music UK (E)
3	NEW	BOY ROCK	Shimon & Andy C	Ram RAMM 34 (IMP)
4	3	MUSIC	Eric Sermon feat. Marvin Gaye	Polydor 4703221 (U)
5	5	2 PEOPLE	Jean Jacques Smoothie	Echo EGSY 112 (U)
6	NEW	ON THE MOVE	Barthez	Positive 12TV 158 (E)
7	6	PAPUA NEW GUINEA 2001	Future Sound Of London	Jump! & Purple 12T07 48 (IMP/TEN)
8	NEW	WE LOVE YOU	Scumfrog	Greovillious GMKX12 07 (IMP/TEN)
9	7	JUST IN CASE	Jehliin	Warner Bros W 5640CX (U)
10	9	SERIOUS	Mastoid D	4 Liberty/Releaseless 1812 046 (V)
11	24	MURHAMM ALI	Faithless	Cheeky/Arista 742188541 (BMG)
12	28	STARLIGHT	Supermen Levon	Independiente ISDM 53T (TEN)
13	4	GUITARRA G	Banica Sonora	Defected DFECT 341 (IMP/TEN)
14	5	WHAT WOULD YOU DO	Cy Hi	Interscope/Polydor IN 5747 (U)
15	7	FAMILY AFFAIR	Mary J Blige	MCA/Uni-Inland MCSD 40257 (U)
16	NEW	AMMAN EP	Willy Lopez	Flowerful FLEWENT1 (IMP/TEN)
17	14	AREA CODES	Ludacris feat. Nate Dogg	Def Jam 5867722 (U)
18	NEW	IT'S OVER	Korrupt	PIAS Recordings PIAS 024T (V)
19	NEW	HUNTER	Mido	Cheeky/Arista 742188541 (BMG)
20	NEW	TRIBAL AMERICA	Dark	Junior BRO023 (ADD)

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## DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	4	GOODYE COUNTRY (HELLO NIGHTCLUB)	Gracie Armeida	Universal UIC 024932 (P)
2	NEW	FINALLY	King Of Tomorrow feat. Julie McKnight	Defected J-IMP/TEN (U)
3	NEW	BACK TO THE OLD SKOOL	Various	Ministry Of Sound - JMOSSCD23 (IMP/TEN)
4	NEW	BAD BOY FOR LIFE	P Diddy & The Bad Boy Family	Puff Daddy/Arista 742188981 - (BMG)
5	2	THE BLUEPRINT	Jill Scott	Roc-A-Fella/Def Jam 5863961/5863962 (U)
6	NEW	GABRIEL	Lamb	Mercury LA UNKX 17 (IMP/TEN)
7	NEW	PAIN IS LOVE	Ja Rule	Def Jam - 5863272 (U)
8	5	DJ LUCK & MC NEAT PRESENT VOL 3	Various	A&J 001048
9	NEW	SOLID STEEL: DJ FOOD & CD - NOW LISTEN	Various	Ninja Tune - ZENCO95 (U)
10	NEW	AM (FREE/LAND) - ON TOUR	Various	Marine Parade - MAPPALP 02 (SRU)

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## MUSIC VIDEO

TW	Last	Title	Label Cat. No.
1	NEW	KYLE MINOQUE: Live In Sydney	Warner Music Video W37416533 (U)
2	4	EMINEM: E	Universal Video 025143 (U)
3	NEW	SNOOP DOGG: DoggyStyle	Revolver Films REV0703 (U)
4	2	VARIOUS: The Best Of The Old Grey Whistle Test	BBC 080016972 (U)
5	1	THE WHO: Live At The Royal Albert Hall	Direct Video VLD010140V (U)
6	3	ROMAN KATKING: Live At The Adrenal Hall	WLD 045003 (U)
7	13	U2: Rattle And Hum	CIC Video V492338 (U)
8	5	VARIOUS: Death Row	Visual VVS13231 (U)
9	NEW	SIAMNA TWIN: The Platinaus Collection	Universal Video 078803 (U)
10	NEW	DASIS: Live By The Sea	PMM MANV01473 (U)

This	Last	Title	Label Cat. No.
11	NEW	LOUISE: Changing Faces - Best Of Louise	EMI 421589 (U)
12	8	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Universal Video 0105623 (U)
13	6	MARC STREET PREACHERS: Joseph And Then War	Epic 234172 (U)
14	6	AUDAY: Aaliyah	Virgin CDM 53119 (U)
15	12	ORIGINAL CAST RECORDING: Cass	Polygram Video 01504 (U)
16	10	ORIGINAL CAST RECORDING: Jesus Christ Superstar	Universal Video 018103 (U)
17	NEW	THE DOORS: 30 Years Commemorative Edition	Def Jam - 5863272 (U)
18	7	VABOUS ARTISTS: Now Let's Dance - Vol 5	Real Audio 0048
19	15	ROBBIE WILLIAMS: Where Are You	Crysalis 425142 (U)
20	NEW	BOJ BOY: Live In London	Polygram Video 024193 (U)

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13 OCTOBER 2001

### COOL CUTS CHART

As featured on *Hill's Party* Saturday night show on Kiss 103 and *Empo Big City Network*

1	2	REVOLUTION Superchumbo	Double F Double R
2	3	LA LA LAND Lane Velvet	Musiq Matri
3	4	YOU CAN'T CHANGE ME Roger Sanchez	Del
4	7	YOU GIVE ME SOMETHING Jamezquan	Self
5	4	WALKING ON FIRE Evolution feat. Jaya Hanna	Field
6	15	SHED MY SKIN D-Mole	Virgin
7	NEW	RESURRECTION PPK	Perfecto
8	6	HARDER, BETTER, FASTER, STRONGER Duh Pusk	Virgin
9	16	WALK WITH ME DJS	Anytime
10	NEW	PROMISES Bump & Flex	Indy
11	5	ON THE RUN Tillman Urmacher	Fog Trance
12	NEW	MUSIC Disconnection feat. Sabrynna Page	Dimension
13	NEW	SPLINTER IN YOUR MIND D.J. Phenix	Fluential
14	NEW	FREELOVE Depeche Mode	Mute
15	NEW	SOUNDS SO GOOD Angel Morales	Paisley20
16	NEW	ESCAPE 166	Heat
17	NEW	ASURDIO Fluke	Circa
18	NEW	THE ESSENCE HERBACOCK feat. Chaka Khan	Absolute
19	NEW	P.A.R. Society London	White label
20	NEW	MUST BE THE MUSIC H&M feat. Geriadea	Sily'N'Slide

### URBAN TOP 20

1	3	YOU ROCK MY WORLD Michael Jackson	Epic
2	2	I'M REAL Jennifer Lopez	Capricorn
3	2	LIVIN' IT UP Jay Rule feat. Case	Def Jam
4	5	GET UP! Beverley Knight	Parlophone/Rhythm Series
5	6	UGLY BEAUTY Spicez	11th Hour/Beat Club/Interscope
6	5	FALLIN' Alicia Keys	Jive
7	10	BURBON SKIN India Arie	Motown
8	NEW	SAT-AY-DAY (EP) Sa-Ri-Day	Urbanstar
9	3	FAMILY AFFAIR Mary J. Blige	MCA
10	4	NO YOR FOR LIFE Sticky & The Bad Boy	Bad Boy/Interscope
11	2	ONE NIGHT STAND Mi-Teq	Interscope/Def Jam
12	NEW	IZZO (MIX) Jay-Z	Roc-A-Fella/Def Jam
13	NEW	HIT 'EM UP STYLE (GOPS) Blu Cantrell	Arista
14	1	TAKE YOU OUT Luther Vandross	JRCA
15	NEW	LETTER TO MY UNBORN 2 Pac	Interscope/Polydor
16	NEW	GANGSTA (LOVE 4 THE STREET) Lil' Mo feat. Sleep Deep	Elektra
17	7	GOT TO KNOW YA Maxwell	Columbia
18	2	WE HIRE THESE DMX	Def Jam
19	NEW	FILLS ME UP DJ Jaz Taylor	Buma
20	6	AREA CODES GARDEN OF HOPE Hospitality Ludacris	Def Jam

### CLUB CHART TOP 40

Pos	Artist	Label	
1	4	RAPTURE ID	Data
2	15	ASTURINE'S GROOVE (LET ME LIVE) Kid Creme feat. Shawnee Taylor/Ink	Eternal
3	11	BREAKDOWN Rainstar	Eternal
4	30	MODJO (LP SAMPLER) Modjo	Sound Of Barclay
5	17	I'M SO CRAZY Par-T-One vs Inks	Creedence
6	1	WHO DO YOU LOVE NOW (STRINGS) Rex feat. Damil Marique	Double F Double R
7	8	PLAYA SOLi Novacane vs No One Driving	Go Beat
8	13	DON'T NEED THE SUN TO SHINE (TO MAKE ME SMILE) Gabriella	Z Records
9	3	RIDE THE RHYTHM Z Factor	Z Records
10	23	REVOLUTION Superchumbo	Double F Double R
11	NEW	GETTIN' INTO W.O.S.P.	Data
12	3	ISLAND Ohnoko	Hope/Positiva
13	24	WALKING ON SUNSHINE Eddy Grant	Ice
14	5	3 START WITH ME Angelic	Serious
15	6	3 IT'S GONNA BE ALRIGHT Pussy 2000	Ink
16	12	5 FLOWLESS The Ones	Positiva
17	NEW	DON'T PANIC Logo	Manifesto
18	20	2 PIXELS UBU	AZUL
19	16	2 I CAN'T GO FOR THAT (NO CAN DO) Daryll Hall & John Dates	Rica
20	22	5 MY FEET HURT Lucas feat. Blue	Open-Door/Riverhorse
21	NEW	UNDERWATER Delerium feat. Rani	Network
22	28	2 YOUNG FRESH 'N' NEW Kelis	Virgin
23	14	2 LETTING YA MIND GO Desert	Green
24	9	3 LE ROCK SUMMER Rincoceros	M2
25	NEW	CHANGE Phats & Small	Multiply
26	34	2 STAY Wendy Phillips	Sound Design
27	4	4 PUSH THE FEELING Highclawlers	Open-Door/Riverhorse
28	NEW	SUNSET ON BIZA Three Drives (On A Vinyl)	Xtravaganza
29	NEW	BREATHS Science Department	Renaissance
30	19	3 NO WAY David Anthony	Sound Design
31	34	3 HERE I COME (SING DJ) Talsam P meets Barrington Levy	NuLife/Arista
32	32	2 CRYING AT THE DISCOTHEQUE Alcazar	Crista
33	7	RIGHT ON! Silicane SOL	Soma/VC Recordings
34	18	4 FIRST PICTURE Andre Neumann	Indirect/Wonderboy
35	25	4 THE LEGACY Push	Inferno/Infected
36	NEW	FINALLY KINGS Of Tomorrow feat. Julie McKnight	Delatet
37	NEW	KEEP ON GIVING LOVE Rubenrock feat. Blue	City Rockers
38	NEW	YOU ROCK MY WORLD Michael Jackson	Epic
39	23	3 FEELINGS Shine	Destined
40	21	5 DO WHAT WE WOULD Access	Sine Dance/Direction

### CLUB CHART BREAKERS

1	YOUR LOVE IS ON MY MIND Mauve	Big Room
2	SLAP MY BASS UP Klubaholic	GoodAs...
3	WHY CAN'T I SPEND SOME TIME Armand Van Helden	trr
4	READY OR NOT M&S presents The Girl Next Door	trr
5	DO IT NOW Dubtronic Sound System	Defected
6	DO IT FREAK ON (SUPERJUMBO SUPER FREAK (On A Vinyl)) Code Blue	Code Blue
7	COLO CHILLS Big Ron	On
8	GUITTARA G G Club presents Banda Sonora	Defected
9	TIKTAR TOGETHER Lightboy	Boogieman
10	SUGAR ME Naimas Coleman	Chrysalis

Breakers are the 10 records outside the Top 40 which have registered the most improved DJ reactions. The Club Chart Top 40 (including mixes), Urban, Pop and Cool Cuts charts can be obtained from [www.djmixmag.com](http://www.djmixmag.com). To receive the club charts by e-mail by fax contact Emma Pierre-Joseph on tel: (0202) 7940 869

### CHART COMMENTARY

by ALAN JONES

**A** record very obviously heading for the upper reaches of the sales chart, IIO's Rapture romps to the top of the Club Chart this week and comes within an ace of becoming only the third record this year to top the Club and Pop charts simultaneously, ending up just a handful of points behind A-Teens' Halfway Around The World on the pop list. The success of Rapture is yet another triumph for Ministry Of Sound imprint Data- and the label also has the week's highest new entry on the Club Chart with WOSP's Gettin' Into U, which debuts at number 11. WOSP could make it to the top next week, although Don't Paris - based on Coldplay's hit of the same name - debuts close behind at number 17 for Manifesto act, London. Sandwiched between them is another hot mover, namely Eddy Grant's newly-revised Walking On Sunshine, given a fine workover in usual disco style by Joy Negro... Also looking hot is UK-based American producer/mixer Tom Stephan's Superchumbo single Revolution, which advances 23-10, while Moby's album sampler fares even better, leaping 30-4. Any one of these - or Par-T-One's I'm So Crazy - could take the top spot next week... Blue are one of the biggest pop acts to emerge in 2001 and the Club Chart has climbers at number 20 by Lucas featuring Blue and at number 37 by Rubenrock featuring Blue - but it is not the Innocent act supplementing their income, it's the woman who sang on Basement Jaxx's Red Alert hit... Jennifer Lopez was a bride last week but on the Urban Chart she is a bridesmaid, jumping 9-2 with I'm Real, the song all her R&B/hip-hop fans have been begging for while these previous pop/R&B singles have been pulled off the album, ironically, I'm Real features Ja Rule, whose cameo rap is one of the main reasons for the song's success and whose own record Livin' It Up steps back 3-2 to accommodate I'm Real, even though it increased its support last week. In fact, all of the top four on the Urban Chart have almost exactly the same support, although the winner by the shortest of heads, for the second week in a row, is Michael Jackson, whose You Rock My World has an identical number of points and DJ supporters as it had a week ago.

### POP TOP 20

1	3	HALFWAY AROUND THE WORLD A-Teens	Polydor
2	2	RAPTURE ID	Data
3	8	2 MY FEET HURT Lucas feat. Blue	Open-Door/Riverhorse
4	1	3 STAY WITH ME Angelic	Serious
5	6	2 PARTY TIME Party Time	White Label
6	4	3 CAN'T GET YOU OUT OF MY HEAD Kyle Minogue	Parlophone
7	NEW	I'M A SLAVE 4 U Britney Spears	Jive
8	3	WHO DO YOU LOVE NOW (STRINGS) Rex feat. Damil Marique/Damir D'Amico	Double F Double R
9	NEW	PLAYA SOLi Novacane vs No One Driving	Direction
10	NEW	I'M SO CRAZY Par-T-One vs Inks	Creedence
11	NEW	DON'T NEED THE SUN TO SHINE (TO MAKE ME SMILE) Gabriella	Go Beat
12	NEW	BREATHS Science Department	Network
13	1	I CAN'T GO FOR THAT (NO CAN DO) Daryll Hall & John Dates	Rica
14	NEW	CHANGE Phats & Small	Multiply
15	NEW	CRYING AT THE DISCOTHEQUE Alcazar	Arista
16	2	ASTIN'S CRYING LET ME LIVE Kid Creme feat. Shawnee Taylor/Ink	Def Jam
17	9	3 VENUS AND MARKS vs Benzee	Columbia
18	14	5 CHAIN REACTION/ONE FOR SORROW Steps	Epic/Live
19	2	3 DAYLIGHT IN YOUR EYES No One	Universal
20	5	4 BOMSHHELL CARRET Taylor Teague	Polydor



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CLASSICAL news

DG SEALS DEAL WITH PERFORMANCE CHANNEL

Deutsche Grammophon UK has agreed a sponsorship deal to support the weekly classical music output of the Performance Channel from October 2 to the end of December. The deal, which covers around 20 hours of programming each week, is thought to be the first time a major classical label has sponsored the output of a specialist satellite channel.

Mark Wilkinson, head of Deutsche Grammophon UK, says the Performance Channel's high profile as part of satellite and digital television programme packages helped persuade the label's media buyers of the sponsorship's value.



"The channel is well marketed and its target audience fits neatly with the market that we're trying to address. You could say that it's a select, but perfectly formed, audience for our needs. In fact, more people watch the Performance Channel every week than those who take out annual subscriptions to Gramophone magazine. That has got to be worth looking at."

Wilkinson admitted that DG's budget for marketing spend was constantly under review, with all approaches to the label's media buyers assessed in terms of value and audience reach.

"The Performance Channel came to us via our media company," he says. "We feel it provides a value-for-money solution to a marketing issue. We have to be tough about what we get in return for our marketing spend these days, and also have to be ready to look at every possible opportunity."

Wilkinson adds that the association of Deutsche Grammophon with a leading broadcaster of opera and classical concerts contradicts those who claim that the yellow label has lost its bearings as the front-line promoter of core classical values. "This deal targets our audience with our strong brand and five of our strongest artists, Herbert von Karajan, Plácido Domingo and Bryn Terfel (pictured) among them."

A series of shows devoted to DG artists will underline the label's Performance Channel sponsorship, framed by 10-second promotional clips at the beginning and end of each and backed by at least 20 promotional trailers a week.

GOODRICH GOES SOLO AFTER BLACK BOX EXIT

Aif Goodrich, general manager of Black Box Music, has been made redundant as the specialist classical label prepares to merge with Sanctuary. The Black Box deal had not been agreed at the end of last week (October 4), but is expected within the next few days.

Goodrich, meanwhile, has announced plans to establish a consultancy service that offers musicians, agents, labels and others in the classical business advice on promotions, public relations, photography, web design and marketing. The new business is set to launch later this month, with details posted on Goodrich's website ([www.aifgoodrich.com](http://www.aifgoodrich.com)).

"I have had a great time working for Black Box and now it is time to do something new," he says. "I have long thought there are gaps in what is being done to promote musicians, so I think there are people out there who need advice on publicity. I can also build websites and look after photography for performers to offer a complete package."

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ALBUM of the week



THE CORONATION OF KING GEORGE II: Music by Handel, Blow, Purcell, Child, Farmer, Tallis, Gibbons. Choir of the King's Consort; The King's Consort/Robert King (Hyperion CDA 67268).

In addition to its attractions as a work of musical history, Robert King's reconstruction of the musical ceremonial heard at the coronation of George II in Westminster Abbey in 1727 hits the bull's eye in purely artistic terms. There is a mature dignity and sense of commitment about the music-making here, most easily judged in King's eloquent readings of Handel's Coronation Anthems and wholehearted performance of Purcell's anthem I Was Glad. Shouts of acclamation, drum rolls, fanfares and pealing bells add to the tonal riches of Hyperion's generous two-CDs for the price of one anthology, widely promoted as the independent label's October disc of the month.

REVIEWS

for records released up to October 15 2001

GRIEG: Cello Concerto (arr. J. Horowitz and B. Wallfisch); Solvæg's Song, Ich Liebe Dich, To Spring, etc. Rafael Wallfisch; London Philharmonic Orchestra/Vernon Handley (Black Box BBM 1070). Grieg's small output of works for solo instrument and orchestra is boosted with the issue of this release from Black Box, which offers a very persuasive performance of the composer's Cello Concerto. The "new" piece was arranged by Joseph Horowitz and Benjamin Wallfisch, son of the soloist in this recording. Grieg arranged pieces by Mozart, setting the precedent for the treatment of his own chamber works and songs here. The disc is advertised in the classical press. **SOME ENCHANTED EVENING — THE BEST OF THE MUSICALS.** Bryn Terfel; Chorus of Opera North; English Northern Philharmonia/Paul Daniel. Deutsche Grammophon 471 425-2. Bryn Terfel's last solo album recorded six-figure sales in the

UK, a result that this aggressively-marketed compilation of big Broadway tunes is likely to match with ease. The title track from South Pacific confirms that the Welsh bass-baritone is a devoted fan of this music. This disc offers music-making of the highest order and a crop of tracks, Get Me To The Church On Time and White Christmas among them, that cry out for radio airplay.

**BRAHMS: Symphonies Nos. 3 and 4.** Deutsche Kammerphilharmonie Bremen/ Daniel Harding (Virgin Classics VC 5 45480 2). Even at a young age, Daniel Harding proves he has something individual to say about these mainstays of the romantic orchestral repertoire. The slow movements of both works, expressively played by the very fine Deutsche Kammerphilharmonie, highlight the conductor's lyrical yet unsentimental approach. This release is backed by advertising in Gramophone.



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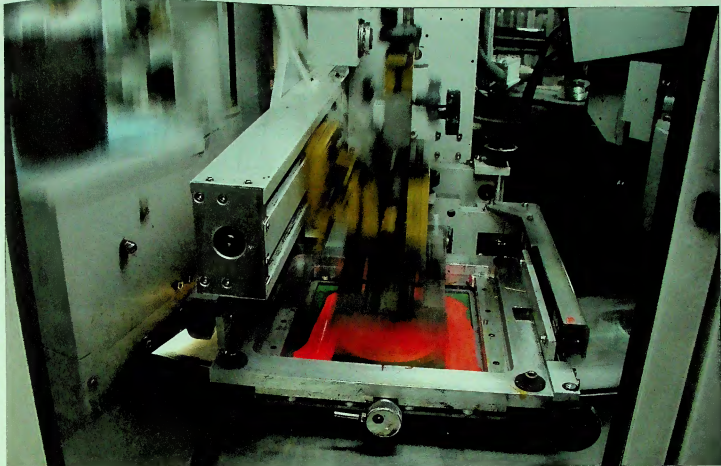
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# NEW EURO ALLIANCES ALTER MANUFACTURING LANDSCAPE

Many manufacturers have changed their approach to logistics in order to get the product in the right place at the right time. By George Cole

**T**he watchword for the record manufacturing industry used to be "steady as she goes". True, new formats may come and others may go, and demand might occasionally change according to the time of year, but generally, the disc manufacturing market has, historically, been fairly predictable and pretty much stable. But, these days, manufacturers must be prepared for their own version of Murphy's Law – if anything unexpected can happen, it will.

This year has seen the manufacturing industry forced to cope with a major vinyl plant closure and a looming Middle East crisis with the potential to send the price of raw

materials rocketing (see breakout, p24).

Manufacturers have also had to cope with the changing landscape of the European music market. Previously, whenever a UK manufacturer opened a

tiny office in, say, downtown Brussels, it declared itself to be a European company. But now, the manufacturing industry is truly a pan-European operation with manufacturers having to adapt their approach in terms of logistics.

One of the biggest developments this year has been the closure of

EMI's vinyl plant in Hayes, Middlesex. The Hayes operation was Europe's largest vinyl replication plant and its closure had a significant effect on ▶

**'Even with the EMI plant open, demand [for vinyl] was outstripping production' – Anthony Daly, Sonopress**



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Hollander has established a network of state-of-the-art distribution centres

► the manufacturing sector. Many manufacturers had long closed down their vinyl production lines, focused on CD (and latterly DVD) manufacturing, and outsourced vinyl orders to operations such as Hayes.

"Even with the EMI plant open, demand was outstripping production, and the poor turnarounds were starting to impact on our core CD business," says Sonopress business development manager (audio) Anthony Daly. "We stopped offering vinyl

in January this year. The closure of the EMI plant has had a major effect on vinyl production. It does not affect us, but anyone who dotes offer vinyl as a service is now having to source not only from the UK but also Europe, and even Eastern Europe."

So why did EMI close a plant whose production facilities were in such great demand? "We closed our Hayes plant because EMI did not want to be in the business of manufacturing vinyl, which is



Morrison: 'the market is going through a substantial change'

not the same as saying we did not want to continue to support vinyl as a carrier," says EMI senior manufacturing director Alan McEroy. "Vinyl still remains an important platform for some of our artists."

McEroy also points out that, during the four years in which he ran the Hayes plant, demand for vinyl increased, and figures from the IFPI support this. In 1991, UK vinyl sales reached 12.9m units. But during the Nineties there was a

rapid decline in vinyl sales, falling to 2.2m units in 1998. In 1999, vinyl sales showed a small increase (2.3m units) and, by last year, this figure had risen to 3.2m units. It is still small when compared with CD sales (£201.6m in 2000), but it confirms McEroy's belief that "vinyl is not dead".

McEroy admits that the Hayes closure left a big gap in the market. "It makes the market more difficult if you take out a huge chunk of capacity, and it's not easy for others to meet the demand," says McEroy. "Our clients had to find alternative sources, and other UK and European vinyl facilities were able to capitalise on the opportunity that presented them."

EMI is itself now sourcing vinyl production from UK and European plants. One company that saw an increase in business was Disctronics, which has purchased a vinyl facility in Italy. "During the first year, we only concentrated on

## The Middle East equation

With tensions rising in the Middle East as a consequence of last month's terrorist attacks in the US, questions are invariably being asked about its effect on the price of oil.

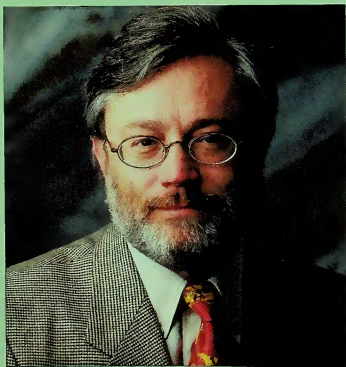
Oil is the foundation for many of the materials used in the manufacture of CDs and LPs, so if oil prices rise, then so do the costs of manufacturing raw materials. In 1973, a quadrupling of the oil price by Opec countries led to massive increases in costs, to the extent that vinyl record pressings were made thinner to compensate.

But today's CD manufacturers do not have such scope for similar economies. The CD and DVD specifications are fixed, with each disc 1.2mm thick.

For now, manufacturers are not unduly concerned, however – with the caveat that this picture could change as events unfold.

"The price of oil has gone down, and I think it will stabilise at the current level," says Disctronics CEO David Mackie. "The price of raw materials may not go up, but they won't go down. We've already seen price increases in vinyl and polycarbonate this year and I think manufacturers will be looking to restore their margins. There's always a time lag. The Gulf War did not immediately impact on price, but six months after it ended, the price of polycarbonate crept up."

Cinram Europe president David Hollander also notes that the price of oil has fallen as the demand for jet fuel has decreased. "Like other major companies, we place long-term commitments on our raw materials," he says. "This helps reduce the impact of any temporary event that may artificially cause a dramatic change in the cost of raw materials. But if there is a long-term effect, then all parties – from producers to



Mackie: 'I think the price of oil will stabilise at the current level'

consumers – will absorb the costs."

Although the short-term cost of oil has fallen, EMI's senior manufacturing director, Alan McEroy believes that in the long-term it is likely to rise.

"There's not an opportunity to build large stocks of materials, our

suppliers can't build new stocks. But while we're aware of the situation, we are not so concerned that the record buying public need to worry about the situation. The time it takes to pump oil from the ground and to turn it into plastic is a long one," he says.

**'It's not easy to get spare parts [for vinyl production lines] now, so you have to buy them from companies that have left the business'**  
— David Mackie, Disctronics

selling vinyl in Italy, and this calendar year we started selling vinyl in the UK," says CEO David Mackie. "We purchased new machines to increase the availability of 180g vinyl in the UK. We have also put an end to another shift."

But it is not all sweetness and light for vinyl manufacturers. As Mackie points out, the growth in vinyl sales is from a small base, and then there are more practical issues to contend with. "It's not so easy to get spare parts [for vinyl production lines] now, so you have to buy them from companies that have left the business. Our Italian plant has to do everything, but then again, that does give us an edge."

The logistics of getting the right product at the right place at the right time are more complex these days thanks to increasing activity across continental Europe. This has led many manufacturers to change their approach in this area. It has also resulted in third-party delivery and distribution companies focusing their attention on the music market.

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► "We are close to our customers and fully aware of the changes in logistical requirements they have," says Sonopress distribution manager Nigel Baines. "To that end, we are aggressively developing relationships and processes with logistics partners across the European spectrum to enable Sonopress and the Awarto group to provide a fully-integrated logistics solutions within the supply chain."

"Our aim is to supply full logistics functionality by forming working partnerships and alliances within the group wherever possible and also outside the group, depending upon customer needs and preferences."

Cinram entered the European market in 1995 specifically to be a pan-European supplier and provides its services to a number of customers on that basis. "Through strategic alliances with logistics companies — combined with Cinram's own existing facilities — we believe we have effectively put in place one of the best pan-European supplier networks," says Cinram Europe president Dag Holmøder. "We have established a network of state-of-the-art fully-automated distribution centres across Europe in order to meet the changing requirements of our customers and the retail trade. One example of this is Cinram's alliance with the Scandinavian distributor

**"We opened our Luxembourg facility in 1998 to be able to supply European demand closer to the market. We recognised the trend early on" — Emil Dudek, Technicolor**

Hollerider Videotex, announced last July. Holmøder adds that Cinram's integrated manufacturing and distribution service incorporates the latest technology in picking, coding, sorting, labelling and packing to meet the requirements of major retailers throughout the UK and Europe. It is backed by a sophisticated tracking facility that is able to monitor the product all the way through to delivery.

"Distrionics" Mackie says the company often uses its local production facilities, such as those in France and Italy. "We also use our own distribution service DFS — Distrionics Fulfillment Service — although some clients prefer to export and distribute from their own facilities in certain mainland countries."

Emil Dudek, Technicolor's director, optical discs, says: "We recognised this trend early on and that is the reason why we opened our Luxembourg facility in 1996, in order to be able to supply European demand closer to the market."

EMI's McCrory also notes that the challenge has been around for some time. "We've been offering different supply channels for years. This is not a national business but a pan-European one."

Third-party companies such as Securix Omega Express believe it makes sense for UK-based companies to move some of their distribution operations on to mainland Europe.

"We will always provide what our customers require but, from a cost and convenience point of view, there's a lot to be said for having your own distribution base in the Benelux countries, particularly in terms of back catalogue, says a spokesperson. "It is so much easier to get things from A to B."

EMI has its own warehousing and transportation operations, but the company also works with organisations experienced in pan-European distribution. "Many people would like to be a major

# WORDS FROM THE FLOOR

Alison Jessen

**Alison Jessen, is 33. She works as one of the shift supervisors in the finishing department at Universal Manufacturing in Blackburn, which delivers in excess of a third of a million compact discs to the UK market each day.**

**4.30am** The alarm goes off, giving the go-ahead for my two cats to begin a full-frontal attack on my head. If I was Dr Dolittle, I am sure they would be chanting "Food, food, food, NOW." After this gentle start to the day, I exercise my vocal chords with a few choice swear words at the cats and drag my protesting body out of bed. To calm the cats, they are fed first so that they can get back to the day's task of a quick wash and some serious sleeping. The rabbits and guinea pigs are next and then I can finally feed myself breakfast Number One. As workwear is provided by Universal, I then choose which colour polo shirt to wear — grey or black; black or grey. Black — it is, after all, supposed to be slimming.

**5.30am** Time to leave. I have only five minutes away from work, so it is a quick dash down the road and I am at work before the car window has time to clear. The Universal factory is like a bright light shining out over the dark landscape.

**5.50am** I take over from my fellow supervisor. We work in blocks of four 12-hour day shifts and four 12-hour night shifts, with six days off in between. The general mood depends on what day it is. It is usually sombre if this is their first one of four, but that is replaced with uncontrolled glee if it is their last shift and they can escape for six days.

**6.00am** The next hour-and-a-half is spent making sure everybody is okay and knows what they are doing. I used to work on the machines, so I can sympathise with the operators because sometimes we expect miracles from them. Now that I am a supervisor, I just know they are thinking, "What does she want now?" as I walk towards them, smiling. Then the information from the last 24 hours' production is gathered, digested and, after just a little tweaking of the facts, written down ready for the management.

**7.50am** A steady flow of day staff are beginning to arrive. Radios are quickly switched off and everybody stops smiling as we all know the hassle is about to begin.

**8.00am** Managers, supervisors, technicians and support staff gather in offices all over the factory to discuss the important sports news of the day and dissect the production schedule. If production is good, the meeting is over in 10 minutes. If it is bad, a good supervisor is the one who makes any news sound good... unfortunately, I am still learning.

**8.30am** Time for a quick retreat to the tea bar for breakfast Number Two.

**9.15am** Meeting number two comes around — have the customers received what they wanted, when they wanted it? And was it correct? If it wasn't, the blame will spread from department to department like wildfire. The planner informs us of the Eton John album, this week's big new release, which is

supplier to a big record company, so we are continually reviewing our business," says McCrory. "And, having selected a supplier, we then find the best way of working together to minimise the cost. One thing you learn quickly is that the market requirements are constantly changing so you have to be prepared to adapt to them."

Fulfillment companies normally associated with other markets, such as games, also have their sights on the music market. "The market is going through a substantial change," says Iain Morrison, managing director of Thamesdown Software Distribution. "A few CD manufacturers have dropped out of the business, margins are tight and there's a drop off in demand in the US. Three UK companies went bust last year, and so did quite a few in Europe. The market is going through a period of

consolidation. We are finding that the music companies are looking to companies that have some history in terms of experience in the market."

**"Most companies have already squeezed the last penny out of the CD, now they're looking at packing, stocking and distribution" — Iain Morrison, Thamesdown Software Fulfillment**

Morrison adds that companies are constantly looking for ways of reducing costs. "Most companies have already squeezed the last penny out of the CD,



mega urgent. It is a normal pack with two stickers, requiring no further work at hand-finish. We need 100,000 for 1am. The paper parts are due in at 10am, so this should not cause us a problem. Gee, does Sir Elton realise what's involved with this? At least Don Estelle has been to see how we produce discs, even if he couldn't see into the machines.

**9.30am** My mobile phone begins to ring as customer services demand to know where certain discs are. Smeets talking to me — "Of course they are being packed", "No, I am sure we haven't lost the paper parts" — is followed immediately by panic. Discs found, paper parts retrieved from near the scrap bins, job thrown at the machines, packed and then despatched.

**10.30am** Paper parts for Elton have still not arrived.

**11.00am** RED ALERT. The managing director is seen heading towards the department. Operators are brushed down and machines are polished. The managing director, complete with a gaggle of visitors, heads towards the machines, which automatically break down as he reaches them. He leaves. The machines begin to work again.

**11.30am** Paper parts for Elton have still not arrived.

**12.00pm** Time for lunch, usually punctuated by a succession of staff with queries regarding days off and proposals to make their job simpler.

The parts have arrived and the Eton John title is taken to the machine to be packed and then quickly removed as no one has decided where to put the stickers. A frantic phone call is made to customer services and a fax dispatched to the record company. The positions are defined and Sir Elton begins to run. Seconds later the sticker machine alarm begins to go off — the stickers are snapping.

Shouts for me, the technicians and quality department from the beleaguered operator. I inform customer services of the problem and about 15 people meet around the machine, tramping over the operators in their haste to get a look at the source of the problem. What are we going to do? Does the customer really require two stickers?

With a brew in the office, we phone the sub-contractors to see if they can hand-pack 100,000 albums by midnight — no chance. My coffee is already going cold but we try a different roll of stickers and find some which will run, with the machine adjusted with the aid of sticky-back plastic and a toilet roll. Panic over, Sir Elton is saved.

**5.50pm** It is time to hand over to the next supervisor. Then I am finished and burn rubber to get home. Ten minutes later, the sound of my key in the door is the sign for the cats to wake up and they both meet at my ankles demanding a stroke and food. Kick cats out of the way and feed them. I am much more discerning and quietly choose a meal from the freezer. By 7.30, I can be found half-asleep, dribbling on the settee in front of Channel 4 news.

**8.00pm** Bedtime — the cats are asleep already.

**4.30am** Paw in face...

now they're looking at packing, stocking and distribution."

He adds that his company has had its strongest year because it offers a variety of services across Europe. Eighteen months ago, the music industry was looking at the pricing in terms of Thamesdown's turnover, but today it accounts for some 12% of the company's £11m turnover.

Morrison believes there is a growing realisation that the CD is a small proportion of the total process. "Everyone looks at the pricing in terms of the CD, but that's just one element of the process," he says. "Tangibles are easy to cost but it's the intangibles that matter — consistency of product, consistency of delivery and efficient administration, quality control. It is here that specialist companies like ours can make a big difference."

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Rates: Business to Business: £20.00 per single column centimetre (minimum 4cm x 2 col)  
Published weekly each Monday, dated following Saturday  
Copy date: Advertisements may be placed until Thursday 10 a.m. for publication Monday (space permitting).  
All rates subject to standard VAT



Cancellation Deadline:  
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**Rates: Business to Business: £20.00** per single column centimetre (minimum 4cm x 2 col)  
 Published weekly each Monday, dated following Thursday  
 Copy date: Advertisements may be placed until Thursday 10 a.m. for publication Monday (space permitting).  
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There's nothing like a bit of nostalgia, especially when it involves cute soft toys and beautifully soothing sounds. **TRUNK RECORDS** remembers how influential Oliver Postgate's classic children's series **THE CLAMBERS** was and is now preparing to release an album of Vernon Elliott's original television music from the series on October 22. What's more, 20 lucky buyers will have the opportunity to get their hands on the limited edition vinyl copies of **What starts back to their little blue planet after a gruelling sequence of earth-based album promotion.** The Soup Dragon was unavailable for comment.

Remember where you heard it? The Docklands Arena went bling bling as the cream of the UK's urban scene descended for the **Mobos**. It was **So Solid's** night – but who picked up the £10,000 tab for all the champagne that the ever-expanding crew managed to sink? ...Overall, the night was the smoothest yet, though there were the inevitable acceptance speech hiccups that happen at all awards. **Missy Elliott** thanked both East and West Records, while the host with the most, **Mr Trevor Nelson**, had to do a re-record after welcoming the **Lighthouse Family** on stage as "Paul and...the other bloke whose name I can't remember". However, **Lady Victoria Hervey** topped them all by declaring the winner of best world music act as **Nitin...** **Swooney**...One of the happiest people Dooley spotted on the night was lawyer **Alexis Grower**, who not



only represents all of **So Solid**, but was also **genuinely overjoyed** that **Bluey** from **Incognito** – one of his first clients – was finally honoured...Talking of awards, expect to see **Stereophonics** and **U2** heading the nominations list announced today (Monday) for the **Q Awards**...Don't be surprised if the next stage of **Mel B's** career involves her performing **barefoot**...Dooley wouldn't like to be in the shoes of the **major label A&R** team that managed to miss **Span's** buzz **In The City** gig. On learning of their greatness from a rival label, said label CEO **forked out £500** to ensure the Norwegian band can afford to return to the UK for a London gig tomorrow (Tuesday). He will be needing another £5 when he arrives at the venue as there is no industry guestlist...Dooley couldn't help but notice that **The Sun's** serialisation of **Jane Moore's** first novel **Fourplay** was accompanied last Tuesday by the headline, "I only asked you out because I pitied you". Anyone who knows her fiancé will understand what she means...Speaking of fiancés, **Paul McCrarty** revealed at a playback of his new album at London's **Air Studios** last Thursday that his other half isn't exactly an expert on the **Beatles** catalogue.

However, "She knows a lot about **ELO**," he noted to the audience of EMI staff and retailers... **Decca's** international marketing and artist development VP **Liam Toner** was warming up his tonsils at the end of the **Andrea Bocelli** launch party in Venice last week, practising what he described as the pitch material for **Pavarotti's** pop covers album. Judging from **Toner's** in-a-great-tenor-stylo performance, the **Pav** hasn't got much to worry about...Some raised eyebrows in **Dooley Towers** when **GQ** published its self-styled "100 most powerful men in Britain" list because it seems to have confused who it knows with who knows what. Thus, at the dizzying height of 24 on the list is **Ministry boss James Palumbo**, 10 places ahead of **Roger Ames** – which doubtless gives the old Etonian particular perverse pleasure – and 14 ahead of **James Barton**. Also in there are **Richard Branson (42)**, **Simon Fuller (50)**, **Pete Tong (86)** and, oddest of all, **Benjamin Pell (94)**...And finally: congratulations to **Virgin Records'** new media bod **Katharine Earle** for winning a year's free broadband **DSL** from **BTopenworld** in the website of the year text voting on the night at the **Omas**. Meanwhile, staying with the **Omas**, last week we somehow omitted to mention the contribution of **Zombie's Matt Watkins** and **Parlophone's Gareth Currie** and **Lisa Gower** to the **Gorillaz** award-winning online campaign, while the **U2.com** site was designed by **Good Technology**.....

He knows he's been out of style for a short while. But last Monday it almost looked like his Seventies heyday again as everyone's favourite rocking gypsy **DAVID ESSEX** found himself surrounded by a volatile mob as he bravely entertained some of **Radio Two's** elite and other party animals. "Hold me close, don't let me go," they begged him as the Essex man performed a 40-minute set of classics and new material at the **BBC Club** in Great Portland Street in front of an audience including the station's executive producer for music **Colin Martin** and sly-and-retiring types like **Eric Hall** and **James Whale**. **Oor Dave**, being the modern type, is selling his new album **Wonderful** solely on his website ([www.davidessex.com](http://www.davidessex.com)) and at venues on his 49-date **UK tour**, which is now under way.



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**Awards business is serious business**, as this picture clearly shows. Keeping it real after the **Mobos** are (pictured left to right): **So Solid Crew's MEGAMAN**, **USHER** and **Radio One's** rap titan **TIM WESTWOOD**. With four awards between them (two for **So Solid** and two for **Usher**), who followed up his **R&B** act and best album awards with a **cool** a cappella acceptance performance, they clearly had other things on their mind. Like which of the after parties to attend, or how on earth to get there. **Alight**

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