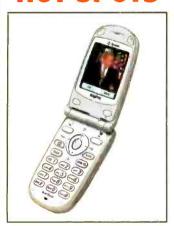


# Billocoff Collocoff Newsbaber

### **HOT SPOTS**



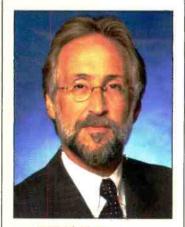
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A new service enables Sprint cellular subscribers to watch live TV, including music video channels, on cell phones.



38 Portrait of Success

Artist Thomas Kinkade's name and imagery shines a spotlight on Madacy's Music of Light imprint.



**70 NARAS Matters** 

President of the National Academy of Recording Arts and Sciences Neil Portnow on what NARAS is and will be



THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO AND HOME E

Hip-Hop Artists Shine Among Grammy Nods

BY MICHAEL PAOLETTA

The nominees for this year's Grammy Award for album of the year are a diverse group that closely reflects the current landscape of popular music.

It's tough to predict a winner from such a strong field of contenders, but experts contacted by *Billboard* all seem to lean toward OutKast's two-disc Arista set, "Speaker-boxxx/The Love Below."

For numerous industry players, though, there is one obvious omission in this category: "Get Rich or Die Tryint" by 50 Cent.

"There was so much interesting music released this

"There was so much interesting music released this year that to narrow it down to five is difficult," MTV/MTV2 executive VP of music and talent programming Tom Calderone says. "But all five albums deserve the nomination."

Los Angeles-based New York Times cultural correspondent/pop critic Neil Strauss concurs, adding, "It looks like what critics do with their annual top 10 lists: It covers all the genres."

Strauss also believes the five nominations "feel safe—in a good way."

Hip-hop's other hot contender is Missy Elliott's "Under Construction" (the Gold Mind/Elektra).

R&B-infused pop is represented by Justin Timberlake's "Justified" (Jive), Evanescence weighs in from the world of gothic hard rock with "Fallen" (Wind-up Entertain-(Continued on page 69)



# Tix \$\$ Raise Fan Ire

Concert Industry Frets, But No Price Cuts Seen

BY RAY WADDELL

www.billboard.com · JANUARY 10, 2004

While the rapid rise in ticket prices during the past decade has finally slowed, many in the concert industry say that a downward trend is doubtful.

"That train has left the station," promoter Louis Messina of TMG/AEG Live says.

Even so, promoters, artists, agents and managers all profess concern about ticket prices, which can soar far beyond \$100 for top acts.

"High ticket prices hurt us as an industry," says Don Law, co-CEO of Clear Channel Entertainment's music division. "We really have (Continued on page 68)

### Piracy's Next Victim: Video Biz

BY JILL KIPNIS

LOS ANGELES—Arnold Schwarzenegger had an especially noteworthy November.

Not only was the actor-turned-politician inaugurated as governor of California, but his latest film, "Terminator 3—Rise of the Machines" (Warner Bros.), was the most prevalent movie on the Internet. More than 62,827 copies were available for downloading, according to BayTSP, a firm that monitors file sharing.

Unfortunately, all of those copies were unauthorized, and many preceded the title's Nov. 11 home video release

"This is our industry's greatest current threat," says Bo Ander-(Continued on page 68)



### Dance Follows Own Beat In Online Music Revolution

BY MICHAEL PAOLETTA

Digital download services are hot, but many high-profile players in dance music are discovering that mass-market digital sites are often cool to small labels.

So dance/electronic DJs and enthusiasts—and the independent

labels they revere—are taking matters into their own hands. This month alone, several sites dedicated to dance have launched.

"We are doing what needs to be done," says Jonas Tempel, president of Beatport. "We are one with the club community. Whereas iTunes (Continued on page 29)

### NUARY 10 Billboard NO. 1 ON THE CHARTS ARTIST ALBUM PAGE swng OUTKAST Speakboxxx/The Love Below ALISON KRAUSS + UNION STATION Live ANDREA BOCELLI Sacred Arias: Special Edition JOSH GROBAN TOBY KEITH Shock'n Y'all O SARAH McLACHLAN Remixed THREE DAYS GRACE Three Days Grace LIL JON & THE EAST SIDE BOYZ Kings Of Cruni THE BEATLES Let it Be. . . Naked HARRY CONNICK, JR. Harry For The Holidays HARRY CONNICK, JR. Harry For The Holidays **NORAH JONES** Come Away With Me THE CHEETAH GIRLS The Cheetah Girls (EP) MARCO ANTONIO SOLIS La Historia Continua. JIM BRICKMAN ALICIA KEYS The Diary Of Alicia Keys Tupac: Resurrection

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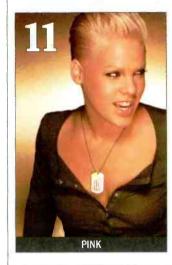
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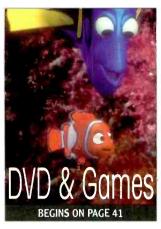
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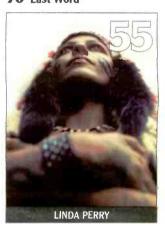
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### **QUOTE OF THE WEEK**

I'm all about Johnny Cash and the 'legend,' but June Carter Cash for female country vocal performance confuses me.

RETAILER BRIAN SMITH ON THE COUNTRY GRAMMY NOMINATIONS

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Twista	Verizon Internet Services Inc
Vestal Goodman	Virgin Group Ltd

DJ Jason Nevins teams with Coors for its Fine Light Beer campaign



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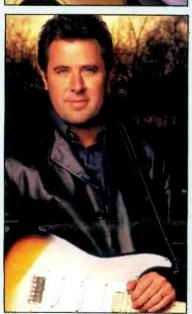


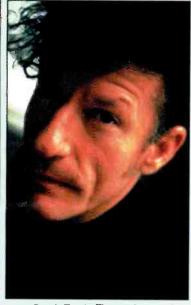
Vestal Goodman will be remembered as the 'Queen of Gospel'

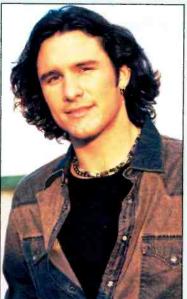
TOP OF THE NEWS











Clockwise from top left, Ray Benson, Randy Travis, Tim McGraw, Joe Nichols, Lyle Lovett and vince Gill

# **Country Noms Seldom Mirror Popular Tastes**

BY DEBORAH EVANS PRICE

NASHVILLE—Should industry awards celebrate creativity or recognize commercial success? That question always seems to be asked most frequently n the weeks preceding the Grammy Awards.

Nominations for the forthcoming show have stirred the perennial debate on Music Row as to how accurately the Grammys reflect the country marketplace. The nom-nees include numerous acts that receive virtually no country radio or video airplay. Ricky Skaggs, Ray Benson, Lyle Lovett, June Carter Cash and the Oak Ridge Boys are among them.

Many of the genre's top hitmakers were

overlooked in key categories. Toby Keith, for example, is not nominated for male country vocal performance, although his current album, "Shock'n Y'All," debuted atop The Billboard 200 and the Top Country Albums chart.

But Keith's "Beer for My Horses," his duet with Willie Nelson, did earn two nominations, for best country song and best country collaboration with vocals Such omissions raise questions about

how meaningful an awarz is if the top-selling artists aren't among the competitors. "I don't think they reflect the market-

place at all," RCA Label Group chairman (Continued on page 31)

# **Industry Upbeat** About 2004

Bainwol: 'We're At A Terribly Important Juncture'

BY BILL HOLLAND

WASHINGTON, D.C.—The govern-

ment-relations arm of the record industry sees 2004 as a year of positive change—if the dice roll right.

"The industry—and the broader music community—is at a terribly important juncture in our history," says Mitch Bainwol, chairman/CEO of the Recording Industry Assn. of America.

"Over the course of the next six months, we're going to see lots of factors

become clearer," he says. "By late spring or summer, we're going to be in a world that may look quite different."

Bainwol says the RIAA is analyzing

four primary factors that will determine the 2004 industry agenda in Washington, D.C.

"There's the [peer-topeer] litigation [with Internet service providers], which you obviously won't see go to the Supreme Court [vet], but we're going to see court of appeals markers with them," he says.

There will be further lawsuits against infringing downloaders, he predicts. "We'll be watching carefully to see how our deterrent and education campaign continues to

move forward.

Bainwol also forecasts "an explosion of competition on the online side." The



BY ED CHRISTMAN

NEW YORK-Retailers say that an explosive Christmas week saved the

holiday selling season, but the more encouraging news is that profit margins stayed strong throughout.

For some merchants, Christmas week turned a decent selling season into a good one.

"It was more lastminute than ever, says John Marmaduke, chairman/CEO of the 144-unit Amarillo. Texas-based Hastings Entertainment chain.

"We had the greatest percentage of sales on Christmas Eve day and the day after Christmas than we have ever had," he adds.

Rob Perkins, president of the 70-

unit, Atlanta-based Value Central Entertainment, agrees.

"The last week was exceptionally strong," Perkins says. As a

result, he expects his chain to finish the season with same-store sales increasing in the "high single digits."



Others reported slightly different results.

**SCATTERED SUCCESS** 

Mike Dreese, CEO of the 24-unit Newbury Comics chain in Brighton, Mass., notes that the week was so busy that it turned a

weak holiday selling season into one in which the chain was only down about 1%

> "It's clear that everyone is shopping (Continued on page 54)

**BILLBOARD JANUARY 10, 2004** www.billboard.com

# **Verizon Win Won't Stop Suits**

### Despite Court Ruling, RIAA Vows To Continue

BY BILL HOLLAND

WASHINGTON, D.C.—The Recording Industry Assn. of America says that an appeals court decision has made it harder for copyright infringers to settle out of court.

In a Dec. 19 ruling, the court found that the trade group has no authority to compel Internet service providers to reveal the identities of subscribers who use peer-to-peer file-sharing services.

The trade group vows to continue with its lawsuits against consumers who infringe copyrights.

The decision by the three-judge panel of the U.S. Court of Appeals for the District of Columbia sides with Verizon, which had challenged a January 2003 district court ruling in favor of the RIAA.

The trade group has been serving Verizon and other ISPs with subpoenas seeking the identities of subscribers it suspects of infringing copyrights. More than 382 individuals have been sued by the RIAA for copyright infringement.

"This is a disappointing procedural decision, but it only changes the process by which we will file lawsuits against online infringers," RIAA president Cary Sherman said in a statement.

"It unfortunately means we can no longer notify illegal file sharers before we file lawsuits against them to offer the opportunity to settle outside of litigation," he said. "Verizon is solely responsible for a legal process that will now be less sensitive to the interests of its subscribers who engage in illegal activity."

The RIAA says it will now have to file "John Doe" lawsuits based on e-mail addresses of suspected infringers, a much slower process that requires significant judicial oversight.

While the court said it sympathized with the music industry's plight, it ruled that the RIAA's argument that ISPs are liable as "mere conduits" to disclose the identities of its subscribers 'borders upon the silly."

The ruling also said that the 1998 Digital Millennium Copyright Act, upon which the RIAA had based its



argument, does not explore the thorny issue of file sharing, which at the time was not popular.

The court said that only the legislature can fix "the loophole in Congress" effort to prevent copyright infringement on the Internet.'

Rep. Rick Boucher, D-Va., a pro-Internet champion, applauded the ruling. "Today's federal appeals court decision is a victory for the privacy rights of Internet users," he said in a statement.

"I encourage the recording industry to direct its efforts toward the establishment of lawful Web sites, which contain the complete inventories of its member companies," he said. Making copyrighted content widely available "for a reasonable price in a userfriendly format" will see sales "dramatically expand."

# **VILEPOSTS**

### **MARRIAGES**

Gwyneth Paltrow to Chris Martin, Dec. 5 in Santa Barbara, Calif. Bride is an actress. Groom is the lead singer of Coldplay.

Mary J. Blige to Kendu Isaacs, Dec. 7 in Bergen County, N.J. Bride is a recording artist. Groom is a music producer.

### **DEATHS**

Ellen E. Moraskie, 45, of cancer, Dec. 13 in Miami. Moraskie most recently held the position

of senior VP of Warner/Chappell Music in Miami, where she was instrumental in signing and developing the writing careers of such prominent Latin songwriters as Franco De Vita, Sergio George and Robi Rosa. Prior to her time at Warner/Chappell, she established Sony Music Publishing's U.S. Latin division, where she served as Latin American regional director. Moraskie is survived by both parents, two sons and three siblings.

# **AT&T Wireless Offers Latin Mobile Content**

**BY LEILA COBO** 

Wireless costumers nationwide are getting a wide array of Latin mobile entertainment content, thanks to a series of new deals.

Most recently, San Franciscobased Faith West and Miamibased Wireless Latin Entertainment (Wilaen) have agreed to Latin ring tones and graphics that can be purchased through a downloadable application called Latin Garage.

According to Wilaen CEO Luis Samra, Latin Garage has a catalog of more than 600 Latin songs in a variety of genres, including pop, regional Mexican, alternative and Tejano. The catalog comprises works from such publishers as EMI, Warner/Chappell, Sony and Peermusic, as well as a host of smaller publishing houses.

Wilaen created Latin Garage, which was launched last November. It is available to Verizon Wireless, U.S. Cellular and Alltel users. Although the application offers crossover songs, its focus is Latinspecific content.

"The type of music we're offering wasn't there before," Samra says. "There are companies that offer Latin ring tones as part of their catalog, but [they are] not this specifically focused."

Latin Garage's specialist content was a factor in its alliance with Faith West. Although Faith West usually licenses catalog and then provides it to carriers, it has a partnership in place with Wilaen. "We consider it a full partner-

ship, and we consider them experts in Latin music," Faith West president Carolynne Schloeder says.

She adds that more carriers are adding Latin music to their offerings as they realize the importance of providing service to the Hispanic community.

Faith West first tested Latin provide AT&T Wireless with ring tones by offering a limited number through Modtones earlier last year. The response was positive, despite the initially small offering. "It convinced the carriers that there was a potential," Schloeder says.

Following the deal with AT&T, Faith West and Wilaen are preparing to launch their service in Latin America, and conversations are under way with several major carriers there.

Although the ring-tone market has established itself in several countries, such as Japan, it is only now taking off in other markets, including Latin America, where the technology is just being introduced. Thus, the potential for Latin ring tones in that specific region is strong.

"If we market it properly and reach this target market through the right channels, we should be able to grow this [Latin] segment within the overall industry,' Schloeder says. In the U.S. alone, she adds, the ring-tone market will probably double in 2004.

In the meantime, Latin Garage continues to work in expanding its catalog. It is currently negotiating with additional publishers, including Univision.

# DJ Nevins Spins Coors Deal

BY MICHAEL PAOLETTA

DJ/producer/remixer Jason Nevins is aware that it takes more than the dancefloor to get his music heard. Earlier this year, he inked a deal with Coors Brewing Co. (Beat Box, Billboard, Sept. 13).

On Jan. 9, Coors will commence the advertising campaign for its Fine Light Beer in the U.K. with an ad created for TV and cinemas.

The 60-second spot features the sounds of "I'm the Main Man," created and produced by Nevins. The track includes a sample from T. Rex's "Telegram Sam."

The TV and cinema campaigns are part of the £19 million (\$33.5 million) launch of Coors Fine Light Beer.

"You can't rely solely on dance-floors anymore," says Nevins, who signed with BMG Music Publishing nearly two years ago-and whose music has been licensed to films, videogames and TV commercials. "In today's economy, to thrive, survive and gain notoriety, you must mass-market vourself."

Nevins also notes that "I'm the Main Man" was not signed to a label when Coors licensed it. So, he says, "the gross revenue comes to my production company [Nevco Productions] rather than a label. For once, the money is coming directly to me.'

Earlier this year, Nevins scored a top 10 hit in the U.K. with "I'm in Heaven" by Jason Nevins Presents U.K.N.Y. Featuring Holly James.

For Coors, the goal of the Fine Light Beer "Snowstorm" spot-an outdoor rave shot in the Rocky Mountains in Canada—was simple enough: target young adults.

Enter Dave Bartram, head of U.K. media and marketing at BMG Music Publishing, who sent several potential tracks to the production company (Mustard London) and ad agency (the Leith Agency in Edinburgh, Scotland) working on the project.

Within one week, Bartram says both firms, along with Coors, called, raving about the Nevins track.

According to Coors marketing director David Preston, the brewery wanted high-energy music that had a classic feel with contemporary appeal.

"At first, we thought the T. Rex sample might be polarizing," Preston notes. "But the

opposite appears to be true. There is a real fascination with Rex and [the band's founder] Marc Bolan.' In the U.K., BMG Music Publish-

ing controls 50% of Nevins' and Bolan's publishing. The latter is solely for synch licensing and goes through Wizard Bahamas.

Because of the recognizable sample coupled with Nevins' contemporary beats, Bartram believes the Jeremy Haccoun-lensed ad, which

he likens to a pop music video, will reach far beyond its core audience. "Don't be surprised if this ad reaches a good cross-section of the market."

Bartram says he is currently shopping other Nevins tracks to several clients, including Coca-Cola and Ford.

At press time, Nevins' manager, Gary Salzman of Big Management in New York, said a verbal agreement had been reached with Gut Records in the U.K. to release "I'm the Main Man.'

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- TOP COUNTRY CATALOG ALBUMS
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- HOT DANCE RADIO AIRPLAY
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- HOT R&B/HIP-HOP SINGLES & TRACKS
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- REGIONAL MEXICAN AIRPLAY
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- TOP KID VIDEO
- TOP MUSIC VIDEOS
- TOP VHS RENTALS
- TOP VHS SALES

# Fox Runs Afoul Of FCC NEWSLINE...

### Complaints Over Potty-Talk At Billboard Awards

BY BILL HOLLAND

WASHINGTON, D.C.-Federal lawmakers and Federal Communications Commission officials say the Fox Network might have stepped in the same doo-doo that "Simple Life" TV star Nicole Richie referenced in her award presentation comments on the 2003 Billboard Music Awards, broadcast live Dec. 10.

Washington policy-makers and agency officials say they have received many complaints about the potty-talk, which Fox producers failed to bleep even with a five-second delay facility.

In the presentation spot, Richie was cautioned by her "Simple Life" co-star Paris Hilton that the show was live and to "watch the bad language."

Richie responded by joking about the reality show of city party girls infiltrating a rural town: "Why do they even call it the 'Simple Life'? Have you ever tried to get cow shit out of a Prada purse? It's not so fucking simple."

The barnyard joke didn't get a big laugh from Rep. Lamar S. Smith, R-Texas, chairman of the House Subcommittee on Courts, the Internet and Intellectual Property. Smith is the co-author of a bill to ban such words from broadcast TV.

"Yes, I've received complaints about it," he says. "I think the vast majority of the American public would consider such words objectionable, particularly to children, and the use of the words [on a TV show] would be contrary to accepted community standards.'

### **ANOTHER FOX FAUX PAS**

Fox released an apology for the technical goof-up, but Brent Brezell, president of the Parents Television Council, doesn't buy it.

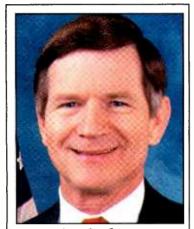
"These 'apologies' from Fox are wearing thin," he says. "Fox certainly had the ability to block the indecent language that aired Wednesday night during the Billboard Awards.

Brezell says it is "becoming obvious that Fox wants this indecent language on the air as a way of shocking audiences and scoring

cheap ratings points."

Richie's remarks became the third time in a year that Fox included the word "fuck" in a network broadcast. "In fact it was the 2002 Fox broadcast of the exact same program that contained Cher's use of the F-word," Brezell says.

On Oct. 6, the FCC's Enforcement Bureau rejected complaints by the Par-



'I think the vast majority of the public would consider such words objectionable, particularly to children.'

-LAMAR S. SMITH, R-TEXAS

ents Television Council and others that Bono's use of the phrase "this is really, really fucking brilliant" on a Golden Globe awards broadcast in January 2003 failed to meet the test for indecency. The bureau ruled that Bono's indiscretion was so "fleeting and isolated," as an adjectival expletive that was not uttered in a sexual context, that it did not break the rules.

The bill Smith co-sponsors with Rep. Doug Ose, R-Cal.—H.R. 3687spells out in detail what is forbidden on radio and TV. It doesn't pull punches, but it might confuse the grammarchallenged. It reads:

"As used in this section, the term 'profane,' used with respect to language, includes the words 'shit,' 'piss,' 'fuck,' 'cunt,' 'asshole' and the phrases 'cock sucker,' 'mother fucker,' and 'asshole,' compound use (including hyphenated compounds) of such words and phrases with each other or with other words or phrases, and other grammatical forms of such words and phrases (including verb, adjective, gerund, participle, and infinitive forms).'

### **SPLITTING HAIRS**

Of the FCC's Bono decision, Smith says the commission "is being disingenuous to outlaw a verb but not an adjective. That's splitting hairs a little too closely.'

Sen. Jeff Sessions, R-Ala., also introduced a late-session resolution condemning the FCC's decision regarding Bono's remarks and calling for stiffer, per-incident indecency station fines. The resolution has 11 co-sponsors.

Staffers for several FCC commissioners also tell Billboard they have received complaints about the unbleeped comments on the BMAs. These follow other complaints ranging from the earlier Cher and Bono expletives on TV as well as full-blown sex talk on morning talk radio, such as on WKRK Detroit in 2003.

Retiring Sen. Ernest Hollings, D-S.C., also authored an amendment to the FCC authorization bill in June to increase indecency fines following the WKRK incident, making the fines perincident rather than per-program. The bill is still pending.

Democrat FCC commissioner Michael Copps has also suggested that broadcasters would pay more attention to current rules if the commission pulled a few licenses rather than slapping them with "cost of business" fines.

In a letter to the Parents Television Council after the Bono ruling, FCC chairman Michael Powell wrote: "Personally, I find the use of the 'F-word' on programming accessible to children reprehensible."

# THE WEEK IN BRIEF

An Oslo appeals court cleared Norwegian teenager Jon Johansen of piracy charges Dec. 22. Johansen was charged with unscrambling DVDs using a program he wrote called DeCSS upon a request from the Motion Picture Assn. of America. The illegal activity allegedly occurred in 1999, when Johansen was 15. He was initially acquitted last January (Billboard, Jan. 18, 2003), but the studios appealed the ruling, citing evidentiary issues.

IIII KIPNIS

The Dutch Supreme Court on Dec. 19 dismissed a long-running challenge to shut down Internet peer-to-peer service Kazaa. The Supreme Court, the highest European court to deal with peer-topeer piracy, rejected demands from Dutch copyright organization Buma-Stemra that Kazaa stop offering unauthorized downloads. Under the ruling, software developers cannot be held responsible for how individuals use the program. It affirms a March 2002 ruling by the Amsterdam Court of Appeal, Kazaa founders Niklas Zennström and Janus Friis call the decision a "historic victory for the evolution of the Internet and for consumers." The International Federation of the Phonographic Industry is downplaying what it describes as a "flawed judgment." In a statement, the trade group says the ruling will "almost certainly be overtaken by future decisions based on a full airing of the facts." Meanwhile, in the U.S., a separate case filed against Kazaa parent Sharman Networks by the film and recording industries continues. LARS BRANDLE

# Gibson Creates Digital Jukebox

BY CHRISTOPHER WALSH

Gibson Audio, launched by the Gibson Guitar Corp. in May 2003, will introduce the Wurlitzer Digital Jukebox at the Consumer Electronics Show, to be held Jan. 8-11 in Las Vegas.

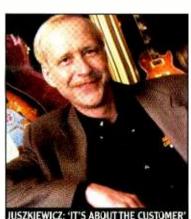
Two of the three Wurlitzer Digital Jukebox models-a floorstanding, all-in-one design featuring a Klipsch speaker system and a component version designed for integration into existing home entertainment equipment—enable users to store 1,000 CDs as Windows Media files and feature a wireless touchscreen remote control. Both will be priced for less than \$2,000.

The third, which will sell for less than \$1.000, is a tabletop model with a built-in touchscreen interface that stores up to 500 CDs

When a CD is inserted, the jukebox captures and stores such information as the artist's name, album and song titles and cover art.

Users can build personal playlists, create mix CDs, export songs to an MP3 player or distribute music to other Wurlitzer receivers in the home.

The Wurlitzer Digital Jukebox is expected to ship in late summer 2004. It provides access to the Wurlitzer Music Service, developed by Loudeye, which offers 100 channels



of digital radio and a download store. 'From a functional perspective,

I would say it's light years ahead of anything on the market," says Kris Carter, president of Gibson Audio.

Carter says a unique feature is the product's interface. The wireless remote, about the size of a PDA, has a rich, graphical touchscreen interface, he notes.

"It basically gives you all the types of functionality that you could have on an iTunes or Musicmatch jukebox on a computer, except it puts it in a small device in your hand where you can sit in your normal entertainment space, as opposed to [at] a computer," Carter says. "We're big believers in 'Music belongs where music belongs,' which is in your living room.'

(Continued on page 9)

## **BIG Gets New Ad Director**

Suzanne Lang has joined Billboard Information Group as advertising sales director, corporate accounts.

Lang, an avid music fan, will develop the non-endemic advertising category, a rapidly expanding segment for Billboard.

Lang previously was advertising director of Blender magazine.

Before that, she was corporate accounts director at Spin magazine and entertainment manager for Gear magazine.

Lang is a graduate of the University of California at Berkeley. Based in New York, she reports to John Kilcullen, president and publisher of Billboard Information Group.



**BILLBOARD JANUARY 10, 2004** www.billboard.com www.americanradiohistory.com

# 'Gospel Queen' Dies

### Vestal Goodman Found Fame In The '50s

### BY DEBORAH EVANS PRICE

NASHVILLE---Vestal Goodman, the beloved "Queen of Gospel Music," died Dec. 27 in Celebration, Fla., near Orlando.

Goodman, who turned 74 Dec. 17, had been vacationing with family for the Christmas holidays. She died of complications from the flu.

Born Vestal Freeman, she grew up in Fyffe, Ala., in a church-going family. Early on she dreamed of a career as an opera singer.

That changed when she met Howard "Happy" Goodman at a church revival. The two were married Nov. 7, 1949, and were nearly inseparable until his death in November 2002 at 81.

During the '50s, Vestal rose to prominence performing with her husband and his brothers, Rusty and Sam, as the Happy Goodman Family.

The Happy Goodmans were inducted into the Gospel Music Hall of Fame in 1998. Goodman had recently learned she was going to be inducted into the Gospel Music Hall of Fame as a solo artist this spring.

Goodman was the recipient in 1969

of the Gospel Music Assn.'s first Dove Award for female vocalist of the year.

During her career, she won numerous Grammy and Dove awards and was known for such hits as "I Wouldn't Take Nothing for My Jour-

Goodman also authored three books: her 1998 autobiography, "Vestal," and two cookbooks. She and Howard also established and pastored the Life Temple Church in Madisonville, Ky., for several years.

"I loved Vestal. But who didn't?" says singer/comedian Mark Lowry, recalling Goodman's generous spirit. "She would pray for you at the drop of

Legendary gospel singer/songwriter Dottie Rambo says, "For over 50 years, she stood with me and shared her tears, joy and prayers with me as I have with her. Before the days of concerts, TV shows and all the success, Vestal and I shared \$12 offerings from small country churches. A friendship like ours will never be replaced. The world may have lost a great singer, but I lost my best friend and big sister."

In addition to her work with the Happy Goodman Family, Vestal



enjoyed a successful solo career.

She was acclaimed by her peers in the gospel community and loved and respected in contemporary Christian and country music circles.

When her husband passed away. someone asked if Goodman would retire. She replied, "You do not retire from a calling."

Known for her vibrant stage clothes and for waving her trademark white hankerchief while performing, Goodman was was slated to sing at the annual New Year's Jubilate event in Charlotte, N.C.

"Her voice was strong. Her smile was bright. And she looked like she'd live to be 100," Lowry says.

She is survived by a son and daughter, Rick and Vicki, four grandchildren and three greatgrandchildren.

# Truckers' Champ **Dudley Dies At 75**

### BY DEBORAH EVANS PRICE

NASHVILLE—Dave Dudley, whose signature song "Six Days on the Road" became an anthem for American truckers, died Dec. 22 of a heart attack in Danbury, Wis. He was 75.

Dudley was born David Pedruska in Spencer, Wis. In addition to his recording career, he also worked as a DJ at several radio stations, including WTWT in Wausua, Wis.; KBOK in Waterloo, Wis.; and KEVE in Minneapolis, Minn.

Dudley's former manager, Jack Key, describes him as a man who enjoyed life. "You

couldn't be around Dave and not have a good time," he says. "He loved people, and he loved country music.

Key says truckers appreciated the way Dudley celebrated their way of life in his songs. "Six Days on the Road" spent two weeks at No. 2 on Billboard's Country Singles chart in 1963 and also received airplay on top 40 stations.

Dudley charted a total of 41 singles, including "Truck Drivin' Sonof-a-Gun," "Trucker's Prayer" and

> the No. 1 single "The Pool Shark."

Dudley's signature song, "Six Days on the Road," was also covered by several other artists through the years, including Johnny Cash, Steve Earle, Gram Parsons, George Jones and Taj Mahal.

Before embarking on a country music career. Dudley also spent time in the Navy and enjoyed a stint as a minor-league baseball

pitcher until an injury ended his

career.

DAVE DUDLEY

Dudley continued to tour in his later years and was especially active in Europe. His last recording, titled "You Ain't Gonna Truck With Us,' was a response to the Sept. 11, 2001, terrorist attacks.

# **Industry Upbeat**

Continued from page 5

legitimate online marketplace, he says, "will grow even more dynamic in the next few months with the [Pepsi-iTunes] Super Bowl launch and Microsoft coming into this. It's going to be fascinating to watch and terribly important for us.'

He says the RIAA will also "be watching how the P2P [network] players move forward with their statement that they want to get more legitimate."

In a hearing last fall, Bainwol suggested that P2P companies demonstrate more social responsibility to inform their customers of the dangers of file sharing, such as copyright-infringement liability and identity theft.

"We're going to continue to press that," he says. "And if they become legitimate, then clearly there's a road they can follow, a road that the members of Congress are going to

The presidential and congressional elections add another wrinkle. "What that means for Congress is a shortened calender," Bainwol says. A short session means less time for debate on controversial bills. "So you've got to have a legislative strategy that is capable of broad bipartisan support.'

The RIAA hired Bainwol because he is a veteran Republican political operative and has access to top Republican leadership. Even before congressional elections, the decision looks like a good one.

The Dec. 16 announcement by Sen. John B. Breaux, D-La., that he will not run for re-election furthers the chances of Republican gains in the Senate, already controlled by the GOP. Breaux is the fifth Democratic senator to announce his retirement this year.

Of the five, Breaux and Ernest Hollings of North Carolina are members of the Commerce Committee. John R. Edwards of North Carolina sits on the Judiciary Committee. Both panels oversee indus-

Artists groups say their agenda for next year will include pressing Congress to continue with stillpending bills probing pay-for-play, payola and the bullying tactics that media giants like Clear Channel Communications allegedly employ with artists.

"If there is one issue that is becoming increasingly important to recording artists, it is media consolidation," says Jay Rosenthal, Washington, D.C., counsel for the Recording Artists' Coalition.

Ann Chaitovitz, director of the American Federation of Television and Radio Artists' recording artists division, says, "We also want to work on negotiations with foreign performing-rights groups to allow payments of [overseas] royalties to U.S. recording artists." BMI senior VP of government relations Fred Cannon says he will continue to press for stronger anti-piracy tools.

"It's most important to make Congress aware that intellectual property piracy could ruin not just our industry but the fabric of our economic society," he says.

"Manufacturing's gone; service industries have moved to Asia. If intellectual property goes, we're cooked," Cannon says. "It's up to BMI and ASCAP, the [National Music Publishers' Assn.] and the Harry Fox Agency as well as the RIAA to fight this. The patent and trademark industries must also be prepared to do the same.'

### Gibson

Continued from page 8

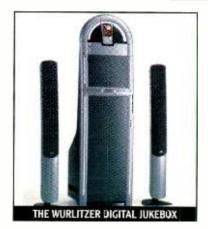
Gibson Guitar Corp. chairman/ CEO Henry Juszkiewicz says the Wurlitzer Digital Jukebox is a result of Gibson's longstanding interest and investment in technology.

Indeed, Gibson's digital guitar employs a Gibson Labs-developed Ethernet media delivery system called MaGIC (Media-Accelerated Global Information Carrier).

"What brought us into the consumer market was an outgrowth of that technology and the implication it has for the consumer in the home," Juszkiewicz says. "While this jukebox product does not initially have that technology, it will in future generations."

### TARGETING THE AFFLUENT

Pricing for the optional Wurlitzer Music Service has not been finalized, but it will be subscriptionbased at \$10 to \$25 per month. A



broadband Internet connection is required for the service.

'That's controversial, because virtually everyone else has accommodated modem," Juszkiewicz says. "To us, it's about the customer."

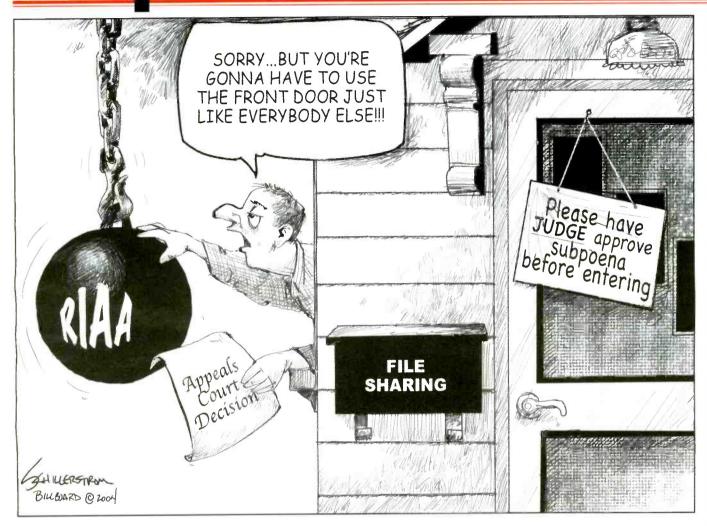
"Your No. 1 customer, particularly in a slightly more expensive consumer electronics item, is going to be an affluent individual. Dealing with modem access makes it a much more difficult and less simple experience," he notes.

Because there are currently 22 million households that have broadband, "we'll have a pretty rich market to draw from," Juszkiewicz points out.

Meanwhile, Carter underscores the "everyman" appeal of the product.

"We're going after Baby Boomers, Gen X'ers who are familiar with digital music and what it can do. We're trying to give them a package that is simple enough that anybody can use it and priced low enough that it can be available to them from regular big box-type retail channels," he says.

# Editorials / Commentary / Letters



# Congress Must Step Up

umpty Dumpty was way ahead of his time when he scolded Alice in Lewis Carroll's "Through the Looking Glass."

"When I use a word," he said, "it means just what I choose it to meanneither more nor less."

In effect, the irascible egghead was illustrating an eternal conundrum posed by the question: "What did he mean by that?'

More often than not, especially in highly contested disputes, both sides attempt to use the Humpty Dumpty rule to their advantage.

That's why we have courts of law. In its recent file-sharing ruling, the U.S. Court of Appeals in Washington, D.C., reminded us, once again, that Humpty Dumpty notwithstanding, words mean what they mean—nothing more, nothing less.

The court narrowly and literally interpreted the Digital Millennium Copyright Act in reaching its decision in the Verizon case, and it was right to do so.

But rest assured, the verdict was no great victory for illegal file sharers, nor was it a compelling setback for the

Recording Industry Assn. of America.

The court merely stated that the writers of the law did not anticipate the current state of affairs involving illegal file sharing. No matter how much sympathy one might have for copyright holdersand the court appeared to express a great deal of sympathy for them—laws should not be stretched to fit circumstances they do not address.

### Laws should not be stretched to fit circumstances they do not address.

In this case, technology simply outraced the law. When the act was written, Napster was the standard for file sharing, and the technology was based on storing files on a central server.

When the industry filed suit to shut down Napster, the case was a slam-dunk. But now, the software used by the most popular service, Kazaa, merely provides a means for file sharers to find each other on the Internet. They retain files on, and

swap them from, their own computers.

Of course, one could argue that Congress' intent was clear; the act was meant to prevent violations of copyright law on the Internet, which Kazaa aids and abets.

Still, the law is very specific in outlining the circumstances under which its subpoena power can be used. Now you know why finding loopholes is such a big business.

The blessing of the ruling is that it puts the ball back squarely where it belongs-in Congress.

The perennial problem with the pols on Capitol Hill is that they would rather follow than lead. And, invariably, they avoid hard choices like the plague.

But now, the ruling makes clear that there is no escaping what needs to be done. It's time for lawmakers to step up and resolve this issue with legislation.

The current state of affairs is intolerable. An industry is being ravaged, artists are being robbed of their creative endeavors—and thousands have lost their jobs. What's more, U.S. copyright law is fast becoming a joke.

The Internet isn't the Wild West. Property rights need to be respected.

Does something make you jump and shout? Write a letter to the Editor! Mail to Keith Girard, Editor-in-Chief, Billboard, 770 Broadway, 6th Floor, New York, N.Y., 10003, or e-mail to letters@billboard.com. Include name, title, address and phone number for verification. Letters should be concise and may be edited. Names can be withheld, if requested, at the discretion of the editor. All submissions published shall become the sole property of Billboard, which shall own the copyright in whole or part, for publication.



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Janet Jackson is the featured performer at the AOL Super Bowl XXXVIII Halftime Show

POP / ROCK / COUNTRY / R&B / HIP-HOP / LATIN / DANCE / TOURING

# Portnow Ready For Second Awards Show

**BY CHRIS MORRIS** 

LOS ANGELES—The usual panoply of nominated stars and a few new wrinkles are surfacing for the 46th Annual Grammy Awards.

On Feb. 8, the 2004 ceremony will return to the Staples Center in Los Angeles following a one-year sojourn at Radio City Music Hall in New York.

For the second year in a row, the Grammys will take place on a Sunday evening, rather than on a week night as they have in the past.

"Last year, Sunday was good on every possible level," says Neil Portnow, president of the National Academy of Recording Arts and Sciences, which presents the Grammys. "Of course, we look to our network partners at CBS in those situations for their guidance and input, because they're in the business of television 24-7.

"My take from them is that they're very pleased with us



being on a Sunday. I would expect it'll be good for us again this year, and I wouldn't see any reason in the immediate future that we would change that."

### 'GRAMMY MOMENTS'

Artists who will appear on the Pierre Cos-

sette-produced show are still being determined. But Portnow foresees a broadcast that will feature what he likes to call "Grammy moments."

He says, "That would be either the special segments that resonate in one way or another—based on something special that happened during the year or related to our nominations process—or special musical combinations that you won't see anywhere else, that only we have been able to do successfully. Examples [from 2003] are Coldplay with the New York Philharmonic or James Taylor with Vanessa Carlton and John Mayer or the Joe Strummer tribute."



Portnow does not believe that this year's heavy weighting of top nominees in the R&B and hip-hop categories will diminish the show's appeal to fans of music outside that genre.

"I actually think the nominations are pretty broad," he says. "I do think that you've got a stronger representation of R&B and hip-hop than you may have seen in the past, but if you look through the list, there's quite a bit of variety. I'm not feeling [that] we're challenged in terms of coming up with a balanced show."

Portnow—who made his first Grammy appearance as NARAS president at last year's awards show—is unsure whether he will appear onstage again this year. But he says it's a possibility, since NARAS is mounting a new consumerawareness campaign (see The Last Word, page 74).

This year, the pretelecast awards ceremony—an afternoon event previously held in the main awards-show venue, at which the majority of the Grammys are handed out—will be handled differently.

(Continued on page 13)

# For Artists, Grammys Have A Special Place

There are more award ceremonies honoring musicians than ever before, but the Grammy Awards are still considered the gold standard by

the music industry. As **Pink**, who is nominated for two statues this year, says, "It's the only awards show I get really nervous about."

Billboard talked to a number of artists up for awards at the Feb. 8 event at the Staples Center in Los Angeles. By Melinda Newman mnewman@billboard.com



EXTRA-SPECIAL

AWARDS: Past winner
Shania Twain admits the thrill doesn't wear off. Nominated for five awards this year, she says that the Grammys "are kind of special. We just all grow up watching the Grammys and hope one day to get one, so to have more than one already and to still be nominated is an honor."

While she'll happily accept any Grammy, she does hold the ones awarded for songwriting especially dear. "Those mean the most, because that's the heart of my artistry, if you will. The performance side of things is a bit of a show in a sense. Somehow, it's just not as deep as songwriting. It comes from a different place."

GIVE IT UP FOR DAD: Both Amy Lee of Evanescence and No 2002 trophy that No Doubt won for best vocal performance by a duo or

Doubt's Tony Kanal say their

Grammy Awards plans.

fathers figure prominently in their

Kanal's father already has the

group with vocals.

"Winning was such a big deal, because since I was a little kid, since I was 15 and started playing bass, my dad said, 'You're going to win a Grammy,' "Kanal recalls. "I

was like, 'Dad. come on. I don't want a Grammy. I want to be cool,' and all that stuff.

"Then when we won, it was the biggest thing for me, and I gave it to my dad, and he has it in his office. Now I really think Grammys are cool. I'll take as many as they'll give me."

And if he wins this year? "I'll give it to my dad," Kanal says, before a little more reflection. "Actually, maybe I'll keep that one in my house. Then I'll (Continued on page 14)

# CENTURY WEST BLV W UNIVERSAL CITY 4245 Lankershim Universal City www.centurywestbmw.com E-mail: Info@centurywestbmw.com E-mail: Info@centurywestbmw.com E-mail: Info@centurywestbmw.com E-mail: Info@centurywestbmw.com Certified Pre-Owned For Start Start

# Music —

# Sting's Good Works **Earn NARAS Honor**

### Elton John, Others Will Pay Tribute At Gala Fundraiser

### BY MELINDA NEWMAN

LOS ANGELES—Tony Bennett, Elvis Costello, Elton John and Dave Matthews are among the artists who will pay tribute to Sting when the National Academy of Recording Arts and Sciences honors him Feb. 6 as the MusiCares 2004 Person of the Year.

The gala will be held at Sony Pictures Studios in Culver City, Calif.

Other acts paying tribute will include Charles Aznavour, Black Eyed Peas, Dido, Diana Krall, k.d. lang, John Mayer, Rufus Wainwright and Wynonna. Each artist will sing either a Police or Sting tune.

Money raised from the evening goes to the Musi-Cares financial assistance program, which aids people in the music industry financially and medically. Past events have raised more than \$1 million.

Previous honorees include John, Bennett, Bono, Billy Joel, Paul Simon, Bonnie Raitt, Quincy Jones, Phil Collins and Stevie Wonder.

"With the Person of the Year, we've got a fortunate history of some phenomenal honorees," NARAS president Neil Portnow says. At last year's dinner, "we honored Bono, and it was one of those incredible nights. I said. 'Great. What are we going to do next year to top this?' We felt that, for the benefit of MusiCares, [we should] seek out an individual of great stature, of great respect, but also someone who filled the bill—someone who's not only a great artist but also humanitarian and philanthropic.

"As you begin to look at the artist community for that, some folks just stand out." Portnow continues. "Sting certainly did, and we've had him on our radar for a few years. We always thought he would be a great honoree, and this was the right time for all of us to do this, and he graciously accepted. We're absolutely thrilled.'

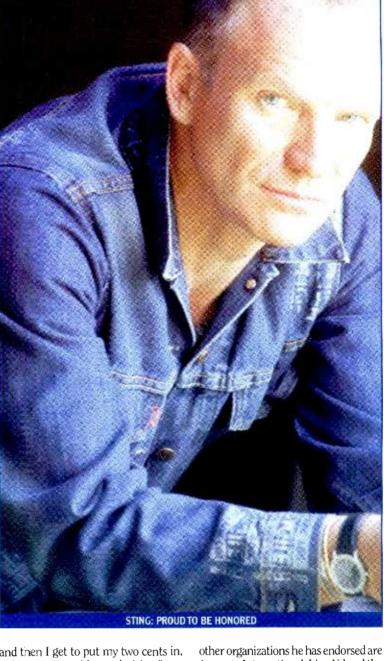
For Sting-who was recently honored with the Billboard Century Award-lending his name to the cause was an easy decision.

"MusiCares looks after musicians who are less fortunate

than people like myself: people who are on hard times who have given their services to the industry and have fallen foul of circumstances, people on the street or with drug problems or whatever, Sting says. "You call MusiCares up and they say, 'Well, what do you

need? Your rent paid? Your rehabilitation program?' I think it's important

Ultimately, between the board's suggestions and the staff's considerations.



and his wife, Trudie Styler, co-founded the Rainforest Foundation. Among the

Additional reporting by Chris Morris in Los Angeles.

### work. So I'm the figurehead this year, and I'm very proud to do that.' The MusiCares board of directors, key staff and senior NARAS management select the annual honoree. "It's pretty much internal and staffand then I get to put my two cents in, we've come up with our decision." Amnesty International, Live Aid and the driven," Portnow says. "MusiCares has Juvenile Diabetes' Carousel of Hope. its own board of directors, separate and In addition to MusiCares, Sting has a independent of the Recording Academy. long history of supporting causes. He

# **Grammys Great For Radio Promotion**

**BY MARC SCHIFFMAN** 

Packaging a promotion around the Grammys is gold for a radio station.

It's especially effective for top 40 stations, since the format plays many of the major nominees, Infinity VP of programming Jon Zellner says.

Zellner's KMXV Kansas City, Mo., will be knee-deep in Grammy coverage. The morning show will broadcast live from the event in Los Angeles, Contest winners will also make the trip, allowing Zellner's station to promote a one-of-a-kind opportunity.

"You can't buy these tickets anywhere," Zellner says. "It's



Adding to the value of the promotion, Zellner gets sound bites from nominated artists telling

listeners to phone in to win the trip. They are used as production elements on the air.

"We have the nominees do the soliciting themselves," Zellner says. "Any time radio associates itself with superstars. we're doing a good job of selling the music message.

Zellner admits that he has had his qualms with the event in the past. "Up until last year, I'd lost faith. The Grammys were becoming less and less mass appeal in recent years . . . Last year with Simon & Garfunkel opening and [the other performers], it was a very mass-appeal show.

Not all programmers are convinced of the value in the Grammys. "I"ve found that there is not the allure as in years past," says Kelli Cluque, operations manager of rock KCXX (X103.9) Riverside, Calif.

Cluque believes that between all the awards shows as well as other entertainment choices, "it's hard for a mass of people to be excited about the same thing.'

Dave McKay, PD of top 40 WPST Trenton, N.J., adds, "I'm not sure that the audience sees the Grammys as that much better than any of the

While McKay does not rule out a Grammy giveaway for his station this year, he says the MTV Video Music Awards is a much bigger event, given the artists his station plays.

## **Grammys' Event** Week

BY MARGO WHITMIRE

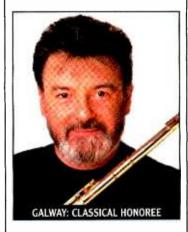
LOS ANGELES—As the Feb. 8 Grammy Awards ceremony draws near, the National Academy of Recording Arts and Sciences plans to celebrate the musical community here with a weeklong array of events.

While past years have featured events throughout the month of February, this year NARAS contracted the activities to seven days.

'[We] decided to take a more direct role in designing and hosting programs surrounding the Grammy Awards," NARAS president Neil Portnow says.

Featuring concerts, workshops and educational seminars, Grammy Week pays tribute to different musical genres, tackles entertainment law issues and honors artistic contributions.

The following is a complete list of Grammy Week events. All activities will be held in the Los Angeles area. Events open to the public have the location listed. All other events are by invitation only.



- The Gibson/Baldwin Grammy High School Jazz Ensembles will perform Feb. 3 with special guest Kurt Elling at the Catalina Bar & Grill on Sunset Boulevard. The event is open to
- A Salute to the Art of the Grammys will honor 3-D artist Charles Fazzino's contributions to this year's awards Feb. 3.
- Jazz artists Clark Terry and Gerald Wilson will perform live Feb. 4 in tribute to the American music form at the Salute to Jazz.
- Irish flutist Sir James Galway is to be honored Feb. 5 at the Salute to Classical Music.

(Continued on page 14)



# **BMG Takes Its Turn As Grammy Disc Distributor**

### **BY MARGO WHITMIRE**

LOS ANGELES—Ranging from the infectious buoyancy of hiphop duo OutKast to the heartfelt rock of Warren Zevon, the National Academy of Recording Arts and Sciences presents an eclectic array of nominated artists on its annual Grammy Awards CD compilation.

With what NARAS president Neil Portnow calls "one of the most complicated contracts in the industry," the organization rotates distribution of the project each year among the five majors. This year's disc will be out Jan. 20.

BMG Strategic Marketing Group takes its turn this year, and executive VP Joe DiMuro says the group is "thrilled to be joining forces with the Recording Academy to bring together the best music of the year."

He adds that "every music fan can find something to like about this collection, with the amazing range of artists and songs."

BMG International will handle distribution outside the U.S.

The 21-track set features songs by multiple nominees Beyoncé, Jay-Z, Missy Elliott, Evanescence, Justin Timberlake, Eminem and Luther Vandross, among many others.

Portnow explains that because the process of licensing the

tracks cannot begin until after the nominations are announced, it is always a challenge to bring the compilation to the market prior to the Grammy telecast.

"We typically begin with the album, record and song of the year and best new artist categories and add other categories and repertoire as we feel is creatively and musically appropriate," he says.

During the late '90s, NARAS released genre-specific compilations but returned to the single-compilation format in 2002.

The top-seller remains its 2000 collection, with 866,000 units sold, according to Nielsen SoundScan. Last year's compilation beat out its 2002 predecessor with total sales of 552,000 units, according to Nielsen SoundScan.

"We had one of the best years we've had in a long time, especially given the climate, sales being what they are," Portnow says of the new CD. "Part of this has to do with, in any given year, what the nominations are like and what you're given to work with. We obviously have no control over that—our voters tell us who they need to be.'

As with past compilations, the 2004 edition will deliver a portion of the proceeds to NARAS' MusiCares and the Grammy Foundation.

Portnow is optimistic of this year's project, saying, "This is going to be a very solid record that has a lot of depth, a lot of variety and a lot of appeal to a pretty broad base of music consumers.'



# **+Latin Grammys Grow In Stature**

### But Mainstream Show Maintains Importance

'The American

Grammys are

definitely important—

even if we're a

small part of it.'

—TONY MORENO, MP RECORDS

### **BY LEILA COBO**

When members of the National Academy of Recording Arts and Sciences received the list of titles to be considered for the first round of voting for the Grammy Awards, they might have been surprised by the blending of the salsa and merengue categories into one. That happened because there were too few entries in the merengue category.

Noticeably absent were submissions from Miami-based label J&N, which specializes in merengue, bachata and other tropical music.

entries was an oversight because of confusion from label staff, which had sent titles to the Latin Grammys for consideration just a few months before.

While J&N says it will again submit its product next year, its absence this time around underscores the Latin Grammys' growing importance, even in the face of the venerability and awe generated by its older, more established cousin.

"There's definitely a change from

three years ago," says Tony Moreno, president of indie MP But I don't think it has taken away from the mainstream Records, referring to when the Latin Grammys were first Grammys.' staged. "However, the American [mainstream] Grammys are definitely important—even if we're a small part of it.'

When the Latin Grammys debuted in 2000, many were openly skeptical about their future. The Latin Grammys, some said, would merely be a poor relation to the "real" Grammys, and winning one would never be as prestigious as receiving a mainstream Grammy.

But, especially in the past two years, Latin labels are attributing increasing importance to the Latin Grammys, an awards show that grants their artists assured visibility.

This year, there were fewer entries for some of the Latin categories for the mainstream Grammys than there were for parallel categories in the Latin Grammys. The difference was palpable, even taking into account that the Latin Grammys are open to product released not only in the U.S. but also in any Latin territory.

"They are two different things," Moreno acknowledges.

"It's important that we be considered for the Grammys, but up to a certain point, what's Latin is Latin. Labels register more product for the Latin awards than the American awards, and they pay more attention."

A primary reason for this is exposure.

Having more than one Latin act perform on the mainstream Grammy Awards is rare, as is the on-air presentation of one of the Latin awards. And performances, more than nominations or even wins, are usually what generate sales.

At press time, performers and presenters had not yet J&N president Juan Hidalgo explains that the lack of been announced for the 2004 Grammy ceremony, so it

> is unknown whether a Latin act will be performing.

Conversely, the Latin Grammys are seen by fewer people—but they do air in prime time, and their entire focus is Latin acts and performances.

"More than anything, it's the pure mass," one executive says. "How much of an opportunity is there for Latin music in the Grammys and how much in the Latin Grammys? It's completely natural that interest be stronger for the Latin Grammys.

### **NOMS CREATE A BUZZ**

Indeed, the Grammy nominations generated a pubicity blitz from all Latin-nominated labels and artists.

For up-and-coming acts in particular, a Grammy nomination automatically gives credibility and sales potential to an album that might have otherwise gone unnoticed by the mainstream.

"One of the most important things for an artist in winning any kind of nomination [for the Grammys or Latin Grammys] is to use it on the press release," says Marya Meyer, VP of Latin corporate and external affairs for the Latin Academy of Recording Arts and Sciences. "Getting a Latin Grammy nomination or a Grammy nomination is something you carry around the rest of your life."

And getting a Grammy can be a powerful tool. Take (Continued on page 14) **Awards Show** 

Continued from page 11

"We are producing and mounting the pretelecast awards at the L.A. Convention Center, right next to the Staples Center," Portnow says. "It'll be a little bit earlier than it has been. We'll have a cocktail reception, and we're going to build a separate stage and try to create a little bit more of an event out of that part of the process than we have in the past.

'We really believe that people who win those Grammys are just as important as people who are on the actual telecast. We want to show that respect and build this into more of a franchise. Eventually, who knows? This may have some television viability on its own in the future."

For now, Portnow says the show will probably continue to alternate between New York and Los Angeles.

Portnow says, "When you think of two very critical factors-A, our membership and where they're located, and B, our industry partners and where they're located—between the East Coast and the West Coast you have the most fair access to the greatest number of people in both those communities. At some point, we always want to be sure people have the convenience of location.

"Beyond that," he continues, "it gets down to business issues and considerations. Both New York and L.A. are always very aggressive with us from a business standpoint. It means tens of millions of dollars in revenue. We listen very objectively and openly to proposals and ideas that come in and ultimately make a decision."

However, Portnow does not discount moving the awards to another locale in the future.

"I don't think we're officially locked into any formula here," he says.

## Grammy Ratings Share

Nielsen Media Research has monitored the Grammy Awards telecast since 1974. Following are some Grammy ratings milestones.

The highest-rated show, in terms of ratings and share, was the 1974 telecast, which garnered a 30.3 rating/52 share. Nielsen does not have the number of viewers available for that telecast, but the show was seen in 20 million U.S. households. Stevie Wonder and Roberta Flack were among the big winners that year.

The 1984 telecast registers as the most-watched ceremony. According to Nielsen, 52 million viewers tuned in to see Michael Jackson be the top winner that year.

The lowest-rated Grammy Awards was the 1995 show, which received an 11.8 rating/19 share, or 17 million U.S. viewers. The big winners that year included Sheryl Crow, Bruce Springsteen and Tony Bennett.

The highest-rated Granimy show of the 1990s was the 1993 telecast, which got a 19.9 rating/31 share, or 30 million U.S. viewers. Eric Clapton reigned that year.

So far, the highest-rated Grammy show of the new century is the 2000 telecast, which scored a 17.3 rating/27 share, or 28 million viewers. The big winner was Santana.

CARLA HAY

# Crabb Clan Relishes Grammy Nod The Beat

In the life of every act, there are those landmark moments that define a career. The Crabb Family enjoyed more than its share of those in 2003.

Who could forget its performance at last spring's Gospel Music Assn. Dove Awards? When the five siblings took the stage to deliver a scorching rendition of "Through the Fire," electricity swept the venue. They won more fans at the Christian music community's annual gathering in Estes Park, Colo., in August, and they became favorites at the Grand Ole Opry.

2004 looks to be another good year, as the group is nominated for a Grammy Award in the best Southern, country or bluegrass gospel album category for "The Walk." Jason Crabb remembers telling a friend it would be wonderful to someday be nominated, then he got on the bus to head to the next gig and heard the good news.

"I just sat there numb for about 30 minutes. I couldn't believe it," the soulful 26year-old vocalist says. "I'd never dreamed in a million years for this."

Kelly, who performs along with brothers Adam, Jason and Aaron (sister Terah left the group last summer to spend more time with her husband) says, "I'm just still in shock. It's beyond my wildest dreams."

'The Walk,' on Daywind Records, marked a new era for the Crabb

Family as parents Gerald and Kathy handed the reins to their offspring.

"They worked so hard for 11 years straight. They were just ready for some time at

home," Kelly says of her parents, who still manage the group. "Dad wanted to concentrate on his songwriting, and my dad is an evangelist as well. There was more opportunity for him to do that. And I think they finally felt like we were old and mature

enough to handle it.

Powered by Gerald's great songs and the siblings' incredible vocals, "The Walk" was embraced by not only the Crabb Family's Southern gospel base but also a broader audience.







"They began in the Southern market, and that core fan base is extremely important to them," Daywind director of marketing Susan Puckett says. "But if you listen to their music, even from the beginning, it's Crabb music. Some of their songs have black gospel leanings, the ballads are inspo [inspirational] and a few are AC. They do bluegrass, country and Southern [gospel]. It's all over the place but easilv identifiable as Crabb music.'

A new, live Crabb album arrives Feb. 10. A studio set will follow in June and will feature new songs from Gerald and a special live recording with the Brooklyn Tabernacle Choir.

"We want it to go to all genres of music," Jason says. "I really don't know what God has in store for us. Wherever he wants us, that's where we want to go."

Continued from page 11

have one, and he'll have one."

Lee is still reeling from her group's five nominations, which include the coveted album of the year and best new artist slots. Should she leave the Staples Center with a Grammy in tow, she says, "I'll send it to my dad for sure. My dad is a musician; he's living vicariously through me. I let him do all the fun stuff like collect the awards.

WHERE DO YOU KEEP YOURS? Give Audioslave's Tom Morello credit for being multidimensional. This year Audioslave is nominated for two Grammy Awards. While they are the band's first nods, Morello has a pair of trophies from his days in Rage Against the Machine.

So where are those statues? "Mine are in a trophy case between some of Secretariat's hair from his mane and a tooth from a prehistoric shark.

"I was excited by the nomination," he says. "When I was a kid, the bands I liked the most never really got nominated for Grammys. [But] the Grammys have come a long way, and now many of the CDs that have been nominated are ones that I'm proud to have in my iPod."

**REALLY, JUST TO BE NOMINATED** ... With a number of Grammy

light of 2003. But Clarkson admits that she's a dark horse. "To be perfectly honest, I don't expect to win," she says. "It would be really cool if I did, but I'm up against a lot of great artists. I'm happy to be there. If I win, that will be cool, and you're going to see a big old

freak onstage, because I'm going to

flip out if I win."

Awards already in his possession for Nirvana and Foo Fighters, Dave Grohl can afford to be gra-

cious about being happy just to have again made the prestigious

"It doesn't really even matter that

you win. It's just the fact that you've

been nominated," he says. "I've got

enough of these things. Spread the

love. Winning is great, but it's just

to the parties afterward. It's really

about being recognized that we

worked hard on this thing."

being there. I fly my family in, we go

Newcomer Kelly Clarkson agrees

that the nomination is enough and

calls her nod in the best female pop

vocal performance category the high-

short-list of nominees.

SETYOUR TIMER: Should Black Eved Peas win any of the three awards they are up for, don't expect will.i.am to stop his speech when his time is up.

'I was thinking, 'Dang, we've been doing this ever since 1992. If we win one, we got a lot of people to thank who are responsible for us being here," he says. "If we win, we're putting them up on eBay we can get a lot."

# **Legacy Plays Role In New Sets**

Legacy will be more reality than theme in gospel with this year's crop of new releases. The debuts of such artists as Kierra Sheard and Tye Tribbett are highly anticipated, and their building buzz will likely help them explode on the charts.

EMI Gospel is banking on the spring debut of Sheard, the 16year-old daughter of Karen Clark-Sheard and an heir to one of the biggest dynasties in gospel, the famed Clark Sisters. Sony is backing Tribbett, the son of gospelradio power player Neicy Tribbett.

With such artists, there is little need for perfect timing, as in the case of last year's up-and-coming gospel group Rizen. Instead, the industry will be watching, and



from early indications, it won't be disappointed.

Others sure to strike a chord include R.J. Helton, an "American Idol" runnerup who had a strong following before he was signed; Bishop Eddie Long, the

latest acclaimed pastor to throw his hat into the gospel ring; and newstyled choir New Direction, which backed Shirley Caesar on her 2003 entry, "Shirley Caesar and Friends."

All will be hoping for the kind of success that fueled Smokie Norful's rise to the gospel forefront in 2003. But 2004 is also sure to be dominated by gospel's growing list of heavy hitters-Yolanda Adams, Donnie McClurkin, Kirk Franklin, BeBe Winans, CeCe Winans, Kurt Carr, Melvin Williams, Tramaine Hawkins, Vickie Winans, Bobby Jones, Fred Hammond and Richard Smallwood—all of whom have new releases due this year. Even R&B legend Smokey Robinson is releasing his first gospel set, due in March from Liquid 8 Records





The short-list of what you can expect kicks off with the Jan. 27 bow of "WOW Gospel 2004," the genre's most successful compilation. The seventh and current installment of the series includes titles from Norful, Donald Lawrence & the Tri-City Singers, the Blind Boys of Alabama and Deitrick Haddon as well as gospel mainstays Bishop T.D. Jakes, CeCe Winans, Harvey Watkins Jr., Hammond and McClurkin.

Also on tap is the long-awaited sophomore release from Kim Burrell, due from Shanachie Records; the sophomore set of Michelle Williams (Jan. 13); Ramiyah's self-titled debut (Jan. 6): and the late-January release of Dream, from BeBe Winans' new label, the Movement Group.

### **Events**

Continued from page 12

- Featuring live performances and surprise guests, Soul to Soul: A Grammy Salute to Musical Masters will unveil the restored original 1971 music documentary "Soul to Soul" Feb. 5.
- The Gibson/Baldwin Grammy High School Jazz Ensembles will perform Feb. 5 at the Knitting Factory in Hollywood. The event is open to the public.
- On Feb. 6, Southern California high-school students will get an inside look at various music careers from top music professionals with the University of Southern California Thornton School of Music-sponsored Grammy in the Schools.
- Sony Music chairman/CEO Andrew Lack will keynote the Feb. 6 Entertainment Law Initiative, which will examine the relationship between the legal profession and the recording community.
- The MusiCares 2004 Person of the Year Celebration Gala will honor Sting Feb. 6 for his artistic and social contributions to the musical

community (see story, page 16).

- The Gibson/Baldwin Grammy High School Jazz Ensembles will perform Feb. 7 with Eric Marienthal and Mindi Abair aboard the Endless Dreams Yacht at the Rainbow Harbor in Long Beach.
- The 46th Annual Grammy Nominee Reception will toast the nominees Feb. 7.

Continued from page 13

Miami-based Bacilos, which last year was the surprise winner of the Grammy for best Latin pop album with "Caraluna" (Warner). The win and ensuing publicity boosted the group's sales in the U.S. and increased its standing abroad, especially in Mexico, according to the label.

Gabriella Martínez, VP of marketing for Warner Music for the Latin region, says both awards are equally important, noting, "We put the same emphasis and same resources in promoting our nominees for the Grammys and Latin Grammys.'

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# **Verizon Ruling Misses Forest For Trees, Industry Says**

The new year has barely begun, and record companies already have their backs up, thanks to a stunning new court decision.

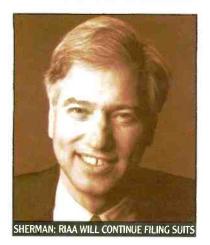
Using a razor-sharp interpretation of the Digital Millennium Copyright Act (DMCA), the U.S. Court of Appeals for the D.C. Circuit on Dec. 19 dismissed the recording industry's subpoenas for file-sharers' identities.

The case, Recording Industry Assn. of America vs. Verizon, is now being hailed as a victory for privacy rights.

With the latest ruling, the appellate court reversed two orders of the D.C. federal district court that had directed Verizon to identify a file sharer who was allegedly infringing copyrights on 800 songs.

The RIAA filed 3,000 subpoenas in Washington, D.C., as a prelude to lawsuits against 382 individual users. The appeals court has ruled that those subpoenas are not authorized by the DMCA.

"Internet users are the winners in



the Verizon case," says **Wendy Seltzer**, an attorney with Electronic Frontier Foundation (EFF).

"The effect of the decision is that we do not lose our privacy simply by connecting to the Internet. The ruling stops the record labels from taking our free speech rights as collateral damage in the campaign against the American music fan," Seltzer adds.

The EFF filed an amicus brief supporting Verizon on behalf of 45 consumer, privacy and Internet industry groups

But the ruling has some legal experts baffled.

"Although the court was certainly justified in performing a highly technical analysis of the statute, its result seems to miss the forest for the trees," says **Jay Handlin**, a partner with Howrey Simon Arnold & White in Los Angeles.

According to Section 512(h) of the DMCA, a copyright owner may "request the clerk of any United States district court to issue a subpoena to [an Internet service provider] for identification of an alleged infringer."

To get the subpoena, the copyright owner must include with the

request a notification identifying the copyrighted works alleged to be infringed.

The notification of the infringement must include six categories of information. One is the "identifica-

tion of the material that is claimed to be infringing... and that is to be removed... and information reasonably sufficient to permit the service provider to locate the material."

Verizon argued that with peer-topeer file sharing, there is no material for the ISP to locate or remove.

Therefore, by definition, a copyright owner seeking a subpoena to identify a P2P file sharer cannot satisfy the statutory requirements because they cannot provide that category of information.

The appeals court agreed with the literal interpretation of the statute and concluded that the DMCA does not authorize such subpoenas.

In response, the RIAA has vowed it will continue to pursue individual copyright infringers.

"This is a disappointing procedural decision, but it only changes the process by which we will file lawsuits against online infringers," RIAA president **Cary Sherman** said in a statement.

"This decision in no way changes our right to sue or the fact that those who upload or download copyrighted music without authorization are engaging in illegal activity. We can and will continue to file copyright infringement lawsuits against illegal file sharers," Sherman stressed.

A major shift is that the RIAA can no longer notify illegal file sharers before filing lawsuits against them to offer them the opportunity to settle outside of litigation.

The RIAA will now have to file "John Doe" lawsuits based on e-mail addresses of suspected infringers, a tedious process that requires significant judicial oversight.





Critics contend the appeals court never confronts a simple question.

"Why isn't the notification of infringement sufficient if, in response to the request for identification of material 'to be removed or access to which is to be disabled,' the copyright owner simply answers 'None?' " Handlin asks.

After all, the purpose of the subpoena provision is to enable copyright owners to identify and pursue legal remedies against infringers.

Let's assume a case where an ISP did have infringing material stored on one of its servers.

If for some reason a copyright owner wanted to obtain the infringer's identity but did not want to ask the ISP to delete the offending files, surely that choice would be up to the copyright owner.

The fact that a copyright owner chose not to ask the ISP to delete files should not negate the owner's ability to subpoena information that they will use to pursue the infringer, Handlin reasons.

The point of Section 512(h) is to let copyright owners discover the information they need to pursue and prosecute infringers.

Members of the record industry are asking why should that purpose be thwarted just because they do not—or, in the case of P2P file sharing, cannot—tell the ISP to delete anything?

Good question.



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# Indies: Survival Of The Fittest

There may well be some truth to the old adage "what doesn't kill you will make you stronger," at least as far as independent promoters are concerned.

After the independent promoter ranks were thinned and turned

upside down in the wake of industry consolidation, surviving indies actually fared pretty well in 2003, with most reporting increases in business over the previous year.

"There are not many of us [independents] left, and I can tell you the last few years have been very difficult," says Fred

Frank, who with his brother Larry, operates Frank Productions out of Madison, Wis. "Due to some relationships and very hard work, we've been able to make it through some tough times, and every day is getting better and better for us."

Frank says he is finding artists, agents and managers, after a few years of chasing the money, now more receptive to offers from independents. Dates on **Metallica's**Summer Sanitarium stadium tour and **Shania Twain** helped boost
Frank Productions into the top 25 promoters of 2003, according to Billboard Boxscore.

"A number of agents and managers seem to want to get back to grass-roots promotion and not leaving any rock unturned, and that's what we do best," Frank says. "We are having incredible success, and we're building on that, I guarantee it."

Likewise, Chicago-based independent Jam Productions turned in a very successful year in 2003, citing "more and better shows," according to co-president **Jerry Mickelson**.

"We had higher-grossing shows and more attendance," says Mickelson, adding that more artists seemed to be open to promoting dates on a market-by-market basis as opposed to going with one promoter coast to coast. "Basically, there were more acts that did not sell their [entire] tours to national promoters."

Mickelson names a slew of acts with which Jam did well in 2003. They include David Gray, the Pretenders, Bon Jovi, Disturbed, Def Leppard, Annie Lennox, Elton John/Billy Joel, Dave Matthews Band, Tim McGraw, Dixie Chicks, Avril Lavigne, Pearl Jam, Red Hot Chili Peppers, Matchbox Twenty, Jack Johnson/Ben Harper, Coldplay, Tom Petty, the White Stripes, Foo Fighters, John Mayer, the Dead, Bruce Springsteen, Hall & Oates with Kenny Loggins, Steely Dan, Good Charlotte, Eagles, Twain,

Simon & Garfunkel and Amy Grant and Vince Gill.

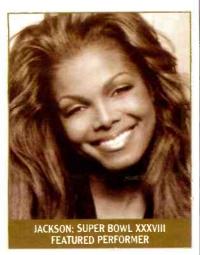
"I think more people are realizing that they'll sell more tickets and make more money with local or regional promoters as opposed to a national tour promoter," Mickelson





says. "At least that's what I've been told. Acts can do better with those of us that are really promoters and live and die by how well our shows do."

MISS JACKSON TO TOUR? R&B queen Janet Jackson will be the featured performer during the AOL Super Bowl XXXVIII Halftime Show, produced by MTV. Super Bowl XXXVIII will be held Feb. 1 at



**Reliant Stadium** in Houston and will air on CBS.

Now we can't help but observe that there has been a trend of acts that play the Super Bowl and then embark on major tours in the following months, including such artists as **Paul McCartney** and **Tina Turner**. If Jackson does tour, the prospects for success are very good: Her last time out, in 2001, she grossed \$41 million.

CBS and MTV are owned by Viacom. This marks the second time MTV will produce a Super Bowl Halftime Show for the NFL; MTV produced the show for Super Bowl XXXV in 2001 when the Baltimore Ravens beat the New York Giants. That show featured Aerosmith and 'N Sync, along with special guests Britney Spears, Nelly and Mary J. Blige.

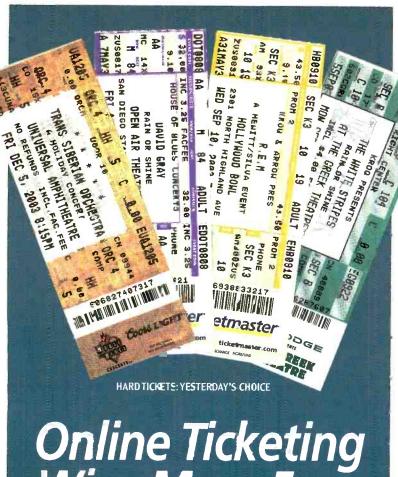
NUARY 10 Billboo		NCERI	GRES	SES
kRTIST(S)	VENUE/ DATE	GROSS/ TICKET PRICE(S)	ATTENDANCE/ CAPACITY	PROMOTER
IMON & GARFUNKEL, THE EVERLY BROTHERS	Staples Center, Los Angeles Nov. 17-18	<b>\$3,786,055</b> \$250/\$55	30,952 two sellouts	Nederlander Organization, AEG Live
IMON & GARFUNKEL, HE EVERLY BROTHERS	MCI Center, Washington, D.C. Dec. 14-15	<b>\$3,663,140</b> \$228/\$128/\$83/\$53	32,773 two sellouts	I.M.P.
IMON & GARFUNKEL, HE EVERLY BROTHERS	Arrowhead Pond, Anaheim, Calif. Nov. 19, 23	<b>\$2,963,420</b> \$250/\$55	23,081 26,325 two shows one sellout	Nederlander Organization
HANIA TWAIN, EMERSON DRIVE	Pacific Coliseum, Vancouver Dec. 7-8	\$2,350,228 (\$3,065,181 Canadian) \$88.18/\$68.62/\$49.46	33,396 two sellouts	House of Blues Canada
DAVID BOWIE, DANDY WARHOLS	National Exhibition Centre, Birmingham, England Nov. 19-20	\$1,759,705 (£1,033,540) \$78.32/\$61.29	23,604 two sellouts	Clear Channel Entertainment, Solo
DAVID BOWIE, DANDY WARHOLS	Wembley Arena, London Nov. 25-26	\$1.717.549 (£1,012,885) \$78/\$30.52	23,048 two sellouts	Clear Channel Entertainment, Solo
NIGHT OF THE PROMS: TOTO, EN VOGUE, HUEY LEWIS, GALILEO, JOHN MILES BAND, IL NOVECENTO ORCHESTRA	Olympiahalle, Munich Dec. 11-14	\$1,629,680 (£1,333,835) \$61.09/\$54.98/\$45.21/\$28.10	<b>35,291</b> 37,868 four shows	PSE Germany
SIMON & GARFUNKEL, THE EVERLY BROTHERS	Atlantic City Boardwalk Hall, Atlantic City, N.J. Nov. 28	<b>\$1,570.780</b> \$225/\$125/\$85/\$50	<b>12,726</b> sellout	Park Place Entertainment, Concerts West
BETTE MIDLER	United Center, Chicago Dec. 10	<b>\$1,221,306</b> \$200/\$39.50	<b>11,648</b> 13,927	Clear Channel Entertainment
SHANIA TWAIN, EMERSON DRIVE	Pengrowth Saddledome, Calgary, Alberta Dec. 4	\$1.204.909 (\$1,565,427 Canadian) \$88.52/\$68.89/\$49.65	<b>16,869</b> sellout	House of Blues Canada
DAVID BOWIE, DANDY WARHOLS	The Point, Dublin Nov. 22-23	\$1,142,076 (£958,278) \$72.70/\$66.74	17,000 two sellouts	Clear Channel Entertainment, MCD
SHANIA TWAIN, EMERSON DRIVE	Rexall Place, Edmonton, Alberta Dec. 5	\$1,139,349 (\$1,494,719 Canadian) \$87,85/\$68,41/\$49,36	<b>16,375</b> sellout	House of Blues Canada
NIGHT OF THE PROMS: TOTO, EN VOGUE, HUEY LEWIS, GALILEO, JOHN MILES BAND, IL NOVECENTO ORCHESTRA	Köln Arena, Köln, Germany Dec. 20-21	\$1,135,890 (£917,372) \$61.91/\$52/\$39.62/\$28.48	23.807 24,500 two shows	PSE Germany
DAVID BOWIE, MACY GRAY	Madison Square Garden, New York Dec. 15	<b>\$1,108,711</b> \$126/\$46.50	13,752 sellout	Clear Channel Entertainment
DAVID BOWIE, DANDY WARHOLS	Manchester Evening News Arena, Manchester, England Nov. 17	\$1,094,747 (£648,470) \$77.66/\$60.78	14,827 sellout	Clear Channel Entertainment, Solo
SHANIA TWAIN, EMERSON DRIVE	Arrowhead Pond, Anaheim, Calif. Dec. 16	<b>\$948,985</b> \$80/\$35	<b>15,279</b> sellout	Nederlander Organization, Clear Channel Entertainment
NIGHT OF THE PROMS: TOTO, EN VOGUE, HUEY LEWIS, GALILEO, JOHN MILES BAND, IL NOVECENTO ORCHESTRA	Westfalenhalle, Dortmund, Germany Dec. 18-19	\$923.767 (6744,613) \$62.03/\$49.62/\$39.70/\$28.53	<b>18,549</b> 20,100 two shows	PSE Germany
SHANIA TWAIN, EMERSON DRIVE	Rose Garden, Portland, Ore. Dec. 11	\$882,455 \$80/\$65/\$45/\$20	<b>14,091</b> 16,697	House of Blues Concer
AEROSMITH & KISS	Freedom Hall Coliseum, Louisville, Ky. Dec. 8	<b>\$831,294</b> \$115/\$55	<b>10,950</b> 14,036	Clear Channel Entertainment
IRON MAIDEN	Earls Court, London Dec. 10	\$814,274 (£466,125) \$48.04	<b>16,950</b> 17,023	Clear Channel Entertainment-U.K.
NIGHT OF THE PROMS: TOTO, EN VOGUE, HUEY LEWIS, GALILEO, JOHN MILES BAND, IL NOVECENTO ORCHESTRA	Color Line Arena, Hamburg Dec. 4-5	\$809,725 (£668,255) \$60.59/\$54.53/\$44.83/\$38.77	<b>16,213</b> 20,632 two shows	PSE Germany
ELTON JOHN	The Arena at Gwinnett Center, Duluth, Ga. Nov. 19	<b>\$787.583</b> \$71.50/\$61.50	12,321 sellout	House of Blues Concer
DAVID BOWIE, DANDY WARHOLS	Scottish Exhibition & Conference Centre, Glasgow, Scotland Nov. 28	\$768,886 (£448,618) \$78.84/\$61.70	10,103 sellout	Clear Channel Entertainment. Solo
DAVID BOWIE, DANDY WARHOLS	Halle Tony Garnier, Lyon, France Nov. 15	\$753,371 (£639,317) \$58.92/\$41.24	17,000 sellout	Clear Channel Entertainment, Canal Productions
AEROSMITH & KISS	The Mark of the Quad Cities, Moline, III.	\$736,917 \$123.50/\$83.50/\$53.50	<b>9,188</b> 10,469	Clear Channel Entertainment
DAVID BOWIE, DANDY WARHOLS	Sportpaleis, Antwerp, Belgium Nov. 5	\$690,217 (6600,554) \$47,12/\$35.63	16,113 sellout	Clear Channel Entertainment
SHANIA TWAIN, EMERSON DRIVE	Cox Arena, San Diego Dec. 17	\$686,840 \$80/\$25	<b>10,267</b> 11,471	House of Blues Concer
KROQ ACOUSTIC CHRISTMAS: LINKIN PARK, KORN, JANE'S ADDICTION, BLINK-182, THE OFECEDING, STAIND, P.O.D. & OTHERS	Universal Amphitheatre, Universal City, Calif. Dec. 13-14	<b>\$633,600</b> \$64	9,900 two sellouts	House of Blues Concer KROQ 106.7 FM
OFFSPRING, STAIND, P.O.D. & OTHERS  DAVE MATTHEWS, TIM REYNOLDS, TREY ANASTASIO, EMMYLOU	Blue Cross Arena, Rochester, N.Y. Dec. 20	<b>\$615.562</b> \$52.50	11,725 sellout	Magic City Productions
HARRIS  NIGHT OF THE PROMS: TOTO, EN VOGUE, HUEY LEWIS, GALILEO, JOHN MILES BAND, IL NOVECENTO OPCUMENTA	Festhalle, Frankfurt Dec. 16-17	\$610.317 (£495,709) \$61.56/\$55.40/\$45.55/\$28.32	<b>16,554</b> 17,592 two shows	PSE Germany
BAND, IL NOVECENTO ORCHESTRA  NIGHT OF THE PROMS: TOTO, EN VOGUE, HUEY LEWIS, GALILEO, JOHN MILES	Konig-Pilsener Arena. Oberhausen, Germany	\$601,046 (€494,607)	15,310 20,940 two shows	PSE Germany
BAND, IL NOVECENTO ORCHESTRA  DAVE MATTHEWS, TIM REYNOLDS, TREY ANASTASIO, EMMYLOU	Bryce Jordan Center, University Park, Pa.	\$60.76/\$48.61/\$27.95 \$597,572 \$46.50	13,005 sellout	Clear Channel Entertainment
HARRIS BETTE MIDLER	Dec. 12  Nationwide Arena, Columbus, Ohio	<b>\$590,639</b> \$150/\$39.50	<b>9,662</b> 13,540	Clear Channel Entertainment
SANTANA, LOS MOCOSOS	Dec. 13  General Motors Place, Vancouver	\$531,869 (\$691,107 Canadian)	<b>10,987</b> 13,61 <b>9</b>	House of Blues Canada
DAVID BOWIE, DANDY WARHOLS	Nov. 14  Max Schmeling Halle,	\$53.49/\$45.79/\$22.70 \$512,787	10,693	Clear Channel

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# Online Ticketing Wins More Fans

BY SUSANNE AULT

The rising importance and popularity of online ticket sales has not gone unnoticed by venue executives, and they are mocifying their methods of selling tickets accordingly.

The topic will surely grab the attention of attendees at the annual conference of the International Ticketing Assn (INTIX), which takes place Ian. 13-16 in Philadelphia.

About ha f of all event cickets are now sold via the Internet, according to Ticketmaster. So, many venues are increasingly embracing print-at-home ticketing software services

Ticketmaster first rolled out this option in October 2000 for an NEA Clippers game at Los Angeles Staples Center. Now most major ticketing providers, including tickets.com and Paciolan, offer this option. Buyers print bar-coded paper tickets from their home computers, and bar-code readers scan them for venue entry.

Since its launch, Ticketmaster's ticketFast print-athome software has gone live at a rate of 15 venues peweek. So far, 1,000 Ticketmaster venues offer the service. and more than 8.5 million ticketFast tickets have been delivered to consumers.

"One of the things we've seen is rapid adoption of print-athome. Any fears that [rations] may have had early on seems to have gone away," says David Goldberg, Ticketmaster executive VF of strategy and business development.

Goldberg says that ticket buyers needed to come to trust that their home computers would produce valid tickets.

(Continued on page 18,

# Stadium Concerts Bring Challenges To Promoters

BY RAY WADDELL

Stadium tours, once a superstar staple of the openair concert season, are routed less often nowadays. There are two main reasons why: Expenses can be up to five times greater than those for an arena or amphitheater show, and fewer acts can sell 30,000 or more tickets for each date coast to coast.

In 2003, the only acts playing stadiums were Bruce Springsteen and the Rolling Stones, and neither put together an entire 50-plus-market route of strictly sta-

As the box-office power of those acts attest, stadiums are still a key component of the touring industry.

The International Assn. of Assembly Managers (IAAM) will hold its second annual international Stadium and Management Conference Jan. 8-10 in Houston (see story, page 22).

But a decade has passed since the heyday of stadium treks. In 1994, fans flocked to stadiums to

see Pink Floyd, the Rolling Stones, Billy Joel/Elton John, the Eagles and the Grateful Dead.



Put simply, stadium shows cost more to produce a lot more. A tour that carries 10 to 12 trucks of production into arenas will double that number for a stadium show just in sound and staging.

You're talking about creating a one-day infrastructure to accommodate 30,000 to 50,000 people, and that gets to be an expensive proposition," says Brad Wavra, touring VP for Clear Channel Entertainment.

CCE concert production executive Steve Lawler adds: "When you get down to it, you're talking about \$500,000 in extra expenses."

Wavra says, "The staging alone is \$100,000 to \$150,000, and that's a totally extra expense. Your catering goes from \$8,000 to \$40,000, and your staffing goes way up, as do sound, lighting and security. At a [stadium] festival show that lasts all day, it could cost 10 times as much as a regular show."

Field covers, chairs, portable restrooms, security fencing and other nontypical show expenses also run up the tab.

"One of the biggest problems you face is when [there is] natural grass and you have to put in that

Terraplas field cover," says Louis Messina, VP with AEG Live and president of the Messina Group. He has produced such stadium concerts as Ozzfest and the George Strait Country Music Festival. "That can be close to \$100,000 just for rental."

And with acts routing fewer stadium shows, the lack of experience with such events among stadium staff is an issue as well.

"The main challenge is going into a place where they don't normally do concerts; a lot of times, except for a few markets, the [stadium] staff has never done a concert," Lawler says. "Not only do you have to educate them, you have to bring in more of your own staff.'

### **POSTPONEMENTS ALSO COST**

The margin of error for a stadium show is quite slim. For example, Kiss/Aerosmith with Ted Nugent (Continued on page 20)



JERSEY'S GIANTS STADIUM HOSTED BRUCE SPRINGSTEEN'S RECORD-SETTING ENGAGEMENT IN 200.

### **Ticketing**

Continued from page 17

He explains that patrons often asked if the tickets would really permit them access to shows. "It resulted in a lot of customer service and handholding. But people are finding out how easy it is."

### POSSIBLE PROBLEMS

A number of venues—including the Denver Center for the Performing Arts in Denver and the Keswick Theatre in Glenside, Pa.—are investigating upgrading their ticketing systems to use print-at-home technology. But building executives are concerned about potential abuse of the service.

Multiple tickets can be printed from one at-home purchase. Venue scanners will accept the first ticket, but all other tickets holding that same bar code are invalid once the first one is scanned. This feature financially protects buildings from counterfeiters. But box-office executives empathize with patrons who unknowingly buy duplicated printat-home tickets from scalpers.

"You see more and more people wanting instant gratification," says Judith Herbst, Keswick Theatre's business manager and programming subcommittee chair at INTIX 2004. "I foresee that [more venues, including Keswick] will have printathome as soon as people figure out how to do it safely."

But don't expect the physical box office to disappear any time soon.

"We've just had to become more efficient," Herbst says. "Our box office doesn't just sell tickets. We give directions, take care of the Web site and [address] complaints. Box offices are being asked more and more to think outside of the box."

### SECONDARY-MARKET OPPORTUNITIES

Maureen Andersen, director of ticket sales at the Denver Center for the Performing Arts and an INTIX board member, is considering a print-at-home option for her building's patrons because she wants to build an accurate database of their event preferences. Before patrons print their tickets, the venue can ask them to provide information about their likes and dislikes.

"We can find out about their buying habits," Andersen explains. The secondary ticketing business—separate from such primary venue ticket-provider operations as Ticketmaster—has also flourished because of the widespread consumer use of the Internet. Concertgoers can now shop for tickets to sold-out shows from such ticket resellers as online auctioneer eBay.

Tickets.com executive VP of sales



and marketing Carl Thomas notes that "eBay ticketing volume is growing dramatically, and that lends credibility to the secondary market. There are connotations that [reselling tickets is] a dark netherworld of bad-guy brokers, but it's part of the economy."

Because of this growing market, INTIX 2004 will feature a session detailing eBay's rise and its strategies for future growth.

Collectively, secondary ticketing companies are scooping up tens of millions of dollars by reselling tickets (*Billboard*, May 24, 2003). This high-stakes operation has alerted primary ticket providers that they need to explore new pricing strategies if they want to reduce reselling activity.

In October 2003, Ticketmaster launched its first concert auction—where tickets were priced according to consumers' bids—for a Sting charity show. The effort sought to funnel all revenue to the artist and

patrons and help [venues] grow their business," Goldberg observes.

Tickets.com's Thomas believes the touring industry will gradually start using new ticketing tools that try to cap secondary-market activity. But at the time of the Sting auction, several music executives expressed concern that holding auctions would give the appearance of gouging consumers on prices (Billboard, Oct. 4, 2003).

But Thomas says, "If the music folks continue to be slow to the dance, they run the risk of having what happened to them in the digital download space. We have all these changes in the way music is consumed, [including] the ticketing industry. The ultimate payoff is getting patrons in seats."

### **MORE IN-HOUSE RESPONSIBILITIES**

The online ticketing boom is also fueling a movement among event facilities to shift from a full-service ticketing provider to a venue-managed, in-house system.

As patrons increasingly purchase tickets through the Internet, building executives say that in the future, venues may not require the staffladen phone centers or box offices of full-service ticket companies.

Managers say that if venues can attract consumers to their self-managed ticketing Web sites, they can benefit from ticket transaction surcharges. A full-service operation like Ticketmaster—still by far the most dominant provider in the industry—earns those fees for delivering services to its clients.



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To see what's new at Tickets.com, visit booth #515 at INTIX!



© 2003 Tickets com Inc. The Tickets com logo is a trademark of Tickets com, Inc. All other trademarks are property of their respective companies. reduce the chance of brokers profiting from the secondary market. Paciolan and tickets.com are also developing similar auction services.

"I think the real benefit is that you are keeping money with the artist," Ticketmaster's Goldberg says. "Our role is to try to continue to innovate and provide new services. [Auctions] are a way of appropriating the value brokers are making and [giving] it back to the rightful owners."

He adds that auctions should gain acceptance because the result will be more tickets sold. If premier, front-of-house tickets are priced more correctly with demand, then back-of-house seats can be reduced accordingly.

"There are ways to reach new

"You are starting to see [venues] decide to take stuff onto themselves," Denver Center's Andersen says. "You can do that more with online sales—[you] have more control over your destiny."

Venues will see a cost in time and staff if they convert to a self-ticketing business, notes Jane Kleinberger, chair of Paciolan, which provides in-house ticketing software. But her company is attempting to show to venues the lucrative upside in making that switch.

She explains that for a venue that sells 300,000 tickets per year, "we've been able to show that it could make an extra \$600,000 to \$1.8 million. A year ago, about 20% of [the country's] arenas were aware of the self-enable-

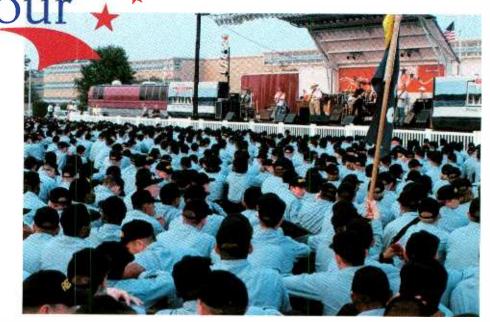
(Continued on page 20)



The Spirit of America Tour extends our great appreciation to these members of the Entertainment Industry whose patriotism has led them to contribute their time and talent to bring headline entertainment to America's Military Bases. We commend their willingness to volunteer to assist in lifting the morale of the Armed Forces of the United States.

RHETT AKINS
CHAD BROCK
ROY CLARK
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CHARLIE DANIELS
LEE GREENWOOD
WADE HAYES
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TRAVIS TRITT
RHONDA VINCENT
SCOTT WHITEHEAD



Charlie Daniels entertains 11,000 sailors at Navy Training Center, Great Lakes, Illinois

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These entertainers who have contributed their time to do shows for the Spirit of America Tour are to be commended by all Americans who know the value of such entertainment to the morale of our Armed Forces. We at the Department of Defense are fully aware of the efforts put in by the artists, their agents, managers and staffs and the Spirit of America Tour to bring these fabulous shows to America's Military bases. We thank all of them for their patriotism.

John M. Molino
Deputy Under Secretary of Defense
(Military Community and Family Policy)

The Spirit of America Tour is now booking it's second year. Take the opportunity to use a break in your tour to volunteer to entertain at a Military Base within the United States. The Tour will cover all of your expenses for that show. You will never entertain a more grateful audience.

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The Spirit of America Tour also extends our sincere gratitude to the following people and businesses whose help was essential to the success of the 2003 tour:

**Kathy Allmand Ginger Anderson Stan Barnett Sandy Brokaw** Jimmy Burton Dana Burwell **Brooks Collier David Corlew Tony Conway Duke Cooper Bebe Evans Mark Gurvitz** Jeff Hill Margie Hunt Joey Lee Paul Lohr Maura Mooney Don Muzquiz Jeremy Palmer **Ronna Rubin** Al Schiltz **Julia Staires** Paula Szeigas **Brandon Taylor Nancy Tunick** Julia Yocum



Jo Dee Messina receives the appreciation of the men and women stationed at Fort Leonard Wood, Missouri.

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Grass Roots Promotions
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### **Stadiums**

Continued from page 17

at Detroit's Comerica Park was the lone stadium date on that tour. Originally scheduled for Aug. 15, the show was lost because of the blackout that struck the Northeastern U.S.

The event, which sold out to the tune of \$3.3 million and 40,000 tickets, was rescheduled for Sept. 7. But that rescheduling cost \$500,000, according to Bruce Kapp, the CCE VP spearheading that tour.

"That half-million became a show cost for the next show," Kapp said at the time. "We—promoter and band—walked away with a half-million less. But it's still a very successful show."

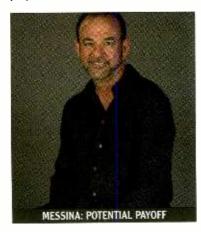
Often, Kapp says, costs associated with postponing a show are limited to "advertising a little bit more to let everyone know when it is." But in Detroit, with stadium staging and production already in place, "everyone ate money on the show."

Wavra says total production costs for an elaborate stadium show can be as high as \$750,000 to \$900,000, counting everything from staging and catering to field covers, phone lines and extra staffing.

"You need to be ultimately con-

fident in your client's ability to sell tickets before you undertake a challenge like that," he says. Wavra was point man for CCE on the 2001 'N Sync stadium tour that grossed \$90 million.

Lawler notes that back in the heyday of stadium tours, bands often played arenas and stadiums.



"In that case, they would have a normal indoor package, and when they played stadiums, they would just add outdoor sound," he says. "Then when they went back indoors they would just leave the [added] sound behind."

Today, many acts are finding they can make almost as much money playing arenas or amphitheaters as they once did at stadiums, without nearly as much risk.

"The beauty of an amphitheater is you have capacities that can exceed arenas because the entire audience is located in front of the stage," Wavra says. "In most cases, amphitheaters are designed to accommodate a one-time crowd of 20,000 to 25,000 people. Sometimes an act can make more money from 20,000 people in a shed than 45,000 in a stadium."

Messina agrees, citing arenas with their more valuable seat "real estate" as an important consideration for top acts. "In today's world, with the kind of ticket prices acts like Paul McCartney and the Stones are getting, they can make just as much playing arenas as they used to make playing stadiums," he says.

But when a stadium tour works, it works big. The top grossing date on McCartney's 2002 tour was \$14.4 million from the Tokyodome in Japan, and Bruce Springsteen & the E Street Band set a world record last summer with 10 Giants Stadium shows in East Rutherford, N.J., that grossed some \$38 million and drew 550,000 people.

"Without a doubt, the potential is there to make more money at a stadium," Messina says. "It's about hitting the long ball. There's no singles or doubles at stadiums, it's all about hitting the home run."

# Stadium Managers Trade Strategies

**BY SUSANNE AULT** 

In its second year, the International Stadium Managers Conference (ISMC) is solidifying its importance in the world of performance venues.

Presented by the International Assn. of Assembly Managers, the conference, which is set for Jan. 8-10 in Houston, will address current challenges facing stadium executives.

"Last year was the birth of



[ISMC], and IAAM planned to grow it," says Anne Palmer, GM of the Spartans Stadium in San Jose, Calif., and chair of the IAAM stadiums committee. "We had very positive feedback from attendees and basically took that feedback and built the program from that. This year will be even better."

### **INCREASING REVENUE**

Helping stadium managers bolster profits through more diverse bookings is among the topics set for discussion, says Marc McCullerf, GM of the Columbus Crew Stadium in Columbus, Ohio.

"One of our goals is to reduce the number of dark days at the building," says McCullerf, who will participate in a panel titled "Putting the 'Multi' in Multi-Use Stadiums." He adds: "I want to look at how other people have generated revenue."

During the session "Learning From New Facilities," Lee Zeidman, senior VP of AEG facilities, will explain that the success of Home Depot Center in Carson, Calif., can be credited to its focus on a varied slate of events during 2003, its debut year.

"I want to talk about the whole concept of a complex. This is not just a stand-alone stadium," Zeidman says

"We put together a 125-acre complex that infuses lots of [events] at one time. We had the San Diego Chargers training for football, had the JP Morgan Chase tennis tournament and a Dave Matthews Band concert—all within a month-long period [this summer]."

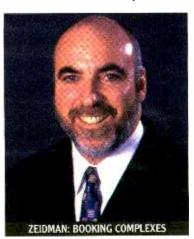
He says that fresh attractions that Home Depot will launch next year include a string of motocross dates. Also on deck at AEG is the likely construction of two or three new soccer facilities.

Zeidman points out that at ISMC 2004 he wants to learn more about new techniques in managing turf. Participants will address this subject in the session titled "Turf, It's What's for Dinner." The discussion will include such panelists as Jon Strantz, sports field and grounds manager at Reliant Stadium in Houston.

"When you have a natural playing surface, and you're trying to do lots of things at the facility, your turf is going to take a beating. We'll be looking for any new innovative ways to protect the turf," Zeidman says.

### **GREAT LOCATION**

Palmer also notes that the location of ISMC 2004 should be a hit with attendees. Currently, the conference is tracking healthy registration numbers, and its sponsorship funds are expected to exceed the amount earned last year.



Reliant Stadium will be the site of Super Bowl XXXVIII, and ISMC attendees will be able to tour the building during the conference just a few weeks before the game, Palmer notes.

Super Bowl XXXVIII takes place Feb. 1.

In the works for future ISMC gatherings is a possible European meeting in 2006 in Germany, which will host the World Cup that year.

Turning the ISMC into "an event that's recognized globally," McCullerf adds, "would make it a truly valuable resource that people would look forward to."

## **Ticketing**

Continued from page 18

ment model. Now 80% are aware."

Las Vegas' Thomas & Mack Center switched to an in-house ticketing operation two years ago, and director Daren Libonati says the decision has been a boon to the yenue's bottom line.

With per-ticket surcharges averaging \$5.25, "we are putting our arms around the lion's share of that revenue," Libonati says. "Ticketing is allowing us to accomplish a lot of goals we couldn't before. It's such a tough world for all arena managers, we need to start finding ways of creating [new] revenue."

Beyond raking in ticket fee revenue, Libonati adds that Thomas & Mack can attract more sponsorship funds through maintaining a branded ticketing site. In addition to typical signage throughout the arena, Thomas & Mack can provide sponsors advertising space on its Web site.

Crediting the Internet explosion for enabling his in-house business, Libonati adds that a "new generation of people have become so much more involved [with] computers. Our future generation is comfortable with this mode of operation."

Ticketmaster's Goldberg says interest in the self-ticketing model is spurring the full-service provider to work that much harder to win over clients.

"Technology allows new competitors to compete in different ways," he says. "That tells us we need to be better at what we do."

### PAPERLESS TICKETS

The next wave of the online ticketing revolution will be the paper-

ing Thomas & Mack, electronically store ticket bar codes that patrons buy online. The buyers then swipe their venue card—which uniquely identifies them like a credit card and matches them with their tickets—through bar-code scanners for entry.

Tickets.com will have its own mag-stripe venue-branded cards in



less ticket, executives say. As people increasingly check into airports with their credit cards—where boarding passes emerge from kiosks—concert patrons may use a magnetic-stripe card to enter venues. At present, Paciolan offers a digital venue entry card for its clients.

Participating buildings, includ-

late 2004. Ticketmaster is also exploring this technology.

"Paperless tickets are [a] reality. We're investigating all ticketing alternatives," Goldberg says. "The concept of stored value cards—where you carry it like a credit card—is in order to continue to listen to clients for the best [ticketing] solution."

20 www.billboard.com BILLBOARD JANUARY 10, 2004

# Grammys Acknowledge Work Of Souza, Corea

While it is not her first Grammy Award nomination, Luciana Souza finds her second nod in the jazz vocal album category for "North and South" (Sunnyside) just as "surprising and beautiful." She was also nominated last year for Sunnyside's "Brazilian Duos.

"That was baffling, especially since it wasn't characteristic of a jazz vocals record," she says, "It was sung in Portuguese and was all duos. Plus, it was released on a small label. Now that says something. It's tremendous for me and music in general. It shows that people are listening to albums other than those the major labels release.

"North and South" mixes Souza's Brazilian roots with American songbook jazz and includes originals that bridge both worlds. "I feel like a complete hybrid," Souza says. "I'm totally Brazilian, and I became a U.S. citizen in December."

Souza has just finished recording her next Sunnyside project. In celebration of Chilean poet Pablo Neruda's birthday centennial, "Neruda" features 10 of his poems to which Souza wrote music. It streets in April.

Being nominated is old hat for pianist Chick Corea. Three nominations this year for "Rendezvous in New York" (Stretch) brings his total to 47 (with 11 trophies won). He's up for a trio of bests: jazz instrumental album, individual or group; jazz instrumental solo; and instrumental arrangement accompanying vocalist (Bobby McFerrin).

Is it still exciting for him to be nominated? "Without a doubt," he says. "These nominations communicate your good works to the world.'

Corea singles out the best jazz album nomination as the most important acknowledgement. "This double-CD of two hours of music represented three weeks of performances," he says of the sessions recorded live at New York's Blue Note on his 60th birthday. "A lot of care and devotion went into choosing the tracks and mixing."

Slated for a late-spring release is "To the Stars," a new work by Corea's Elektric Band, which reunited last summer for a European tour after a 10-year hiatus. "It's a wonderful project that I passionately devoted myself to all year," Corea says.

**SNEAK PREVIEWS:** The new year brings a flurry of new discs. Guitarist John Scofield makes a grand showing with two CDs: "Scorched" (Deutsche Grammophon), a classicaljazz collaboration with British composer Mark-Anthony Turnage (Jan. 13), and a live trio date on Verve with bassist Steve Swallow and drummer Bill Stewart (due in May).

Likewise, guitarist Russell Malone has a fine pair ready to roll: His "Playground" disc will open Max-Jazz's new Strings Series (March 16), and he re-ups with pianist Benny Green for their sophomore Telarc duet (June).

Also on Telarc, chanteuse Tierney Sutton pays tribute to Frank Sinatra on "Dancing in the Dark" (February), and vocalist/gui-

tarist John Pizzarelli delivers "Bossa Nova," produced by Russ Titelman (April).

Additional noteworthy vocal discs in the honper include Harry Connick Jr.'s "Only You" (Columbia, Feb. 3), veteran guitarist George Benson's "Irreplaceable" (Verve, Feb. 10),

24-year-old U.K. sensation Jamie Cullum's "Twentysomething" (Verve, March 16) and Kitty Margolis' "Heart and Soul: Live in San Francisco" (Mad-Kat Records, Feb-

Other significant leaders delivering the first-quarter goods are alto saxist Miguel Zenón ("Ceremonial" on Marsalis Music, Jan. 13), guitarist Mike Stern ("These Times" on ESC Records, Jan. 13), trumpeter Dave Douglas ("Strange Liberation" with guest Bill Frisell on Bluebird, Jan. 27), young Japanese pianist Takashi

Matsunaga ("Storm Zone" on Blue Note, Feb. 10), drummer Ted Sirota's Rebel Souls ("Breeding Resistance" on Delmark, Feb. 24), master drummer Roy Haynes (his live "Fountains of Youth" on Drevfus, Feb. 24) and steel pan player Andy



Narell ("The Passage" on Heads Up in March).

Fresh band projects include "Give" from the Bad Plus (Columbia, March 9). It's the follow-up to last year's breakout "These Are the Vistas." Also coming are the selftitled album by Mylab, featuring the Seattle-based duo of drummer Tucker Martine and keyboardist Wayne Horwitz (Terminus Records, Feb. 3), and two eagerly anticipated contemporary jazz discs on Heads Up by Pieces of a Dream (April) and Spyro Gyra (May).

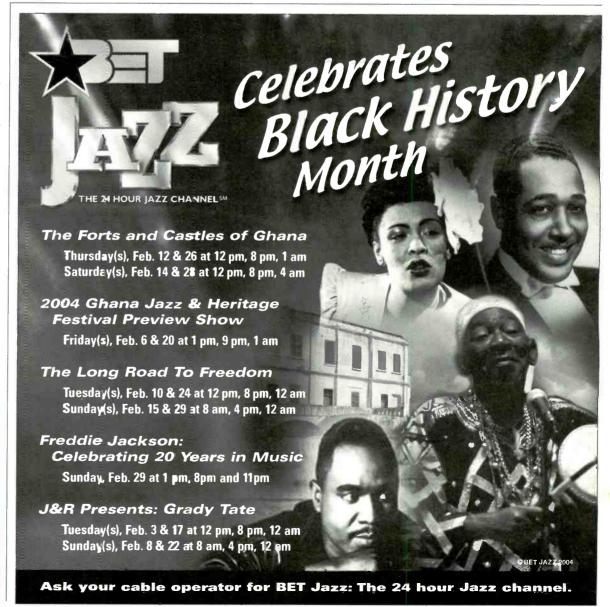
Two intriguing live blasts from the past that have never been officially released are due from Dreyfus and Blue Note, respectively. "Dreyfus Night in Paris" (Jan. 20) is an exhilarating 1994 date by pianist Michel Petrucciani, saxophonist Kenny Garrett, guitarist Bireli Lagrene, bassist Marcus Miller and drummer Lenny White. And for Miles Davis fans who yearn for the trumpeter's fiery bebop days, there's "Birdland 1951" (Jan. 27), three sets of sonically restored radio broadcasts with a supporting cast that includes tenor saxophonist Sonny Rollins and drummer Art Blakey.

Just in time for Valentine's Day, Narada Jazz will issue "The Love Project" (Jan. 27), a contemporary iazz compilation of romantic new standards performed by David Benoit, Jeff Lorber, Joyce Cooling, Walter Beasley and others.

THREE DOT LOUNGE: When it settles into the Ethiopian Music Festival in Addis Ababa (Jan. 12-24), the 10-

piece Either/Orchestra will be the first large jazz ensemble to play in Ethiopia since Duke Ellington's orchestra in 1973 . . . The next time you head to the center of the jazz universe on holiday, don't leave home without author Steve Dollar's excellent new book, "Jazz Guide New York City" (Little Bookroom, distributed by Publishers Group West), a smartly written, insightful and comprehensive view of the city's past and present jazz venues.







# **Industry Outlook Still Positive**

BY RASHAUN HALL and GAIL MITCHELL

Opportunity is the watchword for 2004. At least that's the forecast from several players in the black music industry.

Hidden Beach Recordings president/CEO Steve McKeever downplays last year's doom-and-gloom climate. Looking ahead to new releases by Jill Scott, Mike Phillips and rock newcomer Peter Black plus projects through newly launched subsidiary Still Waters (*Billboard*, "Rhythm & Blues," Aug. 23, 2003), McKeever is optimistic about the coming year for his Sony Urban Music-distributed label and music overall.

"The numbers don't lie," McKeever says. "There's no question that the economy and downloading have had an effect. But I don't see this as the end. I see it as a new beginning. This is a really extraordinary time. With the uncertainty comes huge opportunity, especially for players like us, smaller independents who can be pretty nimble in terms of adapting."

McKeever says he is enthusiastic about Internet opportunities.

"It's about getting music to our consumers. The economics of the digital world are going to make prices a lot more palatable to people," he says. "Musically, I'm hearing more and more incredible things,



RIDENOUR: DIGITAL MUSIC WILL ALLOW FASTER DELIVERY

partly because people don't need a record deal anymore to get into a studio. It's becoming more affordable. And people are taking more risks. A lot of the effects of some of the downsizing will maybe make us see opportunities that we wouldn't otherwise," McKeever notes.

### **CREATIVITY IS KEY**

Creativity is a theme that fellow indie label founder Beni B of ABB Records heartily espouses. He believes that music is becoming more regional again and that the industry has to

concentrate on that aspect. Hot spots of innovation to keep an eye on: the West Coast and Chicago. Among acts to keep an ear on: Little Brother, Goapele and Dilated Peoples.

"Artists are going to have to go back and rethink their art with respect to creativity, songwriting and production," Beni B adds. "That's what's going to shine through. Good music and live performances are also going to be key. With all else being equal, the live performance is really what's going to transcend everything."

And he also notes that the over-

used term "neo-soul" needs to be "thrown out with the 2003 calendar. It's going back to songwriting and looking for artists who can have careers. It's not about having an artist do 16 different tracks by 16 different producers.

"Look for more artist-produced albums. That's the advantage the indies have. You're able to get in there on the ground floor."

Also pointing a finger at the West Coast for musical inspiration is Virgin Records executive VP Lionel Ridenour. "We will see West Coast hip-hop reignite in popularity," he predicts. "You'll also see good reggae music continuing to grow in exposure with real soul and R&B surging and pushing its way into the mainstream."

With projects coming from established artists Janet Jackson and D'Angelo as well as such newcomers as Jin and J-1, Ridenour is targeting more innovative ways to expose music to consumers.

"Digital music will allow us to get the music out there faster and help us take advantage of more promotional opportunities outside basic radio and video," he says.

So what does this digital revolution ultimately mean for retail?

"I think top acts and their management will force EMI, BMG and Warner Music Group to follow Universal and Sony with a price reduction for CDs," says Rico Brooks, Atlanta district manager for Peppermint Music. "Reducing the CD price is just the logical way to proceed. There will be more stores closing, with most taking place during the first quarter and leveling off after that."

However, Brooks believes these closings "will provide opportunities for some independents to come in and fill voids. I also look for retailers to continue to expand their product lines with DVDs, games, magazines, books and clothing."

# Wonder, Kelly Observe R&B Scene

Another Grammy season is quickly approaching—faster this time around thanks to the accelerated date for the 46th annual awards show (Feb. 8).

The good news: R&B and hiphop are well-represented in the top general field categories covering record of the year, album of the year, song of the year and best new artist. Plus, the Funk Brothers are

the Funk Brothers are among the National Academy of Recording Arts and Sciences' 2004 lifetime achievement award honorees. The veteran studio band behind Motown's instrumental magic received long-overdue recognition last year by taking

tion last year by taking home two Grammys—the first in its 40-year history.

However, as usual, there are still quibbles regarding who did and who didn't get the Grammy nod. Kudos to such R&B/hip-hop nominees as 50 Cent, Eminem, Beyoncé, Heather Headley and the venerable Luther Vandross.

But after perusing the list, several thoughts immediately come to mind: Where are **Jaheim** and **Lil Jon & the East Side Boyz** in the nomination mix? What do the female rap solo nominations say about the future status of female rappers? With no offense to those nominated, just who is in the wings to pick up the baton

predecessors Missy Elliott, MC Lyte and Queen Latifah? Multiple Grammy winner Stevie Wonder embraces what's happening on the contemporary R&B/hip-hop front. But he cautions that artists need to

wielded by formidable

bear in mind the concept of doing something different.

"The R&B scene is good," Wonder notes. "It's another time [from his and his peers' era], but a great time. [Grammy nominee] **Anthony Hamilton** is today's version of **Bill Withers**. **Alicia Keys** is also talented.

"India.Arie is an amazing song-

writer, while my favorite CD now is **OutKast's** 'Speakerboxxx/The Love Below.' And I like **Jay-Z**. But artists need to take some steps to do something different in these times.

They have to talk about more than just kissing a woman all over her body—although that's a wonderful thing. But we have to kiss life all over the place. Be real. We're all part of the united human family."

Labelle 'UP' FOR GRAMMY: "Way Up There" is the title of the song sung by Patti Labelle whose performance netted a nomination for best traditional R&B vocal. Written and produced by Tena Clark, this track harbors an interesting story.

It's the only original song on Clark's CD/CD-ROM package, "Church: Songs of Soul & Inspiration," released last year (*Bill-board*, May 24, 2003) through DMI Records/UTV. It pairs church-bred R&B female singers with classic R&B and pop songs



given a gospel flavor.

But the initial gestation

But the initial gestation of "Way" was as a specially commissioned theme song for NASA. Noted songwriter/producer Clark was still mourning the death of her mom (a songwriter in the big-band era) two months earlier when she received a phone call from NASA requesting her services. On a New York-to-Los Angeles plane ride,

inspiration struck.

"It was one of those moments: boom," Clark recalls. "I'd had too much Starbucks and was trying to go to sleep. And the title came to me at 30,000 feet. Such a universal, childlike look at the heavens."

NASA wanted to unveil the song last March for its shuttle launch and also added another caveat. Officials wanted to use the song to commemorate another special event: the centennial of flight honoring the **Wright Brothers**.

At the same time Clark chose LaBelle to sing the pop/AC/R&B composition, the producer was in the midst of preparing "Church." Since the song was to be included in that latter project, it became the first track cut for "Church" when LaBelle recorded both versions last December.

Then tragedy occurred when the shuttle exploded in February 2003. So instead the song debuted internationally on CNN when LaBelle performed "Way" during the shuttle memorial service at Washington,

(Continued on page 24)

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39	21	-	-	WHITNEY HOUSTON ARISTA 50996 (18 98 CD) One Wish: The Holiday Album	14	97	96		y <sub>2</sub>	DAVID BANNER SRC/UNIVERSAL 2003/12*/UNING (8.98/12.98)  Mississippi: The Album  The P. In P&P. The Video Callection	21
40	37	29	9	GERALD LEVERT ELEKTRA 62903/EEG (11.98/18.98) Stroke Of Genius	1	03	84		10	R. KELLY ● JIVE 53709/ZOMBA (19.98 DVD/CD)  The R. In R&B: The Video Collection  ANITA BAKER ATLANTIC 78209/RHIND (17.98 CD)  The Best Of Anita Baker	
41	31	_	-	MICHAEL MCDONALD ● M0T0WN 000651/UMRG112.98 CD) Motown	23	6	90			ANITA BAKER ATLANTIC 78209/RHIND (17.98 CD)  The Best Of Anita Baker  THE ISLEY BROTHERS FEATURING RONALD ISLEY   DREAMWORKS 450409/INTERSCOPE (12.9818.98)  Body Kiss  Body Kiss	1
1000	35	_		112 BAO BOY/DEF SDUL 000927*/UMRG (8.98/12.98) Hot & Wet	4	05	90	-	7	GINUWINE • EPIC 86960-75DNY MUSIC 112 98 EQ/18 98)  The Senior	1
43	39	39	(IA)	KEM MOTOWN 067516/UMRG (8 98/12.96) [H] Kemistry	14	96	92	_		KINDRED THE FAMILY SOUL HIDDEN BEACH/EPIC 86491/SONY MUSIC (13.98 EQ CD) [M] Surrender To Love	29
4	18	_	2	RAEKWON ICE WATER/UNIVERSAL 001716*/UMRG (12.98 CD) The Lex Diamond Story	18	97	83	-		JOSS STONE S-CURVE 42234 (9.98 CO) [M] The Soul Sessions (EP)	
A STREET, SQUARE, SQUA	53			MURPHY LEE ● FO REEU/UNIVERSAL 001132/UMRG (12.98 CD)  Da Skool Boy Presents Murphy's Law	5	98	100	TO S		NELLY A <sup>6</sup> FO: REEU/UNIVERSAL 017747-/UMRG (12.98/18.98)  Nellyville	1
46 70	34			SOUNDTRACK HOLLYWOOD 162395* (18.98 CD)  Love Don't Cost A Thing	22	99	100	95	žĠ.	VARIOUS ARTISTS ● STAR TRAK 51/295/ARISTA (11.98/18 98)  The Neptunes Present Clones	1
47	49		-	JA RULE MURDER INC/DEF JAM 001577*/IOJMG (8 98/12-98)  Blood In My Eye	1	103	98	_	Lu 3	BUBBA SPARXXX BEAT CLUB 001147/INTERSCOPE (1298 CD) Deliverance	9
43	47	48	13.1-7	DMX ▲ RUFF RYDERS/DEF JAM 063369*/10JMG (8 98/12 98) Grand Champ	T			_			

THIS WEEK	LAST WEEK	Sales data compiled from a national subset panel of core R&B/Hip-Hop stores by  ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Nielsen SoundScan Title	TOTAL CHART WKS	THIS WEEK	LAST WEEK	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL Title	TOTAL CHART WKS
	1	THE TEMPTATIONS	28 Weeks At Number 1	44	1	22	BONE THUGS-N-HARMONY A RUTHLESS/EPIC 69443*/SONY MUSIC (10,98 E0/15.98)  E. 1999 Eternal	303
100	-	THE TEMPTATIONS ▲ GORDY/MOTOWN 635279/UME (2 98/5 98)	Give Love At Christmas	40	14	23	THE TEMPTATIONS • MOTOWN ISSUED HE MED 9 SRI THE Best Of The Temptations: 20th Century Masters The Millennium Collection Volume 2	28
2	5	BOB MARLEY AND THE WAILERS ♦ 10 TUFF GONG/ISLAND 548904/IDJMG (8.98/12.98)	Legend	373	15	16	BARRY WHITE A MERCURY 522459/10JMG (8.98/12.98)  All Time Greatest Hits	267
3	11	2PAC ▲9 AMARU/DEATH ROW 490301*/INTERSCOPE (19.98/24.98)	Greatest Hits	262	16	7	<b>KENNY G</b> ● ARISTA 14753 (12 98/18.98) <b>Wishes</b>	12
4	9	ALICIA KEYS A <sup>6</sup> J 20002/RMG (12 98/18,98)	Songs In A Minor	73	17	13	B2K T.U.G /EPIC 85856/SONY MUSIC (8.98 EQ CD) Santa Hooked Me Up (EP)	13
5	2	LUTHER VANDROSS A LV/EPIC 57795*/SONY MUSIC (5.98 EQ/9.98)	This Is Christmas	44	18	21	THE NOTORIOUS B.I.G. ▲ BAD BOY 273000¹/UMRG (11.98/18.98)  Ready To Die	423
6	12	JAY-Z A FREEZE/ROC-A-FELLA 50040*/CAPITOL (8.98/12.98)	Reasonable Doubt	310	19		TWISTA ● CREATOR'S WAY/ATLANTIC 92757'/AG (11.98/17.98) [H]  Adrenaline Rush	141
7	4	VARIOUS ARTISTS THE RIGHT STUFF 53041/CAPITOL (7.98/11.98)	Slow Jams Christmas Volume 1	46	20	_	MICHAEL JACKSON ♦ <sup>26</sup> EPIC 56073/SONY MUSIC (12 98 EQ/18.98)  Thriller	280
8	6	AL GREEN A HI/THE RIGHT STUFF 30800/CAPITOL (10.98/17.98)	Greatest Hits	449	2	-	SADE ▲ ° EPIC 85287/SONY MUSIC (12.98 EQ/18.98)  The Best Of Sade	405
3		2PAC ▲9 DEATH ROW 63008*/KOCH (12.98/24.98)	All Eyez On Me	403	22	I-	EMINEM ▲ * WEB/AFTERMATH 490287*/INTERSCOPE (12 98/16 98) The Slim Shady LP	183
10	3	MARIAH CAREY ▲5 COLUMBIA 64222/SONY MUSIC (11.98 EQ/17.98)	Merry Christmas	49	23	-	MARVIN GAYE MOTOWN 153732 UME 16 88/11 981 The Best Of Marvin Gaye: 20th Century Masters The Millennium Collection Volume 2	19
	19	EMINEM A® WEB/AFTERMATH 490629*/INTERSCOPE (8.98/12.98)	The Marshall Mathers LP	149	24	8	THE TEMPTATIONS • MOTOWN 638117/UME (3.98/6.98) Christmas Card	37
12	10	MILES DAVIS	Kind Of Blue	224	25	-	NAS ▲ COLUMBIA 57684-7SONY MUSIC (7.98 EQ/11.98)	86

<sup>■</sup> Albums with the greatest sales gains this week. Catalog albums are 2-year oid titles that have failen below No. 100 on The Billboard 200 or reissues of older albums. Total Chart Weeks column reflects combined weeks title has appeared on the Top R&B/Hip-Hop Albums and Top R&B/Hip-Hop Catalog Albums. ■ Recording Industry Assas. 01 America (RIAA) certification for net simpered to 1 million units (Delmond). Numeral following Platinum or Diamond. Numeral following Platinum or Journal following Platinum or Diamond symbol indicates album with a running time of 100 minutes or more, time RIAA multiplies shipments by the number of discs and/or tapes. RIAA Latin awards. ○ Certification of 100000 units (Oro). △ Certification of 1000000 units (Oro). △ Certifi

# Music R&B/Hip-Hop

# **Rhythm**

Continued from page 22

D.C.'s National Cathedral.

"The record comes out, and now here we sit with the nomination for best traditional R&B vocal," Clark says. "Patti and I were both hollering and screaming when we heard about the nomination.

"I don't want to sound corny,

but I've written hundreds of songs. But I've never had this kind of experience with a song having so many lives."

### ALL ABOUT THE MELODY:

Ubiquitous producer **R. Kelly** is a double-nominee this go-round. He is up for best male R&B vocal performance for "Step in the Name of Love" and best contemporary R&B album for "Chocolate Factory." He's also the producer on the Grammy-nominated (best R&B album) "Body Kiss" by **the Isley Brothers** as well as album track "Busted,"

which is vying for the best R&B performance by a duo or group with vocals award.

Ask Kelly about R&B's status in a seemingly all-hip-hop world, and he's quick to note that R&B isn't being upstaged.

"R&B and hip-hop complement each other. It's a wonderful connection—but only if the melody is there. No matter what's going on, I believe in the magic of the melody. That's what grabs the hearts of people."



KELLY: 'R&B AND	HIP-HOP COMPLEMENT	EACH OTHER'

JA	NUA 200	RY 4	10	Billboard® HOT RAP TRACKS,
S WEEK	ACT MIEEN			Airplay monitored by \$\\$\\$\\$\\$\\$\\$\\$Nielsen  Broadcast Data Systems
H	N I			TITLE IMPRINT/PROMOTION LABEL Artist
				当 NUMBER 1 音 4 Weeks At Number 1 THE WAY YOU MOVE ARISTA OutKast Featuring Sleepy Brown  GROWN  ARISTA
2	2			SLOW JAMZ Twista Featuring Kanye West & Jamie Foxx S
3	3		10	STAND UP  DISTURBING THA PEACE/DEF JAM SOUTH/IDJMG  Ludacris Featuring Shawnna 🕏
4	4			DAMN! YoungBloodZ Featuring Lil Jon 😴
5				CHANGE CLOTHES Jay-Z ♀ ROC-A-FELLA/DEF JAW/IDJMG
6			ΕŊ	RUNNIN (DYING TO LIVE)  AMARUJINTERSCOPE  Tupac Featuring The Notorious B.I.G. \$\tau\$
Œ	1	1	12	SALT SHAKER Ying Yang Twins Featuring Lil Jon & The East Side Boyz 🕏
8	9	)		GET LOW Lil Jon & The East Side Boyz Featuring Ying Yang Twins &
9	1	3		THROUGH THE WIRE Kanye West ♥ ROC-A-FELLA/DEF JAM/IDJMG
10	7	1	16	HOLIDAE IN DISTURBING THA PEACE/CAPITOL  Chingy Featuring Ludacris & Snoop Dogg 😴
1	1 8			STUNT 101 G-UNITSHADYINTERSCOPE
Œ	2) 1:	2		GIGOLO Nick Cannon Featuring R. Kelly 😴
1	3 1	0	E	WAT DA HOOK GON BE Murphy Lee Featuring Jermaine Dupri & Fo REEUDINVERSAUDING
1	4 1	5		GANGSTA NATION  HOB-BANGN/CAPITOL  Westside Connection Featuring Nate Dogg 😴
1	<b>5</b> 1	4	31	SUGA SUGA UNIVERSALDIMRG Baby Bash Featuring Frankie J 😴
1	6 1	6		WY BABY COLUMBIA/SUM  Bow Wow Featuring Jagged Edge ♥ COLUMBIA/SUM
Œ	7 1	7	- 1	THOUSE Cassidy Featuring R. Kelly & FULL SURFACE/JIRMS
18	8 1	8		RIGHT THURR Chingy ♥
(1)	9 2.	3	2	DISTURBING THA PEACE/CAPITOL  SPLASH WATERFALLS  Ludacris
2	0 2	1	EA	DISTURBING THA PEACE/DEF JAM SOUTH/JUMRG  RUBBER BAND MAN  T.I.
2	1 1	9	- 1	GRAND HUSTLE/ATLANTIC  THE SET UP  Obie Trice Featuring Nate Dogg ♀
2	2	TA		SHADY/INTERSCOPE  IN MY LIFE  Juvenile Featuring Mannie Fresh 😴
2:	3 2	2	57	CASH MONEY/UNIVERSAL/UMRG  DOWN FOR ME  Loon Featuring Mario Winans ♀
24	3			BAO BOY/UMRG  DIRT OFF YOUR SHOULDER  Jay-Z
2	2	5		RDC A-FELLA/DEF_JAM/IDJ/MG  SHAKE THAT MONKEY Too Short Featuring Lil Jon & The East Side Boyz SHORT/JUPE
35	- 4	1		omanifers.

■ Records with the greatest increase in audience impressions. The rap tracks audience is compiled from 97 R&B/Hip-Hop a 57 rhythmic top 40 stations which are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of au ence, computed by cross-referencing exact times of airplay with Arbitron listener data. ♥ Videoclip availability. © 2004, VNU Buness Media, Inc. All rights reserved.

# Billboard® HOT R&B/HIP-HOP AIRPLAY

		JU4						68			
I PRIS HAPPER	LAST WEEK	WKS. DR	TITLE ARTIST (IMPRINT/PROMOTION LABEL)	THIS WEEK	LAST WEEK	WKS. DN	TITLE ARTIST (IMPRINT/PROMOTION LABEL)	IHIS WEEK	LAST WEEK	WKS. ON	TITLE ARTIST (IMPRINT/PROMOTION LABEL)
1	1		You Don't Know My Name 4 WASAING I ALICIA KEYS (JRMG)	26	32		Splash Waterfalls LUGACRIS IDISTURBING THA PEACE/DEF JAM SOUTH/UMRG)	51	53	8	Quick To Back Down BRAVEHEARTS (ILL WILL/COLUMBIA/SUM)
	2	1185	The Way You Move OUTKAST FEAT. BLEEPY BROWN (ARISTA)	27	28	24	Clubbin MARQUES HOUSTON (T.U.G/ELEKTRA/EEG)	52	58		I'll Be Around CEE-LO FEAT TIMBALANO (ARISTA)
3	3	24	Walked Outta Heaven JAGGED EDGE (COLUMBIA/SUM)	<b>≅</b> 8	26	i	Gangsta Nation WESTSTOP CONNECTION (HOO-BANGIN/CAPITOL)	53	57		Freek-A-Leek PETEY PABLO (JIVE)
0	6	9	Slow Jamz TWISTA (ATLANTIC)	29)	59	2	Yeah USHER (ARISTA)	54	55	•	Them Jeans MASTER P (NEW NO LIMIT/UNIVERSAL/UMRG)
5	4	19	Milkshake KELIS (STAR TRAK/ARISTA)	30	30	8	Rubber Band Man T.I. (GRAND HUSTLE/ATLANTIC)	55	63	6	Think About You  LUTHER VANDROSS (J/RMG)
5	7	2.5	Read Your Mind AVANT (MAGIC JOHNSON/GEFFEN)	31	29	L.	Badaboom  B2K FEAT. FABOLOUS (T.U.G./EPIC/SUM)	56	60	ò	Wanna Get 2 Know U G-UNIT FEAT. JOE (G-UNIT/SHADY/INTERSCOPE)
7	5	40	Step In The Name Of Love	32	27	28	Baby Boy BEYONCE FEAT SEAN PAUL (COLUMBIA/SUM)	57	56	12	Touched A Dream R. KELLY (JIVE)
3	9	10	Me, Myself And I BEYONCE (COLUMBIA/SUM)	38	33	39	Come Over AALITAH (JACKGROUND/UNIVERSAL/UMRG)	58	54	112	One More Chance MICHAEL JACKSON (EPIC/SUM)
•	8	1.0	Change Clothes JAY-Z (ROC-A-FELLA/OFF JAM/IOJMG)	34	36	15	Down For Me LOON FEAT. MARIO WINANS (BAO BOY/UMRG)	59	70	2	No Better Love YOUNG GUNZ FEAT, RELL (ROC-A-FELLA/DEF JAM/IDJMG
10	10	29	Damn! YOUNGBLOOOZ FEAT. LIL JON (SO SO DEF/ARISTA)	<b>3</b>	38	12.	Hotel CASSIDY FEAT. R. KELLY (FULL SURFACE/J/RMG)	60	68	W.	Love Angel JS (DREAMWORKS)
1	11		Hey Ya! OUTKAST (ARISTA)	36	39	Ž	Pop That Booty MARDUES HOUSTON (TU.G/ELEKTRA/EEG)	61	62	14	Clap Back JA RULE (MURDER INC/DEF JAM/(DJMG)
T.	12	2.2	Stand Up LUDACRIS (DISTURBING THA PEACE/DEF JAM SOUTH/IDJMG)	37	42	30	Right Thurr CHINGY (DISTURBING THA PEACE/CAPITOL)	62	66	17	Backtight JAHEIM (DIVINE MILL/WARNER BROS.)
B	14	3	Through The Wire KANYE WEST (ROC A-FELLA/DEF JAM/IDJMG)	38	31	43	Rain On Me ASHANTI (MURDER INC./DEF JAM/IDJMG)	63	73	3	Diamond In Da Ruff JAHEIM (DIVINE MILL/WARNER BROS.)
144	13	14	Runnin (Dying To Live) TUPAC FEAT. THE NOTORIOUS B.I.G. (AMARU/INTERSCOPE)	39	35	11.5	Love You More GINUWINE (EPIC/SUM)	64	-	0	Dude BEENIE MAN (SHOCKING VIBES/VIRGIN)
15	15		Stunt 101 G-UNIT (G-UNIT/SHADY/INTERSCOPE)	40	45	3	In My Life JUVENILE FEAT, MANNIE FRESH (CASH MONEY/UNIVERSAL/UMRG)	65	74	2	Encore JAY-Z (ROC-A-FELLA/OEF JAM/IOJMG)
13	16	15	Salt Shaker YING YANG TWINS (COLLIPARK/TVT)	11	40	8	The Set Up OBJETRICE FEAT, NATE DOGG (SHADY/INTERSCOPE)	66	69	2	Signal De Plane ELEPHANT MAN (VP/ATLANTIC)
17	19		My Baby BOW WOW FEAT, JAGGED EDGE (COLUMBIA/SUM)	42	34	177	U Got That Love (Call It A Night) GERALD LEVERT (ELEKTRA/EEG)	67	-	112	One Call Away CHINGY (DISTURBING THA PEACE/CAPITOL)
16	17	7.15	More & More	43	43	117	Knock Knock MONICA (J/RMG)	68	65	5	Back In The Day (Puff) ERYKAH BADU (MOTOWN/JIMRG)
13	24		Sorry 2004 RUBEN STUDDARD (J/RMG)	44	41	14	Gangsta Girl BIG TYMERS FEAT R KELLY (CASH MONEY/UNIVERSAL/UMRG)	69	-	11	Tipsy J-KWON (SO SO DEF/ARISTA)
20	21	2.14	Get Low LIL JON & THE EAST SIDE BOYZ (BME/TVT)	Œ	51		Dirt Off Your Shoulder JAY-Z (ROC-A-FELLA/DEF JAM/IDJMG)	70	64	M	Wonderful ARETHA FRANKLIN (ARISTA)
21	20	II.	Holidae In CHINGY (DISTURBING THA PEACE/CAPITOL)	46	37		Pass That Dutch MISSY ELLIOTT (THE GOLD MIND/ELEKTRA/EEG)	71	71	4	She Is CARL THOMAS FEAT. LL COOL J (BAO BOY/UMRG)
22	18	13	Forthenight MUSIQ (DEF SOUL/JOJMG)	47	46	- (A)	Fallen MYA (A&M/INTERSCOPE)	72	67	110	A Million Ways WILL DOWNING (GRP/VERVE)
23	22	113	Gigolo NICK CANNON FEAT, R. KELLY. (NICK/JIVE)	-8	44		Love Calls KEM (KEMISTRY/MOTOWN/UMRG)	73	-	U	What Would You Do SHADE SHEIST, NATE DOGG & MARIAH CAREY (BABY REE
24	23	2-0	Wat Da Hook Gon Be MURPHY LEE (FO' REEL/UNIVERSAL/UMRG)	•••	47		Neva Eva TRILLVILLE (BME/REPRISE/WARNER BROS.)	74	72		Right Here For U
25	25		Not Today MARY J. BLIGE FEAT. EVE (GEFFEN/INTERSCOPE)	50	48		I'm Still In Love With You SEAN PAUL FEAT. SASHA (VP/ATLANTIC)	75			Back For More GLENN LEWIS (EPIC/SUM)

Records with the greatest impressions increase.
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 142 stations are electronically monitored 24 hours a day 7 days a week. Songs ranked by gross impressions, computed by cross-referencing exact times of airplay with Arbitron listener data. This stata is used to compile the Hot R&B/Hip-Hop Singles & Tracks chard.

### <sup>10</sup> Billboard HOT R&B/HIP-HOP SINGLES SALES

				15							
IHIS WIFE	LAST WEEK	WAS ON	TITLE ARTIST (IMPRINT/PROMOTION LABEL)	THIS WEEK	LAST WEEK		TITLE ARTIST (IMPRINT/PROMOTION LABEL)	THIS WEEK	LAST WEEK		TITLE ARTIST (IMPRINT/PROMOTION LABEL)
1	1		F**k It (I Don't Want You Back) 2 WIS ALNO 1 EAMON (JIVE)	2	29	3	Let's Get Down BOW WOW FEAT. BABY (COLUMBIA/SUM)	51		2	Iz U NELLY (FO' REEL/UNIVERSAL/UMRG)
2	2	•	Me, Myself And I BEYONCE (COLUMBIA/SUM)	27	57	10	Gangsta Girl BIG TYMERS FEAT. R. KELLY (CASH MONEY/UNIVERSAL/UMRG)	52	47	٠	Gangsta Nation WESTSIDE CONNECTION (HOO-BANGIN/CAPITOL)
3	4	ÿ.	One More Chance MICHAEL JACKSON (EPIC/SUM)	2	59	1127	Hell Yeah GINUWINE FEAT. BABY (EPIC/SUM)	53			Thug Luv LIL KIM FEAT, TWISTA (QUEEN BEE/ATLANTIC)
4	5	(L)	Read Your Mind AVANT (MAGIC JOHNSON/GEFFEN)	29	21		Holidae In Chingy (disturbing tha Peace/Capitol)	54	<b>5</b> 5		Pop That Booty  MARQUES HOUSTON (T.U.G/ELEKTRA/EEG)
	3	7.1	The Way You Move/Hey Ya! OUTKAST FEAT. SLEEPY REDWN (ARISTA)	30	73	30	Bump, Bump, Bump B2K & P. DIDDY (T.U.G/EPIC/SUM)	<b>5</b> 5		30	Where The Party At JAGGED EDGE WITH NELLY (SO SO DEF/COLUMBIA/SUM)
5	7		Walked Outta Heaven JAGGED EDGE (COLUMBIA/SUM)	31	52		Limbo Rock (Remixes) CHUBBY C & OD (TEEC)	56	32	10	Look Ya POP SHOP (GD GETTA)
7	6		Milkshake KELIS (STAR TRAK/ARISTA)	32	33		Up Against All Odds TARRALYN RAMSEY (CASABLANCA/UMRG)	57	-		YOU RYAN DUARTE (MARQUE/CASABLANCA/UMRG)
3	25	Ч	Neva Eva TRILLVILLE (BME/REPRISE/WARNER BROS.)	33	44		Gots Ta Be B2K (Tu G/EPIC/SUM)	56			No Letting Go WAYNE WONDER (GREENSLEEVES/VP/ATLANTIC)
7	24		Frontin' PHARRELL FEAT, JAY-Z (STAR TRAK/ARISTA)	31	35	j.	Clap Back/The Crown JA RULE (MURDER INC/DEF JAM/IDJMG)	59	49		Badaboom B2K FEAT. FABOLOUS (T.U.G./EPIC/SUM)
10	12	4	Fallen MYA (A&M/INTERSCOPE)	35	42	Ц	Leave It All Behind SUNNY VALENTINE (DUNGEON RATZ/CAMP DAVIO)	ě0	69	•	You'll Never Find (A Better Woman) TEEDRA MOSES FEAT. JADAKISS (TVT)
11	10	3,4	Get Low LIL JON & THE EAST SIDE BOYZ (BME/TVT)	36	36	10	Runnin (Dying To Live) TUPAC FEAT. THE NOTORIOUS BI.G. (AMARU/INTERSCOPE)	•1	38		Splash Waterfalls LUDACRIS (DISTURBING THA PEACE/DEF JAM SOUTH/UMRG)
12	27		Calling All Girls ATE (NOONTIME/EPIC/SUM)	37	48	E.L.	Miss You AALIYAH (BLACKGROUND/UNIVERSAL/UMRG)	62	40		It's All Real PITCH BLACK (TRAVID/MOTOWN/UMRG)
13	13	10)	Stand Up In It THEODIS EALEY (IFGAM)	31	28	EA.	No, No, No  JAE MILLZ (WANNA BLOW/REPRISE/WARNER BROS.)	63	-		Through The Rain MARIAH CAREY (MDNARC/ISLAND/IDJMG)
14	26		Head Bussa LIL SCRAPPY (BME/REPRISE/WARNER BROS.)	3*	19		immaculate SURVIVALIST (SLAVE)	64	-		My J'S J.R. (STRONG ARM)
15	31	7	Quick To Back Down BRAVEHEARTS (ILL WILL/COLUMBIA/SUM)	48	41	E	Gigolo NICK CANNON FEAT. R. KELLY (NICK/JAVE)	45	72	4	Freek-A-Leek PETEY PABLO (JIVE)
16	30		Girlfriend B2K (T.U.G./EP(C/SUM)	4"	22	10	Salt Shaker YING YANG TWINS (COLLIPARK/TVT)	66	45	2.8	Gangstaz Roll MOBB DEEP (VIOLATOR/JIVE)
17	37	22	Step In The Name Of Love	42	39	25	Thoia Thoing R. KELLY (JIVE)	67	-	25	Superstar/Flying Without Wings RUBEN STUDDARD (J/RMG)
18	8	7.0	Change Clothes JAY-Z (ROC A FELLA/DEF JAM/(DJMG)	43	15	ы	I'II Be Around CEE-LO FEAT. TIMBALAND (ARISTA)	68	-	66)	Party & Bullsh*t 2003 RAH DIGGA (FLIPMODE J. RMG)
19	23	e Gr	I'm Still In Love With You SEAN PAUL FEAT. SASHA (VP/ATLANTIC)	4=	50		Forthenight MUSIQ (DEFSQUL/IDJMG)	<b>E</b> 9	43	42	Get It On The Floor DMX FEAT, SWIZZ BEATZ (RUFF RYDERS/DEF, JAM//DJMG)
28)	11		Stunt 101 G-UNIT (G-UNIT/SHADY/INTERSCOPE)	45	14	W	Hote! CASSIDY FEAT, R. KELLY (FULL SURFACE/J/RMG)	70		17	Crazy In Love BEYONCE FEAT. JAY-Z (COLUMBIA/SUM)
21	16		Pass That Dutch MISSY ELLIOTT (THE GOLD MIND/ELEKTRA/EEG)	4č	9		Stand Up LUDACRIS (DISTURBING THA PEACE/DEF JAM SQUTH/IDJMG)	71			Bootylicious DESTINY'S CHILD (COLUMBIA)
22	17	E)	Through The Wire KANYE WEST (ROC-A-FELLA/DEF JAM/IDJMG)	43			Crank It Up DAVIO BANNER (SRC/UNIVERSAL/UMRG)	72			l Love You DRU HILL (DEF SQUL/IDJMG)
23	71		In My Life JUVENILEFEAT MANNIE FRESH (CASH MONEY/UNIVERSAL/UMRG)	4E	46	4	Officially Missing You TAMIA (ELEKTRA/EEG)	73			Who Will I Run To KILEY DEAN (BEAT CLUB/INTERSCOPE)
24	53		Never Leave You - Uh Ooh, Uh Oooh! LUMIQEE (UNIVERSAL/UMRG)	45	60		Knock Knock Monica (J/RMG)	74		19	Na Na Na 112 FEAT. SUPER CAT (BAO BOY/DEF SOUL/IDJMG)
25	20		Slow Jamz TWISTA (ATLANTIC)	5 <b>C</b>	56		Dance With My Father LUTHER VANDROSS (J/RMG)	75	51	243	Damn! YOUNGBLOOOZ FEAT: LIL JDN (SO SO DEF/ARISTA)

<sup>■</sup> Records with the greatest sales gains. © 2004, VNU Business Media. Inc. and Nielsen SoundScan, Inc. All rights reserved. Compiled by Nielsen SoundScan from a national subset panel of core R&E/Hip-Hop stores. This data is used to compile the Hot R&B/Hip-Hop Singles & Tracks chart.

LAST WEEK	2 WKS. AGO	WEEKS ON	ARTIST	Sales data compiled by Nielsen SoundScan Title	PEAK	THIS WEEK	LAST WEEK 2 WKS. AGO	WEEKS ON	ARTIST		Title
LA	2 V	3		8. NUMBER/DISTRIBUTING LABEL    世紀   NUMBER 1   地紀 3 Weeks At Number 1	F 2	£ 51	52 66		IMPRINT & NUMBER/D	DISTRIBUTING LABEL	Grandes Exitos
4	3	9		O ANTONIO SOLIS La Historia Continua.	. 1	52	70 75		SONY DISCOS 87611 (15.98 EQ CD)	io	Estrella Guia
3	2	16		10959/UG 716 59 CD/(DVD) UINTANILLA III & KUMBIA KINGS La Historia	1	53			LOS CADETES DE L	INARES	30 Inolvidables
2	5	10.0	EMILATIN 9	Mago (21.98 CO/DVD)  S. ■ Un Dia Norma		54	47 62		UNIVISION 310127/UG (9.98/13.98) [	[H]	Coming Up (EP)
1	1		SURCO 0175	2/UNIVERSAL LATINO (16:98 COL [H]  MERARIOS Tributo Al Amo	r 1	55	53 57	13	FITO OLIVARES	D (6 98 CD)	30 Exitos Inelvidables
5	4	6	MANA	51005/UG (9.89/13.98)  Eclips:	2	56	66 72	88	UNIVISION 310174/UG (9 98/13.98)  CHAYANNE		Grandes Exitos
6	7	113	LUIS M	INA 61046 (18.98 CD)  IGUEL 3.	3 1	57	64 58	6	LOS ANGELES AZU	) H   JLES/LOS ANGELES DE CHARLY	Encuentros De Angeles Vol. 2
7	6	11	VICEN	TINA 60873 [18.98 CD] TE Y ALEJANDRO FERNANDEZ  En Vivo: Juntos Por Ultima Ve	2 4	58	62 —		FONOVISA 350953/UG (8.98/12.98) RICARDO ARJONA		Lados B
8	10	) 10	SIN BA	\$ 9 (08 (17 98 EQ CD) [H]  NDERA  De Viaj	6	59	RE-ENTR	2	PLACIDO DOMING	O Bravo! Don	ningo: The Best Of Placido Domingo
10	8	11:	GRUPO	S 70633 (16.98 EQ CD) [M]  D MONTEZ DE DURANGO  De Durango A Chicago	2	60	61 55	7	GRUPO MONTEZ D	DE DURANGO/CONJUNTO ATARDE	CER El Pasito De Durango
12	15	1 1	CHAYA	NNE Sincer	1	61	60 47	15	LIDERES 950540 (12 98 CD)  JAE-P		Ni De Aqui Ni De Alla
9	9	6	LOS TI	S 70627 (16 98 EQ CD)  GRES DEL NORTE Herencia Musical: 20 Boleros Romantico:	5	62	73 56	19	LOS ACOSTA		En Vivo Vol. 1
13	13	3 8	PEPE A	SO973/UG (9.98/13.98)  GUILAR Con Orgullo Por Herencia	7	63	54 59	35	DISA 726992 (13.98 CD/DVD) [H]  CUISILLOS		Las Romanticas De Cuisillos
11	12	2 6	EDNIT	10167/UG (9.88/13.98) [H] A NAZARIO Por T	i 1	64	71 —	57	MUSART 2709/BALB QA (6.98 CD)		Ones
14	14	5	MANN	S 70618 (15.98 EQ CD) [H] Y MANUEL Serenati	9	65	RE-ENTR	11	EMILATIN 42096 (16.98 CD)  LOS ORIGINALES D	E SAN JUAN	La Historia
17	19	117	ALEJA	LATINO 001625 (13.98 CD) [M]  NDRO SANZ   No Es Lo Mismo	2	65	59 67	27	EMI LATIN 91728 (21.98 CO/DVD) [N	"	The Last Don
22	20	35	DAVID	BISBAL C Corazon Latino	16	67	RE-ENTR	10	VI 450587 (14.98 CO) [H]  LOS RIELEROS DEL		Abriendo Caminos
15	22	2 22	CELIA	UNIVERSAL LATINO (13.98 CD) [H]  CRUZ Exitos Eterno:	2	68	RE-ENTRY	18	FONDVISA 350879/UG (9.98/12.98) [I CONTROL EMILATIN 90878 (14.98 CD) [M]	<b>-</b> )	La Historia
20	30	27	LA OR	LATING 000756 (13.96 CD)  EJA DE VAN GOGH  Lo Que Te Conte Mientras Te Hacias La Dormida	18	69	65 64	25	GILBERTO SANTA F SONY DISCOS 70371 (15.98 EQ CD)	ROSA	Solo Bolero
21	31	23	CELIA	S 70451 (1598 EO CD)  CRUZ  Regalo Del Alma	1	70	68 —	10	TEGO CALDERON	ne cOI	El Abayarde
16	18	3 3	JULIO	S 70620 (15.98 EQ.CD)  IGLESIAS  Divorcio	16	71	57 51	25	WHITE LION 53021/BMG LATIN (14.9  ALEJANDRO FERN SONY DISCOS 70363 (16.98 EQ. CD)		Nina Amada Mia
25	26	5 1	CRISTI		4	72	RE-EKTIFY	12	EL CHICHICUILOTE	<u>,</u>	Yo Soy La B <mark>and</mark> a
24	32	2 53	CELIA	\$/\$MG LATIN (17.98 CD) [H]  CRUZ  \$ 87607 (14.98 ED (D))  Hits Mix	2	73	67 69	3	VARIOUS ARTISTS UNIVERSAL LATING 164002 (14.98 CG	ni	2004 Ano De Exitos: Reggaeton
26	21	34	JOAN	S 6760/114-96EU (LI)  Colección De Ord 87/BALBOA (8 99/13 98) [H]	14	74	RE-ENTRY	11			Once Upon A Time In Mexico
29	33	3 74	MANA		1	75	RE-ENTRY	51	RICARDO ARJONA SONY DISCOS 84564 (17.98 EQ CD) [	∆ (H)	Santo Pecado
23	25	6	MANA	Luna 11NA 61045 (1838 CD)	+		LATIN	POP	ALBUMS	TROPICAL ALBUMS	REGIONAL MEXICAN ALE
	24			TINA 61044 (18.98 CD)	-	-	MARCO ANT	ONIO SO	ILIS	1 CELIA CRUZ	LOS TEMERARIDS
	28		FONOVISA 3	JKIS 25 Joyas Musicale:	3		LA HISTORIA (	ONTINU	A (FONOVISA/UG)	EXITOS ETERNOS (UNIVERSALLATINO)	TRIBUTO AL AMOR (FONOVISA/UG)
27	23	3 7		Ab							VICENTE Y ALEJANDRO FERNANOEZ
20	11			LATINO 001403 (16.98 CD/DVD) [M]	+	2	A.B. QUINTA LA HISTORIA		& KUMBIA KINGS (IN)	2 CELIA CRUZ REGALO DEL ALMA (SONY DISCOS)	EN VIVO: JUNTOS POR ULTIMA VEZ ISONY DISCI
	16		VARIO DISA 724098	US ARTISTS Historia Musical Del Pasito Duranguenso (13.98 CD)  Historia Musical Del Pasito Duranguenso	16	3	LA HISTORIA Juanes	(EM) LAT			
32	27	29	VARIO DISA 724098  AKWIE UNIVISION 3	US ARTISTS Historia Musical Del Pasito Duranguenso (13.98 CD)  A Proyecto Akwio (10.55)UG (13.98 CD) [M]	16	3	LA HISTORIA Juanes	(EM) LAT	rco/universal latino)	REGALO DEL ALMA (SONY DISCOS)  3 CELIA CRUZ	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI 3 GRUPO MONTEZ DE DURANGO
32 18	27	29	VARIO DISA 724098  AKWIE UNIVISION 3  GARGE SELLOS ASC	LATING 001405 (18.98 CD/DVD) [H]   US ARTISTS	16	3 4 5	JUANES UN DIA NORM MANA ECLIPSE (WA	(EMI LAT	rco/universal latino)	REGALO DELALMA (SONY DISCOS)  3 CELIA CRUZ HITS MIX (SONY DISCOS)  4 VARIOUS ARTISTS	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCE 3 GRUPO MONTEZ DE DURANGO OE DURANGO A CHICAGO (DISA) 4 LOS TIGRES DEL NORTE
32 18 35	27 11 49	29	VARIO OISA 724098  AKWIE UNIVISION S  GARGI SELLOS ASC  RICKY SONY DISCE	Name	16 7 1 11	3 4 5 6	LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (WA  LUIS MIGUEL 33 (WARNER  SIN BANDER	(EMI LAT	REQUINIVERSAL LATIND)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (J&N/SONY DISCOS)  5 JERRY RIVERA CANTO A MI IDOLO_FRANKIE RUIZ (ARIDLA/BMG LATIN)  6 VARIOUS ARTISTS	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGOLLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN
32 18 35 37	27 11 49 34	7 29 1 3 3 32 1 19	UNIVERSAL  VARIO DISA 724098  AKWIE UNIVISION S  GARGE SELLOS ASC  RICKY SONY DISCC  CONJUE	LATING 001-403 (16.38 CD/DVD) [H]   US ARTISTS   Historia Musical Del Pasito Duranguense (13.98 CD)     D	16 7 11 11 3	2 3 4 5 6	LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (WA  LUIS MIGUE! 33 (WARNER  SIN BANDER DE VIAJE ISI  CHAYANNE	RNER LATINAL LATINAL A	IIN) RCO/UNIVERSAL LATIND) TINA) OS)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX ISONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (J&N/SONY DISCOS)  5 JERRY RIVERA CANTO A MIHDOLO, FRANKIE RUIZ (ARIOLA/BMG LATIN)  6 VARIOUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  LOS TIGRES DEL NORTE HERNCIA MUSICAL ZO BOLEROS ROMANTICOS (FON  PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)  JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBOA)  LOS BUKIS
32 18 35 37 42	27 111 49 34 46	7 29 1 3 3 32 1 19 5 10	UNIVERSAL  VARIO  DISA 724098  AKWIE  UNIVISION 3  GARGI  SELLOS ASC  RICKY  SONY DISCC  CONJU- FONOVISA 3  JUAN  ARIOLA 5642	LATINO 001403 (18.98 CD/DVD) [M]  US ARTISTS  Historia Musical Del Pasito Duranguense 173.98 CD)  Proyecto Akwie 10155/UG (13.98 CD) [M]  DLAS CIADOS 550604/V1 (14.98 CD) [M]  MARTIN △²  S76439 (17.98 CD CD)  JINTO PRIMAVERA ROD75/UG (19.98/163.98) [M]  GABRIEL 308MG LATIN (17.98 CD)  Inocente De T	16 7 11 1 1 3	2 3 4 5 6 7	LA HISTORIA JUANES UN DIA NORM MANA ECLIPSE (W/ 33 (WARNER SIN BANDEF DE VIAJE (SI CHAYANNE SINCERO (SI EDNITA NAZ	RNER LATINA)  A INV DISCI	IIN)  RCO/UNIVERSAL LATIND)  TINA)  DS)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOS)  4 VARIOUS ARTISTS BACHATAHITS 2004 (UBN/SONY DISCOS)  5 JERRY RIVERA CANTO A MIJODIO, FRANKIE RUIZ (ARIOLA/BMG LATIN)  6 VARIOUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (UBN/SONY DISCOS)  8 CELIA CRUZ	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO OE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBDA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS
32 18 35 37 42 36	27 111 49 34 46 35	7 29 3 32 1 19 5 10	UNIVERSAL VARIO OISA 724098 AKWISION GARG SELLOS ASC RICKY SONY DISCC CONJUSA 3 JUAN ARIOLA 5642 LOS TI FONOVISA 3	LATING 001-403 (16.38 CD/DVD) [H]  US ARTISTS (13.98 CD)  A Proyecto Akwid  DLAS (13.98 CD)  The Return  DLAS (5.7643 (17.98 CD) [H]  MARTIN A <sup>2</sup> (5.7643 (17.98 ED) (D)  STOPPIMAVERA (5.7643 (17.98 ED) (D)  JINTO PRIMAVERA (5.7643 (17.98 ED) (D)  JOHN (1.98 (18.38) (H)	16 7 11 1 1 3 21 1	2 3 4 5 6 7 8	LA HISTORIA JUANES UN DIA NORM MANA ECLIPSE (W/ LUIS MIGUE! 33 (WARNER SIN BANDEF DE VIAJE ISI CHAYANNE SINGERO (SI EDNITA NAZ PORTI (SON	RNER LATINAL  LATINAL  A  INV DISCI	IIN)  RCO/UNIVERSAL LATIND)  TINA)  DS)	REGALO DEL ALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (J&N/SONY DISCOS)  5 JERRY RIVERA CANTO A MI IDDIOL. FRANKIE RUIZ (ARIDLA/BMG LATIN)  6 VARIOUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (J&N/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  LOS TIGRES DEL NORTE HERNCIA MUSICAL 20 BOLEROS ROMANTICOS (FON  PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)  JOAN SEBASTIAN COLECCION DE ORD (MUSART/BALBOA)  LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE
32 18 35 37 42 36 41	27 111 49 34 46 35 43	7 29 3 32 1 19 5 10 5 26	UNIVERSAL VARIO OISA 72498  AKWIE UNIVISION 3  GARGG SELLOS ASC PONOVISION ARIOLA 554-3  LOS TI FONOVISA 3  A.B. Q  EMILLATIN 4	LATING 001405 (16.98 CD/DVD) [H]  US ARTISTS 113 95 CD1  DIAS 101555/UG (13.98 CD1 [H])  Proyecto Akwid 10155/UG (13.98 CD1 [H])  DIAS DIADS 550604/Vf (14.98 CD1 [H])  MARTIN \$\( \triangle \)  The Return  Almas Del Silencid  STO439 (17.98 EQ CD)  INTO PRIMAVERA  Becide To  SIRMS/SF/UG (19.98/163.98) [H]  GABRIEL  SIRMS LATIN (17.98 CD)  GRES DEL NORTE  BORTIN (17.98 CD)  Herencia Musical: 20 Corridos Inolvidables  UNITANILLA III PRESENTS KUMBIA KINGS	16 7 11 3 3 i 21 i 1	2 3 4 5 6 7 8 9	LA HISTORIA JUANES UN DIA NORN MANA ECLIPSE (W) LUIS MIGUEI 33 (WARNER SIN BANDEF OE VIAJE SIC CHAYANNE SINCERO ISC EDNITA NAZ POR TI (SON MANNY MA SERENATA (I	IAL (SUF RNER LA LATINA)  A INY DISCI NY DISCI ARIO Y DISCOS VUEL	IN)  RCO/UNIVERSAL (ATIND)  TINA)  OS)  OS)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HTS MIX (SONY DISCOS)  4 VARIOUS ARTISTS BACHATAHITS 2004 (UBN/SONY DISCOS)  5 JERRY RIVERA CANTO A MIDOLO, FRANKIE RUIZ (ARIOLA/BMG LATIN)  6 VARIOUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (UBN/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALSAHITS 2004 (UBN/SONY DISCOS)	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO OE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBOA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE  9 AKWIO PROVECTO AKWIO (UNIVISION/UG)
32 18 35 37 42 36 41	27 111 49 34 46 35 43	7 29 3 32 1 19 5 10 5 26	UNIVERSAL VARIO OISA 724098  AKWIE UNIVISION 3  GARG SELOSAS PICKAS SONY DISECT FONOVISA 3  JUAN ARIOLA 5642  A.B. Q EMILLATIN EMILLATIN MUSARI 27	LATINO 001405 (16.98 CD/DVD) [M]  US ARTISTS	16 7 111 1 1 3 1 21 1 1 1 1 1 1	2 3 4 5 6 7 8 9	LA HISTORIA  JUANES UN DIA NORM  MANA  ECLIPSE (W/  LUIS MIGUE!  33 (WARNER  SIN BANDEF  OE VIAJE (SI  CHAYANNE  SINCERO (SC  EDNITA NAZ  PORT I (SON  MANNY MA  SERENATA (C  ALEJANDRO  NO ES LO MIS	(EMILATION LATION CONTRACTOR CONT	IN)  RCO/UNIVERSAL (ATIND)  TINA)  OS)  OS)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (JAN/SONY DISCOS)  5 JERRY RIVERA CANTO A MI IDDOLO_FRANKIE RUIZ (ARIOLA/BMG LATIN)  6 VARIOUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (JAN/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALSAHITS 2004 (JAN/SONY DISCOS)  10 VARIOUS ARTISTS NAVIDAD CARIBENA ISONY DISCOSI	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL ZO BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGOLLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBDA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE  9 AKWIO PROYECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)
32 18 35 37 42 36 41 34	27 111 49 34 46 35 43 29	7 29 32 32 32 32 32 32 32 32 32 32 32 32 32	UNIVERSAL  VARIOO OISA 72490 OISA	LATINO 001405 (16.98 CD/DVD) [M]  US ARTISTS (13.98 CD)  D	16 7 11 1 1 3 3 1 1 1 1 1 1 1 1 1 1 1 1 1	2 3 4 5 6 7 8 9	LA HISTORIA JUANES UN DIA NORM MANA ECLIPS (GWI LUIS MIGUE) SIN BANDEF DE VIAJE ISI CHAYANNE SINCERO ISI EDNITA NAZ PORTI (SON MANNY MA ALEJANDRO NO ES LO MIS DAVID BISBI	(EMILATION)  REPORT LA  A  AINY DISCOS  FUEL  RIVERS  FUEL  REPORT  RE	REQUINIVERSAL LATINO)  TINA)  OS)  ALLATINO)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (JAN/SONY DISCOS)  5 JERRY RIVERA CANTO A MI IDDLO. FRANKIE RUIZ (ARIOLA/BMG LATINI)  6 VARIOUS ARTISTS 2004 AND DE EXITOS REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (JAN/SONY DISCOS)  8 CELIA CRUZ EL CARNOVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALSAHITS 2006 (JAN/SONY DISCOS)  10 VARIOUS ARTISTS	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL ZO BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBDA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO OURANGUENSE  9 AKWIO PROVECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA
32 18 35 37 42 36 41 34	27 111 49 34 46 35 43 29 50 37	7 29 32 32 32 32 32 32 32 32 32 32 32 32 32	UNIVERSAL  VARIO  OISA 72409  AKWIE  AKWIE  UNIVISION 3  GARGE  SELLOS ASC.  PICKY  SONY DISCUSS  LOS TI  FONOVISA 3  AB. Q  EMILATIN 4  MUSART 28  PEPE A  MUSART 28  ANA G	LATING 001-403 (16.38 CD/DVD) [H]  US ARTISTS (13.98 CD)  DA (10155/UG (13.38 CD) [M]  DLAS CIADOS 550604/V: (14.38 CD) [M]  MARTIN A <sup>2</sup> SAV39 (17.98 ED CD)  JINTO PRIMAVERA (10157-0UG (9.98/15.3.98) [M]  GABRIEL (3.98 CD)  GRES DEL NORTE (3.98 (13.98)  UINTANILLA III PRESENTS KUMBIA KINGS (10158-0UG)  GRES DEL NORTE (1016 (9.98/15.3.98)  UINTANILLA III PRESENTS KUMBIA KINGS (1016 ARRAZA (1984-1803 (1995) (1997)  AGUILAR (1994-1804 (1995) (1997)  COLECCION DE OTC  COLECCION D	16 7 11 1 1 3 3 1 1 1 1 1 1 1 1 1 1 1 1 1	2 3 4 5 6 7 8 9 10 11 12	LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (WA  LUIS MIGUE! 33 (WARNER  SIN BANDER  EVIJALE ISI  CHAYANNE SINCERO ISI  EDNITA NAZ PORTI (SON  MANNY MA  SERENATA (I  ALEJANDRO  NO RES LO MIS  CORAZON LA  LA OREJA DI  LA OREJA DI	(EMILATION)  A A A A A A A A A A A A A A A A A A A	RECOUNIVERSAL LATINO)  TINA)  OS)  OS)  AL LATINO)  ARNER LATINA)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (J&N/SONY DISCOS)  5 JERRY RIVERA CANTO A MIIDDUD. FRANKIE RUIZ (ARIDLA/BMG LATINI)  6 VARIDUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (J&N/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALSAHITS 2004 (J&N/SONY DISCOS)  10 VARIOUS ARTISTS NAVIDAD CARIBENA (SONY DISCOS)	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGOLLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBOA)  7 LOS BUKIS 72 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE  9 AKWIO PROYECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)  11 LOS TIGRES DEL NORTE
32 18 35 37 42 36 41 34 49 43	27 111 49 34 46 35 43 29 50 37 48	299 322 322 322 322 322 322 322 322 322	UNIVERSAL VARIO OISA 72408  AKWIE UNIVISION 3  GARGI SELLOS ATI FONOVISA JULAN ARIOLA 5642  A.B. LOS TI FONOVISA A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  A.B. LOS TI FONOVISA  OBIE E EMILATIN 8  A.B. CONVISION	Mistoria Musical Del Pasito Duranguense (1.3 % CD)   Mistoria Musical Del Pasito Duranguense (1.3 % CD)   Proyecto Akwid (1.3 % CD)   Mistoria Musical Del Pasito Duranguense (1.3 % CD)   Mistoria Musical Del Silencio (1.3 % CD)   Mistoria Musical Del Silencio (1.3 % CD)   Mistoria Musical Del Silencio (1.3 % CD)   Mistoria Musical Del Pasito Duranguense (1.3 % CD)   Mistoria Musical Del Pasito Dura	16 7 11 11 1 3 3 1 1 1 1 1 1 1 1 1 1 1 1 1		LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (WA  LUIS MIGUE! 33 (WARNER  SIN BANDER  EVIJALE ISI  CHAYANNE SINCERO ISI  EDNITA NAZ PORTI (SON  MANNY MA  SERENATA (I  ALEJANDRO  NO RES LO MIS  CORAZON LA  LA OREJA DI  LA OREJA DI	REMILATION (SUPPLIED FOR A SUPPLIED	IN)  RECOUNIVERSAL LATINO)  TINA)  OS)  OS)  AL LATINO)  ARNER LATINA)  LE/UNIVERSAL LATINO)  OGH  AS TE HACIAS LA DORNIDA (SONY DISCOS)	REGALO DEL ALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (JBM/SONY DISCOS)  5 JERRY RIVERA CANTO A MI IDDIOL. FRANKIE RUIZ (ARIDIA/BMG LATINI)  6 VARIOUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (JBM/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALSAHITS 2004 (JBM/SONY DISCOS)  10 VARIOUS ARTISTS NAVIDADO CARIBENA ISONY DISCOSI  11 GRUPO MANIA HOMBRES DE HONDRI (UNIVERSAL LATINO)  12 CELIA CRUZ	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERNICIA MUSICAL ZO BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE DRO (MUSARTIBALBOA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO OURANGUENSE  9 AKWIO PROYECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDET U (FONOVISA/UG)  11 LOS TIGRES DEL NORTE HERENCIA MUSICAL ZO CORRIDOS INOLVIDABLES (FON  12 PANCHO BARRAZA
32 18 35 37 42 36 41 34 49 43 44 31	27 111 49 34 46 35 43 29 50 37 48	7 29 32 32 32 32 32 32 32 32 32 32 32 32 32	UNIVERSAL VARIO OISA 724098 AKWIE UNIVISION 3 GARG SELLOS ASC PICKY SONY DISECT FONOVISA 3 LOS TI FONOVISA 3 LOS TI FONOVISA 3 A.B. Q EMILATIN 8 MUSART 27 PEPE A MUSART 28 OBLE EMILATIN 8 ANA G SONY DISECT VICCO C EMILATIN 9 LUPILL	LATING 001-403 (16.38 CD/DVD) [M]   US ARTISTS   Historia Musical Del Pasito Duranguense (13.98 CD)	16 7 11 11 1 1 12 1 1 1 1 12 1 30 1 27 5		LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (WW  LUIS MIGUE) 33 (WARNEE) 33 (WARNEE) 33 (WARNEE) 33 (WARNEE) 43 (WARNEE) 51NOERO (ST  EDNITA NAZ PORTI (SON  MANNY MA SERENATA (LA  LEJANDRO NO ES LO MIS  DAVID BISBA CORAZON LA  LA OREJA DI LO QUE YE COM  JULIO IGLES DIVORCIO (S  CRISTIAN	(EMI LAT (SUF RENER LA LATINA)  A A NY DISCI NY DISCI NY DISCO NUIVERS/ NUIVERS/ NO (WAR LI LIND (VA VAN GG E MIENTR AS	RECOUNIVERSAL LATINO)  TINA)  OS)  OS)  AL LATINO)  ARNER LATINA)  LLE/UNIVERSAL LATINO)  OGH  AS TE HACIAS LA DORMIDA (SONY DISCOS)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (JAN/SONY DISCOS)  5 JERRY RIVERA CANTO A MI IDOLO_FRANKIE RUIZ (ARIOLA/BMG LATINI)  6 VARIOUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (JAN/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALSAHITS 2004 (JAN/SONY DISCOS)  10 VARIOUS ARTISTS NAVIDAD CARIERA ISONY DISCOSI  11 GRUPO MANIA HOMBES DE HONORI (UNIVERSAL LATINO)  12 CELIA CRUZ LA MAS GRANDE HISTORIA JAMAS CANTADA (LIDERES)  13 IBRAHIM FERRER	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERNICIA MUSICAL ZO BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGOLLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBDA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE  9 AKWIO PROYECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)  11 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 CORRIDOS INOLVIDABLES (FON  12 PANCHO BARRAZA LAS ROMANICIAS DE PANCHO BARRAZA (MUSAR)  13 PEPE AGUILAR
32 18 35 37 42 36 41 34 49 43 44 31	277 111 499 344 466 355 433 299 500 377 488 177	7 29 32 32 32 32 32 32 32 32 32 32 32 32 32	UNIVERSAL VARIO OISA 724089  AKWIE UNIVISION 3  GARG SELLOS ASS SELLOS ASS PONOVISA JUAN ARIOLA 564/3  A.B. Q. EMI LATIN 4  PANCH- MUSART 27  PEPE AMUSART 27  PEP AMUSART 27  PEPE AMUSART 27  PEP AMUSART	Mark	16 7 11 11 1 3 3 1 12 1 12 1 12 1 1 1 1 1 1	13	LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (W/  LUIS MIGUE) SIN BANDEF DE VIAJE ISI  CHAYANNE SINCERO (SI  EDNITA NAZ PORTI (SON  MANNY MA  ALEJANDRO NO ES LO MIS  DAVID BISB/ CORAZON LA  LA OREJA DI LO BUETO COLES  DIVORCIO (SI  CRISTIAN  AMARES (A)  MANA	IEMI LATINAL  A  LIATINAL	IN)  RCO/UNIVERSAL LATINO)  TINA)  OS)  AL LATINO)  ARNER LATINA)  LLE/UNIVERSAL LATINO)  OGH AS TE HACIAS LA DORMIDA (SONY DISCOS)  COS)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (J&N/SONY DISCOS)  5 JERRY RIVERA CANTO A MIIDDUL. FRANKIE RUIZ (ARIDLA/BMG LATINI)  6 VARIDUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (J&N/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALSAHITS 2004 (J&N/SONY DISCOS)  10 VARIOUS ARTISTS NAVIDAD CARIBENA (SONY DISCOS)  11 GRUPO MANIA HOMBRES DE HONOR (UNIVERSAL LATINO)  12 CELIA CRUZ LA MAS GRANDE HISTORIA JAMAS CANTADA (LIDERES)  13 IBRAHIM FERRER BUENOS HOMBRES (WORLO CIRCUIT/NONESUCH/AG)  14 OIVINO TODO A SU TIEMPO (LUAR)	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL ZO BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGOLLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBOA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE 9 AKWIO DEROVECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)  11 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 CORRIDOS INOLVIDABLES (FON  12 PANCHO BABRAZA LAS ROMANTICAS DE PANCHO BARRAZA (MUSART  13 PEPE AGUILAR COLECCION DE ORO (MUSART/BALBOA)  14 ANA GABRIEL
32 18 35 37 42 36 41 34 49 43 44 31	27 111 49 34 46 35 43 29 50 37 48 17 40	7 29 32 32 32 32 32 32 32 32 32 32 32 32 32	UNIVERSAL VARIO OISA 724098 AKWIE UNIVISION 3 RICKY SINY DISCE CONJUE FONDUSA 3 LOS TI FONDUSA 3 LOS TI FONDUSA 3 A.B. Q. EMILATIN 3 ANA G. SONY OISCE VICOS CHILATIN 9 LUPILL UNIVISION 3 RECORD	LATING 001-403 (16.38 CD/DVO) [M]   US ARTISTS   Historia Musical Del Pasito Duranguense (13.98 CD)   Proyecto Akwid (13.98 CD)   M]   DLAS   The Return (13.98 CD) [M]   The Return (13.98 CD)   MARTIN   A	16 7 11 1 1 3 3 1 21 1 1 1 1 1 1 1 1 1 1 1 1	13 14 15	LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (W/  LUIS MIGUE! 33 (WARNES SIN BANDEF DE VIAJE ISI  CHAYANNE SINCERO ISI EDNITA NAZ PORTI (SON MANNY MA SERENATA (II  LA OREJA DI LO GUE TE CONI LO GUE TE CONI LO GUE TE CONI CRISTIAN AMARES (A)  MANA REVOLUCION  MANA	(EMI LAT  RNER LA  LATINA)  A  NY DISCI  RNIO DISCIS  RNIO  LATINA)  VANGE  VANGE  LA  LATINA)  VANGE  VANGE  RNIO  VANGE  RNIO  VANGE  RNIO  VANGE  VANGE  RNIO  VANGE  V	IN)  RCO/UNIVERSAL LATINO)  TINA)  OS)  AL LATINO)  ARNER LATINA)  LE/UNIVERSAL LATINO)  OGH AS TE HACIAS LA DORMIDA (SONY DISCOS)  OGS)  IG LATIN)  R (WARNER LATINA)	REGALO DEL ALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX ISONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (JAN/SONY DISCOS)  5 JERRY RIVERA CANTO A MI IDDIOL. FRANKIE RUIZ (ARIDLA/BMG LATINI)  6 VARIDUS ARTISTS 2004 AND DE EXTIDS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (JAN/SONY DISCOS)  8 CELIA CRUZ EL CARWAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALISAHITS 2004 (JAN/SONY DISCOS)  10 VARIOUS ARTISTS NAVIDAD CARIBEMA ISONY DISCOSI  11 GRUPO MANIA HOMBRES DE HONDRI (UNIVERSAL LATINO)  12 CELIA CRUZ LA MAS GRANDE HISTORIA JAMAS CANTADA (LIDERES)  13 IBRAHIM FERRER BUENOS MERMANDS (WORLO CIRCUIT/NONESUCH/AG)  14 OIVINO TODO A SU TIEMPO (LUAR)  15 CELIA CRUZ EXITOS ETERNOS II IUNIVERSAL LATINO)	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERNCIA MUSICAL 20 BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORD (MUSART/BALBOA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO OURANGUENSE  9 AKWIO PROYECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)  11 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 CORRIDOS INOLVIDABLES (FON  12 PANCHO BARRAZA LAS ROMANTICAS DE PANCHO BARRAZA (MUSART  13 PEPE AGUILAR COLECCION DE ORD (MUSART/BALBOA)  14 ANA GABRIEL DULCE Y SALADO (SONY DISCOS)  15 LUPILO RIVERA LIVE (UNIVISIONUG)  16 CONJUNTO PRIMAVERA/PESAOO
32 18 35 37 42 36 41 34 49 43 44 31 51	27 111 49 34 46 35 43 29 50 37 48 17 40 ———————————————————————————————————	7 29 32 33 34 44 35 36 36 37 8 37 5 5 5 5 5 7 8 31 5 5 7 8 31 5 5 7 5 5 7 7 8 31 5 5 7 7 8 31 5 5 7 7 8 31 5 7 7 8 7 7 7 8 7 7 7 8 7 7 7 8 7 7 7 7	UNIVERSAL VARIO OISA 724089  AKWIE UNIVISION:3  GARG SELLOS ASS SELLOS ASS SELLOS ASS SELLOS ASS SELLOS ASS ASS ASS ASS ASS ASS ASS ASS ASS AS	Mark	16 16 7 11 11 1 1 1 1 1 1 1 1 1 1 1 1 1	13 14 15	LA HISTORIA  JUANES UN DIA NORM  MANA  ECLIPSE (WW  33 (WARNER  33 (WARNER  33 (WARNER  33 (WARNER  34 (WARNER  36 (WARNER  36 (WARNER  36 (WARNER  37 (WARNER  MANA  LO MANA  LO MANA  LO MANA  MANA  LUNA (WARNER  LUNA (WARNER  MANA  LUNA (WARNER  LUNA (WARNER  MANA  MANA	(EMILATION)  A LATINAL AND DISCOST  SARIO WAS ASSOCIATED AND CONTROL OF THE PROPERTY OF THE PR	RECOUNIVERSAL LATINO)  TINA)  OS)  OS)  AL LATINO)  ARNER LATINA)  LE/UNIVERSAL LATINO)  OGH AS TE HACIAS LA DORMIDA (SONY DISCOS)  OGS)  IG LATIN)  R (WARNER LATINA)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (JAN/SONY DISCOS)  5 JERRY RIVERA CANTO A MI IDDOLO_FRANKIE RUIZ (ARIOLA/BMG LATINI)  6 VARIOUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (JAN/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS NAVIDAO CARIBENA (SONY DISCOS)  10 VARIOUS ARTISTS NAVIDAO CARIBENA (SONY DISCOS)  11 GRUPO MANIA HOMBRES DE HONORI (UNIVERSAL LATINO)  12 CELIA CRUZ LA MAS GRANDE HISTORIA JAMAS CANTADA (LIDERES)  13 IBRAHIM FERRER BUENOS HERMANOS (WORLO CIRCUIT/NONESUCH/AG)  14 OIVINO TODO A SU TIEMPO (LUAR)  15 CELIA CRUZ EXITOS ETERNOS II LUNIVERSAL LATINO)  16 VARIOUS ARTISTS MERENHITS 2004 (JAN/SONY DISCOS)  17 LUNYTUNES & NORIEGA	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL ZO BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGOLLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBDA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITIO DURANGUENSE  9 AKWIO PROYECTO AKWID (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)  11 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 CORRIDOS INOLVIDABLES (FON  12 PANCHO BARRAZA LAS ROMANIICAS DE PANCHO BARRAZA (MUSART  13 PEPE AGUILAR COLECCIÓN DE ORO (MUSART/BALBOA)  14 ANA GABRIEL DULCE Y SALADO (SONY DISCOS)  15 LUPE (UNIVISION/UG)  16 CONJUNTO PRIMAVERA/PESAOO DOS ROMANTICOS DE CORAZON (UNIVISION/UG)  17 SOUNOTRACK
32 18 35 37 42 36 41 34 49 43 44 31 51 40 38 45	27 111 49 34 46 35 43 29 50 37 48 17 40 ———————————————————————————————————	7 29 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	UNIVERSAL VARIO OISA 72400 OISA 7	DATING 001-403 (16.38 CD/DVO) [M]   US ARTISTS	16 7 11 1 1 3 3 1 21 1 1 1 1 1 2 27 27 26 1 1 3 38 1 16	13 14 15	LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (WA)  SIN BANDEF OE VIAJE (SI  CHAYANNE SINCERO ISC  EDNITA NAZ PORT I (SON MANNY MA SERENATA (I  LO ANEJADORIO LO GUE FE CON  JULIO IGLES DIVORCIO (S  CRISTIAN AMANA AMANA LUNA (WARNE  MANA SOL (WARNE  MANA SOL (WARNE)	(EMILATION)  A LATINAL AND DISCOST  SARIO WAS ASSOCIATED AND CONTROL OF THE PROPERTY OF THE PR	RECOUNIVERSAL LATINO)  TINA)  OS)  OS)  AL LATINO)  ARNER LATINA)  LE/UNIVERSAL LATINO)  OGH AS TE HACIAS LA DORMIDA (SONY DISCOS)  OGS)  IG LATIN)  R (WARNER LATINA)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (J&N/SONY DISCOS)  5 JERRY RIVERA CANTO A MI IDDUL. FRANKIE RUIZ (ARIOLA/BMG LATINI)  6 VARIOUS ARTISTS 2004 AND DE EXITOS: REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (J&N/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALSAHITS 2004 (J&N/SONY DISCOS)  10 VARIOUS ARTISTS NAVIDAD CARIBENA (SONY DISCOS)  11 GRUPO MANIA HOMBRES DE HONOR (UNIVERSAL LATINO)  12 CELIA CRUZ LA MAS GRANDE HISTORIA JAMAS CANTADA (LIDERES)  13 IBRAHIM FERRER BUENOS REMAMNOS (WORLO CIRCUIT/NDNESUCH/AG)  14 DIVINO TODO A SU TIEMPO (LUAR)  15 CELIA CRUZ EXITOS ETERNOS II IUNIVERSAL LATINO)	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGOLLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBOA)  7 LOS BUKIS 72 JOYAS MUSICALES (FONOVISA/UG)  8 VARIOUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE  9 AKWIO PROYECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)  11 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 CORRIDOS INOLVIDABLES (FON  12 PANCHO BARRAZA LAS ROMANTICAS DE PANCHO BARRAZA (MUSARI  13 PEPE AGUILAR COLECCION DE ORO (MUSART/BALBOA)  14 ANA GABRIEL DULCE Y SALADO (SONY DISCOS)  15 LUPILLO RIVERA LIVE (UNIVISION/UG)  16 CONJUNTO PRIMAVERA/PESAOO DOS ROMANTICOS DE CORAZON (UNIVISION/UG)
32 18 35 37 42 36 41 34 49 43 44 31 51 40 38 45 39	27 111 49 34 46 35 43 29 50 37 48 17 40 ———————————————————————————————————	29 32 32 32 32 32 32 32 32 32 32 32 32 32	UNIVERSAL VARIO OISA 724089  AKWIE UNIVISION: GARGG SELLOS ASS PICKY SONY DISCO CONJU- FONOVISA ABOUT ARIOLA 5642  AND A BOUT CONJUAN AND A BOUT	Maring   M	16 7 11 1 1 3 3 1 1 1 1 2 1 1 1 1 2 1 1 1 1	13 14 15	LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (WW  SIN BANDEF OE VIAJE ISI CHAYANNE SINCERO ISI EDNITA NAZ PORT II (SON MANNY MA SERENATA (I LA ORIGINAL LA ORIGINAL JULIO IGLES DIVORCIO (S CRISTIAN AMARES (A) MANA EVOLUCION MANA SOL (WARNE MANA SOL (WARNE LUIS FONSI ABBAZARIA  LUN A WARNE LUIS FONSI ABBAZARIA  LUN A WARNE LUIS FONSI ABBAZARIA	(EMILATION)  A A CONTROL OF CONTR	RECOUNIVERSAL LATINO)  TINA)  OS)  OS)  AL LATINO)  ARNER LATINA)  LE/UNIVERSAL LATINO)  OGH AS TE HACIAS LA DORMIDA (SONY DISCOS)  OGS)  IG LATIN)  R (WARNER LATINA)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHTS 2004 (JAN/SONY DISCOS)  5 JERRY RIVERA CANTO A MI IDDLO. FRANKIE RUIZ (ARIOLA/BMG LATINI)  6 VARIOUS ARTISTS 2004 AND DE EXITOS REGGAETON (UNIVERSAL LATINO)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (JAN/SONY DISCOS)  8 CELIA CRUZ EL CARNAVALI DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS NAVIDAD CARIBENA ISONY DISCOSI  10 VARIOUS ARTISTS NAVIDAD CARIBENA ISONY DISCOSI  11 GRUPO MANIA HOMBRES DE HONOR (UNIVERSAL LATINO)  12 CELIA CRUZ LA MAS GRANDE HISTORIA JAMAS CANTADA (LIDERES)  13 IBRAHIM FERRER BUENOS HERMANOS (WORLO CIRCUTT/NONESUCH/AG)  14 OIVINO TODO A SU TIEMPO (LUAR)  15 CELIA CRUZ EXITOS ETERNOS II IUNIVERSAL LATINO)  16 VARIOUS ARTISTS MERINITIS 2004 (URN/SONY DISCOS)  17 LUNYTUNES & NORIEGA MAS FLOW (VI)  18 DIGA TANON A PURO FUEGO (WEACARIBE/WARNER LATINA)	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL ZO BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGOLLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBDA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE  9 AKWIO PROVECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)  11 LOS TIGRES DEL NORTE HERENCIA MUSICAL 20 CORRIDOS INOLVIDABLES (FON  12 PANCHO BARRAZA LAS ROMANTICAS DE PANCHO BARRAZA (MUSART  13 PEPE AGUILAR COLECCIÓN DE ORO (MUSART/BALBOA)  14 ANA GABRIEL DULCE Y SALADO (SONY DISCOS)  15 LUPILO RIVISIONAL  16 CONJUNTO PRIMAVERA/PESAOO DOS ROMANTICOS DE CORRADOS (UNIVISION/UC)  17 SOUNOTRACK FRIDA (OG/UNIVERSAL CLASSICS GROUP)  18 INTOCABLE NUESTRO DESTIND ESTABA ESCRITO (EMILATIN)
32 18 35 37 42 36 41 34 49 43 44 31 51 40 38 45 39	27 111 49 34 46 35 43 29 50 37 48 17 40 ———————————————————————————————————	7 25 3 3 32 4 15 5 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	UNIVERSAL  VARIO OISA 72490  AKWIE UNIVISION 3  GARG SELOS ASE PICKY SONY DISCO CON JUNIVISION 3  LOS TI FONOVISA 3  LOS TI FONOVISA 3  A.B. CON JUNIVISION 3  A.B. CON JUNIVISION 3  ANA G SONY DISCO VICCO C EMILATIN 8  ANA G SONY DISCO VICCO C EMILATIN 9  LUPILL UNIVISION 3  RY CON JUNIVISION 3  SOUNI DIA 74150/U  JINTOC EMILATIN 9  JERRY   JERRY   JERRY   JERRY   JERRY   JERRY   JERRY   JERRY   JERRY   JERRY   JERRY   JERRY   JERRY    JERRY    JERRY    JERRY   JERRY    JERRY    JERRY    JERRY     JERRY     JERRY     JERRY     JERRY       JERRY	Main	16 7 11 1 1 3 3 1 21 1 1 1 1 2 3 3 3 1 27 1 1 1 1 1 3 3 3 1 1 1 1 1 1 1 1 1 1 1	13 14 15	LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (W/  LUIS MIGUE) SIN BANDEF DE VIAJE ISI  CHAYANNE SINCERO (SI  EDNITA NAZ PORTI (SON  MANNY MA  ALEJANDRO NO ES LO MIS  DAVID BISB/ CORAZON LA  LA OREJA DI LO BUETO COLES  DIVORCIO (SI  CRISTIAN  AMANA REVOLUCION  MANA LUNA (WARI  MANA  LUNA (WARI  LUIS FONSI  ABRAZAR LA  GARGOLAS	(EMI LATINA)  RNER LA  AA  LATINA)  AA  AINY DISCI  NIVY DISCI  SARIO  VIEL  LIND (VAN GC  E MIENTEN  AS  ANY  DISCI  SANZ  MO (VAN GC  E MIENTEN  AS  ANY  RLATINA  R LATINA  (U)	ININ)  RECOUNIVERSAL LATINO)  TINA)  OS)  OS)  AL LATINO)  ARNER LATINA)  LLEUNIVERSAL LATINO)  OGH  AS TE HACIAS LA DORMIDA (SONY DISCOS)  OG LATIN)  OF (WARNER LATINA)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (J&N/SONY DISCOS)  5 JERRY RIVERA CANTO A MIIDDLO. FRANKIE RUIZ (ARIOLA/BMG LATINI)  6 VARIOUS ARTISTS REGGAETONHITS 2004 (J&N/SONY DISCOS)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (J&N/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALSAHITS 2004 (J&N/SONY DISCOS)  10 VARIOUS ARTISTS NAVIDAD CARIBENA (SONY DISCOS)  11 GRUPO MANIA HOMBRES DE HONOR (UNIVERSAL LATINO)  12 CELIA CRUZ LA MAS GRANDE HISTORIA JAMAS CANTADA (LIDERES)  13 IBRAHIM FERRER BUENOS HERMANOS (WORLO CIRCUIT/MONESUCH/AG)  14 OIVINO TODO A SU TIEMPO (LUAR)  15 CELIA CRUZ EXITOS ETERNOS II IUNIVERSAL LATINO)  16 VARIOUS ARTISTS MERENHITS 2004 (J&N/SONY DISCOS)  17 LUNYTUNES & NORIEGA MAS FLOW (VI)  18 DLGA TANON A PURO FUEGO (WARACARIBE/WARNER LATINA)  19 COMPAY SEGUNOO GRACIAS COMPAY THE DEFINITIVE COLLECTION (WARNER LATINA)	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL ZO BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBDA)  7 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE 9 AKWIO PROVECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)  11 LOS TIGRES DEL NORTE HERENCIA MUSICAL 2E CORRIDOS INDUVIDABLES (FON  12 PANCHO BARRAZA LAS ROMANTICAS DE PANCHO BARRAZA (MUSART 13 PEPE AGUILAR COLECCIÓN DE ORO (MUSART/BALBDA)  14 ANA GABRIEL DULCE Y SALADO (SONY DISCOS)  15 LUPILO RIVERA LIVE (UNIVISION/UG)  16 CONJUNTO PRIMAVERA/PESADO OOS ROMANTICOS DE CORAZON (UNIVISION/UG)  17 SOUNOTRACK FRIDA (IGGUNIVERSAL CLASSICS GROUP)  18 INTOCABLE NUESTRO DESTINO ESTABA ESCRITO (EMI LATIN 19 BANDA EL RECODO PORTI (FONOVISA/UG)
32 18 35 37 42 36 41 34 49 43 44 31 51 40 38 45 39 33 46	27 111 49 34 46 35 43 29 50 37 48 17 40 ———————————————————————————————————	25 10 3 3 3 3 3 3 4 4 4 5 5 5 5 5 5 5 6 6 6 6 6 6 6 6 6 6	UNIVERSAL VARIO OISA 72400 OISA 7	Martin   M	16 7 11 1 1 3 3 1 1 1 1 1 2 1 3 3 1 1 1 1 1	13 14 15	LA HISTORIA  JUANES UN DIA NORM  MANA ECLIPSE (UN DIA NORM  ECLIPSE (UN DIA NORM  ECLIPSE (UN DIA NORM  SIN BANDEF DE VIAJE (SI 33 (WARNER  33 (WARNER  SINCERO (SI EDNITA NAZ PORT I (SON MANNY MA SERENATA (I ELIJANDRO NO ES LO MIS  ALEJANDRO NO ES LO MIS  LUIS MISORIO  JULIO (GLES DIVORCIO (S CRISTIAN AMARA AMARA AMANA LUNA (WARNE LUIS FONSI ABRAZARI LA  GARGOLAS  GARGOLAS  GARGOLAS  RICKY MART	(EMILATINA)  A LATINA)  A RINY DISCO  AND DISCOSS  AND OWNER  LL  LL  LL  LL  LL  LL  LL  LL  LL	INIA)  RECOUNIVERSAL LATINO)  TINA)  OS)  AL LATINO)  ARNER LATINA)  LEJUNIVERSAL LATINO)  OGH AS TE HACIAS LA DORMIDA (SONY DISCOS)  TOS)  RE (WARNER LATINA)  VA)  NIVERSAL LATINO)	REGALO DELALMA ISONY DISCOSI  3 CELIA CRUZ HITS MIX (SONY DISCOSI  4 VARIOUS ARTISTS BACHATAHITS 2004 (J&N/SONY DISCOS)  5 JERRY RIVERA CANTO A MIIDDLO. FRANKIE RUIZ (ARIDLA/BMG LATINI)  6 VARIOUS ARTISTS REGGAETONHITS 2004 (J&N/SONY DISCOS)  7 VARIOUS ARTISTS REGGAETONHITS 2004 (J&N/SONY DISCOS)  8 CELIA CRUZ EL CARNAVAL DE LA VIDA (LIDERES)  9 VARIOUS ARTISTS SALSAHITS 2006 (J&N/SONY DISCOS)  10 VARIOUS ARTISTS NAVIDAD CARIBENA (SONY DISCOS)  11 GRUPO MANIA HOMBRES DE HONOR (UNIVERSAL LATINO)  12 CELIA CRUZ LA MAS GRANDE HISTORIA JAMAS CANTADA (LIDERES)  13 IBRAHIM FERRER BUENOS HERMANOS (WORLO CIRCUIT/NONESUCH/AG)  14 OIVINO TODO A SU TIEMPO (LUAR)  15 CELIA CRUZ EXITOS ETERNOSI I IUNIVERSAL LATINO)  16 VARIOUS ARTISTS MERCHIETS 2004 (J&N/SONY DISCOS)  17 LUNYUNES & NORIEGA MAS PLOYO (VI)  18 DIGA TANON A PURD FUEGO (WEACARIBE/WARNER LATINA)  19 COMPAY SEGUNOO	EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCI  3 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)  4 LOS TIGRES DEL NORTE HERENCIA MUSICAL ZO BOLEROS ROMANTICOS (FON  5 PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)  6 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBOA)  7 LOS BUKIS 72 JOYAS MUSICALES (FONOVISA/UG)  8 VARIDUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE  9 AKWIO PROVECTO AKWIO (UNIVISION/UG)  10 CONJUNTO PRIMAVERA DECIDE TU (FONOVISA/UG)  11 LOS TIGRES DEL NORTE HEBENCIA MUSICAL ZE CORRIDOS INOLVIDABLES (FON  12 PANCHO BARRAZA LAS ROMANTICAS DE PANCHO BARRAZA (MUSAR' 13 PEPE AGUILAR COLECCION DE ORO (MUSART/BALBOA)  14 ANA GABRIEL DULCE Y SALADO (SONY DISCOS)  15 LUPILLO RIVERA LIVE (UNIVISION/UG)  16 CONJUNTO PRIMAVERA/PESADO DOS ROMANTICOS DE CORAZON (UNIVISION/UC)  17 SOUNOTRACK FRICIA (GUINIVERSAL CLASSICS GROUP)  18 INTOCABLE NUESTRO DESTINO ESTABA ESCRITO (EMI LATIN)  19 BANDA EL RECODO

JANU 2	JARY 004	10	Bi	Ilboard HOT LATIN TRACKS	ТМ
EEK	EEK	AGO	NO	Airplay monitored by 💦 Nielsen Broadcast Data	z
THIS WEEK	LAST WEEK	2 WKS.	WEEKS	TITLE Systems Artist PRODUCER (SONGWRITER) IMPRINT/PROMOTION LABEL	PEAK POSITION
		1		常 NUMBER 1 灣 7 Weeks At Number 1 MIENTES TAN BIEN Sin Bandera ♀	1
1	2	1	15	MIENTES TAN BIEN ABAQUERO, SIN BANDERA (L. GARCIA)  NOMAS POR TU CULPA  Los Huracanes Del Norte ♥	2
				LOS HURACANES DEL NORTE (S SERNA DEL RID) UNIVISION	
3	1	2	•	ME CANSE DE TI SKRYSJ SOMEILEAN (O.BERMUDEZ,G.MARCO)  Obie Bermudez EMILATIN	1
4	3	3	13	QUIEN TE DIJO ESO?  RPEREZ (LFONSI,C,BRANTI  UNIVERSAL LATINO	3
5	10	8	18	AVE CAUTIVA  JGUILLEN (R.GONZALEZ MORA)  Conjunto Primavera S FONOVISA	5
6	6	10	14	MAS QUE TU AMIGO MA SOLIS, H PATRON, R PEREZ (MA, SOLIS)  MASOLIS, H PATRON, R PEREZ (MA, SOLIS)  MASOLIS, H PATRON, R PEREZ (MA, SOLIS)	6
7	7	6	27	ANTES SKRYS,J SOMEILLAN (O BERMUOEZ) Obie Bermudez ♀ EMILATIN	1
8	12	14	13	LAGRIMAS DE CRISTAL  JLTERRAZAS (HARRIS)  □ISA  □ISA	8
9	5	13	7	TE LLAME  RPEREZR LIVIELIVER PEREZ)  ARIOLA /BMG LATIN	5
10	14	16	14	QUE TE RUEGUE QUIEN TE QUIERA ALIZARRAGA JUZARRAGA (O ALVAREZ)  FONOVISA	10
11	8	5	14	LA PAGA  G.SANTADUALLA-JUANES (JUANES)  SURCO /UNIVERSAL LATINO SURCO /UNIVERSAL LATINO	5
				«ດ» GREATEST GAINER «ດ»	
12	32	32	3	EL ANO VIEJO B SILVETTI (C SALCEDO) Celia Cruz SONY DISCOS	12
13	11	9	17	TE NECESITO  LMIGUEL (J.L GUERRA)  Luis Miguel & WARNER LATINA  WARNER LATINA	1
14	13	20	13	ROSAS NWALKERLA OREJA DE VAN GOGH (A MONTEROX SAN MARTIN, PBENEGAS A FUENTES H GARDE)  La Oreja De Van Gogh 🖼 SONY DISCOS	9
15	9	7	12	TE LLEVARE AL CIELO Mana PHER A GONZALEZ (FHER) WARNER LATINA	7
16	15	12	16	QUIERO PERDERME EN TU CUERPO  KSANTANDERB. OSSA (K. SANTANDER)  David Bisbal ♀  VALE /UNIVERSAL LATINO	6
17	16	17	8	CUIDARTE EL ALMA LFOCHOA (MOURANDEAU,C ZALLES)  Chayanne SONY DISCOS	16
18	18	11	24	UN SIGLO SIN TI RLTOLEDO IFIDE VITAI SONY DISCOS	1
19	17	18	10	SI NO ME AMAS  DWARNER_LLEVIN (LEONS), C BRANT)  SONY DISCOS	15
20	19	19	21	HOY Gloria Estefan ♀ Eptic Son Y 01scos  FPIC Son Y 01scos	1
21	20	23	7	SOY UN NOVATO Intocable	20
22	22	37	3	R MUNOZ,RMARTINEZ (L PADILLA)  Y TODO QUEDA EN NADA  Ricky Martin	22
23	26	24	8	ESTEFANO (ESTEFANO, J. REYES) SÓNY O (SCOS  ADICTO Enrique (glesias	23
24	24	21	7	E.IGLESIAS,C.SORINKIN (E.IGLESIAS.P.BARRY,M.TAYLOR)  A FUEGO LENTO  Jennifer Pena	21
25	21	15	12	K SANTANOER JLARROYAVE (G.SANTANOER JLARROYAVE)  UNIVISION  INOCENTE DE TI  Juan Gabriel	11
26	25	29	14	G.F.ARIAS (J.GABRIEL) ARIDLA/BMG (ATIN  EN REALIDAD Jorge Luis Cabrera	25
27	40	2,	2	RCABRERA (M.R.DIAZ)  CERCA DE TI  Thalia	27
28	28	39	-5	S.MORÂLES (T.SOO).S.MORALES,O.SIEGEL.G.OI MARCO) VIRGIN /EMI LATIN	28
			-	ENAMORADA  JGAVIRIA,B OSSA,FTOBON J. JGAVIRIA,B. OSSA,FTOBON)  FONOVISA	
29	23	26	4	REGALAME LA SILLA DONDE TE ESPERE Alejandro Sanz WARNER LATINA	23
30	30	41	14	TE RETO A QUE ME OLVIDES  Julio Preciado Y Su Banda Perla Del Pacífico  RCA/BMG LATIN	30
31	36	36	4	AMOR DESCARADO  M. DUINTERO LARA,G FELIX (M. DUINTERO LARA,A SLESYNGER,A PENA)  LOS Tucanes De Tijuana  UNIVERSAL LATINO	31
32	27	22	1.2	YA NO ME DUELE R PEREZ RLIVI (RLIVIA PEREZ)  MEGAMUSIC / UNIVERSAL LATINO	17
33	31	28	11	MI GENTE  A.B. Quintanilla III & Kumbia Kings Feat. Ozomatli 🕏  A.B. Quintanilla III & Rumbia Kings Feat. Ozomatli 🕏  EMI (ATIN)	28
34	47	44	3	MI FUNERAL Victor Garcia G GIL IL C. MONROY,R ORNELAS, J FLORES) SONY DISCOS	34
35	39	35	3	MAS TERCO QUE UNA MULA German Lizarraga G.I.Zarraga (I.Cabrera)	35
36	37	27	20	NO HACE FALTA Cristian ワ	6
37	34	31	8	ME VOY A IR JALEDEZMA (LENRIQUE)  EMILATIN	31
38	29	25	12	MI LIBERTAD  R SANCHEZ (PAZEALE CARRIZO)  ARIOLA (BMG LATIN)  ARIOLA (BMG LATIN)	20
39	49	47	18	ME CANSE DE MORIR POR TU AMOR  LEPAYAN, MSANCHEZ (MASS)  UNIVISION  UNIVISION	18
40	46	33	8	AQUI EN CORTITO  Los Rieleros Del Norte SP FONOVISA FONOVISA	29
41	RE-E	NTRY	25	ESTOY A PUNTO Bronco: El Gigante De America 🕏	7
42	45	46	5	BRONCO (O VILLARREAL) FONOVISA  A PIERNA SUELTA Pepe Aguilar	42
43	43	-	4	SENTIMENTAL Joan Sebastian	43
44	33	40	٦6	J.SEBASTIAN I.J.SEBASTIAN MUSART / BALBOA  CAUSAME LA MUERTE Los Tigres Del Norte	16
		J.	LE SI	LOS TIGRES DEL NORTE (J.MEZA) FONOVISA  ### HOT SHOT DEBUT   TOP    FONOVISA	-
45	N	EW	1	ESTOY ENAMORADA Yolanda Perez NOT LISTED (NOT LISTED) FONOVISA	45
46	42	-	2	DONDE CORRE LA SANGRE  ELESTEFAN JR. A PENA (N TOVAR)  CRESCENT MDON / SONY DISCOS	42
47	RE-E	NTRY	16	PARA MORIR IGUALES NSERRAND FLORES, E MORALES (J. A. JIMENEZ) NSERRAND FLORES, E MORALES (J. A. JIMENEZ) RCA / RIMG LATIN	26
48	48	38	5	CORAZON DE PAPEL J.IGLESIAS,R PEREZ.R.LIV. (R.LIV.),R FERRO GARCIA. J.IGLESIAS)  SONY OISCOS	35
49	RE-E	NTRY	5	LOCA CONMIGO  LOCA CONMIGO  R.CAMASTA (W BRAZDBAN)  UNIVERSAL LATINO	42
50	N	EW	1	SOLO LOS TONTOS El Chalinillo	50
	877			NOT LISTED (NOT LISTED)  LA SIERRA sample of airplay supplied by Nielsen Broadcast Data Systems' Radio Track service. A panel of 94 stations (39 Latin Pop, 16 Tr	_

Compiled from a national sample of airplay supplied by Nielsen Broadcast Data Systems' Radio Track service. A panel of 94 stations (39 Latin Pop. 16 Tropical, 48
Regional Mexican) are electronically monitored 24 hrs. a day, 7 days a week. Songs ranked by Audience Impressions.   Records showing an increase in audience
over the previous week, regardless of chart movement. A record which has been on the chart for more than 20 weeks will generally not receive a bullet, even if it reg-
isters an increase in audience. Greatest Gainer indicates song with largest audience growth. If two records are tied in audience size, the record being played on
more stations is placed first. Records below the top 20 are removed from the chart after 26 weeks. 😴 Videoclip availability. ©2004, VNU Business Media, Inc. All
rights reserved.

			Nielsen Broadcast Data Systems				
WEEK	LAST WEEK	TITLE IMPRINT/PROMOTION LABEL	ARTIST	THIS	LAST WEEK	TITLE IMPRINT/PROMOTION LABEL	ARTIST
	1	MIENTES TAN BIEN SONY DISCOS	SIN BANDERA	21	17	INOCENTE DE TI ARIOLA/BMG LATIN	JUAN GABRIEL
2	2	QUIEN TE DIJO ESO? UNIVERSAL LATINO	LUIS FONSI	22	35	EL ANO VIEJO SONY DISCOS	CELIA CRUZ
3	3	ME CANSE DE TI EMILATIN	OBIE BERMUOEZ	23	21	HOY EPIC/SONY DISCOS	GLORIA ESTEFA
4	4	TE LLAME ARIOLA /BMG LATIN	CRISTIAN	24	24	NO HACE FALTA ARIOLA IBMG LATIN	CRISTIAN
5	6	LA PAGA SURCO /UNIVERSAL LATINO	JUANES	25	27	DDNDE CORRE LA SANGRE CRESCENT MOON SONY DISCOS	SHALIN
6	7	ROSAS SONY DISCOS	LA OREJA DE VAN GOGH	26	29	CORAZON DE PAPEL SONY DISCOS	JULIO IGLESIA:
1	11	ANTES EMILATIN	OBIE BERMUOEZ	27	25	UN AMOR PARA LA HISTORIA SONY DISCOS	GILBERTO SANTA ROS
8	5	TE LLEVARE AL CIELO WARNER LATINA	MANA	28	31	HASTA QUE ME OLVIDE DE TI RPE /UNIVISION	AREA 30
9	8	TE NECESITO WARNER LATINA	LUIS MIGUEL	29	30	SOLO POR TI EMILATIN	SORAY
10	9	QUIERD PERDERME EN TU CUERPO VALE /UNIVERSAL LATINO	QAVIO BISBAL	30	26	UN TE AMD WARNER LATINA	LUIS MIGUE
11	10	CUIDARTE EL ALMA SONY DISCOS	CHAYANNE	3	22	EN EL SILENCIO NEGRO DE LA NOCHE ARIOLA/BMG LATIN	ALEXANORE PIRE
12	12	SI NO ME AMAS SONY DISCOS	EONITA NAZARIO	32	28	YA ND ME DUELE MEGAMUSIC/UNIVERSAL LATINO	VICTORI
13	13	UN SIGLO SIN TE SONY DISCOS	CHAYANNE	33	32	QUITEMONDS LA ROPA ARIOLA/BMG LATIN	ALEXANORE PIRE
14	15	Y TODO QUEDA EN NADA SONY DISCOS	RICKY MARTIN	34	36	YO LA AMO UNIVISION	PEPE AGUILA
15	14	MAS QUE TU AMIGO FONOVISA	MAREO ANTONIO SOLIS	35	33	LA REINA SONY DISCOS	ANA GABRIE
16	18	ADICTO INTERSCOPE /UNIVERSAL LATINO	ENRIQUE IGLESIAS	36	34	MI LIBERTAD ARIDLA /BMG LATIN	JERRY RIVER
17	23	CERCA DE TI VIRGIN /EMI LATIN	THALIA	37	-	HEY YA! ARISTA	OUTKAS
18	16	REGALAME LA SILLA DONDE TE ESPERI WARNER LATINA	E ALEJANDRO SANZ	38	40	BAJO UN PALMAR UNIVERSAL LATINO	MANNY MANUE
19	20	ENAMORADA FONOVISA	NOELIA	39	39	TODAVIA VIVA /UNIVERSAL LATINO	LA FACTORI
20	19	A FUEGO LENTO UNIVISION	JENNIFER PENA	40	38	Y TE VOY A OLVIDAR MEGAMUSIC /UNIVERSAL LATINO	MARCO FLORES

		Airplay monitored by Nielsen				
THIS	LAST WEEK	Broadcast Data Systems ARTIST IMPRINT/PROMOTION LABEL	THIS	LAST WEEK	TITLE IMPRINT/PROMOTION LABEL	ARTIST
1	5	EL ANO VIEJD CELIA CRUZ SONY DISCOS	21	23	YA NO ME DUELE MEGAMUSIC/UNIVERSAL LATINO	VICTORI
2	3	LOCA CONMIGO UNIVERSAL LATINO  LOS TOROS BANO	22	21	PEQUENO DETALLE EJR	COSTA BRAV
3	9	A OONDE IRE HUEY DUNBAR SONY DISCOS	23	15	LA CURA RCC	PENA SUAZO Y SU BANDA GDRO
4	4	AMIGO MIO TONO ROSARIO WITH TEGO CALDERON WEACARIBE WARNER LATINA	24		CANTEMOS TODOS CANTEMOS M.P.	TITO ROJA
5	6	MI LIBERTAD JERRY RIVERA ARIOLA /BMG LATIN	25	34	SUENA M.P.	LA BANDA GORO
6	7	HOY GLORIA ESTEFAN EPIC /SONY DISCOS	26	22	LA PAGA SURCO /UNIVERSAL LATINO	JUANE
7	2	QUITEMONOS LA ROPA NG2 SONY DISCOS	27	_	MASCARADA JZ	JOHNNY RA
8	14	ENAMORAME PAPI SANCHEZ J&N	28	-	YO QUIERO BAILAR DIAMOND	IVY QUEE
9	11	VOY A TENER QUE OLVIDARTE ANDY ANDY SONY DISCOS	29	33	NOCHE DE ESTRELLAS OLE	YANI CAMAREN
10	1.	ME CANSE DE TI OBIE BERMUDEZ EMI LATIN	30	20	ASI TE AMO PREMIUM LATIN	ELVIS MARTINE
-11	10	DOCTOR PUERTO RICAN POWER J&N	31	24	VECINITA WEAGARIBE /WARNER LATINA	TITO NIEVE
12	12	INTENTALO TU JOE VERAS J&N	32	40	SUBE SUBE UNIVERSAL LATINO	GRUPO MANIA
13	19	ELLA TIENE FUEGO CELIA CRUZ SDNY DISCOS	33	36	VEN M.P.	ANTHONY CRU
14	30	RIE Y LLORA SONY DISCOS CELIA CRUZ	34	35	A FUEGO LENTO UNIVISION	JENNIFER PEN
15	13	EL GALLD NO DLVIOA TITO ROJAS M.P.	35	31	QUIEN TE DIJO ESO? UNIVERSAL LATINO	LUIS FONS
16	17	ANTES OBIE BERMUOEZ EMI LATIN	36	29	TE LLEVARE AL CIELO WARNER LATINA	MAN
17	8	HERMANITA AVENTURA PREMIUM LATIN	37	-	TIEMPOS NAVIDENOS M.P.	TITO ROJA
18	25	PARA MI BARRIO VICO C FEATURING TONY TOUCH & D'MINGO EMI LATIN	38	39	LA PAGA KAREN/UNIVERSAL LATINO	TONNY TUN TU
19	32	EL CUERPO ME PIDE ELVIS CRESPO & VICTOR MANUELLE SONY DISCOS	39	18	MIENTES TAN BIEN SONY DISCOS	SIN BANDER
20	16	AY AMOR HECTOR & TITO FEATURING VICTOR MANUELLE	40	26	ROSAS SONY DISCOS	LA OREJA DE VAN GOG

		Airplay monitored by \$\infty\$ Nielsen Broadcast Data Systems			
THIS	LAST WEEK	TITLE ARTIST IMPRINT/PROMOTION LABEL	THIS	LAST WEEK	TITLE ARTIST IMPRINT/PROMOTION LABEL
	1	NOMAS POR TU CULPA LOS HURACANES DEL NORTE UNIVISION	21	21	PARA MORIR IGUALES NICO FLORES Y SU BANDA PURO MAZATLA! RCA /BMB LATIN
2	2	AVE CAUTIVA CONJUNTO PRIMAVERA FONDVISA	22	23	SOLO LOS TONTOS LA SIERRA  EL CHALINILL
3	3	LAGRIMAS DE CRISTAL GRUPO MONTEZ DE OURANGO DISA	23	29	MATAME PESAC WEAMEX (WARNER LATINA
4	4	OUE TE RUEGUE QUIEN TE QUIERA BANDA EL RECODO FONOVISA	24	26	TE METISTE EN MI CAMA DISA PALOM
5	5	SOY UN NOVATO INTOCABLE EMILATIN	25	37	POR UN RATO FONOVISA ARON
6	6	EN REALIDAD JORGE LUIS CABRERA DISA	26	24	BANDIDO ANA BARBAF FONOVISA
7	7	TE RETO A QUE ME OLVIDES JULIO PRECIADO Y SU BANDA PERLA DEL PACIFICO RCA /BMG LATIN	27	19	DAME POR MUERTO UNIVISION LUPILLO RIVEI
8	10	AMOR DESCARADO LOS TUCANES DE TIJUANA UNIVERSAL LATINO	28	=	LE COMPRE LA MUERTE A MI HIJO  BETO QUINTANILI FRONTERA
9	12	MAS TERCO QUE UNA MULA GERMAN LIZARRAGA DISA	29	28	QUE ME LLEVE EL DIABLO PLATINO (FONDVISA
10	17	MI FUNERAL VICTOR GARCIA SONY DISCOS	30	27	DALO POR HECHO BRONCO: EL GIGANTE DE AMERIC FONOVISA
11	9	ME VOY A IR EL COYOTE Y SU BANDA TIERRA SANTA EMILATIN	31	33	ABRAZAME GRUPO BRYNO
12	15	MAS QUE TU AMIGO MARCO ANTONIO SOLIS FONOVISA	32	34	Y DICEN  UNIVERSAL LATINO  LA DINASTIA DE TUZANTE
13	18	ME CANSE DE MORIR POR TU AMOR ADAN CHALINO SANCHEZ UNIVISION	33	30	QUIEN LAS QUIELE ARIOLA /BMG LATIN
14	11	MI GENTE  A.B. QUINTANILLA III & KUMBIA KINGS FEAT. OZOMATLI EMI LATIN	34	31	NO POORAS CHON ARAUZA Y LA FURIA COLOMBIAN DISA
15	13	AQUI EN CORTITO LOS RIELEROS DEL NORTE FONOVISA	35		SI ME RECUERDAS ALACRANES MUSIC. UNIVISION
16	8	CAUSAME LA MUERTE LOS TIGRES DEL NORTE FONOVISA	36	36	TITERE EN TUS MANOS RAMON AYALA Y SUS BRAVOS DEL NOR' FREDDIE
17	20	ESTOY A PUNTO BRONCO: EL GIGANTE DE AMERICA FONOVISA	37	25	VUELVE ROCIQ SANDOV.
18	16	A PIERNA SUELTA UNIVISION PEPE AGUILAR	38		AMOR DE LOS DOS VICENTE FERNANDEZ WITH ALEJANORO FERNANDE SONY DISCOS
19	14	SENTIMENTAL JDAN SEBASTIAN MUSART /BALBOA	39	38	PASO A LA REINA CARDENALES DE NUEVO LEO
20	22	ESTOY ENAMORADA YOLANDA PEREZ FONOVISA	40		UN MINUTO MAS UNIVISION  DUEL

# **Dance Grammy Noms Reflect Genre's Diversity**

Each year, with the arrival of the Grammy nominations for the two dance categories (best dance recording and best remixed recording, non-classical), we brace ourselves for the worst: a never-ending stream of bewildered phone messages and e-mails.





Well, this year was definitely different.

mpaoletta@billboard.com

The 46th Annual Grammy Awards dancerelated nominations, which were announced Dec. 4, set off no red flags.

For many, the 10 nominations mark the first time that the Grammys got it right in the dance department—or, at the very least, came very close. (Independent labels remain in the minority.)

The nominees in the best dance recording category are Cher's "Love One Another," Groove Armada's "Easy," Madonna's "Die Another Day," Kylie Minogue's "Come Into My World" and Télépop-

musik's "Breathe."

For best remixed recording, non-classical—a remixer's award—the nominees are Peter Rauhofer (for his mix of Christina Aguilera's "Beautiful"), Maurice Joshua (Beyoncé Featuring Jay-Z's "Crazy in Love"), Martin Buttrich &

Timo Maas (Tori Amos' "Don't Make Me Come to Vegas"), Bill Hamel (Seal's "Get It Together") and Masters at Work (the Latin Project's "Lei Lo Lai").

"For the first time, I am not embarrassed by any of the nominees in the two categories," says **Ron Slomowicz**, a Nashville-based DJ/VJ and the guide of dancemusic.about .com. "It's as if those doing the voting actually know what's going on in dance music."

Indeed, the nominations in both categories represent the (musically segregated) diversity that exists in clubland, from pure pop and soulful house to electro and progressive sounds.

Of course, a soulful house jam like "Easy," crafted by an electronic duo and featuring R&B singer **Sunshine Anderson**, effortlessly appeals to electronic purists and house heads.

For mainstream America, there are Cher and Madonna.

Still, there are still those who find the

nominations less than satisfactory.

"There is still real work to be done, par-

ticularly in the best dance recording category," says **Jason Bentley**, a globe-trotting club DJ who also hosts radio shows on KCRW and KROQ Los Angeles. "You still find some old stalwarts there."

That said, Bentley is enthusiastic about the Télépopmusik and Groove Armada nods. (FYI: Bentley, in one of the many hats he wears in the music industry, helped place "Breathe" in the Mitsubishi TV commercial last year.)

In the best remixed recording, non-classical, category, Bentley and others speak highly of the work done by Masters at Work and Buttrich & Maas.

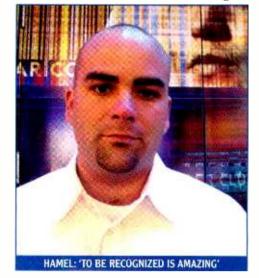
While many ponder whether or not "Crazy in Love" actually needed a remix, others wonder if Hamel, a newcomer to remixing, deserved to be nominated.

"Seal is a timeless artist, and 'Get It Together' is a great song," Bentley says. "But you can't help but think that Bill may have a little way to go before being nominated for

a Grammy."

Needless to say, Orlando, Fla.-based Hamel (who founded Sunkissed Records in 1996) is certainly moved by the nomination.

"Being nominated for a Grammy is something you may dream about but never actually imagine happening," Hamel says. "To be recognized in this



manner is amazing."

Hamel does have one question, though: Why wasn't **BT's** "Simply Being Loved (Somnambulist)" nominated in the best dance recording category?

For that matter, where is the nomination for **Benny Benassi Presents the Biz's** "Satisfaction" in the same category? And why is **Paul Oakenfold's** remix of **Justin Timberlake's** "Rock Your Body" not part of the remixed category? Hmmm . . .

As for our predictions, "Die Another Day" will win best dance recording, while Rauhofer takes home the Grammy for best non-classical remixed recording.

# **Digital**Continued from page 3

showcases Jennifer Lopez, we highlight Full Intention."

### **FOLLOWING THE BEAT**

Tempel says that dance/electronic labels are enamored of Apple's iTunes store, particularly its user-friendly forum and sexy imaging.

"But it's unlikely," he says, "that Apple will market to the nightclub market any time soon." Thus, the sudden explosion of new dance/electronic digital download sites.

They include, among others, trax-source.com, digitaljaymusic.com, dancetracksdigital.com, nufonix.com, djxpress.com and beatport.com.

On average, the new digital download sites are selling individual tracks for 99 cents to \$1.99, with out-of-print recordings at the higher end. Full albums hover around the \$9.99 mark.

But like their mass-market counterparts, the specialized services are still working out a business model.

West End Records, for example, launched its digital download service last year. In the months since, label president Kevin Hedge has been in a quandary over one major downside: transaction fees.

Credit card clearance companies (Paypal, Miva, Payment Tech and

others) charge a 25- to 30-cent fee per transaction, with credit card companies taking anywhere from 2.39% to 4%.

"This helps to explain why some sites encourage 'bundles' or 'multi-packs,' " Hedge says. "It's difficult to make money on one 99-cent download."

Hedge and others say a new "clearance model" is needed. "Perhaps new companies will come along to deal with such micro payments," he says. "Until then, we have no choice but to do business in a somewhat lopsided playing field."

To broaden its audience, some services, like Beatport and DanceTracks-Digital, embrace a wide variety of beats and rhythms, including house, techno, drum'n'bass and leftfield. Others—Traxsource (house music) and Nufonix (Detroit techno)—are dedicated to a particular sound.

DJXpress also spotlights a variety of sounds. But unlike the other sites, its entire focus is on the DJ. To that end, the service will sell each track as a download "MixPac" consisting of any three remixes or versions of one song for \$2.79. Each additional version of the same track costs 99 cents.

### **SPECIALIZATION IS KEY**

Tommy Boy Records president Tom Silverman and DJ software developer Visiosonic president Joe Vangieri founded DJXpress, which offers dance labels higher profits, with no new outof-pocket costs and no returns. "In a market with ever-declining 12-inch vinyl sales, this distribution model makes perfect sense," he says.

Silverman maintains that DJXpress is a professional site for DJs, who often desire more than one version (or mix) of a track. Additionally, he



says labels will make 10% to 25% more on a "three-pack" than on one 12-inch vinyl single (which usually includes at least three versions).

With this model, DJXpress is keeping the 12-inch vinyl single alive—in the digital format.

Still, many question the actual need for the "triple pack."

"It is not as if DJs are playing every remix of a track," a New York-based club DJ says. "Usually, you find the one remix you like and stick with it."

In today's club scene, a DJ that spe-

cializes in house music is unlikely to play a techno or trance mix of a song—and vice versa.

"The scene has become too musically segregated," a DJ in Los Angeles adds. "I'm not saying it's right, but that's how it is."

Beatport director of label sales Shawn Sabo believes this way of thinking could be altered through education. "We see our site as a big town hall meeting," he notes.

Visitors to the Beatport site can access discussion groups; top 10 lists from DJs, clubs and labels; digital promotional services; and a "set designer," which creates a playlist based on musical genre(s), beats-perminute or length of set.

"This is what we as artists need," says Amber, who has scored numerous chart-topping club hits, including "The Need to Be Naked" and "Sexual (Li Da Di)."

She continues, "People need to be educated about the different types of music available. The musical land-scape is so rich. Why limit yourself?"

This is the philosophy behind ingrooves.com. Unlike other sites, it aggregates content.

Ingrooves focuses on placing music with digital download sites and licensing music for use in TV ads and films. It also has a label imprint, Ingrooves Records, for unsigned artists.

"INgrooves creates multiple revenue streams for us," says Dean Capone of electronic trio 3kStatic.

Since signing with INgrooves Records one year ago, 3kStatic has placed tracks in three TV commercials as well as on six episodes of MTV's "Real World."

"This is where it's critical for us," Capone continues. "INgrooves has contacts that we don't. This includes licensing our music and getting it on to sites like Apple's iTunes Music Store."

In addition to Apple's iTunes Music Store, INgrooves has signed content agreements with Rhapsody, Music Match and Napster, among others, according to CEO Robb McDaniels.

At the same time, INgrooves gives artists and labels the opportunity to showcase their music on its streaming subscription service, Thump Radio.

And artists signed directly to INgrooves Records can generate extra revenue through the company's digital downloading service, Trakster.

"We want to work with artists and labels to exploit their content," Mc-Daniels says. "Everyone makes money this way."

Still, the halcyon days of the music industry may never return, cautions Stefan Prescott, owner of Dance Tracks, a dance specialty store in New York, and its digital offshoot, Dance-TracksDigital.

"Three months ago, we thought we'd get rich quick," Prescott says, referring to the digital download site. "Now, I see it as a way to keep feeding my family."

BILLBOARD JANUARY 10, 2004 www.billboard.com

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J		JAR 004		HOT DANCE
Bil	lb	oc	irc	SINGLES SALES,
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON	Sales data compiled by Nielsen SoundScan TITLE IMPRINT & NUMBER/DISTRIBUTING LABEL Artist
				>營 NUMBER 1 >營 2 Weeks At Number 1
1	70	100	8	ME AGAINST THE MUSIC Britney Spears Featuring Madonna ♥
2	2	1	3	NOTHING FAILS/NOBODY KNOWS ME Madonna MAVERICE 22802/WARNER BROS @ @
3	3	3	16	RUBBERNECKIN' (PAUL OAKENFOLD REMIX) Elvis Presley BMG STIMATEGIC MARKETING/ACA 54218/RMG 🏵 🕶
4	4	Ą	17	(THERE'S GOTTA BE) MORE TO LIFE Stacie Orrico ♀ FOREFRONT 52925/VIRGIN
5	5	100	5	BREATHE (REMIXES) Michelle Branch ♥ Machelle Branch ♥
6	6	7	15	SYMPATHY FOR THE DEVIL (REMIXES) The Rolling Stones ♀ ABKCO 719666 ₺
7	7	11	23	I'M GLAD (REMIXES)  EPIC 79952/SONY MUSIC
8	8	8	8	HAREM (REMIXES) Sarah Brightman NEMO STUDIO 53240/ANGEL @
9	12	14	30	STUCK (THUNDERPUSS REMIX) Stacie Orrico タ
10	16	21	25	THE DISTRICT SLEEPS ALONE TONIGHT SUB POP 70614
11	10	10	24	OFFICIALLY MISSING YOU (REMIXES) Tamia ♀ ELEKTRA 47498/EEG ☑ •
12	13	13	25	HOLLYWOOD (REMIXES) Madonna ♀ Madonna ♀
13	15	-	2	BORN TOO SLOW The Crystal Method
14	11	12	7	YOU PROMISED ME (TU ES FOUTU) In-Grid BENZ STREET/WAAKÛ 75434/ZYX 🗗 🕶
15	18	23	47	THROUGH THE RAIN (HEX HECTOR/MAC QUAYLE REMIX)  MONARC/ISLAND 063793/IDJ/MG
16	9	6	5	LIMBO ROCK (REMIXES) Chubby C & 00 Featuring Inner Circle ♀
17	17	15	3	ROCK YOUR BODY, ROCK Ferry Corsten
18	20	19	16	PAVEMENT CRACKS (REMIXES)  Annie Lennox  J 55884/RMG
19	22	20	14	TIME OF OUR LIVES/CONNECTED Paul Van Dyk Featuring Vega 4 ♀ мит£ 9225 Ф Ф
20	19	18	71	WAITING FOR YOU (REMIXES) Seal WARNER BRDS. 47656 ☼ ❤
21	21	16	ð	A TOAST TO MEN (F**K THE MEN) Willa Ford Featuring May ♥ LAVA 8825S/AG ② ③
22	14	9		FLY AGAIN TOMMY BOY SILVER LABEL 2429/TOMMY BOY ☑ •   Kristine W ♥
23	RE-E	NTRY	3	BARRIER BREAK/SUBMISSION Dieselboy + Kaossystem 8010 ••
24	23	24	18	GET IT TOGETHER (REMIXES) Seal WARNER BROS. 42645 ☑ ←
25	RE-E	NTRY	56	DIE ANOTHER DAY (REMIXES) Madonna ♥ WARNER BROS. 42492 🗗 💽

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THIS WEEK	LAST WEEK	WEEKS ON	Airplay compiled by Nielsen Broadcast Data Systems Artist IMPRINT & PROMOTION LABEL
			៖營制 NUMBER 1 割營制 8 Weeks At Number 1
1	1	22	SOMETHING HAPPENED ON THE WAY TO HEAVEN  Deborah Cox
2	3	22	NEVER (PAST TENSE) TOMMY BOY SILVER LABEL/TOMMY BOY  The Roc Project Featuring Tina Arena
3	2	22	ALONE Lasgo
4	4	7	GIA Despina Vandi
6	6	18	I BEGIN TO WONDER Dannii Minogue
6	11	19	BABY BOY Beyonce Featuring Sean Paul
Ø	7	14	YOU PROMISED ME (TU ES FOUTU) In-Grid
8	5	5	MILKSHAKE Kelis
9	16	11	ME AGAINST THE MUSIC Britney Spears Featuring Madonna
10	8	8	HEY YA! OutKast
11	14	22	IF YOU'RE NOT THE ONE Daniel Bedingfield
12	10	0	WHEREVER YOU ARE (I FEEL LOVE) Laava
13	19	5	RIE Y LLORA Celia Cruz
14	12	6	DEEPEST BLUE Deepest Blue
15	RE-E	NTRY	YOU'RE SO BEAUTIFUL Donna Summer
16	23	21	ROCK YOUR BODY Justin Timberlake
17	17	22	JUST THE WAY YOU ARE Milky
18	9	11	SLOW Kylie Minogue
19	20	20	E Drunkenmunky
20	13	5	IT'S MY LIFE No Doubt
<b>a</b>	RE-E	NTRY	WAITING FOR YOU Seal WARNER BROS
22	RE-E	NTRY	BREATHE Blu Cantrell Featuring Sean Paul
23	21	21	AT THE END iio

JAI	NUAF 200	RY 10	TOP ELECTRONIC
Bil	lb		ard® AIRIMS
THIS WEEK	LAST WEEK	WEEKS ON	Sales data compiled by Nielsen SoundScan ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL
1	9	2	\$增集 NUMBER 1 \$增集 2 Weeks At Number 1 SARAH MCLACHLAN Remixed
2	2	11	MARIAH CAREY The Remixes COLUMBIA 87154/SONY MUSIC
3	4	38	THE POSTAL SERVICE Give Up
4	3	6	LOUIE DEVITO DE E VEE BOOR/MUSICRAMA  N.Y.C. Underground Party 6
5	5	13	ENIGMA Viggin 91929 Voyageur
6	8	13	THE CHEMICAL BROTHERS FREESTYLE DUST/ASTRALWERKS 92714 / MIRGIN
7	6	10	BASEMENT JAXX XL 93878*/ASTRALWERKS [M]  Kish Kash
8	9	8	THE HAPPY BOYS  ROBBINS 75041 [H]  Dance Party (Like It's 2004)
9	12	18	LOUIE DEVITO Louie DeVito Presents: Ultra.Dance 04
10	10	18	VARIOUS ARTISTS Verve//Remixed2
11	19	30	ZOEGIRL Mix Of Life SPARROW 40546 [H]
12	13	6	MOBY 18: B Sides + DVD V2 27173
1 3	15	13	PAUL OAKENFOLD SIRE/REPRISE 48555 "WARNER BROS Perfecto Presents Great Wall
14	11	12	PRAFUL N-CODEO 4244/RENDEZVOUS  One Day Deep
115	22	12	PAUL VAN DYK Reflections
116	16	15	BOND MB0/0ECCA 001117/UNIVERSAL CLASSICS GROUP BOND: MB0/0ECCA 001117/UNIVERSAL CLASSICS GROUP
17	14	37	VARIOUS ARTISTS 30th Anniversary Collection: Ultimate Disco
1 8	7	6	VARIOUS ARTISTS Christmas Remixed
19	20	6	VARIOUS ARTISTS Ministry Of Sound: The Annual 2004
20	24	21	BJORK Greatest Hits
21	17	3	MIKE RIZZO WEBSTER HALL NYC 35 Webster Hall's New York Dance CD V.6
22	21	6	UNDERWORLD Underworld 1992-2002
23	25	Pt	BT Emotional Technology
24	18	Ą	KINKY Atlas
25	K.EEi	NTRY	THE HAPPY BOYS Trance Party (Volume Three)
day, 7 da	ys a wee	k. Song	s ranked by number of detections. A title which has been on the chart for more than 20 weeks will generally no

Dance Aprilay vities show, ng an increase in detections over the greativous week, regardless of charter in reviewer that reviewed have a day. That yas a veek. Songs in detections a full evinited have been on the chart or more than 20 weeks with the same of the charter in reviewer that a full evinited have been on the chart or more than 20 weeks. Songs in detections a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been on the chart or more than 20 weeks. Songs in detection a full evinited have been a fu

ALL THINGS (JUST KEEP GETTING BETTER)

Beyonce Featuring Jay-Z

# JANUARY 10 BIllboard B HOT DANCE CILUB PLAY TM AND A CELLUS PLAY

CRAZY IN LOVE

24 NEW

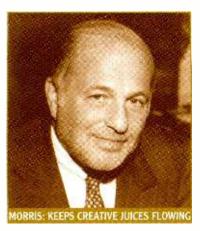
9	2 WKS. AG0		TITLE IMPRINT & NUMBER/PROMOTION LABEL Artist	THIS WEE	LAST WEE	2 WKS. AGO	WKS. ON	TITLE IMPRINT & NUMBER/DISTRIBUTING LABEL Artist
T			享營 NUMBER 1 享營 1 Week At Number 1	26	33	33	4	SLOW CAPITOL 53362 Kylie Minogue ♥
2	2	11	ARE YOU READY FOR LOVE SOUTHERN FRIED 1177/JULTRA Elton John	27	18	18	12	BABY BOY (J. VASQUEZ & M. JOSHUA MIXES) COLUMBIA 76867 Beyonce ♥
3	3	8	A THOUSAND BEAUTIFUL THINGS (RAUHOFER, G&D, BIMBO JONES) JPROMORMIG Annie Lennox	28	26	26	10	GUAJIRA (ROGER SANCHEZ REMIX) UNIVERSAL LATINO PROMO Emmanuel
4	4	9	STONED (DEEP DISH REMIX) ARISTA 56070 Dido	29	37	37	3	JUST A LITTLE MORE LOVE ASTRALWERKS 47592 David Guetta Featuring Chris Willis
6	6	9	LUCKY STAR XL 38878/ASTRALWERKS Basement Jaxx Featuring Dizzee Rascal	30	25	25	7	FOREVER MIAOREAMWORLO 005 Mia
1	1	8	ME AGAINST THE MUSIC JAVE 57757 Britney Spears Featuring Madonna ♥	31	16	16	14	FLY AGAIN (K&S PROJECT, R. ROSARIO, SCUMFROG, J. VASQUEZ MIXES) TOMMY BOY SILVER LABEL 2422/TOMMY BOY Kristine W 🕏
7	7	10	YOU'RE SO BEAUTIFUL MERCURY PROMODUTY Donna Summer	32	24	24	14	ROCK WIT U (AWWW BABY) [A. VAN HELDEN & POUND BOYS] MURROER INC/DEF JAM (001699/DJM) Ashanti 🕏
9	9	В	WONDERFUL (S. KLEINENBERG & D. AUDE MIXES) JPROMOIRMS Annie Lennox	33		44	3	BORN SLIPPY NUXX JBO 27802/V2 Underworld
2	12	8	ADDICTED (REMIXES) INTERSCOPE PROMO Enrique Iglesias ♀	34	38	38	4	1000 YEARS TOMMY BOY SILVER LABEL 2430/TOMMY BOY Arthur Baker Featuring Astrid Williamson
3	13	8	RELEASE ME (RAUHOFER, MORRIS, CRUZ & BAGZ, MIDNIGHT SOCIETY) STAR 69 1270 Industry	35	41	41	5	RIE Y LLORA (THE REMIXES) SONYOISCOS PROMO Celia Cruz
5	5	11	BELIEVE TOMMY BOY SILVER LABEL 2431/TOMMY BOY  Murk	36	32	32	7	BEAUTIFUL OUTSIDE (MINGE BINGE & E-SMOOVE MIXES) MEAN REO PROMO Velocity Code
8	8	11	WAITING FOR YOU (THICK DICK, PASSENGERZ, 29 PALMS, D. CARTER) WARNER BROS. 42656 Seal	37	45	45	3	ROCK YOUR BODY, ROCK MODNSHINE 88492 Ferry Corsten
4	14	9	BABY, I'M IN LOVE (BORIS & BECK, NORTY COTTO MIXES) EMILATIN 38872/VIRGIN Thalia 🕏	38	47	47		KISS MY EYES STAR 69 1273 Bob Sinclair
20	20	4	NOTHING FAILS (REMIXES) MAYERICK 42682/WARNER BROS. Madonna	39	27	27	11	I FEEL LOVE BLUE MAN GROUP PROMOZIAVA Blue Man Group Featuring Venus Hum
10	10	10	NOBODY KNOWS ME (P. RAUHOFER, ABOVE & BEYOND, MOUNT SIMS MIXES) MAKERICK PROMOUNARINER BROS Madonna	40	48	48		ONENESS (FRED JORIO REMIXES) NAIMAGODI Damian Featuring Sasha Lazard
9	19	6	FALLEN (REMIXES) ARISTA PROMO Sarah McLachlan ♥				- 1	訓 HOT SHOT DEBUT 訓
21	21	5	BREATHE (REMIXES) MAVERICK 42899WARNER BROS. Michelle Branch ♥	41	1		0	BURNING BENZ STREET/EPISOOE 1253/WAAKO Robbie Rivera & Axwell Feat. Suzan Brittan
11	11	1/2	MILKSHAKE (X-PRESS 2 & DJ ZINC MIXES) STARTRAK PROMOJARISTA Kelis ♥	42	35	35	13	JUST ABOUT HAD ENOUGH STAR 69 1268 Beat Hustlerz Featuring Thea Austin
7	17	?	DO U GOT FUNK? UNCOMMON TRAX 002 Big Bang Theory	43	NEV	11	1	HARU (WIDELIFE MIX) ROMANN PROMO Haru
23	23	6	THE HURTING DEEVEE DOI Mac Quayle Featuring Donna Delory	44	42	42	6	YOU GOT ME ACT 2 002 Giovanna
15	15	12	I'M WAITING VISH PROMO Aubrey Vs. Johnny Vicious	45	NEV	N	1	INTO THE LIGHT LIQUEFACTION PROMO Cause And Effect
1				46	36	36	15	THIS BEAT IS TWISTED 50020 Superchumbo
30	30	4	GIVE IT UP ROBBINS 72099 Kevin Aviance	47	34	34	13	STAND (REMIXES) ATLANTIC 88233 Jewel 🕏
31	31	4	FAKE SIMPLYREO.COM PROMO/REO INK Simply Red	48	39	39	11	THIS IS MY HOUSE STAR 69 1299 Peter Rauhofer
28	28	6	WALK ON BY DAYLIGHT PROMOÆPIC Cyndi Lauper	49	46	46	5	AS THE RUSH COMES ULTRAPROMO Motorcycle
29	29	5	GET IT OFF (THAT KID CHRIS REMIX) JPROMORMG Monica	50	43	<b>4</b> 3	9	SYMPATHY FOR THE DEVIL (REMIXES) ABKCO 719666 The Rolling Stones 🕏
22	22	14	MY LOVE IS ALWAYS UNCOMMON TRAX 003 Saffron Hill				-	
	2 3 4 4 6 6 1 7 2 2 3 3 5 8 4 9 9 1 1 7 7 2 3 5 5 6 6 6 7 7 7 8 8 7 7 7 8 7 8 7 8 7 8 7 8	2 2 2 2 3 3 3 3 3 4 4 4 4 6 6 6 6 1 1 1 1 7 7 7 9 9 9 2 2 12 12 12 13 13 13 15 5 5 8 8 8 4 14 14 11 11 11 11 11 17 17 17 17 17 17 17 17	2 2 11 3 3 8 4 4 9 6 6 9 1 1 8 7 7 10 9 9 8 2 12 8 3 13 8 5 5 11 8 8 11 4 14 9 20 20 4 0 10 10 9 19 6 11 21 5 1 11 12 7 17 9 13 23 6 5 15 12 10 30 4 11 31 4 18 28 6 19 29 5	TITLE IMPRINT & NUMBER/PROMOTION LABEL  Artist  NUMBER 1 Week At Number 1  ARE YOU READY FOR LOVE SOUTHERN FRIED LITTAULTRA  BILLON John  A THOUSAND BEAUTIFUL THINGS (RAUHOFER, G&D, BIMBO JONES) JPROMORMA AND AND ELENDOX  AND LUCKY STAR XL 38878/ASTRALWERKS  Basement Jaxx Featuring Dizzee Rascal  LUCKY STAR XL 38878/ASTRALWERKS  Basement Jaxx Featuring Madonna ©  Britney Spears Featuring Madonna ©  TO TO YOU'RE SO BEAUTIFUL MERCURY PROMODUTY  Donna Summer  VOODERFUL (S. KLEINENBERG & D. AUDE MIXES) JPROMORMA Annie Lennox  Annie Lennox  Annie Lennox  Annie Lennox  Annie Lennox  Enrique Iglesias ©  ADDICTED (REMIXES) INTERSCOPE PROMO  Enrique Iglesias ©  AND BELIEVE TOMAY BOY SILVER LABEL 2241/TOMAY BOY  MURK  BABY, I'M IN LOVE (BORIS & BECK, NORTY COTTO MIXES) MALENDER BORS  NOTHING FAILS (REMIXES) ANUFER LABEL 241/TOMAY BOY  NOTHING FAILS (REMIXES) ANUFER LABEL 241/TOMAY BOY  NOTHING FAILS (REMIXES) ANUFER LABEL 241/TOMAY BOY  NOBODY KNOWS ME (R. RAUHOFER, ABOVE & BEYOND, MOUNT SIMS MIXES) MARROX PROMOVANDER BORS  MICHELE BRANCH (REMIXES) ANUFER LABBLANDER BROS  Michelle Branch ©  TO DO U GOT FUNK? UNCOMMON TRAX 202  BIG Bang Theory  DO U GOT FUNK? UNCOMMON TRAX 202  BIG Bang Theory  Aubrey Vs. Johnny Vicious  POWER PICK  WALK ON BY DAYLIGHT PROMOGRIC  LUCKY STAR XLEEP COMMON SIMPLY	TITLE IMPRINT & NUMBER/PROMOTION LABEL  Artist    Week At Number 1   26	TITLE   IMPRINT & NUMBER/PROMOTION LABEL	TITLE   MPRINT & NUMBER/PROMOTION LABEL	TITLE   IMPRINT & NUMBER/PROMOTION LABEL

# **One-Off Project Earns Grammy Nod**

As chairman/CEO of Universal Music Group, Doug Morris says he has a job in which it sometimes feels as if his primary function is "cost reductions."

It's no wonder, then, that he likes to get back into the studio every now and then to keep his hand in the creative end of the business by producing records.

It's a reminder of Morris' early



music career, in which he began as a songwriter/producer. Among his credits as a writer is the Chiffons' 1966 top 10 hit "Sweet Talkin' Guy." As a producer, his best-known song is Brownsville Station's 1973 hit 'Smokin' in the Bovs Room.'

Now primarily known for his skills as an executive, Morris nonetheless was part of the success of one of the tunes vying for best country song for this year's Grammy Awards. He produced the single version of Pat Green's top five country hit "Wave on Wave" with Universal South senior partner Tony Brown, himself a noted producer.

'Wave on Wave" is a dark horse in a category that includes songs by Shania Twain and Brad Paisley, a Toby Keith/Willie Nelson duet and an Alan Jackson/Jimmy Buffett pairing.

Morris heard the original version of "Wave on Wave" and says he "had an idea how to adapt the song differently," specifically by adding a guitar part not found on the album version.

"I called up [Pat] and said, 'Would you mind if I take a shot at this?' I think he was shocked," Morris recalls. But Green agreed and met Morris and Brown in a

> Nashville studio for an eight-hour session that Morris calls "the most fun I had [in 2003]."

Morris insists it wasn't like Green couldn't have shot him down. "I would have had no problem if he said no," he says. "I would never impose myself on anvone.'

But Morris laughs when he thinks about what the casually cool Green's initial reaction must have been when the label chief showed up at the studio in "a blue blazer

and a pair of slacks. He thought, 'What the f--- is this?' I think they were terrified.

In the end, though, Green was happy with the result, according to

self one project per year. In 2002, he worked on a tribute to songwriter **Bert Berns**. The previous year, it was Latin pop artist Paulina Rubio.





While producing is its own reward for Morris, this year's Grammy nomination for Green was icing on the cake. He admits, "I got a thrill out of it.'

### ON THE ROW: Keith Greer

joins Audium/

Koch Records as Southwest regional promotion director. He previously held a similar position for Curb Records and, more recently, Asylum/Curb. Also, Audium/Koch has retained independent publicity firm Bozeman Media to handle publicity for the label.

pstark@billboard.com Morris, who says Green has already enlisted him and Brown to work on another project together next year.

Morris and Brown also produced Green's next single, "Guy Like Me," during that Nashville session.

To keep his production skills sharp, Morris says he gives him-

### **Popular Tastes**

Continued from page 5

Joe Galante says. "I'm not saying [the nominees] aren't deserving of nominations or that their music doesn't represent part of this format, but if you look at the male category this year, you are missing most of the top males."

The contenders for best male country vocal performance are Benson, Lovett, Vince Gill,

Tim McGraw, Joe Nichols and Randy Travis.

'Year after year, I'm absolutely shocked at what comes out of this,' Galante says. "I don't think it represents what is popular. Of course, the Grammys have always said it's not necessarily what is popular, it's about what the [National Academy of Recording Arts and Sciences] thinks is worthy, and it is their organization.'

GRADY: SEES BOTH SIDES OF THE DEBATE But Galante thinks it doesn't do country much good in the long term when NARAS is "not really on top of what's really happening in this format.'

NARAS VP of regional management, member services, Nancy Shapiro defends the nomination process.

'We are a peer award," she says. "It's not about airplay or chart position or what's commercial. It's about the excellence of the recording and what their peers think is great music."

According to NARAS president/CEO Neil Portnow, "the voting process varies based on genre." He says the country nominees are submissions received from managers, record labels, artists, publishers and booking agents. The NARAS staff verifies eligibility, and then they are placed on the initial round of ballots.

'The country nominations are determined by the general membership vote." Portnow explains. Portnow says he has not personally received

any complaints about the country nominations. But he encourages those who aren't happy with them to "recruit and make sure the voting membership is strong, relevant and up to date. That ultimately is the best way to ensure your voting process reflects the best in the marketplace in any given year. The ultimate solution to any issue any community has about nominations is to mobilize a strong voting membership.

Not every label president is bothered by the nominations. Sony Music Nashville president John Grady, who formerly ran the more eclectic DMZ Records, is one of them.

"I've been on both sides of the fence. I have fed from the trough before," Grady says. "I represented Ralph Stanley when he was winning male vocalist." (Stanley won for "O Death," a little-played tune from the hit "O Brother, Where Art Thou?" soundtrack, which won the 2001

album of the year Grammy.)

"I'm not about to say that any of the people in question don't deserve their nomination,' Grady adds. "Part of the beauty of this is the purity of it.'

### ARE THEY BUYING IT?

Many radio programmers and retailers agree with Galante's concerns. Country WPOC Baltimore PD/operations manager Scott Lindy says the Grammys have not been in touch with what country radio listeners love for years.

"This is an industry award largely voted on by music business insiders," Lindy says. "I think it's great that artists like Lyle Lovett and Ray Benson get their due from the Grammys, but it certainly does not reflect what the majority of country fans are attracted to.'

Country WCOS Columbia, S.C., PD Ron

Brooks notes that "some of the nominated acts this year did not have music that was consumed in any substantial quantity through radio, TV, movies, the Internet, touring or retail sales. So how is their nomination justified?

'Unfortunately for those of us in country music and radio, the Grammy program probably doesn't do much to further the spread of our art to the masses," Brooks adds.

### **CONFUSING CHOICES**

Retailer Brian Smith, VP of store operations for Marietta, Ga.-based Value Central Entertainment,

agrees with Brooks.

"I'm somewhat perplexed at this year's nominees in the country genre," Smith says. "The nominations overall certainly seem to reflect the sales trends we are seeing in all genres except

"I'm all about Johnny Cash and the 'legend,' but June Carter

Cash for female country vocal performance confuses me, given the wealth of talent exhibited this voting year," Smith continues. "I'm also surprised by the multiple nominations for Ray Benson, although I enjoyed the record. This proves that the underdog on an indie label can get exposure, and this should do wonders for his record's exposure, even without the help of radio."

label home Koch/Audium Records, admits he can understand the controversy.

"Ray Benson has received 24 Grammy nominations [in his career]. He's very popular with NARAS," Hunter says. "People say [the nomination process] needs to be revamped. I wouldn't argue that point. Ray Benson deserves the country male vocalist nomination as much as Johnny Cash deserved the single award in the [Country Music Assn. Awards]. That's no disrespect for Johnny. He was a great artist, but that record shouldn't have even been there.

Hunter says Keith's absence from the male vocalist category doesn't seem right. "I'm not particularly a Toby Keith fan, but he sells a lot of records. I think his success should be [recognized] by a Grammy, or at least a nomination.

Smith says he's shocked to see Nelson with two of the six nominations in the best country album category.

"Universal Music all but owns the album category [with five nominations]. With [its] runaway success at radio and on the charts I'm very

> surprised to not see any RCA [Label Group] acts involved in the album category.'

Grady is thrilled to see Sony artist Patty Loveless nominated for female vocal performance, but he is also happy about June Carter Cash's nod. "I am totally taken with that record," he says.

RPM Management president Scott Siman takes a philosophical approach to the Grammy nominations.

"It's like we say on the golf course: 'Every shot makes somebody happy, either your opponent or you,' "he says. "There's no perfect system. The Grammys have had a history of always recognizing something that is a little eclectic and a little unusual."

"Given the way we're set up, we're as close to being the best possible way to evaluate these things of any organization or any awards process. It'll never be perfect. It'll never make everybody happy," Portnow says. "We never purport to be the barometer of the biggest sellers or just the most popular. As a matter of fact, that's something that we're proud to say we don't represent. We represent what we believe our votes identify as the most important artistry in any given year. That's not necessarily going to be the biggest-selling record."

Additional reporting by Phyllis Stark in Nashville.





Even Nick Hunter, president of Benson's

31

### JANUARY 10

## Billboard® TOP COUNTRY ALBUMS...

						-					_
WEEK	EEK	AGO	NO	Sales data compiled by Nielsen	2	EEK	FEK	AGO			
THIS W	LAST WEEK	2 WKS.	E X	ARTIST SoundScan Title	PEAK	HIS W	LAST WEEK	2 WKS.		ARTIST Title	PEAK
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				៖營制 NUMBER 1 ៖營制 8 Weeks At Number 1		38		35		JOHNNY CASH LEGACY/COLUMBIA 86290/SONY MUSIC (17.98 ED/24.98)	-
1	1	1	8	TOBY KEITH A Shock'n Y'all DREAMWORKS 450435/INTERSCOPE (12 38/18-98)	1	39	46	49		VARIOUS ARTISTS CMT Presents: Most Wanted, Volume 1 CAPITOL 93166 (18.98 CO)	11
2	2	2	E	ALAN JACKSON ▲ Greatest Hits Volume II And Some Other Stuff ARISTA NASHVILLE 50097/RLG (12:98/19:98)	1	40	39	38	177	JEFF FOXWORTHY The Best Of Jeff Foxworthy: Double Wide, Single Minded WARNER BROS, 73903/RHIND (18 98 CD/OVD)	10
3	5	4	6	DIXIE CHICKS   Top Of The World Tour Live	3	41	47	50	16	EMMYLOU HARRIS NONESUCH 79805/AG (18.98 CD)  Stumble Into Grace	6
4	3	3	53	MONUMENT/COLUMBIA 90794/SONY MUSIC (19.98 EQ CO)  SHANIA TWAIN	1	42	44	42	25	TRACY BYRD RCA \$7073/RLG (11.98/18.98)  The Truth About Men	5
5	4	7		MERCURY 170314/UMGN (12:98 CO)  MARTINA MCBRIDE ● Martina	1	43	35	43	13	LYLE LOVETT CURB 0011827/L0ST HIGHWAY (12 98 CD)  My Baby Don't Tolerate	7
	6	5	75	RCA 54207/RLG (11.92/18.92) <b>TOBY KEITH ▲ Unleashed</b>	1	44	48	51	70	DIXIE CHICKS ▲ <sup>6</sup> Home  MONUMENT/COLUMBIA 9884047/SDNY MUSIC 112 98 ED/18.98)	1
				DREAMWORKS 450254/INTERSCOPE (11 98/18 98)  S\$ GREATEST GAINER S\$		45	45	45	377	TOBY KEITH The Best Of Toby Keith: 20th Century Masters The Millennium Collection	5
7	10	8		LEANN RIMES Greatest Hits	3	46	53	53	92	MERCURY 170351/UMGN (12.98 CO)  GEORGE STRAIT ● The Best Of George Strait: 20th Century Masters The Millennium Collection	8
	7	9		CURB 78829 (18 98 CD)  RASCAL FLATTS ▲ Melt		47	51	52	3.2	MCA NASHVILLE 170280(JUMGN (9.98 CO)  JO DEE MESSINA Greatest Hits	1
•				LYRIC STREET 165031/HOLLYWOOD (12.98/18.98)		48	56	55	27	CURB 78790 (18 98 CO)  JIMMY WAYNE  Jimmy Wayne	7
9	9	10		BNA 67038/RLG (12 98/18.98)	+	49	49	36		DREAMWORKS 450355/INTERSCOPE (17.98 CO)  ANDY GRIFFITH The Christmas Guest: Stories And Songs Of Christmas	
10	12	_	640	JOHNNY CASH ▲ American IV: The Man Comes Around AMERICAN 053338*(L0ST HIGHWAY (12.98 CD)		50	50	48		SPARROW 51815 (18.98 CO)  RANDY TRAVIS ● Rise And Shine	
11	13	11		TRACE ADKINS Comin' On Strong	-	51	37	26	-	WORD-CURB BEZGE/WARNER BROS. (11 98/18 98)  VARIOUS ARTISTS  A Very Special Acoustic Christmas	1
12	14	14	2.4	BROOKS & DUNN   Red Dirt Road  ARISTA NASHVILLE 67070/RIG (12:98/18:98)	1	51				LOST HIGHWAY 001038/UMGN (18.98 CD)	1
13	15	15	57	TIM MCGRAW A <sup>2</sup> Tim McGraw And The Dancehall Doctors	2	52	57	60		ALAN JACKSON & Drive	_
14	11	12	6	REBA MCENTIRE MCA NASHVILLE 009451/UMGN (8:38/12:98)  Room To Breathe	4	53	55			BILL ENGVALL WARNER BROS. 48534/WRN (18.98 CO)  Here's Your Sign: Reloaded	
15	8	6	-12	KENNY CHESNEY ● All I Want For Christmas Is A Real Good Tan	4	54	43		Н	ELVIS PRESLEY RCA 32393/BMG STRATEGIC MARKETING GROUP (25.98 CD)  Elvis: Christmas Peace	
16	18	17	10	LONESTAR • From There To Here: Greatest Hits	1	55	52	44		JOHNNY CASH AMERICAN 001679/LOST HIGHWAY (79.98 CO)  Cash Unearthed	33
17	16	16		JOSH TURNER MCA NASHVILLE 000974/UMRO (4 98/9.98) [H] Long Black Train	15	56	40	25		VARIOUS ARTISTS BMG SPECIAL PRODUCTS 18927/TIME LIFE (18 98 CD)  Classic Country: Christmas	20
18	21	22	64	KEITH URBAN ▲ Golden Road	3	57	58	62	38	WILLIE NELSON LEGACY/COLUMBIA 86740/SONY MUSIC (25.98 EQ CD)  The Essential Willie Neslon	24
19	17	18	3 70	CAPITOL 32336 [10 58/18:36)  MONTGOMERY GENTRY   My Town	3	58	60	65	T/S	NICKEL CREEK ● SUGAR HILL 3941 (18.98 CD)  This Side	2
20	20	23	- 8	COLUMBIA 86520/SONY MUSIC (11.98 EQ/17.98)  GARY ALLAN  See If I Care	2	59	61	57	4	HANK WILLIAMS JR. I'm One Of You CURB 78830 (19 98 CD)	24
21	22	21		MCA NASHVILLE 000111/UMGN (8:39/12:39)  BRAD PAISLEY ● Mud On The Tires	1	60	65	67	4	WYNONNA CURB 78811 (12.98/18.98)  What The World Needs Now Is Love	1
22	19	20	) 65	ARISTA NASHVILLE 50005/RLG [12 98/18 98)  ELVIS PRESLEY   BLVIS: 30 #1 Hits	1	61	69	71	60	FAITH HILL   Cry WARNER BROS. 4800 J.WRN (12.98/18.98)	1
23	24	24	39	RCA 58079*/RMG (12 98/19 98)  CHRIS CAGLE ● Chris Cagle	1	62	68	66	10	MARK WILLS MERCURY 001012/UMGN (8 98/12 98)  And The Crowd Goes Wild	5
24	25	30	117	DIERKS BENTLEY  Dierks Bentley	4				III	PACESETTER :	
25	26	28	24	PAT GREEN Wave On Wave	2	63	74	<u> </u>	ada .	JOHN MICHAEL MONTGOMERY  WARNER BROS. 73918/WRN (18 98 CD)  The Very Best Of John Michael Montgomery	11
26	23	19		REPUBLIC 000562/UNIVERSAL SOUTH (8.98/12.98)  RANDY TRAVIS  Worship & Faith	9	64	64	_	à	RON WHITE Drunk In Public	64
27	29	31	17.1	VARIOUS ARTISTS  Totally Country Vol. 3	2	65	70	72	97	PARALLEI/HIP-0 001582/UME (1298 CO) [M]  DARRYL WORLEY ● Have You Forgotten?	1
28	27	29	29	WARNER BROS/BMG/CURBISONY MUSIC 73955/WARNER STRATEGIC MARKETING (18.98 CD)  GEORGE STRAIT ● Honkytonkville	1	66	72	_		DREAMWORKS 000640/INTERSCOPE (11 SR/17.98)  RODNEY CARRINGTON Nut Sack	14
29	30	_	2	MCA NASHVILLE 000114/UMGN (8:98/12:98)  ALAN JACKSON Greatest Hits Volume II	29	67	75	-	Hiri	PATTY LOVELESS On Your Way Home	7
30	31	34	25	ARISTA NASHVILLE 54860/RLG (18.98 CD)  TRACE ADKINS Greatest Hits Collection, Volume I	1	68	63	61	23	EPIC 86620/SDNY MUSIC (11.98 EQ/18.98)  SHERRIE AUSTIN  Streets Of Heaven	22
31	28	27	60	CAPITOL 81512 (10 98/18:96)  ALISON KRAUSS + UNION STATION ▲ Live	9	69	66	58	9	BROKEN BOW 75872 (18:98 CD) [H]  BILLY RAY CYRUS  The Other Side	18
32	34	37	26	ROUNDER 610515 (1938 CD)  BUDDY JEWELL Buddy Jeweil	1	70	73	75	A S	WORD-CURB 86274/WARNER BROS. (18.98 CD)  GEORGE STRAIT ● For The Last Time: Live From The Astrodome	2
33	38	39	-19	COLUMBIA 90131/SONY MUSIC (12.98 EQ/18.98)  SARA EVANS  Restless	3	71	71	70		MCA NASHVILLE 170319(UMGN (12.98/18.98)  DIAMOND RIO   Completely	3
34		41		FICA 67074/RLG (12.98/18.98)  JOE NICHOLS ● Man With A Memory	9	72	54	46	111 (0)	ARISTA NASHVILLE 57048/RIG (11.38/17.38)  VARIOUS ARTISTS  Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume One	41
35	41	40		UNIVERSAL SOUTH 170285 (8 99/12 98) [H]  ALABAMA The American Farewell Tour	6	73	TA1	MEN		GAITHER MUSIC 42459 (18.98 CD)  CLAY WALKER  A Few Questions	3
36	32			RCA 54371/RLG (14.98 CD)  SOUNDTRACK  Blue Collar Comedy Tour: The Movie		74	62	73		RCA 67068/RLG (11.98/18.98)  VARIOUS ARTISTS  Livin' Lovin' Losin': Songs Of The Louvin Brothers	
37	36			WARNER BRIDS. 49424/WIN (18.98 CD)  VARIOUS ARTISTS  Just Because I'm A Woman: Songs Of Dolly Parton		75	1721	UT DE		UNIVERSAL SOUTH 000458*1(8.98 CD)  VARIOUS ARTISTS  Remembering Patsy Cline	8
37	20	JJ	n.L.	SUGAR HILL 3980 (17.98 CD)	0	7.5	(E.)	1111		MCA NASHVILLE 170297/UMGN (12.98 CD)	U

<sup>■</sup> Albums with the greatest sales gains this week. ■ Recording Industry Assn. Of América (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. RIAA Latin awards: ○ Certification for net shipment of 100,000 units (Platinum). △ Certification of 200,000 units (Platinum of 2

# JANUARY 10 Billboard TOP COUNTRY CATALOG ALBUMS...

THIS WEEK	LAST WEEK	Sales data compiled by Sales data compiled by ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Nielsen SoundScan Title	TOTAL CHART WKS	THIS WEEK	LAST WEEK	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	TOTAL CHART WKS
	_	世 NUMBER 1 世	10 Weeks At Number 1	4/0	13	15	TOBY KEITH ▲ <sup>2</sup> DREAMWORKS 450297/INTERSCOPE (12.98/18.98).	Pull My Chain	122
	2	TIM MCGRAW A 3 CURB 77978 (12,98/18.98)	Greatest Hits	162	14	17	JOHNNY CASH ▲ LEGACY/COLUMBIA 66773/SONY MUSIC (5.98 EQ/9.98)	Super Hits	154
2	3	MARTINA MCBRIDE ▲ 2 RCA 67012/RLG (12.98/18.98)	Greatest Hits	119	15	18	DIXIE CHICKS   12 MONUMENT 68195/SONY MUSIC (10.98 EQ/17.98) [H]	Wide Open Spaces	308
3	4	JOHNNY CASH ▲ LEGACY/COLUMBIA 69739/SONY MUSIC (7.98 EQ/11.98)	16 Biggest Hits	247	16	8	MARTINA MCBRIDE A RCA 67842/RLG (10.98/16.98)	White Christmas	56
4	5	KENNY CHESNEY A BNA 67976/RLG (12.98/18.98)	Greatest Hits	170	17	16	ANNE MURRAY STRAIGHTWAY 20335 (19 98 CD)	What A Wonderful Christmas	28
5	1	ALAN JACKSON   ARISTA NASHVILLE 67062/RLG (11.98/18.98)	Let It Be Christmas	18	18	20	WILLIE NELSON ▲ LEGACY/COLUMBIA 69322/SONY MUSIC (7.98 EQ/11.98)	16 Biggest Hits	276
6	6	SHANIA TWAIN	Come On Over	321	19	19	PATSY CLINE A 9 DECCAIMCA NASHVILLE 000012/UMGN (6.98/11.98)	12 Greatest Hits	811
7	7	ALAN JACKSON A 5 ARISTA NASHVILLE 18801/RLG (12.98/18.98)	The Greatest Hits Collection	427	20	_	TIM MCGRAW 4 CURB 78711 (12.98/18.98)	Set This Circus Down	123
(8)	12	RASCAL FLATTS A LYRIC STREET 165011/HOLLYWOOD (8.98/12.98) [H]	Rascal Flatts	186	21	22	GARTH BROOKS	Double Live	218
9	9	SOUNDTRACK A 7 LOST HIGHWAY/MERCURY 170069/UMGN (8.98/12.98)	O Brother, Where Art Thou?	160	22	_	DIXIE CHICKS ♦ 10 MONUMENT 69678/SONY MUSIC (12.98 EQ/18.98)	Fly	222
10	10	BROOKS & DUNN A 3 ARISTA NASHVILLE 18852/RLG (12.98/18.98)	The Greatest Hits Collection	328	23	_	SOUNDTRACK A 3 CURB 78703 (11 98/17.98)	Covote Ugly	172
11	11	TOBY KEITH ▲ 2 MERCURY 558962/UMGN (8 98/12 98)	Greatest Hits Volume One	265	24	-	JOHN DENVER A MADACY 4750 (5.98/9.98)	The Best Of John Denver	275
12	13	LARRY THE CABLE GUY ARK 21 810076 (18.98 CD)	Lord, l Apologize	28	25		HANK WILLIAMS JR. A 5 CURB 77638 (5.98/9.98)	Greatest Hits, Vol. 1	486

Albums with the greatest sales gains this week. Catalog add titles that have fallen below No. 100 on The Billboard 200 or reissues of older albums. Total Chart Weeks column reflects combined weeks title nas appeared on Top Country Albums and Top Country Catalog • Recording Industry Assn. Of America (RIAA) certification for net shipment of 100 million units (Diamond). Numeral following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. \*Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. [H] indicates past Heatseeker title. © 2004, VNU Business Media. Inc., and Nielsen SoundScan, Inc. All rights reserved.

# Billboard® HOT COUNTRY SINGLES & TRACKS

EK	EEK	AGO	8	Airplay monitored by 🂦 Nielsen	Z	WEEK	Ä	AGO			Z
THIS W	LAST WEEK	2 WKS. AGO	WEEKS	Broadcast Data TITLE Systems Artist PRODUCER (SONGWRITER) IMPRINT & NUMBER/PROMOTION LABEL	PEAK	THIS W	LAST WEEK	2 WKS.		TITLE Artist PRODUCER (SONGWRITER) IMPRINT & NUMBER/PROMOTION LABEL	PEAK
				៖營制 NUMBER 1 ⇒營制 4 Weeks At Number 1		31	32	37	7	SIMPLE LIFE DHUFF, CD.JOHNSON (CLINDSEY,H LINDSEY,A MAYO,T.VERGES) Carolyn Dawn Johnson ARISTA NASHVILLE ALBUM CUT	31
N ii	1	1	12	THERE GOES MY LIFE Kenny Chesney B.CANNON.K.CHESNEY (W.MOBLEY.K.THRASHER) BNA ALBUM CUT BNA ALBUM CUT	ஓ 1	32	31	34	14	TEXAS PLATES D HUFF (K.COFFEV.B.JAMES)  BNA ALBUM CUT	31
2	2	5	10	REMEMBER WHEN  KSTEGALI (A JACKSON)  ARISTA NASHVILLE ALBUM CUT	<del>2</del> 2	33	33	36	15	YOU'RE IN MY HEAD LREYNOLDS (S.MINOR.). STREELE, C.WALLIN) Brian McComas " LYRIC STREET ALBUM CUT	33
3	3	4	17	YOU CAN'T TAKE THE HONKY TONK OUT OF THE GIRL  KBRODKS,R DUNN M WRIGHT (B DIPIERO,B ALLMAND)  ARISTA NASHVILLË ALBUM CUT	<b>♀</b> 3	34	35	39	11	PAINT ME A BIRMINGHAM  JSTROUD IB:MODRE.G.DUFFY)  DREAMWORKS ALBUM CUT	34
4	4	7	30	HONESTY (WRITE ME A LIST) THEWITTRATRINS (D.KENTP.CLEMENTS) Rodney Atkins THEWITTRATRINS (D.KENTP.CLEMENTS)	<b>♀</b> 4	35	36	38	15	DAYS OF OUR LIVES  MANRIGHT (J.GTTO,B.TERRY)  James Otto  MARIGHT (J.GTTO,B.TERRY)	35
5	5	3	20	I LOVE THIS BAR  JSTROUD, T.KEITH (T.KEITH-S.EMERICK)  Toby Keith  JSTROUD, T.KEITH (T.KEITH-S.EMERICK)  DREAMWORKS 001238	<b></b> 1	36	37	40	10	ON YOUR WAY HOME  EGORDY,JR (R.SAMOSET,M.BERG)  Patty Loveless ♥ EPIC ALBUM CUTEMN	36
5	9	10	21	I WANNA DO IT ALL B GALLIMDRE (T.NICHOLS:R GILES,G GODARD)  Terri Clark MERCURY ALBUM CUT MERCURY ALBUM CUT	<del>⊊</del> 6	37	38	44	5	I CAN'T SLEEP  JRITCHEYC WALKER (C.WALKER, C.WRIGHT)  Clay Walker RCA ALBUM CUT	37
7	8	9	23	DRINKIN' BONE Tracy Byrd BJ.WALKERJR.T.BYRD (C BEATHARD.K.K.PHILLIPS) RCA ALBUM CUT	7	38	39	42	11	THE FIRST CUT IS THE DEEPEST  J.SHANKS.G.FUNDIS (C.STEVENS)  Sheryl Crow "  A&M ALBUM CUT/MERCURY  A&M ALBUM CUT/MERCURY	38
В	10	13	- 5	WATCH THE WIND BLOW BY B.GALLIMDRE,TMCGRAW,D.SMITH (A.OSBORNE,D.ALTMAN) CURB ALBUM CUT	8	39	41	47	8	NO REGRETS YET  D HUFF IS ISAACS,D BRDWN)  Sonya Isaacs LYRIC STREET ALBUM CUT	39
9	11	12	14	SHE'S NOT JUST A PRETTY FACE  R.J LANGE (R.J LANGE.S.TWAIN)  Shania Twain  Mercury 201646	<del>-</del> 9	40	44	55	8	PAPER ANGELS  CLINDSEY,J STROUD (J.WAYNE,D.SAMPSON)  DREAMWDRKS ALBUM CUT	40
10	6	2	23	COWBOYS LIKE US  TBROWN,G STRAIT (A SMITH,B DIPIERO)  George Strait  MCA NASHVILLE 001250	2	41	40	41	13	HANDPRINTS ON THE WALL KROGERS.J. CHEMAY (N. BLANCHARD.S. PINNES. C. PARISH) OREAMCATCHER ALBUM CUT	40
11	12	14	19	LITTLE MOMENTS FROGERS (C DUBDIS B PAISLEY)  Brad Paisley ARISTA NASHVILLE ALBUM CUT	₽ 11	42	42	45	9	THAT'S A WOMAN CLINDSEY,M.WILLS (S.D.JONES,R.RUTHERFORD) MERCURY ALBUM CUT	42
12	13	22		AMERICAN SOLDIER JSTROUD,T.KEITH-(T.KEITH-C.CANNON) DREAMWORKS ALBUM CUT	₽ 12	43	49	54	99	A GUY LIKE ME  D MORRIS,T.BROWN (P.GREEN,D NEUHAUSER,THE PAT GREEN BAND)  REPUBLIC ALBUM CUT/UNIVERSAL SOUTH	43
13	7	6	29	CHICKS DIG IT CAGLER WRIGHT (C CAGLE, C CROWE) CAPITOL ALBUM CUT CAPITOL ALBUM CUT	⊊ 5	44	45	49	5	THIS LOVE  D.HUFF (LRIMES.M.BEESON.J.COLLINS)  Leann Rimes ASYLUM-CURB ALBUM CUT	44
14	16	20	16	HOT MAMA Trace Adkins S.HENORICKS,TBRUCE (C.BEATHARO,T.SHAPIRO) CAPITOL ALBUM CUT	₽ 14					\$∏\$ HOT SHOT DEBUT \$∏\$	
15	14	11	25	HELL YEAH B. CHANCEY (J. STEELE, C. WISEMAN)  Montgomery Gentry COLUMBIA ALBUM CUT	♀ 4	45	10	EW	1	PRETTY PAPER  B CANNON,N.WILSON,K.CHESNEY (W.NELSON)  Kenny Chesney Featuring Willie Nelson  BNA ALBUM CUT	45
16	18	25	2	IN MY DAUGHTER'S EYES Martina McBride MMCBRIGE,PWORLEY(J.T.SLATER) RCA ALBUM CUT	⊊ 16	46	43	53	3	WINTER WONDERLAND JPOLLARO (F.BERNARD, D. SMITH) LOST HIGHWAY ALBUM CUT	43
17	17	21	21	I LOVE YOU THIS MUCH CLINDSEY,J.STROUD (J.WAYNE,C DUBOIS,O.SAMPSON)  Jimmy Wayne  O DREAMWORKS 001239	<b>9</b> 17	47	47	48	20	I'M GONNA TAKE THAT MOUNTAIN RMCENTIRE,B.CANNON,N.WILSON (J. SALLEY,M.PEIRGE)  MCA NASHVILLE 001404	14
18	19	18	32	WHO WOULDN'T WANNA BE ME KURBAN (M.POWELLK URBAN) CAPITOL ALBUM CUT	<b>9</b> 1	43	1.3	METRY	2	WILD WEST SHOW BIG & RICH B.KENNYJ.RICH.PWORLEY (B.KENNYJ.RICH.B.DALY) WARNER BROS. ALBUM CUT/WRN	48
119	15	15	25	I WISH B.GALLIMORE.T.MCGRAW (T.LJAMES,E.HILL)  JO Dee Messina CURB ALBUM CUT	15	49	54	57	3	JINGLE BELLS B. CANNON, N. WILSON, K. CHESNEY (TRADITIONAL)  BNA ALBUM CUT	49
20	21	24	17	PERFECT Sara Evans s.evans.pworley (s.evans.t.shapiro,t.martin) hca album cut	<b>⊊</b> 20	50	56	-	2	MAYBERRY MBRIGHTM WILLIAMS.RASCAL FLATTS (A.SMITH)  RESCRIPTION LYRIC STREET ALBUM CUT	50
21	22	23	33	LONG BLACK TRAIN M.WRIGHT,FROGERS (J.TURNER)  Josh Turner  M. WRIGHT,FROGERS (J.TURNER)	໘ 21	51	48	51	3	DIDN'T I CLINDSEY (K.BERGSNES,B.NASH.M.POST)  Rachel Proctor BNA ALBUM CUT	48
22	23	27	71	SWEET SOUTHERN COMFORT C.BLACK (R CLAWSON,B.CRISLER)  Buddy Jewell COLUMBIA ALBUM GUT	⊊ 22	52	46	46	13	A YEAR AT A TIME  LREYNOLDS (J.DEMARCUS, L.WILSON)  Kevin Denney &  O LYRIC STREET 194081	44
23	24	28	11	SPEND MY TIME Clint Black C.BLACK (C.BLACK,H.NICHOLAS) CUITY ALBUM CUT	⊋ 23	53	50	_	2	PLEASE COME HOME FOR CHRISTMAS AMARDIN (CBROWN,G REOD)  Willie Nelson LOST HIGHWAY ALBUM CUT	50
24	25	29	16	COOL TO BE A FOOL B.ROWAN (J.MICHOLS.S.DEAN.W.NANCE)  Joe Nichols UNIVERSAL SOUTH 00137)	⊋ 24	54	111	-W-	f	SILVER BELLS B CANNON, N WILSON, K CHESNEY (R.B. EVANS, J LIVINGSTON)  BNA ALBUM CUT	54
25	29	35	6	YOU'LL THINK OF ME Keith Urban D.HUFF,K URBAN (D.BROWN,TLACY,D.MATKOSKY) CAPITOL ALBUM CUT	25	55	10	W.	1	EVEN SANTA CLAUS GETS THE BLUES M.STUART (M.STUART)  Marty Stuart LOST HIGHWAY ALBUM CUT	55
26	26	31	-8	SONGS ABOUT RAIN MWRIGHT, GALLAN (LROSE, PMCLAUGHLIN)  Gary Allan MCA NASHVILLE ALBUM CUT	₽ 26	56	51		2	JUST PUT A RIBBON IN YOUR HAIR K.STEGALL (H.BURNS,D.HUBER)  LOST HIGHWAY ALBUM CUT	51
27	28	32	13	GOOD LITTLE GIRLS D.HUFF,D.JOHNSON (T.SEALS,B.JONES)  ASYLUM-CURB ALBUM CUT  ASYLUM-CURB ALBUM CUT	⊊ 27	57	17	W	1	SILENT NIGHT  B.CANNON,N.WILSON,K.CHESNEY (TRADITIONAL)  Kenny Chesney Featuring Grisgby Twins BNA ALBUM CUT	57
28	27	30	22	EVERY FRIDAY AFTERNOON CMORGAN, PO'DONNELL IN COTY.J MELTON) BROKEN BOW ALBUM CUT	♀ 27	58	L	52		I NEED A VACATION EGORDYJR_JNIEBANK (R LHOWARD,L SATCHER)  Rebecca Lynn Howard    MCA NASHVILLE 001647	49
29	30	33	12	MY LAST NAME B. BEAVERS (H. ALLEN, D. BENTLEY) Dierks Bentley CAPITOL ALBUM CUT	♀ 29	59		58	3	I CAN ONLY IMAGINE PKIPLEY (B MILLARD)  MercyMe ♀  N D 73150/CURB	
30		43		ALL I WANT FOR CHRISTMAS IS A REAL GOOD TAN B.CANNON,N WILSON,K.CHESNEY (POVERSTREET)  BNA ALBUM CUT	30	60		W.		THANK GOD FOR KIDS  B.CANNON,N.WILSON,K.CHESNEY (E.RAVEN)  BNA ALBUM CUT  track service, 128 Country Stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections are electronically monitored 24 hours and a service.	60

<sup>■</sup> Records showing an increase in detections over the previous week, regardless of chart movement. Compiled from a national sample of airplay supplied by Nielsen Broadcast Data Systems' radio track service. 128 Country Stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. Airpower awarded to songs appearing in the top 20 on both the BDS Airplay and Audience charts for the first time with increases in both detections and audience. Titles below the top 23 are removed from the chart after 20 weeks. ♥ Videoclip availability. Catalog number is for CD Single, or Vinyl Single is unavailable. ❤ CD Single available. ❤ CD Single available. ❤ CD Single available. ❤ Vinyl Single available. ❤ Vinyl Single available. ❤ Vinyl Maxi-Single available. ❤ Vinyl Maxi-Single available. ❤ Vinyl Single availab

### JANUARY 10 BILLOGRASS ALBLING

### Sales data compiled by Nielsen LAST WEEK SoundScan ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL Title ALISON KRAUSS + UNION STATION A ROUNDER 610515 1 Live 2 5 VARIOUS ARTISTS LOST HIGHWAY 001038/UMGN A Very Special Acoustic Christmas NICKEL CREEK ● SUGAR HILL 3941 This Side 3 VARIOUS ARTISTS GAITHER MUSIC 42459 Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume One EARL SCRUGGS/DOC WATSON/RICKY SKAGGS ROUNDER 610526 The Three Pickers VARIOUS ARTISTS GAITHER MUSIC 42460 Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume Two 4 VARIOUS ARTISTS MADACY CHRISTIAN 3241/MADACY Best Of Bluegrass Gospel 8 VARIOUS ARTISTS WARNER SPECIAL PRODUCTS 15828/TIME LIFE Bluegrass Today JUNE CARTER CASH DUALTONE 01142 7 Wildwood Flower It's Just The Night THE DEL MCCOURY BAND MCCDURY MUSIC 0001/SUGAR HILL [H] VARIOUS ARTISTS UNIVERSAL SPECIAL PRODUCTS 18701/TIME LIFE Time-Life's Treasury Of Bluegrass 10 RHONDA VINCENT ROUNDER 610497 [H] One Step Ahead RICKY SKAGGS & KENTUCKY THUNDER SKAGGS FAMILY/LYRIC STREET 901004/HDLLYW0000 [M] Live At The Charleston Music Hall 14 Heaven Bound: The Best Of Bluegrass Gospel VARIOUS ARTISTS SMCMG 18940/TIME LIFE DOLLY PARTON BLUE EYE 3946/SUGAR HILL Halos & Horns

# JANUARY 10 BILLDOORD SINGLES SALES

THIS WEEK	LAST WEEK	Ē.	Sales data compiled by Nielsen SoundScan	
THIS	LAST		TITLE IMPRINT & NUMBER/DISTRIBUTING LABEL	Artist
			◎資料 NUMBER 1 (增)	3 Weeks At Number 1
1	1	6	HURT ▲ <sup>2</sup> AMERICAN 009770*/LOST HIGHWAY	Johnny Cash
2	3		PICTURE ● UNIVERSAL SOUTH 172274 Kid Rock	Featuring Allison Moorer
3	2	1	REDNECK 12 DAYS OF CHRISTMAS/HERE'S YOUR SIGN CHRISTMAS WARNER BROS 16507/WRN	Jeff Foxworthy/Bill Engvall
4	4	Tre.	I CAN'T TAKE YOU ANYWHERE DREAMWORKS 001581/INTERSCOPE Scotty	<b>Emerick With Toby Keith</b>
5	6		BROKENHEARTSVILLE UNIVERSAL SOUTH 000782	Joe Nichols
6	_	23	THE IMPOSSIBLE UNIVERSAL SOUTH 172241	Joe Nichols
7	7		YOU'RE STILL HERE WARNER BROS. 16647/WRN	Faith Hill
8	10	30	HELP POUR OUT THE RAIN (LACEY'S SONG) COLUMBIA 79885/SONY MUSIC	Buddy Jewell
9	_		STAY GONE DREAMWORKS 000345/INTERSCOPE	Jimmy Wayne
10	8	47	HONESTY (WRITE ME A LIST) CURB 73149	Rodney Atkins

Records with the greatest sales gains this week. Recording Industry Assn. DI America (RIAA) certification for net shipment of 500,000 album units or 25,000 DVD single units (Gold). A RIAA certification for net shipment of 1 million units or 50,000 DVD single units (Platinum), with multimillion trites indicated by a numeral following the symbol. [H] indicates past or present Heatseeker title. © 2004, VNU Business Media, Inc., and Nielsen SoundScan, Inc. All rights reserven.

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### **ALBUMS**

### **Edited by Michael Paoletta**

**EARL SLICK** Zia Zaa PRODUCER: Mark Plati Sanctuary 06076-84671 RELEASE DATE: Dec. 9, 2003

The guest-filled "Zig Zag" is the official announcement that renowned guitarist Earl Slick's career is fully back on track. It comes after three years of playing with longtime collaborator David Bowie, which were proceeded by a seven-year stint in Lake Tahoe, where a burnt-out and bored Slick completely stopped playing. He is razor-sharp here, especially on "Believe," a shimmering and addictive collaboration with the Cure's Robert. Smith. He's piercing on the airy, wonderfully melodic, Joe Satriani-like leadoff cut "Dancing With Eleanor." Bowie's soaring vocals slay on "Isn't It Evening (The Revolutionary)," a track that could have given the singer's current "Reality" disc a needed boost. Not all the album's guests come through: Def Leppard's Joe Elliott sounds passionless on "Psycho Twang." Yet Slick's playing is almost always interesting, if not gripping.—WO

### R&B/HIP-HOP

**▶** BRAVEHEARTS Bravehearted PRODUCERS: various III Will/Columbia CK086712 RELEASE DATE: Dec. 23, 2003

These days, every rapper has a crew. Nas has Bravehearts. The group made its first appearance in "Oochie Wally" on the "QB's Finest" compilation. Since then, the trio has become a duo-consisting of Wiz and Jungle. With help from Nas, the pair now makes it full-length debut. Lead single "Quick to Back Down," produced by and featuring Lil Jon (not to mention Nas), effortlessly mixes hardcore East Coast lyrics with Jon's signature crunk sounds. Similarly, the album's title track thumps with an old-school appeal reminiscent of Gang Starr. Conversely, tracks like "Sensations" and "I Wanna" come off like testosteronefilled sexual romps void of any musical or lyrical depth. "Realize," a tale of ghetto life, is simply too derivative. Unfortunately, throughout this set, the misses outweigh the hits.—RH

### **►** AVANT **Private Room** PRODUCERS: Avant, Steve "Stone" Huff, Warryn Campbell Magic Johnson Music/Geffen/Interscope 02498 61200

RELEASE DATE: Dec. 9, 2003 He was initially touted as the first artist signed by Magic Johnson Music. Avant, however, proved his musical mettle on his 2000 platinum debut, "My Thoughts," featuring the hits "Separated" and "My First Love." But 2002 follow-up "Ecstasy" was an uneven effort that came off forced and contrived. "Private Room" spot-

### ENTIAL



**DIZZEE RASCAL** Boy in Da Corner PRODUCER: Dizzee Rascal XL Recordings/Matador OLE600 RELEASE DATE: Jan. 20

The critically lauded debut from Britain's great hip-hop hope Dizzee Rascal-winner of the 2003 Panasonic Mercury Music Prize—is not going to be confused on this side of the Atlantic with the likes of Jay-Z, 50 Cent or DMX. Nor is this complex work likely to be embraced by those who appreciate those artists' music. Rascal's uncompromising brand of gritty alt-rap-much like that of fellow Brit MC the Streets—is devoid of the ghetto fabulousness that makes the slickly produced gangsta anthems of his American counterparts staples at radio. Instead, "Boy in Da Corner" is filled with menacing street tales of crime and poverty urgently told over icy electro beats, thuggish dancehall rhythms and trashy U.K. garage. It is a bold, radical statement. Adventurous listeners are in for a treat. Trust, But buzz lemmings expecting a soundtrack for mindless booty shaking are advised to look elsewhere. Again, trust.—BG

KATE RUSBY **Underneath the Stars** PRODUCER: John McCusker **Compass 74370** RELEASE DATE: Jan. 13

A true-blooded, unadulterated folk

singer, Kate Rusby delivers her fifth album of regenerated traditional tunes and original compositions that complement the rootsy sensibility of the story-based songs from her childhood. The 1999 Panasonic Mercury Music Prize winner sings with a light, airy, honeyed allure on 12 lyrical beauties, rich with crisp-sounding acoustic guitar, banjo, mandolin



and fiddle. Added to the mix are pennywhistles and diatonic accordion. Rusby balances the collection with sprightly numbers (the whimsical "The Good Man") and emotive lamentations ("The Daughter of Megan"). While she covers a Nic Jones tune and brings sweet voice to a number she learned from her parents, Rusby shines strongest on her own songs, including "Young James" and the gently drawn title track that movingly ends the album.—DO



IOF And Then . . .
PRODUCERS: various Jive 82876 53707 RELEASE DATE: Dec. 16, 2003

Singer/songwriter Joe is quite familiar with the makings of sensual pop/R&B/ hip-hop hits: "Stutter," "I Wanna Know" and "All the Things (Your Man Won't Do)." This, his fifth album, has spun off the top 15 midtempo charmer "More & More" (one of two cuts penned and produced by R. Kelly). Enlisting Kelly and other guest producers, Joe undercuts the consistency critique leveled at last year's "Better Days." There are still a few formulaic and trite bumps along the way. "Jeep" and "You Dropped Your Dime" offer up such been-there, done-that phrases as "we can freak in my jeep" and "maybe we can wine and dine before we bump and grind." Those missteps are outpaced by several noteworthy tracks, including the Kevin "She'kspere" Briggs-produced groover "Bedroom," Kelly's guitar-flavored "Make You My Baby" and the Underdogs ballad "Priceless." Old schoolers will enjoy "Sweeter Than Sugar," which tastefully samples Curtis Mayfield's "The Makings of You."—GM

WORLD **★ ABYSSINIA INFINITE** 

Zion Roots PRODUCERS: Ejigayehu "Gigi" Shibabaw, Bill Laswell Network 24.971

To be sure, this is not sophisticated

evocative cumbias like "La Negra Llorona," the majority of the album's

dor," "El Ratón" and the country-

tinged "El Hijo E' Su." "Que Siga la

to a variety of Colombian rhythms-

cuted. This didactic approach is

PRODUCER: Julio "Gunda" Merced

RELEASE DATE: Dec. 9, 2003

appealing.—LC

**★ SALSA FEVER** 

MP 6391

Distinto y Diferente

fare, but it is irresistible, and increasingly more so the more irreverent the music gets. While there are slow,

cuts are fast-clipped tracks full of dou-

ble-entendres, including "El Computa-

Parranda" is a nice, light introduction

unpretentious but extremely well-exe-

"Yo Se Que Volderás a Mí" opens "Dis-

bang dissolving into a romantic salsa

song. This is a truly exciting and dif-

ferent sound, especially when com-

pared with other music emanating

sound, "Distinto" features deliciously

rich arrangements, full of trombone

punch, flute and touches of electric

of Salsa Fever, originally created by

producer/arranger/composer Julio

Merced several years ago. This time

around, the blend of styles is seamless

example, is best described as salsa boo-

and fun. "Tu Eres lo Que Quiero," for

gie-woogie; "El Amor" has discreet

touches of classical; and "Si Tu No.

catching. A real treat.-LC

Estás" arrives in a Salsa Tex Mix. The

execution—including singer Alejandro

Villegas' vocals—is distinctive and ear-

guitar. This is the second incarnation

from Puerto Rico of late. Rich in

tinto y Diferente," its hard-hitting

RELEASE DATE: Dec. 9, 2003

Ejigayehu Shibabaw—Gigi to world music fans—is the principle creative force behind this mesmerizing album. Since the release of her self-titled Palm Pictures debut CD in 2001, Gigi has been a major force in the Western rediscovery of Ethiopian music. For "Zion Roots," Gigi has assembled a fabulous crew of Ethiopian players, augmented by percussionist Karsh Kale and constant collaborator Bill Laswell. The tunes are enchanting, mainly acoustic interpretations of the devotional and liturgical church modes of singing that Gigi grew up performing. "Zion Roots" has as much groove ("Embe Ashafergne," "Gole") as it does dreamy, exotic melodicism ("Aba Alem Lemenea," "Bati Bati," "Alesema"). Best of all, these songs do not sound like anything else out there. The instrumentation combines ancient Ethiopian instruments like the kirar with tenor sax and talking drums. The vocals, sung in Amharic and, occasionally, Agewña (a language older than Amharic), cast a spell as old as Nubia itself. Distributed in the U.S.

by Harmonia Mundi.—**PVV** 

lights a more relaxed and mature Avant. The tenor still mines the sensual, sexual territory covered by such soulsters as Teddy Pendergrass, Keith Sweat and R. Kelly. This is clearly evident on the chart-climbing ballad 'Read Your Mind" and the torchy "Don't Take Your Love Away," collaborations with longtime partner Steve "Stone" Huff. Avant grooves up the proceedings by also teaming with Warryn Campbell (Luther Vandross, Mary Mary) on "Heaven" and the intriguingly syncopated "Have Some Fun." A lyrically stronger and vocally confident Avant clicks on more cylinders this time around.—GM

### DANCE/ELECTRONIC

► SARAH McLACHLAN Remixed PRODUCERS: Pierre Marchand, Delerium Arista 58763

RELEASE DATE: Dec. 16, 2003 In an about-face from her measured, introspective "Afterglow," Sarah McLachlan lets her hair down on the trance-flavored "Remixed." While most tracks fall into a relaxed electronic rhythm, it is hard not to move your

feet to such BT-mixed tunes as "I Love You" and "Hold On." McLachlan's chilling voice suits BT's gradual layering of sharp pops and lasers of sound. DJ Tiësto also adds new life to the Mc-Lachlan standard "Sweet Surrender" with his dark, hypnotic interpretation. Some songs blend together too tightly. where it is tough to discern where one melody ends and another begins. In that sense, the album will likely appeal more to dance/electronic fans than McLachlan loyalists. Yet, by reinterpreting songs that were strong to begin with, it is tough for "Remixed" to make too many missteps.—SA

Mobius PRODUCERS: Valentin, Tom Salta Siren 4805002 RELEASE DATE: Jan. 13

★ OED

This is an infectious first effort by QED, the duo of Valentin and Kristine Hendricks. Best-known for remixing tunes by such notables as Christina Aguilera ("Beautiful") and Deborah Cox ("Something Happened on the Way to Heaven"), Valentin wrote, produced and even played on a majority of "Mobius." And aside from the oddball rock-tinged "Epilogue," he has

come up with quite a catchy collection of songs—the bulk of which will surely get you moving with their uplifting and energetic beats. One such gem is the high-energy remake of Def Leppard's "Love Bites." Overall, Valentin's rich production and Hendricks' soaring vocals make a great team, one that is sure to have people running to the dancefloor.-KK

### **LATIN**

**★ JOSELITO PARRANDERO** Que Siga la Parranda PRODUCER: Victor Gutiérrez Discos Fuentes 11210 RELEASE DATE: Dec. 16, 2003

On this disc. Joselito Parrandero—a band consisting of José Alex y Los Trotamundos-does not play the Colombian music most people are accustomed to hearing; neither hardcore salsa, vallenato nor traditional cumbia. Instead, it blends traditional Colombian styles-cumbia, música de carrilera—with contemporary dance swing. Making music that is strictly designed to be endlessly danced to has made Joselito Parrandero one of the most popular bands in Colombia today.

(Continued on next page)

**CONTRIBUTORS.** Susanne Ault, Leila Cobo, Deborah Evans Price, Brian Garrity, Rashaun Hall, Katy Kroll, Gail Mitchell, Chris Morris, Wes Orshoski, Dan Ouellette, Chuck Taylor, Anastasia Tsioulcas, Philip van Vleck. ESSENTIALS: Releases deemed by the review editors to deserve special attention on the basis of musical merit and/or *Billboard* chart potential. VITAL REISSUES: Rereleased albums of special artistic, archival and commercial interest and outstanding collections of works by one or

more artists. PICKS (>): New releases predicted to hit the top half of the chart in the corresponding format. CRITICS' CHOICES (\*): New releases, regardless of chart potential, highly recommended because of their musical merit. All albums commercially available in the U.S. are eligible. Send album review copies to Michael Paoletta and singles review copies to ChuckTaylor (Billboard, 770 Broadway, 6th floor, New York, N.Y. 10003) or to the writers in the appropriate bureaus.

(Continued from preceding page)

### **JAZZ**

### ★ JOEL FRAHM WITH BRAD MEHLDAU Don't Explain PRODUCER: Matt Balitsaris Palmetto PM 2096 RELEASE DATE: Jan. 13

Friends from high school when they both were in jazz-discovery mode, saxophonist Joel Frahm and pianist Brad Mehldau (on loan from Warner Bros.) join together to rekindle their improvisational alchemy on this 10-song collection. Duo settings foster intimacy and engagement, which are exhibited in abundance here as the pair freely dances, romances and converses on classics (including a scurry through "Get Happy") and a new standard (a melodic take on the Beatles' "Mother Nature's Son"). Frahm's heartfelt tenor saxophone lyricism is graced by Mehldau's ruminative keyboard embellishments, but the best arrives in dialogue, evidenced on their two swirland-spiral renderings of Thelonious Monk's "'Round Midnight." They playfully follow the jigsaw melody of Ornette Coleman's "Turnaround," strike to the heart of Billie Holiday's gem "Don't Explain" and reflect through the saxist's gentle original "Away From Home." More expressive and insightful than a class reunion, "Don't Explain" documents a reacquaintance of tight friends who have lots to talk about.—**DO** 

### **BLUES**

### ★ THE HOLMES BROTHERS Simple Truths PRODUCER: Craig Street Alligator 4893 RELEASE DATE: Jan. 13

It seems like guitarist Wendell Holmes, bassist Sherman Holmes and drummer Popsy Dixon get more assured and exciting with each passing year. The group's second album for Alligator is another sublime release spotlighting the trio's gospelized harmonizing. punchy instrumental interplay and effervescent eclecticism. It's difficult to imagine another act that could try on tunes associated with Jimmy Reed, Bob Marley, Gillian Welch, Jim Reeves, Townes Van Zandt, Willie Nelson and Bruce Channel and succeed credibly on every attempt. Four estimable originals complement the covers. Guitarists Greg Leisz and Chris Bruce add some additional colors to the proceedings, but the brotherly band more than holds its own on trio, duo and solo performances. Richly soulful and as daring as ever, the Holmes Brothers remain a musical force unto themselves.—CM

### **CHRISTIAN**

### ► GEORGE ROWE Think About That PRODUCER: Brian Steckler Rocketown 826872000821 RELEASE DATE: Dec. 2, 2003

The debut from this attorney-turnedartist is like a good cup of cappuccino: light, frothy and deliciously appealing on the surface—and warm, rich and even more flavorful the more one drinks. Rowe has a clear, pure voice that is perfectly suited to these soulful pop tunes. Though many of the arrangements are light and jazzy, the lyrics express the depth of Rowe's faith and the astute observations that come from a life of self-examination. "Broken" is a prayerful request for God's guidance. "Swerve" is an inventive number about staying on the right path. The lovely worship song "Everlasting" is the first single to Christian radio and serves as a solid introduction to this new singer/songwriter's considerable talents.—**DEP** 

### **CLASSICAL**

### ► HÉLÈNE GRIMAUD; SWEDISH RADIO SYMPHONY ORCHESTRA & CHOIR; ESA-PEKKA SALONEN

### PRODUCER: Sid McLauchlan Deutsche Grammophon 471 769

RELEASE DATE: Jan. 13 Hélène Grimaud's "Yellow Label" debut is a wild, untamable thing. The pianist ranges from the intimacy of John Corigliano's solo "Fantasia on an Ostinato" to the thunderous "Credo" by Arvo Pärt. She nestles Beethoven's "Tempest" Sonata and his "Choral Fantasy between the two modern works. Yet Grimaud's diverse choices are not awkward, abrasive or filler. Instead, they are illuminating. Sometimes the ties that bind are straightforward: Corigliano quotes Beethoven. Other connections are more contemplative, as when Grimaud underscores the spirit of struggle and reconciliation found in Beethoven and Pärt's work, Her powerful and passionate delivery also speaks magnitudes. One might quibble with some particulars, such as Grimaud's intense verticality in the Allegretto of "Tempest," but this is a thought-provoking and profoundly moving project.—AT

### **DVD**

### CAN Can DVD Spoon/Mute 9231 RELEASE DATE: Dec. 2, 2003

Devotees of the supreme kraut-rock band Can will be delighted by this extra-filled, two-DVD set. The main features on this collection were previously available as part of the group's "Can Box": the feature "Can-Free-Concert," director Peter Pryzgodda's impressionistic look at a 1972 Cologne show, and a full-length documentary crammed with rare footage. But the package also includes "Can Notes," a copious assemblage of new interviews, performances and candid material; 5.1 remixes of solo tracks by band members Holger Czukay, Jaki Liebezeit and Irmin Schmidt; a biography and discography; and a short tribute film by Brian Eno. A bonus CD includes 13 numbers, cut live and in the studio, by the members' side projects. In all, a generous, if sometimes batty, salute to one of rock's premier experimental units.—CM

### Billboard.com

- Jack -Johnson, "Thicker Than Water" OST (Brushfire)
- Explosions in the Sky, "The Earth Is Not a Cold Dead Place (Temporary Residence)
- The Church, "Forget Yourself" (spinART)

### **SINGLES**

### **Edited by Chuck Taylor**

### **POP**

► JANET Janet Megamix '04 (4:15) PRODUCER: Chris Cox WRITERS: various PUBLISHERS: various Virgin 18313 (CD promo)

It may not be a genuine peek into Janet Jackson's upcoming March album, but Chris Cox's "Megamix '04"—both the radio mix (4:15) and full-length Club Megamix version (11:21)—are more fun than anything else on radio today. Cox skillfully weaves hits from the past decade—including "That's the Way Love Goes," "Got 'Til It's Gone," "If," "Son of a Gun" and "All for You"—into a hip, intoxicating medley that reminds us all why Jackson has remained a relevant fixture on the scene for nearly 20 years. (Can you believe it's been that long already?) Anticipation is high at radio and retail for the skilled singer/songwriter to maintain her value in the coming year, but in the meantime, this unusual output is pure entertainment and a rare show of innovation from a major record company. Fans will be cheering from all sides .- CT

### ★ FEFE DOBSON Everything (3:45) PRODUCERS: Jay Levine, James Bryan McCollum WRITERS: F. Dobson, J. Levine, J. McCo

### WRITERS: F. Dobson, J. Levine, J. McCollum PUBLISHER: not listed Island 15979 (CD promo)

Fefe Dobson's debut single, "Take Me Away," showed tremendous promise, offering a gritty pop song that didn't sound like every other young female singer/songwriter trying to hop on the Avril Lavigne bandwagon. "Everything," unfortunately, is much less distinctive and, in fact, sounds so much like Lavigne that it's hard to believe sound designer the Matrix wasn't somehow involved. The good news for Dobson is a strong tie-in with teen flick "The Perfect Score. which could be the launching pad the singer needs to propel her above the shimmering critical buzz that followed "Take Me Away." In any case, Island needs to work hard and fast to distinguish this vocalist from the pack; the fact that she's black is a hook, but that hardly transcends the airwaves. Nice enough song, but this one could go either way.—CT

### ROCK

# ★ COURTNEY LOVE Mono (3:39) PRODUCER: John Abraham WRITERS: C. Love, L. Perry, P. Schemel, L. Schemel PUBLISHER: not listed

PUBLISHER: not listed Virgin 18247 (CD promo) Rock stars seldom suffe

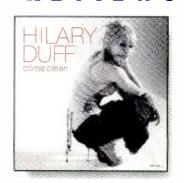
Rock stars seldom suffer from publicity that sells them as rebels, but in recent times, Courtney Love has let her personal trials interfere with the creative process, prompting one delay after another—and over time, her relevance as a musical presence has whithered. Image matters more than ever at radio, and it will be interesting to see how the hype influences radio's reaction to "Mono," the blurry, fist-pounding first single from the upcoming "America's Sweetheart." Vocally.

### ESSENTIAL REVIEWS



### MAROONS This Love (3:25) PRODUCERS: Andy Wallace, Mark Endert WRITERS: A. Levine, J. Carmichael PUBLISHER: Careers-BMG, BMI Octone/J J1DJ57942 (CD promo)

It took more than one year for radio to fully inhale "Harder to Breathe," but Maroon5's follow-up, "This Love," is guaranteed to put the quintet on programmers' fast track. The quirky. effervescent midtempo pop-rock number shows the band to be a closer fit to Fastball than another copycat Good Charlotte or Blink-182, and the result is refreshing, fab, sing-along road music. The band employs some novel chord progressions, an irresistible retro piano intro, minor notes and "whoa-whoa-whoas" that take the song in surprising directions, as lead singer Adam Levine laments that "this love has taken its toll on me, she said goodbye too many times/And I have no choice, cause I won't say goodbye anymore." From the first note, this is colossal cool, Already, MTV and VH1 are in on the fun, with the band taking to the road in support of John Mayer with the new year. Introducing the first big hit for 2004. Pure satisfaction.—*CT* 



# HILARY DUFF Come Clean (3:25) PRODUCER: John Shanks WRITERS: K. DioGuardi, J. Shanks PUBLISHERS: K'Stuff, BMI; WB/Dylan Jackson Music, ASCAP Buena Vista/Hollywood Records 11651 (CD promo)

Top 40 radio is wise enough to realize that it is in dire need of a heroine to entertain the younger end of its demographic, and Hilary Duff is working hard to fill the shoes outgrown by teens-turned-vamps Britney and Christina. Duff's second pop single, "Come Clean," is catchier and less clichéd than previous "So Yesterday," with a driving tempo and madcap chorus, courtesy of master writer/producer John Shanks and Kara DioGuardi. (The latter has become the "it girl" for hits, with credits including Enrique Iglesias, Clay Aiken, Celine Dion, Jessica Simpson, Marc Anthony, Kelly Osbourne and Kylie Minogue.) Duff is in fine form, delivering a textured vocal ripe with layered harmonies and youthful exuberance. With this song, the entertainer's transition from Disney icon to full-bodied pop star is complete. Bull's-eye.—CT

Love is as potent as ever, spitting out words filled with explicit intentions, and there's a definite hook to hang a hat on (Love worked with super-hot writer Linda Perry). Good stuff, but it arrives at a time when rock radio is giving cool reception to most women. The odds are stacked against "Mono"—but then, that has never deterred Love before.—*CT* 

### **COUNTRY**

➤ PAT GREEN Guy Like Me (3:24) PRODUCERS: Doug Morris, Tony Brown WRITERS: P. Green, D. Neuhauser, Pat Green Band

PUBLISHERS: Greenhorse/EMI Blackwood Music, BMI; Cooke's Trust, SESAC Republic/Universal UNIR 21138 (CD promo) Riding a wave of increased exposure generated by a Grammy Award nod in

Riding a wave of increased exposure generated by a Grammy Award nod in the best country song category for "Wave on Wave," Pat Green cuts loose with a great little record sure to shake country listeners out of those winter doldrums. The production is taut and true to Green's Texas roadhouse roots. The lead guitar commands attention with its insinuating groove, while Green's voice is an amazing instrument. Totally lacking in pretense or unnecessary polish, Green delivers a gutsy, vibrant performance that sounds like he's having the time of his life on this terrific song about the joys of a simple, unfettered existence. This

record has so much personality, it's hard to resist. Here's hoping it helps him win more fans at country radio. Audiences deserve to hear this breath of fresh air.—**DEP** 

### **R&B/HIP-HOP**

GHOSTFACE KILLAH FEATURING JADAKISS AND COMP Run (4.40) PRODUCER: RZA

WRITERS: D. Coles, R. Diggs, J. Phillips, J. McElveen

PUBLISHERS: various Def Jam 15968 (CD promo)

Wu-Tang Clan's Ghostface Killah has always had a way of making a strong first impression-musically. Whether it was teaming with fellow Clansman Raekwon on the classic "Only Built 4 Cuban Linx" album or on his own solo sets for Epic, Ghostface always makes his presence felt on the mic. He does just that with the lead single from his Def Jam debut, "Pretty Toney." Featuring Jadakiss and newcomer Comp, "Run" is a high-energy narrative about being on the lam. Ghostface shines brightest throughout the single, while Jadakiss also drops a few lyrical jewels. Musically, the RZA-produced track, which features a driving bassline and a mournful horn loop, is his most inspired in recent memory. Mainstream R&B radio is already picking up on this street anthem. "Run" out and cop this one.-RH

# Bockoet People/Places/Events











**PUBLISHING: ASCAP promotes Bob** Candela to senior VP/CFO and Alexandra Lioutikoff to senior VP of Latin membership in New York. They were, respectively, VP/CFO and VP of Latin membership. ASCAP also promotes Jeanie Weems to senior VP of rhythm and soul membership and Tom DeSavia to senior VP of pop/rock membership in Los Angeles. They were, respectively, VP of rhythm and soul membership and VP of pop/rock membership.

**RECORD COMPANIES:** V2 Records promotes Karen Durkot to national promotion director in New York and Ted Hoekstra to national promotion director in Chicago. They were, respectively, Northeast promotion representative and Midwest promotion director.

V2 Records also names Kristie Vogel West Coast promotion director in Los Angeles and Aimee Saiger Southeast promotion director in Atlanta. They were, respectively, Los Angeles promotion representative for RCA Records and Northeast regional director of promotions for

Robert "Sandy" Gunn is named

senior VP of human resources for EMI Music North America in New York. He was senior VP of human resources for Vivendi Universal Games

Arista Records names Joe McEwen VP of A&R and Ann Latora VP of finance and administration in New York. They were, respectively, senior VP of A&R for Warner Bros. Music and CFO of Metropolitan Talent/Hybrid Recordings.

MUSIC VIDEO: Jeffrey Keyton is named senior VP of on-air design and off-air creative for MTV and MTV2 in New York. He was VP of on-air design and off-air creative.

**RETAIL:** Greg Batusic is named chief sales officer/senior VP of global sales for Gibson Guitar in Nashville. He was co-founder of the Promo-



Hello Tokyo! Sting made a special guest appearance at Universal Music Japan's annual convention at the Tokyo International Forum. Pictured backstage, from left, are UMJ president/CEO Kei Ishizaka, Universal Music International chairman/CEO Jorgen Larsen, Sting and UMI senior VP of marketing and A&R Max Hole. The convention drew 1,200 attendees from retail, media and other music industry sectors. Busted, Hayley Westenra, Lene and Hibari were among other Universal acts who performed.



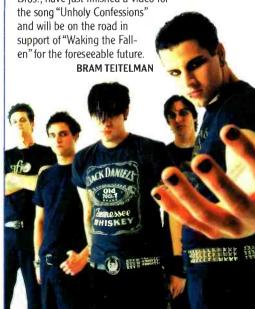


### Reality Reaches The Garden

David Bowie, left, launched the U.S. leg of his first world tour in some eight years with a sold-out show at New York's Madison Square Garden. The concert came after a two-month tour of Europe and the U.K. Backstage, from left, are Lenny Kravitz, Meg White of the White Stripes, Bowie and actor Jude Law. The tour, dubbed A Reality Tour (after Bowie's current ISO/Columbia set, "Reality"), will hit 17 countries. (Photos: Kevin Mazur/WireImage.com)

### Now, Hear This ... Avenged sevenfold Artists to Watch

Orange County, Calif.'s Avenged Sevenfold stands at a crossroads. In one direction is the present and future: the current punk/metal hybrid known as "screamo." In the other, the past: influences of such punk bands as NOFX and Bad Religion; the '80smetal dynamic of Judas Priest, Iron Maiden and Metallica; and a touch of goth. The five-piece band combines the past and future flawlessly on its sophomore full-length, "Waking the Fallen" (Hopeless). While vocalist M. Shadows can scream with the best of them, his powerful voice is also more than capable of melody. And guitarists Zacky Vengeance and Synyster Gates' solos and dual harmonies are equaled by the memorable riffs that they craft. The Vans Warped tour veterans, newly signed to Warner Bros., have just finished a video for

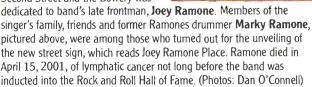




### New To Manhattan Manhattan Records bosses Arif Mardin and Ian Ralfini recently signed newcomer Keri Noble to the label. The singer/songwriter's first full-length album will arrive March 9. Pictured at the signing, from left, are Manhattan VP/co-GM Mardin; Miki Nord, Noble's Manager; Noble; and VP/co-GM Ralfini.



### Remembering Joey Fans of punk icons the Ramones gathered near the entrance to fabled downtown New York venue CBGB, where the comer of East Second Street and the Bowery was



Madacy's Harris Sterling finds a strong brand name in artist Thomas Kinkade



# Recol



Videogame soundtracks catch on with music from such bands as Good Charlotte

MERCHANTS / MARKETING / HOME VIDEO / E-COMMERCE / DISTRIBUTION



house," Alvelda says. "We see this kind of

distribution medium as the next stage for distribution of music content. We will establish a new [e-commerce] beachhead.

He says the company is still experimenting to see what works and looking for other suitable applications, while finalizing deals to make that vision a reality. But eventually, the company will "have a broad infrastructure to support a wide range of e-commerce activities," he says.

In the meantime, Idetic is still building its part-

ner base among cell phone services and TV channels. Sprint is the first to offer MobiTV, which provides the broadcast stream of a number of TV and cable channels, including the California Music Channel; CMC Beat Lounge, which broadcasts R&B music videos; CMC-USA, which features country music; and Independent Music Network, which carries international music videos from independent artists. MobiTV also carries MSNBC, CNET, CSTV (College Sports Television) and the Discovery Channel, including Discovery Kids and Discovery Espanol.

Initially, the MobiTV service is being marketed as part of the Sprint premium offer, PCS Vision, which costs Sprint subscribers \$15 per month on top of their cellular service. PCS Vision, which claims 2.7 million subscribers, also allows customers to take and receive pictures from select PCS phones, browse the Internet, check e-mail and download ring tones, videogames and screen savers, according to Idetic. The \$15 monthly charge includes an all-you-can-eat of MobiTV broadcasts.

Idetic says it is in talks with all the major carriers and services to provide a turnkey solution so they can offer cellular phone subscribers the ability to watch TV through their cell phones, providing the phones have the necessary technology.

The company is also negotiating to add offerings to its MobiTV cable lineup. "We are in discussion with all the major broadcasters," Alvelda says. "It's not clear that we need 150 channels for the phone. We are selective about who we choose," looking for channels that make sense to have available through cell phones.

There are two broad categories of channels that (Continued on page 38)

# **Downloading's Bottom Line Looking Up?**

### BY SUSANNE AULT and JILL KIPNIS

LOS ANGELES—Legitimate downloading services have just begun generating revenue, but many executives are betting that digital business models will soon impact the music industry's bottom line.

Launching educational campaigns, exploring different payment methods and expanding into wireless delivery are all on the drawing board to bolster business.

"It's no secret that margins for selling individual songs [online] are razor thin," said Scott Kauffman, CEO of for-pay downloading service MusicNow.

Kauffman spoke at "The Download on

Downloads" session at the Music 2.0 conference, held Dec. 8-9 here. Organized by iHollywoodForum, the gathering explored how to incorporate digital strategies into the music world.

Credit card transactions—a popular way to pay for online music-for a single, 99 cent download (the going rate for Apple iTunes and Napster), cost the online retailer 25 cents, some panelists noted. Once labels. artists and publishers are paid their shares, there is little left for the seller.

### **BOOSTING AWARENESS**

However, "we believe that despite the low margins, there is money to be made with higher volume," said Peter Csathy, president of the MusicMatch service, during the "Download" session.

To increase the number of downloads, boosting public awareness of the services is critical, according to many conference participants.

For example, Napster combines discovery with acquisition in the branding of its product, said Brad Duea, VP of worldwide business development at Roxio/Napster. Duea spoke at the "Digital Marketing Strategies for Music" session.

If people can learn about new music through searchable user databases, then they will be encouraged to buy, Duea said.

"We have community aspects-where you can find users with similar tastes, see if they have similar collections and be able to acquire [songs from them]," Duea said.

Don Teague, executive VP of sales and marketing at Payment One, says the downloading industry should experiment with more non-credit card-based transaction methods.

"The target market is 15-28, so credit card penetration is going to be less than 50% there. We need to look at alternative payments," Teague said. "Maybe bill it to a [user's] phone bill."

### **DEBATING PRICE ISSUES**

Industry insiders are optimistic about potential revenue gains from labels and (Continued on page 39)

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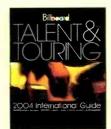


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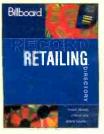
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## Retail

# **Kinkade Series Is Latest Licensing Coup For Madacy**

Students of the Billboard Top Independent Albums chart may have noticed that several albums bearing a well-known, nonmusical name reaped major sales just before Christmas.

Montreal-based Madacy Entertainment scored with four titles on the Music of Light imprint bearing the name and imagery of painter Thomas Kinkade.

The two-CD Kinkade package "Treasury of Christmas," priced at \$18.98 and featuring Yuletide classics licensed from EMI and Universal, climbed into



the top 10 on the indie albums chart just before the holidays. Three other single-disc, budget-priced collections comprising proprietary seasonal music by the 101 Strings and others also notched strong sales.

Madacy executive VP Harris Sterling explains, "An integral part of our business is finding strong, powerful brands that mean something across America. Today people have about two seconds to decide what to buy. We want to have a strong image to capture that two seconds."

In the case of Kinkade, Madacy enlisted a name that can cut through the marketplace static with consumers.

Known as "the Painter of Light," the artist has aggressively marketed his work—both original oils

and print reproductions —in his own chain of retail galleries. He claims to be "America's most-

light-dappled landscapes are nothing more than kitsch, he is an immediately recognizable name with an immediately recognizable style.

"He's a very, very active licensor of his brand," Sterling says. "There are probably 20 or 30 licensees. He has four or five booths with his artwork at licensing trade shows. It's a big entity.

Kinkade markets a few of his own CD and home video titles at his galleries and on his Web site (thomaskinkade.com).

During the past two years, Madacy has released several Music of Light packages bearing Kinkade's artwork, including "30 Best Loved Hymns," the patriotic set "God Bless America" (released after the Sept. 11, 2001, attacks) and the seasonal sets "Winter," "Spring," "Summer" and "Fall." But the label has enjoyed its biggest hits with the Christmas packages.

The pictures and imagery he paints become the CD covers," Sterling says. "We've created a slipcase where you can pull out his picture . . . It becomes a collectible piece."

While the Kinkade/Music of Light line—which will continue with new titles this year—may be Madacy's most unusual and lucrative current releases, the company has forged a number of other brand licensing deals.

At year's end, a Countdown Kids "Crayola Kids Christmas Carols" title had also hit the Top Independent Albums chart. The set is the product of a deal with the crayon manufacturer.

The Crayola releases are examples of the kind of value-added packages





Madacy favors. The company's initial title, "Crayola Music Box," included two discs of children's songs, a box of Crayolas and a coloring book.

Madacy has also secured agreements with the National Wildlife Federation, Life magazine, the "Chicken Soup for the Soul" inspirational franchise, Coty's Healing Garden line of relaxation products and Ford Motor and its durable Mustang. In late 2003, Madacy began to release a line of kids' titles bearing the logo of Care Bears, the still wildly popular toy and cartoon line.

In first-quarter 2004, Madacy, through a deal cut with cowboy haberdasher Stetson, plans a branded album of classic country songs.

Sterling says, "Why not put together a country [package] and do a [cover] shot with a classic Stetson hat?

He says that it makes superlative sense for a label to piggvback on wellestablished commercial brands in any industry, since "they spend an enormous amount of money on their brands. Music is just an extension of what they do . . . For us, it all goes as lifestyle [marketing].

Sterling adds, "It's a big country out there. Sometimes you've got to step outside of your own box and say, 'What's going on out there?'"

## **Cell Phone**

Continued from page 37

have a place for those viewing TV through their phones, according to Alvelda. "The first is real-time breaking news," he says. "We saw large spikes for the news about Michael Jackson and Saddam [Hussein].' Also, there is a demand for time-critical news from the sports and financial worlds, he adds.

Secondly, "there is a lot of demand for short entertainment, such as while people are waiting in airports to board a plane or waiting on the checkout line at the supermarket.'

While some are skeptical that people will want to watch TV on the small screens available on cell phones, Alvelda says the technology is still improving.

He notes that the company has already passed the first hurdle. "The trick was to solve all the technology issues, including managing the limitations of the handset screen, and to set up the infrastructure to get the broadcast and send it through the crowded airwaves.

"Now, the frame rate is not currently as fast" as people would like. But Alvelda points out that phones get better every month, as will the wireless technology.

Besides, he adds, other Web browser services can only show short videoclips and can't provide the content level that MobiTV does.

In addition, Idetic has developed monitoring tools that will allow the company to measure how much each channel is being watched through MobiTV. When it all comes together. Alvelda says, "we can extend brands, and sales opportunities into new markets.'

# Relatively Speaking, Retail Is Rebounding

Let me begin by welcoming everyone back from the holiday break and wishing all my readers a prosperous new year.

Now, let's roll up our sleeves and get down to work, because the industry has another tough year ahead of it. The good news is that there might be a light at the end of the tunnel. But along the way, there is still going to be some pain.

Before we get to that, I want to remind everyone how far the industry has come. Fortunately, I don't have to begin this year's first column the way I did last year. Then, I was predicting that the industry would lose 500 stores in the first half of the year. What's worse, my prediction was low. It now appears we lost more than 1,000 music specialty stores last year.

Will there be store closings this year? Sure, but not on the magnitude of last year. In fact, other than the usual portfolio pruning, as we head toward what some distribution financial executives have come to think of as the witching hour, also known as Jan. 10, there is only one known question mark on the account side. That question

mark is Tower Records, and most executives at the majors still believe that an acquisition will occur and save the day.

Of course, Jan. 10—when payment is due in order to get the early payment discount from those

majors that still offer it on inventory bought for the holiday season—has also been known to spring the occasional surprise or two.

By surprise I mean accounts that are in trouble but no one has a clue until they miss making the early payment. But those surprises have been known to occur even in the best of times.

So we head into the new year with the account base stronger than we have seen in a couple of years. Hey, and don't forget sales have been up 12 out of the past 14 weeks of 2003, the Christmas season was pretty strong and we finished the entire year with album sales down only 4.5%. It looks safe to say the industry hit the bottom of the barrel, and we are now on the way back up.

Unfortunately, the major record labels will still suffer the throes of pain inflicted by the rehabilitation that music retailers had to undergo in order for that sector to get better.

As I have been known to occa-



sionally point out, the health of the labels is dependent on the health of the account base, and while retailers are reaping the benefits of all the store closures, the majors still are taking a beating from it.

The new year begins with almost \$500 million in cost reductions happening at the majors due to the BMG/Sony merger and the

Edgar Bronfman Jr.-led buyout of the Warner Music Group. After those cutbacks occur, if the Recording Industry Assn. of America can keep up the heat on unauthorized file sharing, the rest of the year could see the industry continue its climb back up. Sure, we will all be working harder than ever before, but who isn't?

WIZZING AROUND: A founder of the defunct Wiz chain, Marvin Jemal is back in retail. He has opened two New York stores under the banner "the Zone." Like the Wiz, the stores—located in midtown Manhattan and Brooklyn—stock electronics, music and video. The chain is expected to grow to about six outlets by the end of next year.

Jemal exited the Wiz, once one of the largest R&B retailers, when it filed for Chapter 11 protection and was sold to CableVision in 1998. CableVision shut the Wiz down earlier this year.

**Jay Rosenberg** now has his own business, Jacel Marketing, and is working as a consultant to the startup. Rosenberg once upon a time headed up the music and video department for the Wiz.

TRANS WORLD MOVES: Trans
World Entertainment is retaining
key Wherehouse personnel in California. The buying and marketing
executives will oversee the 113
Wherehouse stores that Trans
World acquired last October (Billboard Bulletin, Sept. 30, 2003).

Kevin Milligan, who had headed up purchasing for Wherehouse, has been named VP of West Coast operations for Trans World. Violet Brown, Wherehouse's R&B buying guru, will handle that genre as well as rock in the new Trans World setup.

**Isabelle Salazar**, who was Latin buyer for Wherehouse, will take that role for the West Coast stores. Milligan reports to Trans World executive VP **Fred Fox**.

In other news, Trans World has acquired the last Harmony House outlet, the superstore in Berkley, Mich. It was one of two Harmony House stores that owner **Bill**Thom kept open after liquidating the chain in 2002. The other store, a classical outlet, closed last year.

### **Downloading**

Continued from page 37

retailers aligning themselves with mobile-phone content providers.

"We get feedback that people think 99 cents is too expensive for music. But people are willing to pay £3 [\$5.30] for 30 seconds of a song [for their mobile phone] that they think is too expensive at 99 cents for the whole song," noted David Hughes, VP of technology strategies and electronic music distribution at Sony Music. Hughes spoke at the "Digital Busi-

ness Challenges Facing the Music Industry" session.

Thomas Gewecke, senior VP of business development for Sony Music Digital Services, predicted that "there will be a 2 billion cellphone-installed base in 2007. That's how many CD players there are in the world."

Some say consumers are likely to pay more for certain mobile features.

"Your ring tone is a reflection of your personality," said Lucy McQuilken, president of mobile content provider Chaoticom.

"Mobile content is also worth more because consumers can get it wherever they are," she added.

Attending last month's Music 2.0 conference are, from left, Ipsh president Nihal Mehta,

Zingy CEO Fabrice Grinda, Chaoticom president Lucy McQuilken, BMIVP of marketing

and business development Richard Conlon, Sony Musical Digital Services senior VP of business development Thomas Gewecke, AT&T Wireless senior director of business development Jon Vlassopulous and Mobileway VP of sales/East Coast Mark Spellen.

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BILLBOARD JANUARY 10, 2004 www.billboard.com 39

JANU/ 20		E	Billboard TOP DVD	SAL		S TH
		i i	Sales data compiled by Nielsen			
THIS WEEK	AST WEEK	KS.DN	VideoScan	Principal	RATING	PRICE
Ħ	LAS	, WK	LABEL/DISTRIBUTING LABEL & NUMBER    資意 NUMBER 1   資意	Performers	RA	E.
	李等		FREAKY FRIDAY	1 Week At Number 1  Jamie Lee Curtis	PG-13	29.98
	2		PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL	Lindsay Lohan  Johnny Depp		29.98
2	2		WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 31963  SEABISCUIT (WIDESCREEN)	Orlando Bloom  Jeff Bridges	PG-13	
3	3	8	UNIVERSAL STUDIOS HOME VIDEO 023287  FINDING NEMO	Tobey McGuire  Animated	G	29.98
5	NE	2001	WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 62155  SEABISCUIT (PAN & SCAN)	Jeff Bridges	PG-13	
5 6	1		UNIVERSAL STUDIOS HOME VIDEO 022288  BAD BOYS II: SPECIAL EDITION	Tobey McGuire Will Smith	R	28.98
7	Pille 158		CDLUMBIA TRISTAR HOME ENTERTAINMENT 00619  THE LEAGUE OF EXTRAORDINARY GENTELMEN (WIDESCREEN)	Martin Lawrence Sean Connery		27.98
8	4		20TH CENTURY FOX 2220180  THE LORD OF THE RINGS: THE TWO TOWERS EXTENDED EDITION (WIDESCREE	N) Elijah Wood	PG-13	39.98
9	NE		NEW LINE HOME ENTERTAINMENT/WARNER HOME VIDEO 05504  THE LEAGUE OF EXTRAORDINARY GETLEMEN (PAN & SCAN)	Sean Connery		27.98
10	6		20TH CENTURY FOX 2220190  BRUCE ALMIGHTY (PAN & SCAN)	Jim Carrey	PG-13	26.98
11	7	4	UNIVERSAL STUDIOS HOME VIDEO 1028622  BRUCE ALMIGHTY (WIDESCREEN)	Jennifer Aniston  Jim Carrey		26.98
		4	UNIVERSAL STUDIOS HOME VIDEO 002823  X2: X-MEN UNITED (WIDESCREEN)	Jennifer Aniston Hugh Jackman		29.98
12	8	10 m	FOXVIDED 09197  THE SANTA CLAUSE 2 (PAN & SCAN)	Halle Berry Tim Allen	G	29.98
13	9	9	WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 31155  THE ADVENTURES OF INDIANA JONES (PAN & SCAN)	Harrison Ford		69.98
14	14	9	PARAMOUNT HOME ENTERTIAINMENT 56594  THE ADVENTURES OF INDIANA JONES (WIDESCREEN)	Harrison Ford	PG-13	
16	12		PARAMOUNT HOME ENTERTAINMENT 61254  THE LION KING (PLATINUM EDITION)	Animated	G	29.98
17	12	*	WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 62174  SOUTH PARK: THE COMPLETE THIRD SEASON	Animated	NR	49.98
18		EW	PARAMOUNT HOME ENTERTAINMENT 87962  RUGRATS GO WILD	Animated	PG	29.98
19	13		NICKELDDEDN VIDEO(PARAMOUNT HOME ENTERTAINMENT 34052  NATIONAL LAMPOON'S CHRISTMAS VACATION	Chevy Chase Beverly D'Angelo	PG-13	19.98
20	26	10	WARNER HOME VIDEO 27596  SCARFACE (WIDESCREEN) SPECIAL EDITION UNIVERSAL STUDIOS HOME VIDEO 23157	Al Pacino Michelle Pfeiffer	R	26.98
21	11		X2: X-MEN UNITED (PAN & SCAN) F0XVIDE0 09306	Hugh Jackman Halle Berry	PG-13	29.98
22	19	7	LEGALLY BLONDE 2: RED, WHITE AND BLONDE MGM HOME ENTERTAINMENT 06639	Reese Witherspoon Sally Field	PG-13	27.98
23	23		THE LORD OF THE RINGS (SPECIAL EDITION-WIDESCREEN) NEW LINE HOME ENTERTAINMENT/MARNER HOME VIDEO 5549	Elijah Wood lan McKellen	PG-13	39.98
24	10	2	DIRTY DANCING: ULTIMATE EDITION ARTISAN HOME ENTERTAINMENT 14659	Patrick Swayze Jennifer Grey	PG-13	19.98
25	RF L	NTRY	LEGALLY BLONDE MGM HOME ENTERTAINMENT 1002626	Reese Witherspoon	PG-13	19.98
26	16	6	TERMINATOR 3 - RISE OF THE MACHINES (WIDESCREEN)  Art WARNER HOME VIDEO 27723	nold Schwarzenegger	R	29.98
27	20	10	IT'S A WONDERFUL LIFE ARTISAN HOME ENTERTAINMENT 10013	James Stewart Donna Reed	NR	19.98
28	35		SCARFACE (PAN & SCAN) UNIVERSAL STUDIOS HOME VIDEO 28822	Al Pacino Michelle Pfeiffer	R	26.98
20	18		A CHRISTMAS STORY 20TH ANNIVERSARY SPECIAL EDITION WARNER HOME VIDEO 65754	Peter Billingsley	PG	26.98
30	RE-EI	WTRY	PRINCESS BRIDE MGM HOME ENTERTAINMENT 02362	Cary Elwes Robin Wright	PG	19.98
31	39		THE LORD OF THE RINGS: THE TWO TOWERS (WIDESCREEN) NEW LINE HOME ENTERTAINMENT/WARNER HOME VIDEO 06395	Elijah Wood Ian McKellen	PG-13	29.98
32	40	141	THE LORD OF THE RINGS: THE TWO TOWERS (PAN & SCAN) NEW LINE HOME ENTERTAINMENT/WARNER HOME VIDEO 06354	Elijah Wood Ian McKellen	PG-13	29.98
33	25	9	THE MATRIX RELOADED (WIDESCREEN) WARNER HOME VIDEO 28548	Keanu Reeves Laurence Fishburne	R	29.98
34	29	15	CHICAGO (WIDESCREEN) MIRAMAX HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 30700	Renee Zellweger Catherine Zeta-Jones	PG-13	29.98
35	22	•	THE MATRIX RELOADED (PAN & SCAN) WARNER HOME VIDEO 21851	Keanu Reeves Laurence Fishburne	R	29.98
36	32	n	BAND OF BROTHERS HB0 H0ME VIDEO/WARNER H0ME VIDEO 99205	Ron Livingston	NR	119.98
37	Ri II	VTRY	FIDDLER ON THE ROOF MGM HOME ENTERTAINMENT 1002566	Topol	G	19.98
38	NE	W	SEABISCUIT (WIDESCREEN) (LIMITED EDITION GIFT SET) UNIVERSAL STUDIOS HOME VIGEO 24216	Jeff Bridges Tobey McGuire	PG-13	39.98
39	RE-EI	VTRY	THE GODFATHER DVD COLLECTION PARAMOUNT HOME ENTERTAINMENT 156474	Marlon Brando Al Pacino	R	105.99
40	36		FAMILY GUY - VOLUME ONE FOXVIDED 2006951	Animated	NR	49.98
			HDXVIDEU 2006951			

JA	NUA 200	RY 10	Billboard® TOP VHS	SAL	ES	тм	· · · · · · · · · · · · · · · · · · ·
THIS WEEK	LAST WEEK	WKS ON CHT	Sales data compiled by Nielsen TITLE VideoScan LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	YEAR OF RELEASE	RATING	PRICE
1	N	EW	常性 NUMBER 1 常性 1 №     FREAKY FRIDAY WALT DISNEY PICTURES/WALT DISNEY HOME VIDEO 318710	Veek At Number 1 Jamie Lee Curtis Lindsay Lohan	2003	PG-13	24.98
2	N	EW	SEABISCUIT UNIVERSAL STUDIOS HOME VIDEO 061427	Jeff Bridges Tobey McGuire	2003	PG-13	22.98
3	2	7	FINDING NEMO WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 30081	Animated	2003	G	24.98
4	1	3	PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL WALT DISNEY HOME ENTERTAINMENT BUENA VISTA HOME ENTERTAINMENT 31880	Johnny Depp Orlando Bloom	2003	PG-13	24.98
5	3	5	THE SANTA CLAUSE 2 WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 31158	Tim Allen	2003	G	22.98
6		ΣW	RUGRATS GO WILD NICKELDDEON VIDED/PARAMOUNT HOME ENTERTAINMENT 34052	Animated	2003	PG	19.98
7	4	4	BRUCE ALMIGHTY UNIVERSAL STUDIOS HOME VIDEO 061278	Jim Carrey Jennifer Aniston	2003	PG-13	22.98
8	5		THE LAND BEFORE TIME X: THE GREAT LONGNECK MIGRATIC UNIVERSAL STUDIOS HOME VIDEO 61408	ON Animated	2003	G	19.98
9	7	12	BARBIE OF SWAN LAKE ARTISAN HOME ENTERTAINMENT 14470	Animated	2003	NR	19.98
10	9	5	SINBAD: LEGEND OF THE SEVEN SEAS UNIVERSAL STUDIOS HOME VIOEO 090840	Animated	2003	PG	24.98
11	8	H	X2: X-MEN UNITED (SPECIAL EDITION) FOXVIDEO 09210	Hugh Jackman Halle Berry	2003	PG-13	22.98
12	16	11	THE LION KING (PLATINUM EDITION) WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 30420	Animated	1994	G	24.98
13	10	54	IT'S A WONDERFUL LIFE ARTISAN HOME ENTERTAINMENT 20623	James Stewart Donna Reed	1946	NR	14.98
14	6	20	RUDOLPH THE RED-NOSED REINDEER  SONY WONDER/SONY MUSIC ENTERTAINMENT 54048	Animated	1964	NR	9.98
15	12	4	MARY-KATE & ASHLEY OLSEN - THE CHALLENGE WARNER HOME VIDEO 34215 Mary-K	ate & Ashley Olsen	2003	NR	14.98
16	13	3	DR. SEUSS: CAT IN THE HAT UNIVERSAL STUDIOS HOME VIDEO 89002	Animated	1985	NR	9.98
17	21	16	THE LIZZIE MCGUIRE MOVIE WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 31460	Hilary Duff	2003	PG	22.98
18	19	2	HOW THE GRINCH STOLE CHRISTMAS UNIVERSAL STUDIOS HOME VIDEO 85825	Jim Carrey	2000	PG	14.98
19	11	30	NATIONAL LAMPOON'S CHRISTMAS VACATION WARNER HOME VIDEO 11893	Chevy Chase	1989	PG-13	14.98
-20	25	10	HOLES WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 31679	Shia LaBeouf Khelo Thomas	2003	PG-13	22.98
21	RE E	HTRY	THE LORD OF THE RINGS: THE TWO TOWERS NEW LINE HOME ENTERTAINMENT/WARNER HOME VIOEO 06/234	Elijah Wood lan McKellen	2002	PG-13	22.98
22	20	ı	THE HULK (SPECIAL EDITION) UNIVERSAL STUDIOS HOME VIDEO 60843	Eric Bana Jennifer Connelly	2003	PG-13	22.98
23	15	20	ICE AGE FOXVIDEO 2004660	Animated	2002	PG	12.98
24	18	3	DADDY DAY CARE COLUMBIA TRISTAR HOME ENTERTAINMENT 10031	Eddie Murphy	2003	PG	14.98
25	17	48	A CHRISTMAS STORY WARNER FAMILY ENTERTAINMENT/WARNER HOME VIDEO 65045	Darren McGavin Peter Billingslev	1983	PG	8.98

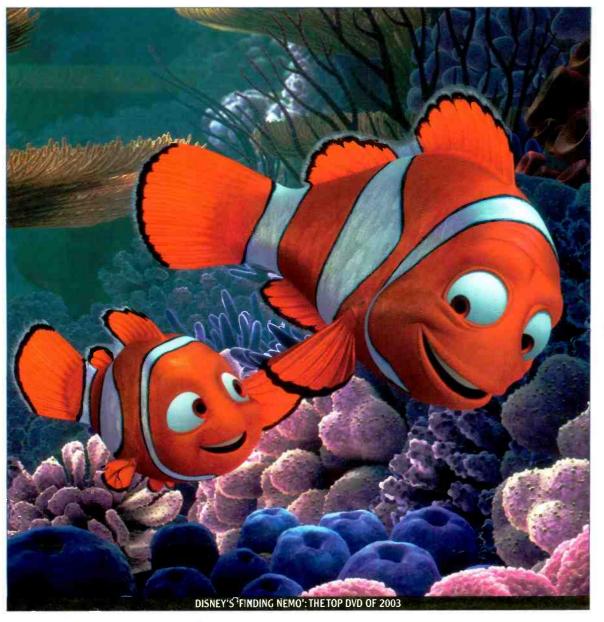
▶ RIAA gold cert, for sales of 50,000 units or \$1 million in sales at suggested retail. ▲ RIAA platinum cert, for sales of 100,000 units or \$2 million in sales at suggested retail ▶ IRNA gold certification for a minimum of 125,000 units or a dollar volume of \$5 million at retail for theatrically released programs, or of at least 25,000 units and \$1 million at uggested retail for nontheatrical titles. IRMA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least, 50,000 units and \$2 million at suggested retail for nontheatrical titles. © 2004, VNU Business Media, Inc. and Nielsen VideoScan. All rights reserved.

JANU 20	ARY 1	0	Billboard TOP DVD RENTALS	
THIS	LAST	3 4	TITLE Provided by Home Video Essentials, © 2004, Rentrak Corporation. All rights Reserved.  LABEL/DISTRIBUTING LABEL & NUMBER  Principal Performers	
			学 NUMBER 1 学 2 Weeks At Number 1	
1	3		BRUCE ALMIGHTY UNIVERSAL STUDIOS HOME VIOED 002823 Jennifer Anistor	PG-13
2	4	4.	X2: X-MEN UNITED Hugh Jackmar FOXNDED 09/97 Halle Berry	PG-13
3	9	4	TERMINATOR 3 - RISE OF THE MACHINES Arnold Schwarzenegger WARNER HOME VIDEO 27723	R
4	7	5	LARA CROFT TOMB RAIDER: THE CRADLE OF LIFE Angelina Jolie PARAMOUNT HDME ENTERTAINMENT 49724	PG-13
5	5	3	THE SANTA CLAUSE 2 WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 31156	G
6	RE E	RETRY	FINDING NEMO WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 62155	G
7		RTRY	DUMB AND DUMBERER: WHEN HARRY MET LLOYD  Derek Richardson NEW LINE HOME ENTERTAINMENT/WARNER HOME VIOLD 06/322  Eric Christian Olser	
8		181	LEGALLY BLONDE 2: RED, WHITE AND BLONDE  MGM HOME ENTERTAINMENT 05635  Reese Witherspoon Sally Field	
9	10		THE ITALIAN JOB PARAMOUNT HOME ENTERTAINMENT 30474  Mark Wahlberg Charlize Theron	
10	RE EI	VIAV	ADAM SANDLER'S EIGHT CRAZY NIGHTS Adam Sandler COLUMBIA TRISTAR HOME ENTERTAINMENT 06767	PG-13

JANU 20	ARY 1	0	Billboard TOP VHS RENTALS			
	LAST	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	TITLE Provided by Home Video Essentials, © 2004, Rentrak Corporation. All rights Reserved.  LABEL/DISTRIBUTING LABEL & NUMBER Principal Performers	RATING		
		45	NUMBER 1   当性 3 Weeks At Number 1			
4	3		BRUCE ALMIGHTY UNIVERSAL STUDIOS HOME VIDEO 061278  Jennifer Aniston	PG-13		
2	5		X2: X-MEN UNITED Hugh Jackman FOXVIDED 09210 Halle Berry	PG-13		
3	4	5	THE SANTA CLAUSE 2 TIM Allen WALT DISNEY HOME ENTERTAINMENT (BUENA VISTA HOME ENTERTAINMENT 31158	G		
4	10	5	LARA CROFT TOMB RAIDER: THE CRADLE OF LIFE  Angelina Jolie PARAMOUNT HOME ENTERTAINMENT 40/23			
5	7	6	TERMINATOR 3: RISE OF THE MACHINES Arnold Schwarzenegger WARNER HOME VIDEO 23249			
6	9		FINDING NEMO WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 30081  Animated	G		
7	HE =		LEGALLY BLONDE 2: RED, WHITE AND BLONDE Reese Witherspoon Sally Field	PG-13		
8			DUMB AND DUMBERER: WHEN HARRY MET LLOYD  NEW LINE HOME ENTERTAINMENT/WARNER HOME VIDEO 08732  Derek Richardson Eric Christian Olsen	NR		
9	RE-EI	TRY	THE ITALIAN JOB Mark Wahlberg PARAMOUNT HOME ENTERTAINMENT 30473 Charlize Theron	PG-13		
10	RE EN	FTRY	DADDY DAY CARE COLUMBIA TRISTAR HOME ENTERTAINMENT 10031	PG		

## DVD&Ganes

Billboard



## DVD, New Tech Continued Climb

### Disney Leads Year-End Recaps

**BY JILL KIPNIS** 

In a year when DVD sales continued to soar, video executives spoke as often about emerging technologies as they did about best-selling titles. Among the industry catchwords of 2003 were "high-definition" (HD), "EZ-Ds" and "video-on-demand" (VOD).

#### THE YEAR IN VIDEO

The industry was also abuzz over the numerous executive changeovers that took place at such companies as Warner Home Video (WHV), Paramount Home Entertainment and Twentieth Century Fox Home Entertainment. And the year-end merging of the two largest independents, Lions Gate Home Entertainment and Artisan Home Entertainment, may create a new industry powerhouse in 2004.

Mass merchants continued to reap sales rewards in 2003, while specialty chains had to grapple with ways to compete against lowball DVD prices at the large chains. All retailers faced a ban on advance screening copies of DVDs imposed by Universal Studios Home Video in an effort to fight piracy.

They also contended with purchasing and promotional issues that arose as the window between theatrical and home video release dates became ever smaller.

#### BANNER YEAR

The past year also brought increased hardware and software sales and several notable milestones.

Titles from Walt Disney Home Entertainment, and its distributing label, Buena Vista Home Entertainment, dominated the 2003 video charts. "Finding Nemo" is No. 1 on the Top DVD Sales chart, "Lilo & Stitch" leads Top VHS Sales and "101 Dalmatians II: Patch's London Adventure" is No. 1 on the Top Kid Video recap.

"When I think of the past year, I think of how strong and vibrant this industry is," says Bo Andersen, president of the Video Software Dealers Assn. (VSDA). "The video industry is Hollywood's cash cow and its biggest driver."

Bob Chapek, president of Buena Vista Home Entertainment and the Digital Entertainment Group (DEG), adds, "This year has been a pinnacle one for the home entertainment (Continued on page 45)

## Music, Games Tightened Their Commercial Bond

BY STEVE TRAIMAN

Games are serious business for the nation's retailers. Software sales for the console, computer and portable game market will likely top \$8.5 billion for 2003, while software and hardware sales will reach more than \$10 billion, according to an estimate from the NPD Group, based on sales through October.

#### THE YEAR IN GAMES

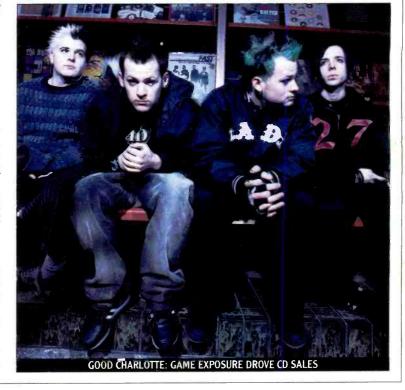
And during 2003, the ties between the music and game industries became stronger than ever. Not only are the two sectors seeking the same buyers, but new videogames increasingly feature original and licensed music.

Electronic Arts, the top independent game publisher, has taken the lead in that trend, launching EA Trax in August 2002 with "Madden NFL 2003."

"Since then we've been acknowledged as having an impact on CD sales by bands such as Good Charlotte, Nappy Roots, Fabolous, Jet, Yellowcard, Blink-182 and Queens of the Stone Age," notes Steve Schnur, EA worldwide executive of music and audio.

In 2003, for the first time, a videogame soundtrack earned platinum certification from the Recording Industry Assn. of America. The game, "NBA Live 2003," was creatively packaged with its companion sound-track, "NBA Livestyle."

The EA game "Def Jam Vendetta" features a dozen artists who helped promote the game with subsequent album releases; it sold more than 500,000 copies as an exclusive title in the PlayStation2 format. EA's "Medal of Honor: Rising Sun" features a soundtrack from the Hollywood Studio Symphony Orchestra, the first project under a landmark videogame agreement with the (Continued on page 46)



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## "A Smoldering Penelope Cruz Steals The Movie!" - ELLE MAGAZINE



Available February 17th Everywhere DVD's are Sold!



FIRST LOOK HOME ENTERTAINMENT PRISONS A CARTE. THRASOL FLAMENCO FILMS OMVB CYESCREEN ENSIGNO PHIMST. EN ADRID PRODUCTION AT ASSESSION OF SALES PENELOPE CRUZ. VICTORIA ABBIL "DON'T TEMPT ME" DEMIAN BICHIR FANNY ARDANT GAEL CARLO BIRRIAL JUAN EC LANDE EN LO CUTILIBREZ CABA CRISTINA MARCOS BRUNO BICHIR. SANAJ JONES FLEMA AT A PETER METOMALO "BANAJ BRAND WHITNEY L.JAMES MANDOLO CARCIA SONA CRIANDO CAMPOY SANAS GENERALO CAMPOY SANAS CAMPOY SA





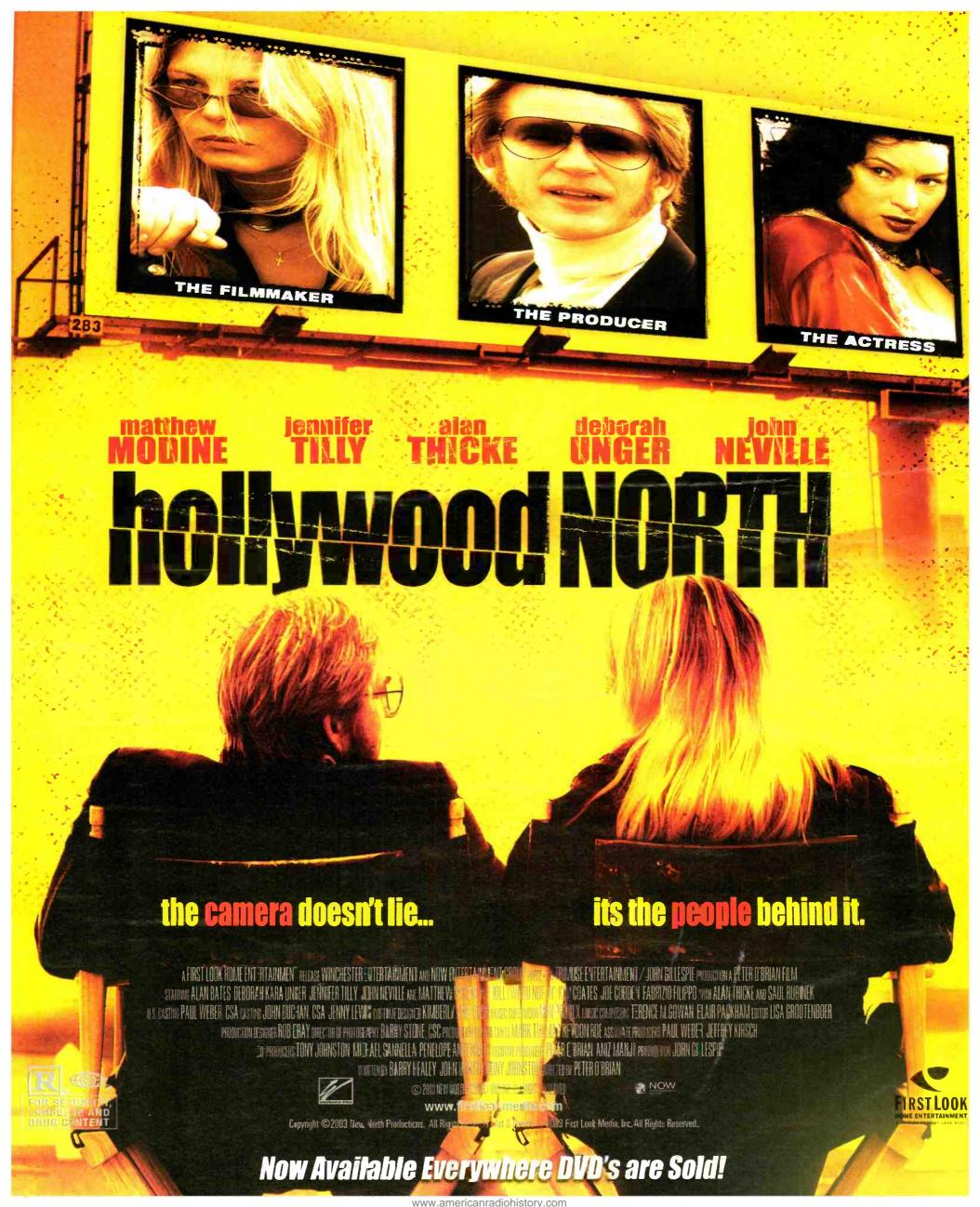












## **Charting The Year**

The chart recaps for the Year in Video Spotlight reflect cumulative performance on the *Billboard* weekly video charts for the 2003 chart year. The chart year began with the Dec. 7, 2002, issue and ran through the Nov. 29, 2003, issue.

This year's recap menu sees the addition of the Top DVD Rentals list. That information is based on the period from the Jan. 18, 2003, issue through the Nov. 29, 2003, issue.

All charts—except for Top VHS Rentals, Top DVD Rentals and Top Music Video—are based on point-of-sale data as compiled by Nielsen VideoScan. Recaps for Top Music Video are based on information compiled by Nielsen SoundScan. In each case, the recaps reflect accumulated units sold for each week titles appeared on the pertinent chart.

The Top VHS Rentals and Top DVD Rentals recaps use information from Home Video Essentials as compiled and provided by Rentrak. The title recaps for these lists are based on actual rental transactions compiled from 12,000 stores for most of the chart year and projected from a sample of 3,300-5,000 stores from August through the end of the tracking period. The label and distributing label recaps for these two charts are formulated by *Billboard*, based on an inverse point system that gives titles points for each week they appeared on Home Video Essentials' charts.

Although some charts are only published in *Billboard* every other week, all charts are compiled weekly. Points for all chart weeks, including unpublished weeks, count toward these recaps.

Anthony Colombo compiled the recaps with assistance from video charts manager Patrick McGowan.

#### Top DVD Sales

#### Pos. TITLE—Label/Distributing Label

- 1 FINDING NEMO—Walt Disney
  Home Entertainment/Buena Vista
  Home Entertainment
- 2 ICE AGE—FoxVideo
- 3 MY BIG FAT GREEK WEDDING— HBO Home Video/Warner Home Video
- 4 LILO & STITCH—Walt Disney Home Entertainment/Buena Vista Home Entertainment
- 5 THE LION KING (PLATINUM EDI-TION)—Walt Disney Home Entertainment/Buena Vista Home Entertainment
- 6 STAR WARS: EPISODE II-ATTACK OF THE CLONES (WIDESCREEN)— FoxVideo
- 7 THE LORD OF THE RINGS: THE TWO TOWERS (PAN & SCAN)— New Line Home Entertainment/ Warner Home Video

#### 8 THE LORD OF THE RINGS: THE TWO TOWERS (WIDESCREEN)— New Line Home Entertainment/ Warner Home Video

- 9 SIGNS (WIDESCREEN)—Touchstone Home Video/Buena Vista Home Entertainment
- 10 HARRY POTTER AND THE CHAM-BER OF SECRETS (PAN & SCAN)— Warner Home Video

#### Top DVD Sales Labels

#### Pos. LABEL (No. of Charted Titles)

- 1 WALT DISNEY HOME ENTERTAIN-MENT (43)
- 2 WARNER HOME VIDEO (82)
- 3 COLUMBIA TRISTAR HOME ENTERTAINMENT (60)
- 4 FOXVIDEO (48)

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2004 Directory a 'Show it all'

Poster (almost lifesize) of 🦥

one of the 'hot'

ladies of PORN

Wonderful Wild World of Sex

5 UNIVERSAL STUDIOS HOME VIDEO (70)

### Top DVD Sales Distributing

#### Pos. DISTRIBUTING LABEL (No. of Charted Titles)

- 1 BUENA VISTA HOME ENTERTAIN-MENT (97)
- 2 WARNER HOME VIDEO (117)
- 3 UNIVERSAL STUDIOS HOME VIDEO (71)
- 4 COLUMBIA TRISTAR HOME ENTERTAINMENT (61)
- 5 FOXVIDEO (49)

#### Top VHS Sales

#### Pos. TITLE—Label/Distributing Label

- 1 LILO & STITCH—Walt Disney Home Entertainment/Buena Vista Home Entertainment
- 2 ICE AGE—FoxVideo
- 3 SPIRIT: STALLION OF THE CIMAR-RON—DreamWorks Home Entertainment
- 4 HARRY POTTER AND THE CHAM-BER OF SECRETS—Warner Home Video
- 5 MY BIG FAT GREEK WEDDING— HBO Home Video/Warner Home Video
- 6 FINDING NEMO—Walt Disney Home Entertainment/Buena Vista Home Entertainment
- **7 SPIDER-MAN**—Columbia TriStar Home Entertainment
- 8 STAR WARS: EPISODE II-ATTACK OF THE CLONES—FoxVideo
- 9 STUART LITTLE 2—Columbia TriStar Home Entertainment
- 10 MONSTERS, INC.—Walt Disney Home Entertainment/Buena Vista Home Entertainment

#### Top VHS Sales Labels

#### Pos. LABEL (No. of Charted Titles)

- 1 WALT DISNEY HOME ENTERTAIN-MENT (37)
- 2 FOXVIDEO (13)
- 3 WARNER HOME VIDEO (29)
- 4 COLUMBIA TRISTAR HOME ENTERTAINMENT (5)
- 5 TOUCHSTONE HOME VIDEO (8)

### Top VHS Sales Distributing

#### Pos. DISTRIBUTING LABEL (No. of Charted Titles)

- 1 BUENA VISTA HOME ENTERTAIN-MENT (54)
- 2 WARNER HOME VIDEO (41)
- **3 FOXVIDEO** (15)
- 4 COLUMBIA TRISTAR HOME ENTERTAINMENT (5)
- 5 PARAMOUNT HOME ENTERTAIN-MENT (32)

#### Top DVD Rentals

#### Pos. TITLE—Artist—Label/Distributing Label

- 1 THE BOURNE IDENTITY—Universal Studios Home Video
- 2 CATCH ME IF YOU CAN—Dream-Works Home Entertainment
- 3 MINORITY REPORT—DreamWorks Home Entertainment/Universal Studios Home Video
- 4 SIGNS—Touchstone Home Video/Buena Vista Home Entertainment
- **5 THE RING**—DreamWorks Home Entertainment

#### Top DVD Rental Labels

#### Pos. LABEL (No. of Charted Titles)

- 1 COLUMBIA TRISTAR HOME ENTERTAINMENT (21)
- 2 WARNER HOME VIDEO (19)
- **3 FOXVIDEO** (13)
- 4 UNIVERSAL STUDIOS HOME VIDEO (14)
- 5 DREAMWORKS HOME ENTERTAIN-MENT (7)

#### Top DVD Rental Distributing Labels

#### Pos. DISTRIBUTING LABEL (No. of Charted Titles)

- 1 COLUMBIA TRISTAR HOME ENTERTAINMENT (21)
- 2 WARNER HOME VIDEO (23)
- 3 BUENA VISTA HOME ENTERTAIN-MENT (17)
- 4 UNIVERSAL STUDIOS HOME VIDEO (16)
- 5 FOXVIDEO (13)

#### Top VHS Rentals

#### Pos. TITLE—Artist—Label/Distributing Label

- 1 SWEET HOME ALABAMA—Touchstone Home Video/Buena Vista Home Entertainment
- 2 MY BIG FAT GREEK WEDDING— HBO Home Video/Warner Home Video
- 3 SIGNS—Touchstone Home Video/ Buena Vista Home Entertainment
- 4 THE BOURNE IDENTITY—Universal Studios Home Video
- 5 MINORITY REPORT—DreamWorks Home Entertainment/Universal Studios Home Video

#### Top VHS Rental Labels

#### Pos. LABEL (No. of Charted Titles)

- 1 COLUMBIA TRISTAR HOME ENTERTAINMENT (25)
- 2 WARNER HOME VIDEO (25)
- 3 FOXVIDEO (18)
- 4 TOUCHSTONE HOME VIDEO (8)
- 5 UNIVERSAL STUDIOS HOME VIDEO (17)

### Top VHS Rental Distributing

#### Pos. DISTRIBUTING LABEL (No. of Charted Titles)

- 1 COLUMBIA TRISTAR HOME ENTERTAINMENT(25)
- 2 WARNER HOME VIDEO(29)
- 3 BUENA VISTA HOME ENTERTAIN-MENT(21)
- 4 FOXVIDEO(18)
- 5 UNIVERSAL STUDIOS HOME VIDEO(19)

#### Top Music Video Sales

#### Pos. TITLE—Artist—Imprint/Label

- 1 THE NEW BREED—50 Cent—Interscope Video/Universal Music & Video Dist.
- 2 JOSH GROBAN IN CONCERT— Josh Groban—143/Reprise Music Video/Warner Music Video
- 3 LED ZEPPELIN—Led Zeppelin— Atlantic Video
- 4 BACK IN THE U.S. LIVE 2002— Paul McCartney—Capitol Video
- 5 PAST, PRESENT & FUTURE—Rob
  Zombie—Geffen Home Video
- 6 THE BEATLES ANTHOLOGY—The Beatles—Capitol Video
- 7 LIVE IN NEW ORLEANS—Norah Jones—Blue Note/EMM Home
- 8 AN EVENING WITH THE DIXIE CHICKS—Dixie Chicks—Columbia Music Video/Sony Music Entertain-
- 9 HELL FREEZES OVER—Eagles— Geffen Home Video/Universal Music & Video Dist.
- 10 COLDPLAY LIVE 2003—Coldplay—Capitol Video

#### Top Music Video Sales Labels

#### Pos. LABEL (No. of Charted Titles)

- 1 INTERSCOPE VIDEO (7)
  2 CAPITOL VIDEO (9)
- 3 143/REPRISE MUSIC VIDEO (1)
- 4 ATLANTIC VIDEO (4)
- 5 EPIC MUSIC VIDEO (19)

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### **Video**

Continued from page 41

industry, with DVD really coming of age. We have seen tremendous market growth with DVD penetration and record sales in astronomical numbers. Consumers have fully embraced the DVD format and have become sophisticated enthusiasts appreciating the value-added materials technology allows us to create."

Indeed, in fourth-quarter 2003, Disney/Pixar's feature-laden "Finding Nemo" set a first-day, first-week and overall DVD sales record, according to Buena Vista. The title sold 8 million combined units on its first day, 17 million combined units in its first week and a total of 15 million DVDs in its first 12 days on sale, breaking a raft of industry records.

WHV's "The Matrix Reloaded" sold about 4 million combined units on its first day on sale, according to retailers. Universal's "2 Fast 2 Furious" sold more than 4 million combined units in its first week, and "Scarface—Anniversary Edition" sold more than 2 million DVD units in its first week, according to the studio.

Sales of theatrical catalog product and TV series on DVD were particularly noteworthy.

800.677.7520 kmaharrey@jvcdiscusa.com

"'Scarface' is now the [biggest-selling] R-rated catalog title on DVD," says Craig Kornblau, president of Universal's home video arm. "That is spectacular when you consider it is a 20-year-old title."

WHV executive VP/GM Ron Sanders says that consumers are buying DVD catalog at the same rates that they were in 2002 and 2001, when DVD penetration was lower.

"That is a major headline for the industry," he notes. "There's [also] been explosive growth with TV [series] on DVD. We have had very strong success with titles like 'Smallville,' "The West Wing' and 'Friends.'"

#### STRONG FROM THE START

From the beginning of the year, software and hardware numbers were impressive. In first-quarter 2003, a record 232 million DVDs shipped to retail—a 93% increase over first-quarter 2002, according to the DEG.

The first quarter also experienced a 24% increase in hardware player sales, compared with first-quarter 2002, with 4.4 million sold, according to the Consumer Electronics Assn. More than 43 million households had a DVD player by the end of the first quarter.

In the third quarter, 215 million DVDs shipped to retail, which the DEG reported was a 40% increase over 2002's third quarter. Additionally, the

CEA says that more than 6.4 million DVD players were sold in the third quarter, an increase of about 37% over third-quarter 2002. The DEG estimated that more than half of U.S. homes would have a DVD player by year's end.

Rentals continued to flourish. In the first quarter, the VSDA reported record rental revenue, attributing it to the DVD format. Combined spending on

"VHS inventories are going to be a big issue going forward."

---STEVE BEEKS,
ARTISAN HOME ENTERTAINMENT

VHS and DVD rentals totaled \$2.34 billion, an 8% increase over first-quarter 2002. The previous first-quarter record occurred in 2001, when \$2.26 billion in rental revenue was generated.

The DVD format accounted for 49% of rental revenue in the first quarter, compared with 26% of rental revenue in first-quarter 2002. Total spending on DVD rentals increased 83% over first-quarter 2002. Spending on VHS rentals dropped 23% compared with the same quarter in the previous year.

The VSDA further reported that

DVD rental units overtook VHS rentals for the first time in the week ended June 15. Consumers rented 27.7 million DVDs that week, compared with 27.3 million VHS cassettes.

"This was the year in which DVD became the predominant medium in the market," says Steve Beeks, president of Artisan Home Entertainment. "Every studio is going to be trying to project when we are going to get to the point where DVD is 90% of the market. VHS inventories are going to be a big issue going forward."

Many studios, however, are continuing to support VHS in particular categories.

"VHS is and will remain viable for some time in the children's and fitness categories," says Dan Gurlitz. VP of video and GM for Koch Vision and Koch Lorber. "One of the interesting things that happened in 2003 was to watch the deterioration of VHS rental pricing. I think that that actually is going to keep VHS alive a little longer."

#### ON TO THE NEXT GENERATION

Despite consumers' obvious love for videos and DVDs in particular, industry executives spoke often about the next generation of video technology.

Throughout the year, the five different options for HD DVDs were debated. The two blue-laser formats are Bluray—backed by 10 manufacturers,

Atlanta, GA

including Sony. Panasonic and Pioneer—and the advanced optical disc (backed by Toshiba and NEC). Red-laser options include MPEG 4. Microsoft's Windows Media 9 and Pixonics' backward-compatible solution.

Columbia TriStar Home Entertainment, for example, is backing Blu-ray. Artisan Home Entertainment released "Standing in the Shadows of Motown" and "Terminator 2—Extreme DVD" with a Windows Media 9 HD option.

"We have always seen ourselves as one of the leaders in promoting new technology," Artisan's Beeks says. "We believe that Windows Media 9 is a healthy competitor to any high-definition medium."

Other studios are not throwing their hats into the HD ring quite yet.

"There seems to be a lot of confusion as the formats and standards get ironed out," WHV's Sanders says. "The fear is that too much talk about these issues may hurt the sale of standard DVD."

Many studios are starting to determine when they introduce HD into the marketplace. Estimates ranged from as early as 2005 to the more realistic 2007. Launching a studio-wide program, like with the concerted introduction of DVD, was another topic of discussion.

"The strategic issue is, When is it necessary for us to introduce high-def to the marketplace in order to key in current (Continued on page 46)

National Sales Manager Tom Kenney 310.274.2221 tkenney@jvcdiscusa.com Northeast Account Executive Steve Merical 630.443.6350 smerical@jvcdiscusa.com (n.) A Leader Southeast Account Executive Alan Cooper JVC in the Optical 770,475,6991 alancoop@aol.com **Northwest Account Executive** Disc Industry Tom Kelly 310,274,2221 kellyjvc@aol.com **OEM Account Executive** Brian Dickerson 800.844.5358 bdickerson@jvcdiscusa.com National Director of Audio Accounts **Fulfillment Services** CD & DVD Replication Facilities **Kenny MaHarrey** 

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Tuscaloosa, AL

### **Games**

Continued from page 41

American Federation of Musicians.
Music-driven games abounded in 2003: Eidos tapped the London Symphony Orchestra for the sound-track to "Lara Croft Tomb Raider: Angel of Darkness." Namco licensed Marilyn Manson's track "Use Your Fist, Not Your Mouth" on the game "Spawn Armageddon."

#### **MUSIC FROM ALL GENRES**

Sony Computer Entertainment American released "Amplitude" on PS2 with music from 25 acts, including P.O.D., Weezer, David Bowie, Run-D.M.C., Pink, Blink-182 and Herbie Hancock. In turn, P.O.D. included a bonus PS2 DVD with a custom videogame track with the first 1 million copies of its latest Atlantic album, "Payable on Death."

"American Idol" from Codemasters includes 43 tracks from 33 acts, ranging from the Beatles' "Twist and Shout" and Otis Redding's "Sitting on the Dock of the Bay" to Madonna's "Like a Virgin" and Britney Spears' "Oops...I Did It Again." Activision's "True Crime: Streets of L.A." features a soundtrack from L.A.'s Vybe Squad, including West Side Connection (Ice Cube, Mac 10 and WC), E40, KAM, Cayiar, Eazy-E Jr., and Jay-O-Felony.

Midway Games' "SpyHunter 2" for PS2 and Xbox offers an original theme track, "Dark Carnival," composed and performed by Vanessa Carlton.

Wind-up act Cauterize provided "Choke" as the theme track for Nintendo's "1080 Avalanche," the game manufacturer's first major licensed music deal. Malaco released three CDs of hiphop, alternative rock and electronic tracks that appear on the Microsoft Xbox game "Project Gotham Racing 2."

The trend is creating new opportunities for veteran musicians and producers. Nile Rodgers was a consultant for the Xbox "Music Mixer," a game accessory that, among other features, allows game players to download photos, music and movies from a PC to an Xbox for customized presentation. More than 40 acts are featured on the product.

**Behind Every Business Decision** 

Title

"Pokémon Ruby"

"Enter the Matrix"

"NBA Street Vol. 2"

"Grand Theft Auto 3"

"The Getaway"

"Madden NFL 2004"

"Pokémon Sapphire"

"Zelda: The Wind Waker"

"Grand Theft Auto: Vice"

"NCAA Football 2004"

**Platform** 

PS2

GBA

GCN

PS2

PS<sub>2</sub>

PS<sub>2</sub>

PS<sub>2</sub>

PS<sub>2</sub>

PS<sub>2</sub>

GROUP

Rank

1

2

3

4

5

6

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8

9

10

## **Video**

Continued from page 4:

consumers engaged in our product instead of looking at other options?" asks Stephen Einhorn, president/COO of New Line Home Entertainment.

Last year, Buena Vista tested the market for limited-play DVDs, called EZ-Ds. The discs, created by Flexplay Technologies, are playable for only 48 hours once they are removed from their packaging. EZ-Ds gradually turn from red to black and become unreadable by DVD players. Used EZ-Ds are recyclable.

Buena Vista offered EZ-D versions of eight of its video releases in select test markets in August. They were touted as a convenient alternative to renting DVDs, though most retailers believe that the rental process is sound and that EZ-Ds will only confuse consumers while the DVD format is still growing.

Some have also said that the discs revisited the failed concept of Divx, limited-play DVD discs that were introduced in the late '90s.

#### **VIDEO ON DEMAND GETS NOTICED**

Video-on-demand services drew more studio interest in 2003. The leading online service, Movielink, launched in November 2002 as a joint venture among MGM, Paramount, Sony, Universal and Warner.

Disney's Moviebeam VOD service launched in October. Unlike online sites, this service allows users to download movies to a set-top box.

Though majors strongly support VOD, many think it is only a side option for consumers right now. "It is so early for video-on-demand," Sanders says.

At the studios, the beginning of 2003 brought flux in the executive suites. At WHV, its veteran president, Warren Lieberfarb, known as "the father of DVD," was let go at the end of 2002 and replaced in January by one of the company's executive VPs, James Cardwell.

Twenty-year veteran Eric Doctorow also left his position as president of Paramount's home video division. Former WHV executive Tom Lesinski was appointed head of the company's worldwide division, while Meagan

Burrows was promoted to the new position of domestic president.

Fox president Patricia Wyatt stepped down in December to pursue other interests. The company's former executive VP of sales and marketing, Mike Dunn, was named as her replacement.

In other major studio news of 2003, Lions Gate and Artisan, the two largest independents, announced a merger. Though the impact of this deal was unknown by year's end, as it closed in mid-December, it was expected to have a positive effect on both companies' current and future video releases.

#### **RETAIL: SUCCESS & STRUGGLES**

In 2003, retailers reaped the rewards of top video sales, though they were grappling with numerous issues of their own.

Lowball pricing by such mass-merchant chains as Best Buy, Target and Wal-Mart drove business away from specialty retailers.

The studios' strategy of shortening the theatrical-to-video release-window made it more difficult for retailers to order and promote video product. Films used to arrive on video about six months after their theatrical release. Now a three- to five-month window is standard. With these smaller windows, studios hope to take more advantage of theatrical marketing dollars and of higher consumer awareness.

In November, Universal became the first home video company to completely ban DVD screeners for retailers in an effort to thwart piracy. Retailers, surprised that they were targeted as potential pirates by the studio, countered that this could affect how they order Universal product.

The major retail stories of 2003 included the continued success of online rental company Netflix and the launch of Wal-Mart's competitive online service.

In June, New Jersey company Multi-Format sent retailers and studios numerous letters claiming that they now need a license to continue making and selling DVDs. Multi-Format says it holds the patent on this process. Studios and retailers are still unsure about the legitimacy of the claim.

In a competitive rental market, Blockbuster faced a \$120 million lawsuit from Buena Vista regarding VHS

Intro

<u>Date</u>

Aug. 2003

March 2003

March 2003

March 2003

Oct. 2002

May 2003

Jan. 2003

July 2003

April 2003

Oct. 2001

Average

Selling Price

\$49

\$31

\$31

\$47

\$43

\$47

\$40

\$50

\$48

\$21

TOP 10 VIDEOGAME SOFTWARE TITLES

Year-To-Date Through November 2003

<u>Publisher</u>

Nintendo of America

Nintendo of America

Nintendo of America

Rockstar Games (Take 2)

Sony Computer Ent. (Sony)

Rockstar Games (Take 2)

Electronic Arts

Electronic Arts

Electronic Arts

Atari

revenue-sharing payments. The day after Buena Vista filed the suit, the retailer displayed Buena Vista's "Signs" four days before the title's street date. At the time, Blockbuster said there was no correlation between the events and that it was responding to other retail street-date violators.

An antitrust lawsuit against Blockbuster and five major studios was dismissed in February. A group of independent retailers had filed the suit, alleging that it had been excluded from revenue-sharing agreements. The suit was thrown out because of insufficient evidence.

#### Top Music Video Sales Distributing Labels

Pos. DISTRIBUTING LABEL (No. of Charted Titles)

- 1 UNIVERSAL MUSIC & VIDEO DIST.
  (43)
- 2 SONY MUSIC ENTERTAINMENT (41)
- 3 WARNER MUSIC VIDEO (10)
- 4 BMG VIDEO (36)
- 5 CAPITOL VIDEO (9)

#### Top Kid Video

Pos. TITLE—Label/Distributing Label

- 1 101 DALMATIANS II: PATCH'S LONDON ADVENTURE—Walt Disney Home Entertainment/Buena Vista Home Entertainment
- 2 STITCH! THE MOVIE—Walt Disney Home Entertainment/Buena Vista Home Entertainment
- 3 JUNGLE BOOK 2—Walt Disney Home Entertainment/Buena Vista Home Entertainment
- 4 THE LAND BEFORE TIME: JOUR-NEY TO BIG WATER—Universal Studios Home Video
- 5 RAPUNZEL—Artisan Home Entertainment
- 6 A VERY MERRY POOH YEAR—Walt Disney Home Entertainment/Buena Vista Home Entertainment
- 7 PIGLET'S BIG MOVIE—Walt Disney Home Entertainment/Buena Vista Home Entertainment
- 8 BEAUTY AND THE BEAST: THE ENCHANTED CHRISTMAS—Walt Disney Home Entertainment/Buena Vista Home Entertainment
- 9 MARY-KATE & ASHLEY: WHEN IN ROME—Dualstar Video/Warner Home Video
- 10 SPONGEBOB SQUAREBANTS: SEA STORIES—Nickelodeon Video/Paramount Home Entertainment

#### Top Kid Video Labels

Pos. LABEL (No. of Charted Titles)

- 1 WALT DISNEY HOME ENTERTAIN-MENT (27)
- 2 NICKELODEON VIDEO (26)
- 3 PARAMOUNT HOME ENTERTAIN-MENT (15)
- 4 ARTISAN HOME ENTERTAINMENT
- 5 HIT ENTERTAINMENT (17)

#### Top Kid Video Distributing Labels

Pos. DISTRIBUTING LABEL (No. of Charted Titles)

1 BUENA VISTA HOME ENTERTAIN-MENT (32)

- 2 PARAMOUNT HOME ENTERTAIN-MENT (41)
- 3 WARNER HOME VIDEO (19)
- 4 HIT ENTERTAINMENT (18)
- 5 ARTISAN HOME ENTERTAINMENT
  (4)

#### Top Recreational Sports DVD Sales

Pos. TITLE—Program Supplier

- ULTIMATE X—Touchstone Home
   Video/Buena Vista Home Entertainment
- 2 WWE: FROM THE VAULT SHAWN MICHAELS—Sony Music Video/Sony Music Entertainment
- 3 CKY4—Ventura Distribution
- **4 AND1 MIX TAPE VOLUME 6**—*Ventura Distribution*
- 5 WWE: WRESTLEMANIA XIX (2003)—Sony Music Video/Sony Music Entertainment

#### Top Recreational Sports DVD Program Suppliers

Pos. PROGRAM SUPPLIER (No. of Charted Titles)

- 1 SONY MUSIC ENTERTAINMENT (52)
- 2 VENTURA DISTRIBUTION (26)
- 3 BUENA VISTA HOME ENTERTAIN-MENT (3)
- 4 WARNER HOME VIDEO (8)
- 5 REDLINE ENTERTAINMENT (10)

#### Top Health & Fitness Videos

Pos. TITLE—Program Supplier

- 1 PILATES FOR DUMMIES—Anchor Bay Entertainment
- 2 THE METHOD PILATES: TARGET SPECIFICS—Current Wellness
- 3 DARRIN'S DANCE GROOVES—Ventura Distribution
- 4 LESLIE SANSONE: HIGH CALORIE BURN—GoodTimes Home Video
- 5 LESLIE SANSONE: SUPER FAT BURNING—GoodTimes Home Video

#### Top Health & Fitness Videos Program Suppliers

Pos. PROGRAM SUPPLIER (No. of Charted Titles)

- 1 GOODTIMES HOME VIDEO (16)
- 2 ANCHOR BAY ENTERTAINMENT
- 3 CURRENT WELLNESS (3)
- 4 VENTURA DISTRIBUTION (4)
- 5 ARTISAN HOME ENTERTAINMENT (5)

Chart provided to Billboard by NPD FunworldSMTRSTS®Video Games service. It is based on point-of-sale data from a panel of 23 chains, which represent 60% of the U.S. market, with units projected to represent 100% of the nation's sales. This list represents sales from January-November 2003. Platforms listed above include PlayStation 2 (PS2), Game Boy Advance (GBA) and GameCube (GCN).

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Canadian Jeff Danna reaches new audience with 'The Gospel of John'







EMI Spain GM Simone Bosé wants to reverse label's domestic decline

UNITED KINGDOM / EUROPE / ASIA / JAPAN / AUSTRALIA / AFRICA / CANADA

## **Air Unclear On Future**

EMI Readies New Album As Act Mulls Contract

**BY JAMES MARTIN** 

PARIS—EMI Music is fully committed to making the long-awaited third album from French electronica act Air an international success, even though the release marks the end of Air's current contract with EMI's Virgin France subsidiary.

Air is among a small number of contemporary French acts to acquire an international audience. According to EMI, the duo has sold 3.2 million albums to date, with 1998 debut "Moon Safari"; its 2001 follow-up, "10,000Hz Legend"; and the soundtrack album to the 1999 movie "The Virgin Suicides," which came out between the two "official" studio albums.

EMI will release the new album, "Talkie Walkie," Jan. 26 to most international markets on Virgin France imprint Source. The Japanese release date is Jan. 21; in France it will arrive Jan. 27. In the U.S., "Talkie Walkie" will appear Jan. 27 on EMI's Astralwerks label.

#### 'STANDARD CONTRACT' SOUGHT

However, Air members Nicolas Godin and Jean-Benoit Dunckel had not decided at press time whether to re-sign with Virgin France. Godin says that the pair is seeking "a standard, fair contract."

London-based EMI Recorded Music Continental Europe pres-(Continued on page 51)

Air's new album, 'Talkie Walkie,' arrives this month.









Italian Indies In Upbeat Mood

**BY MARK WORDEN** 

FAENZA, Italy—Industry insiders feeling gloomy about the future of the music business would have done well to spend some time late last year at MEI, the annual Italian independent labels gathering.

The seventh edition of MEI was held Nov. 29-30 in this central Italian city. Some 20,000 people attended, the event's organizers estimate, up 30% from 2002.

MEI was launched by a local music impresario, Giordano Sangiorgi, who still heads the organization. "I never expected it to become the 'New Italian Music Fair' that it now is." he says.

"When we opened for business in 1997, there were some 30 or so exhibitors," he says, "and we probably represented 2% or 3% of the Italian market. In 2003, there were 200 exhibitors, and the market share must be 15%."

MEI combines various elements, including a trade fair, seminars and

debates, live showcases and an indiesector awards ceremony.

The mood at the 2003 event was "one of enthusiasm rather than optimism," says Edel Italy marketing manager Max Vaccaro, one of the professionals who attended.

"There was a very noticeable desire to see music as some thing that can overcome the crises and problems of recent years," Vaccaro adds. The event lacked the pessimism that has become a feature of more traditional industry gatherings in recent times, he notes

Roster containment has become a big problem for the majors, says Claudio Ferrante, managing director of Milan-based, Warner-distributed Carosello. "That leaves the job of discovering new talent to us," he says. "The indie structure is far better equipped to deal with the current [industry] crisis."

Indie-sector executives concede that piracy and high sales-tax levels continue to hurt them just as they do the majors.

(Continued on page 51)

## Europe's Festivals Expected To Boom Again In 2004

BY JULIANA KORANTENG

LONDON—In business terms, 2003 was the loudest year yet for Europe's leading music festivals. Now the continent's major promoters want to pump up the volume this year.

The open-air rock and pop festivals occupy most of the annual music calendar from late spring to late fall in Europe. Organizers of many of the region's leading events say the majority saw an increase in spectators and profits in 2003, prompting forecasts

of another triumphant year in 2004.

Live music powerhouse Clear Channel Entertainment Europe opted to begin investing in festivals across the continent in 2001. Its 2003 results indicate that the investment is paying off.

"2003 was a record year for CCE festivals," says London-based Michael Rapino, CEO of CCE Europe's music division.

The company launched six new events in 2003. "We made a profit on the new festivals," Rapino says, "which

is unheard-of in start-ups."

The six new festivals were the U.K.-based digital-music-themed Download Festival; Stockholm Calling, in Sweden; three Dutch events (Fields of Rock, Waldrock and Arrow Classic Rock); and an open-air version of previously indoor Belgian dance festival I Love Techno.

With ambitions to become Europe's biggest concert promoter, CCE already owns, has a stake in or manages 33 European festivals, attracting an annual audience of about 2 million.

CCE's outdoor interests in 2003 included the fully-owned Rock Werchter in Belgium, the U.K.'s Isle of Wight Festival, the majority-owned Lowland and the half-owned North Sea Jazz festival (the Netherlands) and Pukkelpop (Belgium).

It also has a minority share in Germany's Rock am Ring and Rock im Park festivals and manages such events as the Party in the Park at London's Hyde Park.

Rapino says the company will continue to invest in the infrastructure

and staffing of some 33 festivals in 2004. "We will definitely bring back [the] Download [festival]," he adds, "and look to roll that [format] out in other markets."

#### **EUROPEAN EXPANSION**

London-based Mean Fiddler Music Group also had a profitable year on the U.K. festival front in 2003.

"Live music was in a stratosphere of its own," MFMG managing director Melvin Benn says. He notes that (Continued on page 50)

## Billboard HITS OF THE WORLD.



JAPAN	UNITED KINGDOM	FRANCE	GERMANY
Due to holiday deadlines, last issue's chart is repeated below and on Common Currency.	WEEK	Due to holiday deadlines, last issue's chart is repeated below and on Common Currency.	Due to holiday deadlines, last issue's chart is repeated below and on Common Currency.
(DEMPA PUBLICATIONS INC.) 12/16/03	(THE OFFICIAL UK CHARTS CO.) 12/29/03	(SNEP/IFOP/TITE-LIVE) 12/06/03	(MEDIA CONTROL) 12/16/03
SINGLES  1 TENOHIRA/KURUMI	SINGLES  1  1  MAD WORLD	SINGLES  1 2 HEY OH TRAGEDIE UP MUSIC	SINGLES  1 4 SHUT UP BLACK EYED PEAS A&M
MR. CHILDREN TOYS FACTORY YOROODI NO UTA MONGOLSON HIGH WAVE	MICHAEL ANDREWS FT. GARY JULES ADVENTURE/SANCTUARY  2 3 CHANGES 0227 % ELLY 05BOURNE SANCTUARY	2 NEW L'ORANGE ET WOT STAR ACADEMY 3 MERCURY	2 2 FREE LIKE THE WIND ALEXANDER HANSA
3 2 LACK PORNO GRAFFITTI SONY	2 CHRISTMAS TIME (DON'T LET THE BELLS END) THE DARKNESS MUST DESTROY/ATLANTIC	3 1 MON ETOILE LINKUP ULM	5 DO THEY KNOW IT'S CHRISTMAS? TV ALLSTARS POLYDOR
4 3 LOVE LOVE MANHATTAN TOKIO UNIVERSAL	4 4 PROPER CRIMBO	4 LA BAMBA STAR ACADEMY 3 MERCURY 5 LOVE'S DIVINE	4 1 MUSIC IS THE KEY SARAH CONNOR FT. NATURALLY 7 COLUMBIA 5 9 BEHIND BLUE EYES
5 8 YOUR NAME NEVER GONE CHEMISTRY DEFSTAR OUR CHRISTMAS	6 LEAVE RIGHT NOW WILLYOUNG RCA 7 SHUT UP	6 3 ON N'OUBLIE JAMAIS RIEN HELENE SEGARA ORLANDD/EAST WEST	6 7 LOVE'S DIVINE
7 9 AI GA YOBUHOUE PORNO GRAFFITTI SONY	BLACK EYEO PEAS A&M/POLYDOR  HAPPY X-MAS (WAR IS OVER)	7 12 TOI, TU	7 3 SCHICK MIR NEN ENGEL DVERGROUND POLYDOR
PORNO GRAFFITTI SONY  NO WAY TO SAY AYUMI HAMASAKI AVEX TRAX	8 9 I'M YOUR MAN SHANE RICHIE RCA	CERENA & UNBERTO TOZZI EAST WEST  MA RIVALE, FIESTA LATINA DIS CHEURE 2 ZOUK UP MUSIC	8 6 EVERYDAY GIRL PRELUDERS POLYDOR
9 10 RINGO NO UTA RINGO SHENA TOY'S FACTORY	9 8 LADIES NIGHT ATOMIC KITTEN FT. KOOL & THE GANG INNOCENT	9 6 SATURDAY NIGHT'S ALRIGHT FOR FIGHTING STAR ACADEMY 3 MERCURY	9 13 IT'S MY LIFE NO DOUBT INTERSCOPE
10 4 12 GATSU NO LOVE SONG GACKT NIPPON CROWN	10 10 TOO LOST IN YOU SUGABABES ISLAND	10 9 RONDE DE NUIT GOMEZ ET DUBDIS BMG  ALBUMS	10 NEW JIGGA JIGGA! SCOOTER EDEL ALBUMS
ALBUMS 1 NEW KEN HIRAI	1 1 DIDO DIDO DISTORNA CHIEFUMADICA	1 7 TRAGEDIE TRAGEGIE UP MUSIC	1 1 ROBBIE WILLIAMS
KEN'S BAR DEFSTAR  2 1 EXILE EXILE EXILE ENTERTAINMENT RHYTHM ZONE	LIFE FOR RENT CHEEKY/ARISTA  WILL YOUNG FRIDAY'S CHILD RCA	2 1 M OUI DE NOUS DEUX DELABEL	2 2 DIDO UIFE FOR RENT ARIDLA
3 NEW VARIOUS ARTISTS THE BEST OF DETECTIVE COMAN 2 B-GRAM	3 MICHAEL JACKSON NUMBER ONES EPIC	3 4 CELINE DION UNE FILLE ET 4 TYPES COLUMBIA	3 3 SEAL IV WARNER BRDS.
4 NEW NAMIE AMURO STYLE AVEXTRAX	4 BLACK EYED PEAS ELEPHUNK INTERSCOPE  ELEPHUNK INT	4 5 GAROU REVIENS COLUMBIA 5 10 CALOGERO	4 10 HERBERT GROENEMEYER MENSCH LIVE CAPITOL  TV ALISTARS
5 2 AIKO AKATSUKI NO LOVE LETTER POLYDOR 6 MIKA NAKASHIMA	6 S RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS. 6 5 R.E.M.	6 17 CHARLES AZNAVOUR	THE ULTIMATE CHRISTMAS ALBUM POLYDOR  6 5 NO ANGELS
TAKAHIRO MATSUMOTO	7 7 WESTLIFE TURNAROUND RCA	JE VOYAGE CAPITOL  MC SOLAAR MACH6 EAST WEST	7 7 PRELUDERS GIRLS IN THE HOUSE POLYOOR
THE HIT PARADE VERMILLION RECORDS  ULFULS ENEN TOSHIBA/EMI	8 9 SUGABABES THRE ISLAND	8 LYNDA LEMAY LES SECRETS DES OISEAUX WEA	8 16 BLACK EYED PEAS ELEPHUNK INTERSCOPE
7 CRYSTAL KAY 4REAL EPIC	9 8 BUSTED A PRESENT FOR EVERYONE UNIVERSAL	9 6 STAR ACADEMY 3 FAIT SA BAMBA MERCURY	9 8 SARAH CONNOR KEYTO MY SOUL EPIC
9 DO AS INFINITY GATES OF HEAVEN AVEX TRAX	10 10 THE DARKNESS PERMISSION TO LAND MUST DESTROY	10 11 DIDO UFE FOR RENT BMG	10 11 ALICIA KEYS THE DIARY OF ALICIA KEYS ARIOLA
CANADA	ITALY	SPAIN	AUSTRALIA
WEEK	WEEK	Due to holiday deadlines, last issue's chart is repeated below and on Common Currency.	WEEK
(SOUNDSCAN) 01/10/03	(FIM/MIELSEN) 12/29/03	(AFYVE:MEDIA CONTROL) 12/16/03 SINGLES	(ARIA) 12/29/03 SINGLES
SINGLES  1 1 SOMETHING MORE	1 OBSESION	1 NEW NOTHING FAILS	1 2 SHUT UP BLACK EYED PEAS ARM
RYAN MALCOLM VIK/BMG HEY YA! DUTKAST ARISTA/BMG	AVENTURA PLANET  IN THE SHADOWS THE RASMUS EDEL	MADONNA WARNER MUSIC  1 DEVUELVEME EL AIRE BUSTAMANTE VALE MUSIC	2 1 PREDICTABLE DELIA GODDREM EPIC
3 4 BABY BOY BEYONCE FT. SEAN PAUL COLUMBIA/SONY MUSIC	3 4 HEY YA! OUTKAST ARISTA	7 RAINMAKER IRON MAIOEN EMI	HEY YA! OUTKAST ARISTA
MEME LES ANGES AU DE MONTIGNY VIK/BMG	3 BROKEN ELISA SUGAR 5 10 ALMENTO STAVOLTA	5 UNO MAS UNO SON SIETE FRAN PEREA GLOBOMEDIA 5 3 LATIDO URBANO	5 BEHIND BLUE EYES LIMP BIZINI INTERSEOPE 5 3 ANGELS BROUGHT ME HERE
5 6 ME AGAINST THE MUSIC BRITHEY SPEARS FT. MAOONNA JIVE/ZOMBA 3 TROUBLE	6 8 REMIXED & REVISTED	TONI AGUILAR & AMIGOS TOOL  4 ME AGAINST THE MUSIC	6 7 BABY BOY BEYONCE FT. SEAN PAUL COLUMBIA
PINK ARISTAGMG  RUBBERNECKIN' EIVIS PRESILEY BING HERITAGE/RCA/BING	MADONNA MAVERICK/WARNER BROS.  LOVE PROFUSION MAGONNA MAVERICK/WARNER BROS.	7 9 ENCONTRARAS NATASHA ST-PIER COLUMBIA	7 6 ME AGAINST THE MUSIC BRITIST SPEARS FT. MADONNA JIVE
8 7 2 + 2 = 5 RADIOHEAD PARLOPHONE/EMI	8 6 ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADONNA JIVE	8 8 MOTIVOS DE UN SENTIMIENTO JDAQUIN SABINA BMG/ARIOLA	8 P.I.M.P. 50 CENT INTERSCOPE
9 10 SOMEDAY NICKELBACK EMI	9 5 WHERE IS THE LOVE? BLACK EYED PEAS FT. JUSTIN TIMBERLAKE A&M	9 6 SLOW RYLLEMINOGUE PARLOPHONE	9 9 IT'S MY LIFE ND DOUBT INTERSCOPE 10 14 BE FAITHFUL
10 RE LIKE GLUE SEAN PAUL VPJEMI	10 11 SEXED UP ROBBIEWILLIAMS CAPITOL  ALBUMS	10 16 ROSAS LA OREJA DE VAN GOGH SONY  ALBUMS	FATMAN SCOOP FT. CROOKLYN CLAN MERCURY  ALBUMS
1 1 SARAH McLACHLAN	1 1 LIGABUE GIRO O'ITALIA WEA	1 2 ALEXANDA DRO FANTASIA O REALIDAD DRO	1 1 GUY SEBASTIAN JUSTASIAM BMG
AFTERGLOW NETTWERK/EMG  VARIOUS ARTISTS MUCHOANCE 2004 UNIVERSAL	2 2 ELISA LOTUS SUGAR	2 3 EUROJUNIOR EUROJUNIOR FESTIVAL VALE MUSIC	2 2 DELTA GOODREM INNOCENTEYES EPIC
3 4 SHERYL CROW THE VERY BEST OF SHERYL CROW A&M/INTERSCOPE/UNIVERSAL	3 4 ZERO RENATO	3 1 BUSTAMANTE ASISOYYO VALE MUSIC	RED HOT CHILI PEPPERS GREATEST HITS WARRIER BROS.
4 5 VARIOUS ARTISTS BIG SHINY TUNES 8 BIG SHINY &WARNER 5 6 EVANESCENCE	5 TIZIANO FERRO 111 CENTO ONCE CAPITOL  5 3 GIGI D'ALESSIO BUONA VITA RCA	5 FRAN PEREA La CHICA DE LA HABITACION DE AL LADO DRD ANDY & LUCAS	5 POWDERFINGER VULTURE STREET UNIVERSAL  JOHN FARNHAM ONE VOICE: THE GREATEST HITS GOTHAM
6 3 JOSH GROBAN	6 8 R.E.M. IN TIME 1988 2003 WARNER BROS.	ANDY & LUCAS BMG/ARIOLA  8 LA OREJA DE VAN GOGH LD QUE CONTE MIENTRAS SONY	6 6 DIDO  ONE VOICE: THE GREATEST HITS GOTHAM  DIDO  LIFE FOR RENT CHEEKY/ARISTA
CLOSER 143/REPRISE/WARNER NICKELBACK THELONG ROAD ROADRUNNER/EMI	7 6 EROS RAMAZZOTTI 9 ARIOLA	7 13 JULIO IGLESIAS DIVORCIO SONY	7 8 MICHAEL JACKSON NUMBER ONES EPIC
8 RE BLINK-182 BLINK-182 GEFFEN/UNIVERSAL	FRANCESCO DE GREGORI	8 14 CHENCA SOY MUJER BMG/VALE MUSIC	7 ROBBIE WILLIAMS LIVE AT KNEWORTH CAPITOL THE WHITE STRIPES
9 RE BRITNEY SPEARS IN THE ZONE JIVE BMG 10 7 ROD STEWART	9 9 RED HOT CHILL PEPPERS GREATEST HITS WARNER BROS.  10 11 DIDO	TENGO TOOL  10 6 ROSA	10 9 R.E.M.
AS TIME GOES BY GREAT AMERICAN SONGBOOK VOL. II J/BMG	LIFE FOR RENT CHEEKY/ARISTA	AHORA VALEMUSIC	IN TIME 1988-2003 WARNER BROS.
THE NETHERLANDS	SWEDEN	NORWAY	SWITZERLAND  Oue to holiday deadlines, last issue's chart is repeated below and on
(MEGA CHARTS BV) 12/29/03	SEL 12/26/03	ESE (VEROENS GANG NORWAY) 12/29/03	Common Currency.  (MEDIA CONTROL.) 12/19/03
SINGLES 1 1 EENS SCHIJNT/HEB JE EVEN	SINGLES  1 VILSE I SKOGEN	SINGLES 1 HEY YA!	SINGLES  SCHICK MIR NEN ENGEL OVERGROUND CHEYENNE
FRANS BAUER S3M  2 AFSCHEID NEMEN BESTAAT NIET MARCO BORSATO UNIVERSAL	MARKODLIO BONNIER  2 2 JAG SKITER GRYNET COLUMBIA	OUTKAST ARISTA  SHUT UP BLACKEYED PEAS A&M	OVERGROUND CHEYENNE  5 SHUT UP BLACK EYED PEAS A&M
3 3. SHUT UP BLACK EYED PEAS A&M	3 5 HEY YA! DUTKAST ARISTA	2 (THERE'S GOTTA BE) MORE TO LIFE STACIE ORRICO VIRGIN	3 2 MUSIC IS THE KEY SARAH CONNOR FT. NATURALLY 7 COLUMBIA
4 COWBOY CHIPZ GLAM SLAM	4 4 SHUT UP BLACK EYED PEAS A&M	4 4 IT'S MY LIFE NO DOUBT INTERSCOPE LICETURE LIFE HEAD	4 3 WHERE IS THE LOVE? BLACK EYED PEAS FT. JUSTIN TIMBERLAKE A&M
5 6 BEHIND BLUE EYES UMP BIZKIT INTERSCOPE	5 3 STARKARE SARA LOGGEN MARIANN	5 HOLE IN THE HEAD SUGABABES ISLAND  ALBUMS	5 9 HEY OH TRAGEDIE UP MUSIC
ALBUMS FRANS BAUER NORS GELUK SONY MUSIC MEDIA	ALBUMS  1 1 MARKOOLIO ISKUGGAN AV MIG SJALV BONNIER	1 1 R.E.M. IN TIME 1988-2003 WARNER BROS.	1 OVERGROUND IT'S DONE! CHEYENNE
2 2 DIDO LIFE FOR RENT CHEEKY/ARISTA	2 12 SISSEL KYRKJEBO MY HEART EMARCY	2 2 SISSEL KYRKJEBO WY HEART EMARCY A MAGE DIED	ALICIA KEYS THE DIARY OF ALICIA KEYS BMG
3 3 ALICIA KEYS THE DIARY OF ALICIA KEYS J/BMG 4 5 SIMPLY RED	3 3 CAROLA GULD PLATINA & PASSION—DET BASTA SONET 4 2 PETER JOBACK	3 3 JAN WERNER SINGER OF SONGS POLITOOR  4 5 JOSH GROBAN CLOSER WARNER BROS.	3 3 PRELUDERS GIRLS IN THE HOUSE POLYOOR 4 5 DIDO
5 4 DE POEMA'S	4 2 PETER JOBACK JAG KOMMEN HEM IJEN TILL JUL COLUMBIA  5 6 PER GESSLE MAZARIN CAPITOL	CLOSER WARNER BROS.  7 NO DOUBT THE SINGLES 1992-2003 INTERSCOPE	5 4 RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.
BEST OF SONY MUSIC	MIKLAGIN UAFIIUL	HIL SHRULES 1932-2003 INTERBOUTE	
Hits of the World is compiled at Billboard/London.			NEW = New Entry RE = Re-Entry



11.00	BE	LGIUM/FLANDERS
THIS	LAST	Due to holiday deadlines, last issue's chart is repeated below and on Common Currency. (PROMUVI) 12/16/03
		SINGLES
1	3	SHUT UP BLACK EYED PEAS A&M
2	1	I'VE ONLY BEGUN TO FIGHT
3	2	YOU ARE THE REASON SARAH & KOEN WAUTERS EMI
4	NEW	AFSCHEID NEMEN BESTAAT NIET MARCO BORSATO UNIVERSAL
5	4	TRAFFIC DJ TIESTO BLACK HOLE RECORDS
		ALBUMS
1	1	SPRING SPRING STUDIO 100
2	2	RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.
3	3	R.E.M. IN TIME 1988-2003 WARNER BROS
4	5	DIDO LIFE FOR RENT BMG
5	4	VARIOUS ARTISTS EUROSDING FOR KIDS EMI

**FINLAND** 

RYSZARD RYNKOWSKI

ANNA MARIA JOPEK

COOL KIDS OF DEATH

DIDO LIFE FOR RENT CHEEKY/ARISTA

**VARIOUS ARTISTS** 

BOGUSLAW MORKA BOGUSLAW MORKA I PRZYJACIELE POLSKI RADIO

VARIOUS ARTISTS
SMOOTH JAZZ CAFE (BOXED SET) IZABELIN

GAROU REVIENS COLUMBIA

15

16

11

BLACK NIGHT

OTA MUT

		CHEATEST HITS WANTER DIOS.			EURUSDIA FUNKIOS CIVII
		DENMARK			PORTUGAL
WEEK	LAST	(JFPI/NIELSEN MARKETING RESEARCH) 12/30/03	THIS	LAST	(AFP) 12/30/03
	1	SINGLES			SINGLES
1	1	TAKING BACK MY HEART MARIA LUCIA CAPITOL	i	1	LOOKING FOR SOMETHING
2	6	THE SINGLES BOX SET	2	6	REMIXED & REVISTED MADONNA MAVERICK/WARNER BROS.
3	2	SHUT UP BLACK EYED PEAS A&M	3	8	SING FOR THE MOMENT
4	3	HEARTBREAK STROLL/CHRISTMAS SONG RAVEONETTES CAPITOL	4	10	LOSE YOURSELF
5	10	MYSTERY TO ME CHRISTIAN MENDOZA BMG	5	3	KA-CHING SHANIA TWAIN MERCURY
		ALBUMS		bil	ALBUMS
1	1	KIM LARSEN & KJUKKEN 7-9-13 CAPITOL	1	1	RUI VELOSO O CONCERTO ACUSTICO VIRGIN
2	2	GASOLIN THE BLACK BOX SONY MUSIC	2	2	TRIBALISTAS TRIBALISTAS VIRGIN
3	4	R.E.M. IN TIME 1988-2003 WARNER BROS.	3	3	ROBBIE WILLIAMS LIVE AT KNEBWORTH CHRYSALIS
4	6	ERANN DD THAT'S THE WAY FOR ME SDNY MUSIC	4	6	LINKIN PARK LIVE IN TEXAS WARNER BRDS.
5	3	SAFRI DUO 3.0 UNIVERSAL	5	4	ENNIO MORRICONE & DULCE PONTES

198									
	IRELAND								
THIS	LAST WEEK	(IRMA/CHART TRACK) 12/24/03							
		SINGLES							
1	1	LEAVE RIGHT NOW WILL YOUNG S/RCA							
2	5	MAD WORLD MICHAEL ANDREWS FT. GARY JULES SANCTUARY							
3	2	CHRISTMAS TIME (DON'T LET THE BELLS END) THE DARKNESS MUST DESTROY/ATLANTIC							
4	3	SHUT UP BLACK EYED PEAS A&M							
5	4	MANDY WESTLIFE RCA							
		ALBUMS							
1	1	DIDO LIFE FOR RENT CHEEKY/ARISTA							
2	2	MICHAEL JACKSON NUMBER DNES EPIC							
3	5	RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.							
4	3	R.E.M. IN TIME 1988-2003 WARNER BROS.							
5	4	WESTLIFE TURNARDUND RCA							

WHITE FLAG

LIKE GLUE SEAN PAUL VP/ATLANTIC

HELLO TOURIST

MC HAWER FT. TEKKO KIMEGYEK A TEMETOBE MAGNEOTON

MATYLES AN HEGEDUS

MARIO
SARGAROZSA ROZSA RECORDS
CSERHATI ZSUZSA
BESTOF BMG

**DUPLA KAVE** 

	3	SHUT UP BLACK EYED PEAS A&M	4	3	READ MY SCARS DIABLO GAGA GODDIES
	4	MANDY WESTLIFE RCA	5	16	TEURASTAJA TURMION KATILOT RANKA
		ALBUMS	7,00		ALBUMS
	1	DIDO LIFE FOR RENT CHEEKY/ARISTA	15	8	PIKKU G. RAJAHDYSVAARA EVIDENCE
	2	MICHAEL JACKSON NUMBER DNES EPIC	2	1	VESA-MATTI LOIRI YSTAVAN LAULUT WEA
	5	RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.	3	3	SMURFFIT TYKKIHITIT! VOL.11 EMI
	3	R.E.M. IN TIME 1988-2003 WARNER BROS.	4	4	GIMMEL KAKSI KERTAA ENEMMAN RCA
	4	WESTLIFE TURNARDUND RCA	5	2	LAULUYHTYE RAJATON JOULU RCA
201					
		HUNGARY			POLAND
WEEK	LAST	(MAHASZ) 12/2 <mark>9/0</mark> 3	THIS	LAST	{ZW:ZEK PRODUCENTOW AUD:0 VIDED} 12/29/03
		SINGLES			ALBUMS
	1	SZEXTARGY TANKCSAPDA SONY MUSIC	1	1	ANITA LIPNICKA & JOHN PORTER NIEPRZYZWOITE PIOSENKI POMATON
	3	ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADONNA JIVE	2	3	ROD STEWART

CO	MM	NC	C	UR	RE	N	CY			lo.
A weekly scoreca	rd of albu n three or	ms simi more le	ultane eading	ously a	ttainir mark	ig top 1 ets.	0 char	t status		
ARTIST	USA	JPN	UK	GER	FRA	CAN	SPN	AUS	ITA	NTH
Black Eyed Peas Elephunk (U)			5	8				10		
DIDO Life for Rent (B)			1	2	10		Ш	6		3
<b>Alicia Keys</b> The Diary of Alicia Keys (W)	2			10						2
Red Hot Chili Peppers Greatest Hits (W)		Do.	8			-19		3	7	
R.E.M.			4					9	6	0,000

				holiday d	eadlines, last issue's chart is repeated below and or
	BEI	LGIUM/FLANDERS			
WEEK	LAST	Due to holiday deadlines, last issue's chart is repeated below and on Common Currency.	Bill	boc	ard® EUROCHARTS
š	ZZ	(PROMUVI) 12/16/03	*	EK	Eurocharts are compiled by Billboard from t
	2	SINGLES	HIS WEEK	LAST WEEK	national singles and album sales charts of European countries.
	3	SHUT UP BLACK EYED PEAS A&M	THIS	LAS	12/17/03
	1	I'VE ONLY BEGUN TO FIGHT			SINGLES SALES
	2	YOU ARE THE REASON SARAH & KOEN WAUTERS EMI		1	SHUT UP BLACK EYED PEAS INTERSCOPE
	NEW	AFSCHEID NEMEN BESTAAT NIET MARCO BORSATO UNIVERSAL	2	6	HEY OH TRAGEDIE UP MUSIC
	4	TRAFFIC DJ TIESTO BLACK HOLE RECORDS	1	7	LOVE'S DIVINE SEAL WEA
		ALBUMS	4	NEW	CHANGES KELLY & OZZY OSBOURNE SANCTUARY
	1	SPRING SPRING STUDIO 100	5	3	LEAVE RIGHT NOW
	2	RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.	6	NEW	L'ORANGE ET WOT
	3	R.E.M. IN TIME 1988-2003 WARNER BROS.	7	2	ME AGAINST THE MUSIC BRITNEY SPEARS FT. MADDNNA JIVE
	5	DIDO LIFE FOR RENT BMG	8	10	FREE LIKE THE WIND
	4	VARIOUS ARTISTS EUROSONG FOR KIDS EMI	9	17	MANDY WESTLIFE S
			10	4	MON ETOILE
		PORTUGAL	11	9	WHITE FLAG
VEEK	WEEK	(AFP) 12/30/03	12	14	LA BAMBA STAR ACADEMY 3 MERCURY
5	28	SINGLES	13	28	DO THEY KNOW IT'S CHRISTMAS? TV ALLSTARS POLYDOR
	1	LOOKING FOR SOMETHING	14	22	BEHIND BLUE EYES LIMP BIZKIT INTERSCOPE

	10		BLACK EYED PEAS FT. JUSTIN TIMBERLAKE INTERSCOPE
	19	NEW	MY IMMORTAL EVANESCENCE WIND-UP/EPIC
	20	19	BE FAITHFUL FATMAN SCOOP FT. CROOKLYN CLAN GEF JAM/MERCURY
			ALBUM SALES
ı		1	DIDO LIFE FOR RENT CHEEKY/ARISTA
	2	4	R.E.M. IN TIME 1988-2003 WARNER BROS.
d	3	3	ROBBIE WILLIAMS
	4	2	RED HOT CHILI PEPPERS GREATEST HITS WARNER BROS.
	5	6	ALICIA KEYS THE DIARY OF ALICIA KEYS J
	6	5	MICHAEL JACKSON NUMBER ONES EPIC
Ì	7	14	BLACK EYED PEAS ELEPHUNK INTERSCOPE
V.	8	8	SEAL IV WARNER BROS.
	9	7	WILL YOUNG FRIDAY'S CHILD S
	10	9	WESTLIFE TURNAROUND S
	11	10	PINK TRY THIS ARISTA
	12	21	GAROU REVIENS COLUMBIA
1	13	13	LINKIN PARK LIVE IN TEXAS WARNER BROS.
	14	20	EVANESCENCE FALLEN WINO-UP/EPIC
ı	15	12	THE BEATLES LET IT BE NAKED APPLE
	16	11	BRITNEY SPEARS IN THE ZONE JIVE
1	17	48	HERBERT GROENEMEYER MENSCH LIVE CAPITOL
	18	22	CELINE DION UNE FILLE ET 4 TYPES COLUMBIA
1	19	65	TRAGEDIE TRAGEDIE UP MUSIC
	20	19	PRELUDERS GIRLS IN THE HOUSE POLYDOR
		4	RADIO AIRPLAY
	SWEEK	ST WEEK	Monitored Radio Airplay information from 17 Euro- pean countries as monitored and tabulated by Music Control.

MUSIC IS THE KEY
SARAH CONNOR FT, NATURALLY 7 COLUMBIA

I'M YOUR MAN

THE VOICE WITHIN

WHERE IS THE LOVE?

		4	RADIO AIRPLAY
	THIS WEEK	LAST WEEK	Monitored Radio Airplay information from 17 E pean countries as monitored and tabulated by Music Control.  12/17/03 music control.
Charles of the Charle	1	1	WHITE FLAG
	2	2	WHERE IS THE LOVE? BLACK EYED PEAS INTERSCOPE
	3	3	SLOW KYLIE MINOGUE PARLOPHONE
	4	4	BABY BOY BEYONCÉ FT. SEAN PAUL COLUMBIA
	5	5	HOLE IN THE HEAD SUGABABES ISLAND
	6	6	SEXED UP ROBBIE WILLIAMS CHRYSALIS
	7	15	SHUT UP BLACK EYED PEAS INTERSCOPE
ŀ	8	7	LOVE'S DIVINE SEAL EAST WEST
	9	10	IT'S MY LIFE NO DOUBT MCA
	10	9	TROUBLE PINK RCA
	11	14	HEY YA! OUTKAST ARISTA
	12	11	GOING UNDER EVANESCENCE WIND-UP/EPIC
	13	8	GUILTY BLUE INNOCENT/VIGIN
	14	21	LIFE FOR RENT
	15	13	IF YOU COME TO ME ATDMIC KITTEN INNOCENT/VIGIN
No.	16	20	NOTHING FAILS MADDNNA WARNER BROS.

## Virgin Expanding Oz Biz With Radio

#### **BY CHRISTIE ELIEZER**

SYDNEY—The Virgin Group is planning to expand its operations in Australia by moving into music radio.

Virgin Group chairman Sir Richard Branson recently told Billboard that he intends to reinvest the money generated by the stock market flotation of the group's Australian airline, Virgin Blue, into radio in Australia (Billboard, Dec. 27, 2003).

Branson picked out licenses in Sydney, Melbourne and Brisbane as being of particular interest to

the company, although he added. "We still have to get the licenses.

Branson says Virgin is prepared to invest up to \$200 million Australian (\$144 million) to set up what would be Australia's fourth national youth radio network by late 2004

Record executives here suggest that Virgin Radio could find a ready audience in Australia with a cutting-edge format.

"Listeners are looking for exciting new entertainment on radio. says Charles Caldas, CEO of leading independent label/distributor Shock Entertainment.

"A station that plays new music is a healthy thing, Caldas says, "especially to a compa

ny like Shock, which is based on new music.

Sony Music Australia chairman/CEO Denis Handlin notes that the last successful introduction of a youth radio network, Novalaunched in 2001 by the Australian arm of U.K.-based DMG Radio-"forced the other major networks [Austereo and Australian Radio Networkl to play new music.

Virgin already has broadcasting interests in France, the U.S., Thailand and China. In the U.K., where Virgin launched its first radio operation in 1993, it sold the national Virgin Radio service in 1997 to broadcaster Chris Evans. Scottish Media Group acquired the station in June 2001.

#### THE NEED FOR PARTNERS

If Virgin is to set up a network in Australia, it will have to do so through acquisitions and/or partnerships. The

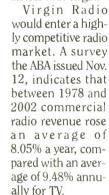
only new licenses to be made available during the next decade will be the three that Branson named.

According to regulator the Australian Broadcasting Authority (ABA). the process for the new licenses for Sydney and Brisbane will commence in February, with auctions proposed for April. The allocation process for the new license in Melbourne will commence in May.

Industry insiders say the licenses are expected to fetch \$60 million Australian (\$43.2 million) to \$70 million Australian (\$50.4 million)

each at auction.

Since its 2001 launch, DMG Radio Australia has paid more than \$250 million Australian (\$180 million) for the five licenses around the country, which now operate as Nova stations, DMG Radio Australia managing director Thompson says he is not interested in alliances with Virgin.



Virgin has denied recent press reports in Australia and the U.K. that it was purchasing 50% of publicly listed Syd-

ney broadcaster WorldAudio.

HANDLIN: STATION COULD FORCE OTHERS TO PLAY NEW MUSIC

WorldAudio operates 15 AM stations nationally. In November 2003, it issued a statement to the Australian Stock Exchange claiming it had "sent information currently in the public domain in relation to [its] business plan and financial status to the Virgin Group." The statement also said: "Sir Richard Branson's office has contacted the company.

But a London-based spokeswoman for Virgin Group denies that there have been any discussions between Virgin and WorldAudio. She adds that Virgin is studying a variety of business options in Australia.

#### **TO OUR READERS**

Global Music Pulse will return next issue.

SOMEDAY NICKELBACK RDADRU

MA RIVALE

NEVER LEAVE YOU P.I.M.P. 50 CENT INTERSCOPE

16

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## **Danna Writes 'Gospel'**

#### Canadian's Orchestration Incorporates Period Instruments

#### **BY LARRY LeBLANC**

TORONTO—North American exposure for Canadian composer/producer Jeff Danna's latest work is set to increase as the release of biblical movie "The Gospel of John" spreads this month.

Danna's soundtrack for the film puts chants and specialty instruments from biblical times into a modern orchestral setting. "The Gospel of John" is produced by Toronto-based Visual Bible International and directed by Philip Saville.

A Canadian-British production, the film premiered Sept. 11 at the 2003 Toronto International Film Festival. It subsequently opened in about 80 theaters in North America, its release slowed by more populist seasonal fare.

"We'll be more aggressive with opening the film [in North America], starting in mid-January," promises the movie's Toronto-based executive producer. Garth Drabinsky.

The soundtrack was released on the California-based Varèse Sarabande label in the U.S. last Nov. 25 and Dec. 2 in Canada. Varèse Sarabande is distributed in the U.S. by Universal and in Canada by Torontobased Outside Music.

"It's one of the greatest film scores in years," Drabinsky boasts.

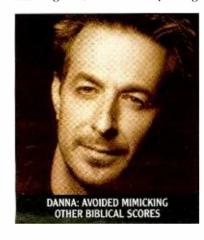
#### **GREAT PREPARATION**

The film's Toronto-based music supervisor, Stephen Cera, and Los Angeles-based Danna were meticulous in creating the music. Danna's previous soundtrack credits include the Miramax/Lion's Gate film "O," "The Kid Stays in the Picture" (the U.S.A. Pictures biopic of film producer Robert Evans) and the Warner Bros. TV series

"Kung Fu: The Legend Continues."

"We were really tough on Jeff," Drabinsky recalls. "We were looking for a haunting, mystical and romantic music soundtrack that would transport people back to this era."

Music research for the film took more than a year. Cera searched through music libraries and sound recording archives in Canada, Israel and England, as well as exploring



Internet sources. He also consulted with an eight-person advisory panel of prominent scholars of theology and religion from throughout North America assembled to advise the film's producers.

"When I got on board the project, there already was a wealth of material available to me," Danna says. "I took what Stephen had done and went with it."

Danna was determined not to recreate scores of the great epic biblical films of the past, notably of the '50s. "Those scores hinted at the geography and hinted at the musical language of the time but didn't really delve into them," he explains. "I

wanted to feature instruments from that place and that era."

Prior to sessions at Air Studios in London with orchestrator/conductor Nicholas Dodd in July 2003, Danna and Cera went to the city to meet possible musicians for the project.

Danna filmed many of the musicians discussing their aged instruments. "I knew the best way to [compose and record the music] was to get the players to talk about their instruments," he says.

#### **AS THE ROMANS DID**

Seeking to reflect the Roman influence on the period that the film depicts, Cera and Danna discovered Praecones Britanniae, a Cambridgeshire, U.K., group specializing in the music of Roman times. The pair duly incorporated the group into the soundtrack.

The ancient Hebrew instruments featured in Danna's score include the shofar, a ram's horn used to signal or announce arrival; sistrum and timbrels (early precursors of the tambourine); harps (known as psalteries); the *rabab*, a bowed, three-string fiddle; and a variety of *neys* (ancient flutes).

Chants sung in Aramaic—the language of Jesus and of the first Christian community in Jerusalem—figure substantially in Danna's musical score. He says he wrote orchestrated pieces around the biblical-era chants "to give them the emotional context of the scene."

Danna says that having to musically represent Jesus was the most challenging aspect of his commission.

"When I'm scoring a film my job is to get inside the characters' [heads]," Danna says. "There were nights I thought, 'This man changed the world.' It was humbling."

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## **Festivals**

Continued from page 47

the 120,000 tickets for the 33-year-old Glastonbury Festival sold out in a record 24 hours in summer 2003.

The 55,000 tickets offered for MFMG's 2003 Reading Festival sold out in a week. Benn says it took one month to sell it out in in 2002. He adds that MFMG's Leeds Festival, held the same August weekend as Reading, was a hit despite being forced by environment regulators to change venues.

MFMG is now looking to push into continental Europe. It kicked off in 2003 with Doctor Music Day, a one-day festival at Barcelona's Olympic Stadium.

"What we want now is a camping [overnight] festival in Spain," Benn

explains. He also plans a simultaneous festival in Germany, similar to the Reading-Leeds scenario, where the same bills play twin events on alternate days of a weekend.

Individual major stars might fill large stadiums or arenas. But for the same \$75-\$100 ticket prices as a major indoor gig, a big festival can offer 50 acts headlined by international names like Coldplay, Metallica, Radiohead, R.E.M. and Red Hot Chili Peppers to an audience of between 30,000 and 100,000. All those acts are now regulars on Europe's festival circuit.

#### ADDING VALUE

In 2003, several festivals injected more life into their established events by introducing new activities.

Sweden's Hultsfred, for example, launched two new stages: the 5,000-capacity Atlantis tent and Euphoria, a 1,500-capacity outdoor stage dedicated to dance music.

Similarly, Swiss festival Open Air St. Gallen introduced Guestclub, an 800-capacity tent featuring local and international DJs.

A unique selling point for annual Danish festival Roskilde is a growing reputation it has as a vacation destination for music fans. In 2003, the festival organizers offered visitors a 10-day Roskilde experience, including the June 26-29 music festival.

Besides the main stage performances, Roskilde has added several new features in recent years. Those have included an associated arts fair, a skateboard park and a stage devoted to electronic music.

The growing number of festivals mean greater competition for the most popular acts—and for audiences.

Folkert Koopmans, managing director of Hamburg-based Scorpio Konzertproduktionen, notes that in 2003 it added a third day to its flagship German festival Hurricane,

www.americanradiohistory.com

solely to ensure a spot for highly coveted EMI act Coldplay.

But Koopmans concedes that the event attracted 5,000 fewer spectators in 2003, slightly hurting its profit margin.

#### **OUTSIDE COMPETITION**

Germany's two largest annual rock festivals—Rock im Park in Nürnberg and Rock am Ring in Nurburgring—are organized by Frankfurt-based promoter Marek Lieberberg Konzertagentur. The two German festivals will take place June 4-6 this year.

The 2004 edition of Rock am Ring had to switch from its original dates to avoid clashing with a Formula 1 motor racing event at the same Nurburgring location.

Indeed, competition from other entertainment and sporting events in the European summer is an everpresent problem.

Jan Smeets, organizer of 34-year-

old Dutch festival Pinkpop, notes that his three-day event did not sell out in 2003. "We had 16,000 fewer guests, because there is so much to do in the Netherlands," he says.

Smeets' solution has been to encourage regular Pinkpop regulars to vote online for the acts they would like to see in 2004.

In addition, he plans to keep ticket prices at the same level as they were in 2003. One disadvantage of that, Smeets concedes, is that "it means we shall have to say 'no' to some acts we can't afford, even if the fans vote for them."

Nonetheless, Rapino says, "Talent in 2003 was at a record-high level, with more artists touring Europe than one can remember. So filling festivals with quality talent was not an issue.

"The established festivals stay true to their audience and artists," he says, "and have taken the time to grow and nurture into established brands."

## NEWSLINE ---

The Dutch Supreme Court dismissed a long-running legal challenge Dec. 19 to shut down peer-to-peer service Kazaa. The court rejected demands from Dutch music copyright organization Buma-Stemra that Kazaa stop offering unauthorized downloads and that future versions of the software be modified so that copyrighted materials cannot be exchanged over the network. The Dutch decision means that the developers of the software cannot be held responsible for how individuals use it. It confirms a March 2002 ruling by the Amsterdam Court of Appeal (Billboard Bulletin, March 29, 2002). Kazaa founders Niklas Zennstrom and Janus Friis called the latest ruling a "historic victory for the evolution of the Internet and for consumers." In a statement, the International Federation of the Phonographic Industry said the ruling will "almost certainly be overtaken by future decisions based on a full airing of the facts."

Israel's first all-Israeli music cable and satellite channel launched its first full broadcast schedule Dec. 21. Music 24 launched a limited schedule of round-the-clock videoclips in July 2003 to approximately 1.4 million cable and satellite TV subscribers. The daily schedule has now been completed by seven new evening shows, all produced in-house by its owner, the Israel Music Group.

SASHA LEVY

**EMI Music Denmark** has confirmed that president Michael Ritto is to exit (Billboard Bulletin, Nov. 11, 2003). He will be succeeded by Lars Toft, who has been named managing director, effective March 1. Toft, currently an executive at Danish furniture company Fritz Hansen, will report to Thomas Hedstrom, CEO of EMI Music Continental Europe. Ritto has been with EMI since 1992, when Capitol Records Denmark merged with Medley Records, of which he was joint partner.

CHARLES FERRO

Police seized counterfeit music, video and software product worth an estimated £10 million (\$17.4 million) Dec. 14, during a major antipiracy operation at Ingliston market near Edinburgh Airport in Scotland. Eighteen people were arrested in the operation, which was supported by the British Phonographic Industry, the Federation Against Copyright Theft and gaming trade body ELSPA. More than 100 police officers took part in the raid, in which CDs, DVDs plus business and game software were confiscated.

LARS BRANDLE

## **EMI Spain Takes Aim**

#### New GM Bosé Targets Reversing Market-Share Decline

#### BY HOWELL LLEWELLYN

MADRID—The new GM of EMI Music Spain has been put in charge of reversing an almost-50% decline in market share during the past two years.

Simone Bosé, who was named GM of EMI Spain's front-line operations in November, says his long-term aim is to "reposition EMI Spain to European levels."

The company currently has a market share of around 9% in Spain, Bosé says. "To be in line with other European EMI operations, we should have a 14% or 15% market share. In 2001, EMI Spain had a 17% market share," he adds.

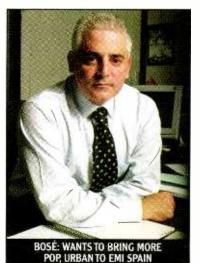
Bosé was appointed to his newly created post by Emmanuel de Buretel, London-based EMI Music Continental Europe chairman/CEO, in a shake-up of the Spanish company's operations.

#### **REORGANIZING THE ROSTER**

To revive EMI Spain's fortunes, Bosé wants to bring more urban and pop music to its roster.

"We need hip-hop, modern blues, R&B and contemporary pop-rock, plus a certain return to pop acts like [successful 1980s Spanish act] Mecano," he says. "We don't have [pop] artists like [U.K. acts] Blue and Atomic Kitten—there is too much prefabricated music [in Spain] at the moment."

Bosé most recently headed his



own label, Bajamusic. He has worked in the music industry since 1985, with spells at BMG Ariola, Sony Music Spain, Capitol EMI Music Group and PolyGram/Universal. In his new role, he oversees EMI Spain's marketing, A&R, sales and business affairs operations.

Bosé reports to EMI Spain president Chacho Ruiz, who moved to Spain in early 2001 after a spell as president of the company's Argentina affiliate. Both are based in EMI Spain's headquarters about 12 miles outside Madrid.

The de Buretel-led restructuring includes the integration of the company's Capitol and Virgin marketing divisions, although the labels have

retained separate A&R structures and artist rosters.

After the restructuring, Javier Liñan remained as head of Virgin A&R, and Diego Torán kept the same post at Capitol.

Bosé says that for now, the ongoing integration of Capitol and Virgin does not mean job losses. "The front office has a sufficient dimension now," he says, "although the back office may need some adjustment."

The shake-up saw two former Virgin Spain executives taking overall responsibility for marketing at EMI Spain.

Virgin director of local marketing María Cruz Laguna and director of international marketing Celia Carrillo were named to the same roles at EMI Spain. Both report to Bosé, as does Jorge Maldonado, who moved from Capitol local marketing director to EMI Spain promotion director.

"EMI Spain has suffered too many interruptions recently and needs time to mark out its objectives so that all the company works in the same direction," Bosé says.

The company also aims to develop new business in multimedia, online, mobile-phone operations and DVD, he adds.

Capitol's leading domestic artists in Spain are Camela, Luz Casal and Enrique Bunbury. Virgin's main domestic artists are Amaral, Enrique Morente and his daughter, Estrella Morente.

## **Indies**

Continued from page 47

"Even though our structures are more flexible, the fact that we don't have catalog and publishing to fall back on means that we're more vulnerable than the majors," says Milanbased Stefano Senardi, CEO of Edeldistributed NuN Entertainment.

Senardi predicts that the next 12 months will be tough for all sectors of the record industry. Now more than ever, the independent sector must start pooling its resources for distribution, promotion or even live work, he says.

#### MARKET SHARE GROWING

Nar International GM Mario Limongelli is a VP of local International Federation of the Phonographic Industry affiliate FIMI. He says that overall, "the indies' share of the Italian market must be over 20%."

Limongelli is credited within the industry for helping lead a gradual exodus of independent labels into the organization from older rival AFI and elsewhere.

Sangiorgi estimates that there are

currently 400 to 500 indie labels in Italy. "Of those, 115 are members of FIMI, and 150 or so are with AFI," he explains. Others are affiliated with a more "grassroots" group, AudioCoop.

New labels are adding to the numbers on the thriving Italian indies scene. Milan-based indie Sk-eye, for example, launched early in 2003 and has already enjoyed chart success here with model-turned-singer/songwriter Carla Bruni (licensed from French indie Naïve).

"Sure, this is a risky time to go into business," GM Marco Alboni says, "but it's also one that presents great opportunities."

Mauro Buttinelli, founder of Edeldistributed Rai Trade, calls launching an indie label an act of optimism, comparing it to the beginning of a love affair.

"Coming to Faenza," Buttinelli says, "and seeing the success stories helps the smaller and younger labels understand that you can build something that will last."

MEI has contributed to the indies' growth, Sangiorgi says, by encouraging the smaller Italian labels to think and act like entrepreneurs. "Seven or eight years years ago, they would have been considered losers," he says.

### Air

Continued from page 47

ident/CEO Emmanuel de Buretel says the company anticipates selling around 1 million copies of the new album

Reflecting on the contract situation, he says EMI is "going to launch this record big time, there's no question of that. But business is tough, so I need people to say 'I'm with you.' With Air, we're investing a lot, doing a huge tour, so it's only natural that I know [whether] I have three more albums to develop."

Dunckel claims the act has lost its "affinity" with Virgin. "You shouldn't work an album differently just because it's the end of a contract," he says. "We thought our record company would have a more long-term vision of things."

Nonetheless, Godin says, "If we can negotiate good terms, we'll stay."

"Talkie Walkie" contains three instrumentals and seven vocal tracks. Each of the latter feature Godin and Dunckel singing, rather than the guest vocalists featured on the earli-

er albums. Radiohead producer Nigel Godrich helmed the new album, and Air credits him for stripping the songs down to their simplest pop elements in postproduction.

"Our first two albums were the thesis and the antithesis," Godin says. "From that point onwards, we could do whatever we wanted. We wanted to stop being cynical and distant about what we do.

"We wanted to embody the music, make it more human and position ourselves as artists rather than just 'producers.' Before, we'd release a product. Now, we release 'ourselves.'"

#### **GOOD COMMERCIAL POTENTIAL**

This new accessibility suggests that the new album "can sell as many as 'Moon Safari' [which is 1.8 million copies]," says Air's Paris-based comanager Marc Teissier du Cros. He manages the band with partner Stephane Elfassi; the two also run Air's own independent label, Record Makers, along with the act.

EMI France's export division is coordinating the international marketing plan, which will target existing Air fans and attempt to reach a new audience.

The campaign will be heavily

media-led: The duo has been giving interviews since early November 2003 to the music press, lifestyle magazines and national press. Internet initiatives will also tie in with the album's release. In addition, the first 250,000 copies of "Talkie Walkie" worldwide will include a live DVD.

The album's lead single, "Cherry Blossom Girl," will arrive in continental Europe and Canada Jan. 19; in the U.K., it will be available only as a download. A second single, "Surfing on a Rocket," will be released worldwide in April.

In Europe, the aim is to get the two singles onto major radio playlists, but the U.S. focus will be on college radio. "The singles market [in the U.S.] is very difficult," Virgin France export manager Thomas Lorain concedes.

Air will tour extensively around the album's release. After January dates in Japan, it plays Europe in February/March, then the U.S. in April, ending up at the May 1-2 Coachella festival in Los Angeles.

The act is booked internationally by Clive Underhill Smith at Londonbased agency Coda and in the U.S. by Marlene Tsuchii-Daltson at Los Angeles-based ArtistDirect. **Connect with the music** industry's most important decision makers in **Billboard Classified** 



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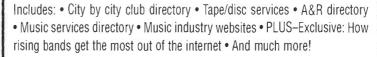
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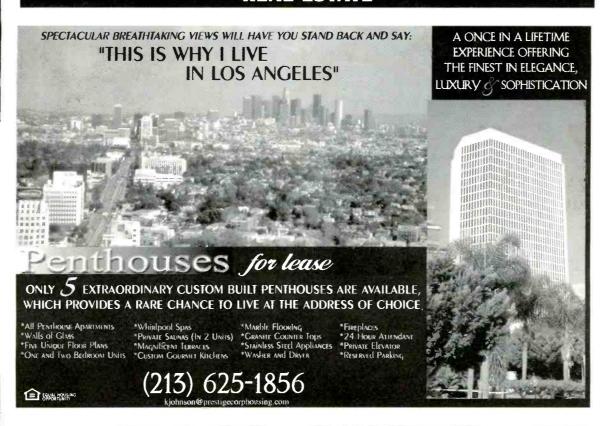


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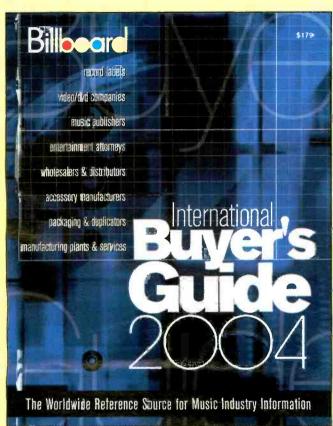
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## **Holiday** Week

Continued from page 5

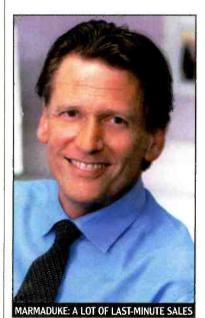
later and later," he says.

Ayers, who owns the three-unit Sonic Boom chain in Seattle, says the holiday selling season does not usually start for independents until mid-December. He called Monday, Dec. 15, the "best Monday we ever had."

Joe Nardone, VP of the Gallery of Sound in Wilkes Barre, Pa., says that while complete results have not yet been tallied, the 11-unit chain is "probably up a little, but not a huge percentage. But it's better than being down."

In Nashville, Scott "Perk" Perkins, VP of retail at the 24-unit Music City Record Distributors, says that for the week of Christmas, the chain eked out a single-digit, same-store sales gain. But for the season, it will post a decline.

Meanwhile, Rick Galusha, president of the four-unit Homer's in



Omaha, Neb., describes the season as "brutal."

In the Northeast, retailers were season that slowed sales.

But when that happened, "you could just feel people getting on their computer and buying online," says one executive with a wholesaler

online stores. "We experienced a big pick-up in sales on

agree that profit margins were much stronger than last year.

Newbury Comics' Dreese says December gross profit margins climbed to 37.4% vs. 34.9% last year.

Similarly, Hastings Entertainlast year, according to Steve Hicks, VP of purchasing.

For Christmas week, album sales totaled 31.3 million versus 26 million last year, meaning sales were up a whopping 20.6% over the same week last year—although this year, Christmas fell a day later. For the five-week period beginning Nov. 24 and ending Dec. 28, U.S album sales were 127.3 million this year versus the 123.6 million scanned last year in the corresponding period, an increase of 3%

Music experienced a comeback at some chains. The Hastings Entertainment chain posted positive numbers for the season.



And for the first time in years, "music was a contributor," Marmaduke says. "We are more optimistic about music than we have been in a while."

On the subject of music sales, retailers are divided. Some say it was a catalog Christmas, while others say it was a hit-driven holiday

But the latter category of merchants could not point to a single dominant title. "There wasn't one

'There wasn't one title blowing anything out of the water, but across the top, there was a pretty good mix.'

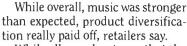
—JOE NARDONE, GALLERY OF SOUND

title blowing anything out of the water," Nardone says, "but across the top, there was a pretty good mix.'

If there was one surprise title, the OutKast album was cited by a number of merchants, though they all stopped short of proclaiming it a huge hit.

David Massry, president of the 38unit Ritmo Latino chain based in Tinton Falls, N.J., says that in the Latin music area, "it was more a catalog Christmas.'

But he adds that preliminary



While all merchants say that the DVD category fulfilled high sales expectations, Hastings' Hicks adds that book sales surprised the chain.

Books came out of nowhere and led our increases relative to where they were earlier in the year," Hicks says. "DVD was extremely strong, but [it] had been all year."

And Rob Perkins says profit margin improvements at the Value Central chain were driven by product mix changes. The chain, which recently emerged from Chapter 11

protection, spent the year adding new product lines.

In trend merchandise, the hottest items were licensed from the Orange County Choppers' reality TV show, which follows the goings-on at a motorcycle shop in Rock Tavern, N.Y.

Another hot item was the Happy Bunny, a cute rabbit that utters sarcastic comments.

DVD boxed sets were also extremely popular. Merchants who ran out of stock early in the season were out of luck. The manufacturing and assemblage of boxed sets' elaborate packaging prevented the pipeline from being replenished in time for



the late Christmas rush.

Music distributors are also said to have had the same problem with boxed sets. But in a new twist, some independent distributors say they experienced reorders later in the holiday season than they ever have before.

"I am pleasantly surprised with

the high volume of orders still being sent in from accounts this late in December," says Rob Scarcello, VP of sales and marketing at Koch Entertainment Distribu-

Retailers expect continued strong holiday sales during New Year's week.

Rob Perkins says, "We still have another week for sales to grow. [Christmas week] benefited from the way the calender worked. You should have a similar effect [New Year's week].

hit with two snowstorms early in the

that provides fulfillment to

#### **HEALTHY MARGINS**

Retailers overwhelmingly

ment posted higher margins because it did not have to get as aggressive in sale pricing as it did computations indicate that the chain finished up on a same-store basis for the season.

Bryan Everitt, director of music at Hastings Entertainment, says that boxed-set and music-DVD sales were extremely brisk and that Christmas music had a "great year."

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## Surround Sound Gaining In Popularity

#### BY CHRISTOPHER WALSH

Although multichannel music has not registered with consumers as much as proponents had hoped, the year 2003 ended with more promising signs for its future.

Many classic albums were released on the DVD-Audio and Super Audio CD (SACD) formats, while the home theater phenomenon continued, fueled by DVD-Video's continued extraordinary success and the emergence of 5.1-channel broadcasting. exemplified by the 45th Grammy Awards telecast (Billboard, Studio Monitor, Dec. 27, 2003).

Last month, the Surround Music Awards were announced at the Beverly Hilton Hotel in Los Angeles during the fifth annual Surround Professional Conference. In addition to the late Frank Zappa and Led Zeppelin being honored as surround pioneer and sur-

round artist of the year, respectively, a number of DVD-A and SACD titles competed in various categories.

As demonstrated by the abundance of competing recordings—mixed or remixed in surround sound for DVD-A or SACD—more engineers, producers and artists have explored the realm "beyond stereo," achieving a new and more compelling listening experience.

Most adventurous mix went to DTS Entertainment's DVD-A of "The Wraith: Shangri-La" by Insane Clown Posse, mixed by Nathaniel Kunkel and Mike Puwal.

In a tie, best mix, non-orchestral went to "The Game" by Queen-also a DVD-A from DTS Entertainment, mixed in 5.1 by Justin Shirley-Smith -and Alison Krauss + Union Station's "Live" (Rounder), an SACD recorded and mixed by Gary Paczosa.

Steely Dan's DVD-A of "Everything Must Go," mixed by Elliot Scheiner,

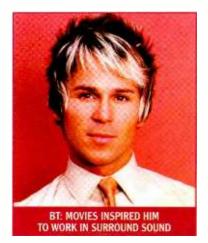
won best made-for-surround title, while Dutch rockers Kane won horizon artist of the year with the SACD "So Glad You Made It," mixed by Ronald Prent.

Not surprisingly, "The Dark Side of the Moon" by Pink Floyd, remixed by James Guthrie and released on SACD in 2003, took several honors, including best multichannel reissue and best

#### A MORE NATURAL SOUND

The confluence of veteran and upand-coming audio professionals, and of remixed classics and recordings made with surround sound in mind, bodes well for multichannel music. The latter group was exemplified by composer/remixer BT, who delivered the conference's keynote address.

'It was film that actually got me motivated to mix a record in surround sound," says BT, whose score for the upcoming film "Monster" was conceived in 5.1-channel sound, "But I



was interested in it prior to that. All of my favorite composers have been masters of setting, of setting a space for a piece of music. It's much more akin to

a physical place than song. Be it Wagner, Stravinsky or Cocteau Twins, or [Robert] Fripp and [Brian] Eno, all my favorite composers have been trying to make something that sounds like this, except coming out of two speakers.

"Modern recorded music," BT continues, "is the only way that we're ever approached by a sound source from one direction. It's hyper-unnatural: we're used to it now, because stereo music has been the norm since the late '60s, but it's very unnatural.

'Symphonie Fantastique' [by Hector Berliozl was written in the 1800s and was written for the brass players [to be situated] at the rear of the auditorium. So it has been an idea on composers' minds for literally hundreds of years, but this is the first time you're able to experiment with that sort of thing and reach the public in the way the composer intended. I just find it extraordinarily exciting.'

## 'Beautiful' Nom Marks Lifelong Goal For Perry

"I knew when I wrote 'Beautiful' that this song was going to be special," Linda Perry says. "It's very exciting, and I feel so blessed."

Perry, lead vocalist on her group 4 Non Blondes' early-'90s hit "What's

additional tracks on "Stripped" itself a nominee for best pop vocal album-as well as multiple tracks for Pink (including "Get the Party Started"). Jewel. Angélique Kidjo, Faith Hill, Solange Knowles and Lillix.

More recent sessions will yield uncoming albums by Courtney Love, Gwen Stefani and actress Juliette Lewis.

> Perry's production wizardry is revealed, in part, at Enterprise 2 in Burbank, Calif., a spacious tracking

room stocked with Neve preamplifiers, vintage outboard equipment including Fairchild limiters and Pultec EQs, classic Gibson guitars and Vox amplifiers, and analog tape.

"I also go to Pro Tools," Perry says, "because I'll listen back and sometimes favor a sound from the Pro Tools, but I love tape.'

Another component is the influence of Bill Bottrell, who produced Perry's solo album, "In Flight." Though commercially disappointing, the project held a larger reward.

> "His interpretation of music is so unique to me," Perry says. "He told me, 'There's no right or wrong. What makes a great producer is vou make the sound that you hear, not what everybody else hears.

That will make you unique.' It was really disappointing, because I really love that record, but it doesn't matter because I walked away with something so much greater. He taught me everything.

Perry's transformation from singer to producer has stimulated a profoundly positive, personal change as well, she says, one reflecting the essential collaborative skills inherent in the latter role.

"When I was Linda Perry the singer, I was not open to collaboration at all," she recalls. "I would say it was out of a threat and insecurity about somebody trying to make something of mine better, that I wasn't doing a good-enough job. I didn't want to have that realization.

"When I became a producer, a whole other freedom came with that I'm more diplomatic, patient, understanding and open to the person," she says, "because it's not about me anymore—it's about try-



ing to find the person I'm with. That has been a wonderful growth in my life, because it has changed

my whole perspective on everything. My whole mood towards people is completely different.'

## JANUARY 10 Billboard 5 PRODUCTION CREDITS

#### **BILLBOARD'S NO. 1 SINGLES (JANUARY 3, 2004)** CATEGORY **HOT 100** COUNTRY HEY YA! YOU DON'T KNOW MY THERE GOES MY LIFE TITLE Kenny Chesney/ B. Cannon, K. Chesney Alicia Kevs/ STANKONIA (Atlanta, GA) TREE SOUND RECORDING STUDIO(S) DUAD RECORDING THE TRACKING ROOM @ (New York) Tony Black (Norcross, GA) LARRABEE NORTH (West Hollywood, CA) John Frye, Robert Hann CONSOLE(S) DAW(S) SSL 9000 J SSL 4000 G. SSL 4064 G+ SSL 9000 J MULTITRACK RECORDER(SI/PLAYBACK MEDIA Sony 3348 Pro Tools, Pro Tools HD Pro Tools Pro Tools, Pro Tools HD, Glyph EZQuest Quantegy 467 Pro Tools HIT FACTORY MIX DOWN STUDIO(S) LARRAREE NORTH LOUD (Nashville, TN) (New York) LARRABEE WEST Engineer(s) Neal Pogue, Kevin "KD Sony Oxford OXF-R3 SSL 9000 K, SSL E/G CONSOLE/SI/DAW(S) Ampex ATR 102. Pro Tools Pro Tools MIXDOWN RECORDER(SI/MEDIA Pro Tools MIX DOWN Quantegy 499, Pro Tools Mix Plus, BASF GP9 MASTERMIX BERNIE GRUNDMAN HIT FACTORY MASTERING (Nashville, TN) Hank Williams (Los Angeles) Brian Gardner Herb Powers, Jr BMG BMG CD/CASSETTE MANUFACTURER

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glued to the TV, completely in awe. The next day, I set a goal for myself: 'One day, I'm going to win one of

performance, is just one of Perry's recent, notable productions. She wrote

**By Christopher Walsh** cwalsh@billboard.com Up," has transitioned from singer to

highly sought producer. That transition notwithstanding, she remains a songwriter, and with "Beautiful" featured on Christina Aguilera's "Stripped" and a nominee for song of the year for the 46th annual Grammy Awards—a lifelong dream is one step from becoming reality. When I was 7 years old, I saw

the Grammys for the first time. Perry recalls. "I don't know what it was, but I was just

"Beautiful," also nominated for best female pop vocal and produced three

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## Songwriters & Publishers

## TV, Film Synch Deals Boost Exposure, Revenue

BY JIM BESSMAN

The second installment of a two-part Billboard survey.

During the past year, music publishers have been forced to rely more heavily on film and TV placements in the wake of declining mechanical revenue.

Sony/ATV Music Publishing president Richard Rowe reports prominent TV placements, specifically "The Dead Zone," which uses Jeff Buckley's "New Year's Prayer" as its main title, and Sugar Ray's version of Joe Jackson's "Is She Really Going Out With Him?" as the main title of "I'm With Her."

TV commercial usages have been important for Sony of late as well, most notably Alannah Davis' version of Stephen Still's "Carry On" for Sony Electronics, which Sony Music has released as an online single in an example of "true synergy," Rowe says.

As for film placements, he says, "as far as we're concerned it's one of the most important growth areas that we have—now and for the foreseeable future—so it's of the highest priority in making up for the decline in mechanical income."

Recent successes in this area include the Elvis Presley classic "Suspicious Minds," the main title for "Intolerable Cruelty," and Kazzer's

"Pedal to the Metal," which is in "The Italian Job" and was co-written by Sony/ATV writer Brian West.

#### **GREAT FOR CATALOG**

Famous Music Publishing VP of film and TV music Stacey Palm notes that the number of soundtrack albums being released has decreased. "However, there has been an increase in the number of song spots in film and television projects," she says, "and we get an opportunity to exploit a good portion of our back catalog as well as our current artist/writers."

She adds that film and TV remain "one of the best ways to gain exposure on our 'yet to be discovered at radio or MTV' acts, especially when the project reaches the artists' target demographic. These licenses can be extremely beneficial to the artists and to our company."

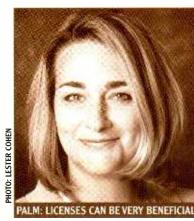
Palm lists "School of Rock," "The Fighting Temptations," "Seabiscuit" and "Bruce Almighty" among notable film usages for Famous in 2003. She adds that songs from the band P.O.D. were used in a number of trailers and films, including "The Matrix Reloaded," "Lara Croft Tomb Raider: The Cradle of Life."

Warner/Chappell Music senior VP of film and TV music Brad Rosenberger takes particular pride in having Led Zeppelin's "Immigrant

Song" in "School of Rock."

"We're very pleased whenever we can get the Zep to say yes," he says, adding that the film's star, Jack Black, taped a personal plea to the band to use the song.

But while Rosenberger notes that Warner/Chappell licensed "tons of stuff" for films during the past quarter, "everybody's concerned with budgets—and



soundtrack albums have not really performed that well in the last few years."

But "every movie and TV show still uses a lot of music and inspires a lot of music," Rosenberger hastens to add.

TV especially inspired a lot of blues music licensing, thanks to the PBS series "The Blues." This has proved a boon for blues-heavy Arc Music Group, copyright/licensing VP Kenneth Higney notes.

"It included songs from our catalog by our writers J.B. Lenoir, Howlin' Wolf, Sonny Boy Williamson, John Lee Hooker, Chuck Berry, Jimmy Rogers, Little Walter, Koko Taylor, Bo Diddley, Etta James and Sister Rosetta Tharp," Higney says.

He adds that the "Godfathers and Sons" episode focused on the whole Chicago blues/Chess Records legacy handed down by Arc owner Marshall Chess' father, Leonard Chess, legendary co-founder of Chess Records.

Arc copyrights also surfaced steadily in "American Dreams," Higney says, "since their stories are our catalog."

Spirit Music Group president Mark Fried hails the usage of such classic catalog. "Perhaps the best news, particularly for resourceful independents, is that music supervisors and the film and television music departments they serve are as open to classic songs and hip new artists as A&R guys used to be," Fried says.

"I would go as far as to call these folks the 'new A&R,' since their creative decisions allow songs and artists exposure to the largest captive audiences available. The obvious upside in all this is that publishers are able to provide their clients both a consistent and meaningful revenue stream and a means to revitalize or expose their most promising work."

Fried further lauds the trend by music supervisors "tired of turning to a small pool of overused hits" to actively search for "lesser-known gems performed by familiar artists."

Hence, Spirit has recently placed Pure Prairie League's 1980s country-crossover hit "Let Me Love You Tonight" in "How to Deal," Noel Pagan's '80s dance track "Silent Morning" in "American Splendor" and Friends of Distinction's '70s soul classic "Going in Circles" in "Radio."

"It's the first time any of these songs had been synched to wide-release feature films," Fried says. But he adds that "as record companies, major publishers and even management companies continue to consolidate and leave writer/artists limited ways and means to break out, we find that smart synch licensing is the best artist-development tool around."

Here he singles out U.K. act Junk's "Life Is Good" in the "Agent Cody Banks" movie and soundtrack, as well as songs by rock group the Mooney Suzuki in "School of Rock" and TV series "Smallville."

Fried concludes, "These uses, when properly tied to Web sites and publicity machinery, went a long way in establishing a meaningful fan base for the artists."

## Posthumous Grammy For Clooney Would Be Her First

The late **Rosemary Clooney** was nominated for a Grammy Award many times during her illustrious career, yet never won—much to her chagrin.

"She always wanted a Grammy," Clooney's longtime manager **Allen Sviridoff** says. "But almost every time she was nominated she was in competition with **Tony Bennett**—and almost every time, Tony took it away."

Clooney died June 29, 2002, but is up for a Grammy once again with her posthumous release "The Last Concert" (Concord), a best

was largely due to fate, Sviridoff asserts.

"The Honolulu Symphony Pops wanted an album deal, so we were doing a test recording to show the record company what they sounded like," Sviridoff says.

The Pops was taping its entire 2001 season to submit a representative sampler to the label. Meanwhile, Sviridoff had booked Clooney on a Hawaiian vacation, at the end of which she agreed to sing a couple

of concerts.

"We had no intention of making a [Clooney] record, but it was incredible how beautiful the orchestra played and how beautiful she sang," Sviridoff recounts. "There isn't a fixed vocal because we didn't think to issue it until after she passed—and we realized that we had her last recording."

But "The Last Concert" is special for its content, too.

"What makes it unique is that it's all live and has wonderful dedications like 'The Singer,' a song for one of her favorite people—Frank Sinatra—that her drummer [Joe Cocuzzo] wrote [with pianist Vincent Falcone Jr., who also worked with Clooney]. And it also has her version of 'God Bless America'—the epitome of beauty and

strength. She sang it a lot, and people always asked her to record it, but she never did, and it's the last song on the album—recorded two months after 9-11."

The rest of the set, Sviridoff continues, "is really a journey of her life," marked by stage patter "that captures her story and humor—for she was one of the funniest women on the stage."

In keeping with tradition, Clooney is again up against Bennett, whose "A Wonderful World" album with **k.d. lang** is nominated, as are **Rod Stewart's** "As Time Goes By . . . The Great

American Songbook: Volume II," **Barbra Streisand's** "The Movie Album" and, most ironically, **Bette Midler's** "Bette Midler Sings the Rosemary Clooney Songbook."

Noting that her career commenced before the Grammy Awards were instituted, Sviridoff recalls Clooney's last Grammy nomination, for her 2001 album "Sentimental Journey," which also featured Big Kahuna & the Copa Cat Pack. It fell to Bennett's "Playin' With My Friends: Tony Bennett Sings the Blues" in the best traditional pop vocal album category. But that wasn't the worst of it.

"She had gotten bit by a mosquito and got encephalitis and was [hospitalized] with a 107-degree fever," Sviridoff says. "She was in a coma, but she came out of it during the Gram-

mys and said, 'Do you know what I was dreaming the whole time? That eight Tony Bennetts were standing around me with Grammys in their hands and handing me one."

Sviridoff now dreams that Clooney will finally receive her long desired and deserved first Grammy win. It should be noted, however, that in 2002, the National Academy of Recording Arts and Sciences presented her with a Lifetime Achievement Award honoring "her unique and individual vocal style that combined skillful phrasing, subtle timing and an honest relationship with the lyric, making her one of the great interpreters of the American popular song."





traditional pop vocal album nominee.

Recorded Nov. 16, 2001, in Honolulu with the **Honolulu Symphony Pops** and **the Big Kahuna & the Copa Cat Pack** big band, the concert indeed turned out to be Clooney's last major concert performance.

That the album was actually made, though,

56 www.billboard.com BILLBOARD JANUARY 10, 2004

Twista earns first top 10 on R&B/Hip-Hop Singles & Tracks







Jive's Three
Days Grace
returns to No.
1 on Top
Heatseekers

SALES / AIRPLAY / TRENDS / ANALYSIS

## Year Ends On High Note

Although industry-wide album sales were down from the same weeks of last year in the two stanzas prior to Christmas, an extra gift-shopping day during the holiday frame closed 2003 on an up note.

With the holiday shifting back a day, from Wednesday in

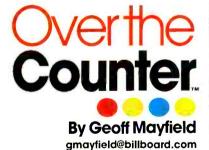


2002 to Thursday, album sales are up a whopping 20.6% over the same week of the prior year (see story, page 5). The final week's splurge more than compensates for the 5.8% deficit seen the week before the Christmas frame or the 0.5% gap of the year's 50th week.

Further, the 31.3 million album units sold

during this Christmas also exceeds those of the holiday week in 2001, when Dec. 25 fell on a Tuesday. There were 24.8 million sold that week and 25.9 million tallied during Christmas week 2002.

The strong holiday rally closes the year's album sales down to a gap of just 3.6%, the smallest lag behind prioryear sales that the industry has seen in 24 months.





Add up the last two shopping weeks of 2003, and the 63.4 million album units sold in that period beats the same window of 2002 by 5.6%, when Nielsen SoundScan had the year's final two weeks clocked at 60 million copies.

Although chart-topping **OutKast**, **Alicia Keys** and **Britney Spears** (at Nos. 1, 2 and 10, respectively) are the only acts in the top 10 to show any gain over the prior frame, the last album chart of 2003 is stronger than that which sealed 2002 in every dimension.

There are four albums above 300,000 on the current chart, compared with only one during Christmas week 2002. Each of the current top 10 surpasses 200,000, two more than we had one year ago. The Billboard 200 also has more members in the 100,000-plus club, with 34, vs. 30 in the 2002 finale.

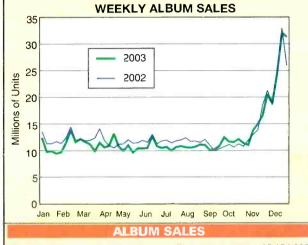
Finally, the No. 200 title stands at 18,000, compared with 13,500 in the last week of 2002. What a difference a day makes—especially when the day in question is an extra one before Christmas.

**HIP-HOP'S SEASON**: One former chart-topper replaces another on The Billboard 200, as a gain of almost 12% pushes **OutKast** past **Alicia Keys**.

BMG Distribution was positioned to win, regardless of which of those two came out on top. And for the second year (Continued on page 60)

## **Market Watch**

A Weekly National Music Sales Report

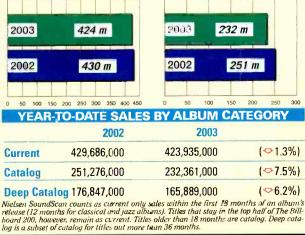


This Week	31,312,000	This Week 2002	25,954,000
Last Week	32,137,000	Change	△20.6%
Change	<b>~</b> 2.6%		
	SINGLES	SALES*	
This Week	280,000	This Week 2002	246,000
Last Week	256,000	Change	<b>△</b> 13.8%
Change	<b>⇔</b> 9.4%		

YEAR-TO-DATE SINGLES SALES (millions

YEAR-TO-DATE ALBUM SALES (millions)





r week ending 12/28/03. Compiled from a national sample of retail st rack seles reports collected and provided by

## Another First For Elton

Is it possible to chart new ground 34 years after first appearing on a *Billboard* chart? If you're **Elton John**, yes.

With a career stretching back to "Border Song" in 1970, John has never had a No. 1 hit on the Hot Dance Club Play chart until this issue. Granted, the dance chart was not introduced until 1976.

Ironically, Elton's first No. 1 on this list is "Are You Ready for Love" (Southern Fried/Ultra), from the **Thom Bell** sessions recorded in 1977.

**FROZEN DOZEN:** The second chart week of 2004 is a slow one, as the top 12 songs on The Billboard Hot 100 remain in place from the unpublished chart of the week before. It's the biggest freeze at the top of this chart since Aug. 28, 1982, when the top 12 singles all held their positions from the previous issue.

This time around, the first title to show any upward movement is "Get Low" (BME/TVT) by **Lil John & the East Side Boyz Featuring Ying Yang Twins**. The former No. 2 song rebounds 18-13. Back in the summer of 1982, the highest-ranked song to climb the chart was **Kenny Rogers'** "Love Will Turn You Around," which inched up 14-13.

This motionless top 12 won't stand another week, as "Hey Ya!" (Arista) by **OutKast** is likely to yield pole position after five weeks to the other song the duo has in the top two, "The Way You Move."





**STELLAR PERFORMANCE**: The seventh **Incubus** song to appear on Modern Rock Tracks keeps the group's record intact, as all seven have reached the top 10.

"Megalomaniac" (Immortal/Epic) is No. 7 in its second chart week, after debuting at No. 10 on last week's unpublished chart. That is the highest debut of Incubus' career on this tally, besting the No. 25 debut of "Wish You Were Here" in the Aug. 25, 2001, issue.

When it comes to top 10 songs, Incubus is tied with **Bush** for the second-longest string of top 10 hits counting from the act's first appearance on the chart. Only **Green Day** has performed better, with its first eight chart titles all reaching the top 10

Of these three acts, only Incubus has an unbroken string of top 10 hits. The group kicked off its career in November 1999 with "Pardon Me," which peaked at No. 3 in April 2000.

Next came "Stellar," which went to No. 2 in September 2000. The follow-up was "Drive," which spent eight weeks at No. 1, starting in March 2001, to become Incubus' biggest hit to date.

"Wish You Were Here" sailed to No. 2 in October 2001. "Nice to Know You" stalled at No. 9 in March 2002, becoming the first Incubus song to miss the top three. "Warning" peaked at No. 3 in July 2002.

'MOUNTAIN' HIGH: "Go Tell It on the Mountain" (Real World/ Narada) is in its fourth week at No. 1 on Top Gospel Albums. It's not only the first No. 1 album for the Blind Boys of Alabama, it's the first appearance on this chart by the septuagenarians. More amazing, the debut comes 64 years after the group's founding.

JANUARY 10 2004	Billboard® THE BI			B		OARD. 200.	
THIS WEEK LAST WEEK 2 WKS. AGO WEEKS ON	Sales data compiled by Nielsen  ARTIST SoundScan Title  IMPRINT & NUMBER/DISTRIBUTING LABEL	PEAK POSITION		LAST WEEK 2 WKS. AGO	-	ARTIST Title IMPRINT & NUMBER/DISTRIBUTING LABEL	PEAK POSITION
	<b>&gt;</b> 營制 NUMBER 1 ≥ 2 4 Weeks At Number 1		40	55 63	65	GOOD CHARLOTTE   The Young And The Hopeless DAYLIGHT/EPIC 86466/SONY MUSIC (18 98 EQ CD)	7
1 4 6 14	OUTKAST ♣ 6  ARISTA 59133* (22 98 CD)  Speakerboxxx/The Love Below	1	50	79 84		LIL JON & THE EAST SIDE BOYZ ▲ Kings Of Crunk  BME 2370*/TVT 1/3 98/17 98)  Kings Of Crunk	14
2 1 2 4	ALICIA KEYS  J 55712*/RMG [15 987/8 98)  The Diary Of Alicia Keys	1	5*	54 27	000	KELIS STAR TRAK \$2132"/ARISTA (12 98/18.98)  Tasty	27
3 2 4 8	TOBY KEITH   2 Shock'n Y'all  DREAMWORKS (NASHVILLE) 450435/INTERSCOPE (12 98/18.99)	1	52	52 48	4-11	PINK A ARISTA 52 (39 (18.98 CD)	9
4 3 3 4	VARIOUS ARTISTS ▲ Now 14 COLUMBIA/UNIVERSAL/EMI/ZOMBA 90753/SONY MUSIC (18 98 EQ CD)	3	53	47 13		MUSIQ soulstar  DEF SOUL 001616*/IDJMG (8.98/12.98)	13
5 7 9 8	SHERYL CROW  ABAM 001521/APTERSCOPE (12 98 C0)  The Very Best Of Sheryl Crow	4	54	58 87		DAVE MATTHEWS ▲  RCA 55167/RMG (18:98 CD)  Some Devil	2
6 5 5 7	JOSH GROBAN   Closer  143/REPRISE 48450/WARNER BROS. (18.98 CD)	3	55	66 77		COLDPLAY ●  CAPITDL \$9014 (74.98 DVD/CD)  Coldplay Live 2003	13
7 6 8 18	HILARY DUFF   Metamorphosis  BUENA VISTA 861006-HOLLYWOOD (18.98 CD)	1	56	50 18		AVANT MAGIC JOHNSON/GEFFEN 001567-/INTERSCOPE (8.98/12.98)	18
8 9 12 5	NO DOUBT The Singles 1992-2003 INTERSCOPE 001495 112 98 CD)	2	57	61 21		BIG TYMERS  CASH MONEY/UNIVERSAL 000815*/UMRG (12.98 CD)  Big Money Heavyweight	21
9 8 1 3	RUBEN STUDDARD  J-MEGIP*/RIMG (12 98/18.99)	1	5E	59 30		THE OFFSPRING COLUMBIA 89026*/SONY MUSIC (18 98 EQ.CD)	30
10 13 10 6	BRITNEY SPEARS   In The Zone  JIVE 53748/ZOMBA (12.98/18 99)	1	59		10	JESSICA SIMPSON ●  COLUMBIA 86560/SONY MUSIC (12:98 Ea CD)	10
	SE GREATEST GAINER SE		60	27 17	. 1	HARRY CONNICK, JR.   COLUMBIA 90550/SONY MUSIC (18-98 ECI CD)  Harry For The Holidays	12
11) 15 24 7	G-UNIT A 2 G-UNIT/SHADY 001993*/INTERSCOPE (8.98/1298)  Beg For Mercy	2	61	42 58	200	A&M 001141/INTERSCOPE (12 98 CD)	3
12 18 23 7	JAY-Z The Black Album ROC-A-FELLA/DEF JAM 001528*/IOJMG (8 98/12 98)	1	62	35 —	2	MEMPHIS BLEEK ROC-A-FELLA/DEF JAM 0032201/DJMG (8-98/12-98)  M.A.D.E.	35
13 12 14 8	SARAH MCLACHLAN A Afterglow ARISTA 50150 [12 987/8 98]	2	63		-10	50 CENT ▲ <sup>6</sup> Get Rich Or Die Tryin' SHAOY/AFTERMATH 493544 */INTERSCOPE (8.98/12.98)	1
14 16 19 6	BLINK-182 GEFFEN 001334/INTERSCOPE (1298 CD)	3	64	83 79		LIMP BIZKIT ● Results May Vary FLIP 001235**/INTERSCOPE (12 98 CD)	3
15 11 11 11	CLAY AIKEN <sup>2</sup> RCA 54838/RMG (18.98 CD)  Measure Of A Man	1	65	48 46	1	ROD STEWART   It Had To Be You The Great American Songbook  J 200339/RMG (12 98/18 98)	4
16 19 25 43	EVANESCENCE  WIND-UP 13063 (18.98 CD)  Fallen	3	66	65 69		MICHAEL JACKSON ● MJJEPIC 88998/SONY MUSIC (12.98/18.98)  Number Ones	13
17 21 31 27	BEYONCE   Dangerously In Love COLUMBIA 86386*/SONY MUSIC (12:98 EQ/18:98)	1	67	57 54		MICHAEL MCDONALD   MOTOWN 000551/UMRG (12.98 CO)  Motown	28
18 10 7 10	ROD STEWART A As Time Goes By The Great American Songbook Vol. II  J 55710*/BMG (15 98/18.38)	2	68	62 68	3	MATCHBOX TWENTY ▲ 2  More Than You Think You Are  MELISMA/ATLANTIC 83612/AG (12.98/18.98)	6
19 25 29 7	SOUNDTRACK   AMARU 001533"/INTERSCOPE (12.98 CO)  Tupac: Resurrection	2	6.9	63 71	61	CHRISTINA AGUILERA ▲ <sup>3</sup> Stripped RCA 68037*/RMG (12:98/18:38)	2
20 28 35 12	LUDACRIS  Chicken*N*Beer DISTURBING THA PEACE/DEF JAM SOUTH 000930*/IDJMG (8.98/12.98)	1	70	26 —		JOE And Then JIVE 53707/ZOMBA (18.98 CD)	26
21 14 15 20	ALAN JACKSON ▲ Greatest Hits Volume II And Some Other Stuff  ARISTA NASHVILLE 53097/RIG [12 98/19:88]	1	71	64 67		COUNTING CROWS GEFFEN 001676(INTERSCOPE (12.98 CD)	32
22 29 34 24	CHINGY  DISTURBING THA PEACE 82976*/CAPITOL (11 98/18:98)  Jackpot	2	Æ	78 65	•	LEANN RIMES CURB 78829 (18.98 CD) Greatest Hits	24
23 20 28 14	NICKELBACK The Long Road	6	73	56 70	I P.	ELVIS PRESLEY  BMG STRATEGIC MARKETING/RCA 55895 7/RMG (18.98 CD)  ELVIS: 2nd To None	3
24 22 26 13	DIDO A ARISTA 50:37 (18 98 CD)  Life For Rent	4	74	85 102		AUDIOSLAVE A 2 INTERSCOPE/EPIC 86989/SONY MUSIC [18 98 EQ CD]	7
25 23 32 40	LINKIN PARK   Meteora  WARNER BROS. 48186* (19.98 CO)	1	75	84 88	4.	TRAPT  WARNER BROS 48296 (18.98 CD) [H]  Trapt	42
26 17 20 5	THE BEATLES  Let It Be Naked APPLE 95713/CAPITOL (18.98 CD)	5	7.6	37 22	16	VARIOUS ARTISTS ▲ Now That's What I Call Christmas! 2: The Signature Collection EMI/UNIVERSAL/SONY MUSIC/ZOMBA 83098/CAPITOL (19 98 CD)	17
27 24 33 59	3 DOORS DOWN ♠ <sup>2</sup> REPUBLIC/UNIVERSAL 064396/UMRG (8.98/12.99)  Away From The Sun	8	77	NEW		DAVID BANNER SRC/UNIVERSAL 001720*/UMRG (12:98 CD)  MTA2: Baptized In Dirty Water	77
28 40 39 5	NELLY  Da Derrty Versions - The Reinvention FO REEL/UNIVERSAL 001665-7/UMRG (8 98/12 98)	12	7E	80 45		HOOBASTANK ISLAND 001488/IDJMG (12 98 CD)	45
29 31 38 7	KID ROCK  TOP DOG/ATLANTIC 83885*/AG (18 98 CD)  Kid Rock	8	79	87 82	14	R. KELLY A  JIVE 55077/ZOMBA (18 98 CD)  The R. In R&B Collection: Volume One	4
30 30 41 96	NORAH JONES & BLUE NOTE 3:0088: (17 98 CD) [M] Come Away With Me	1	80	72 76		RASCAL FLATTS  LYRIC STREET 165031/HOLLYWOOD (12 98/18 98)  Melt	5
31 32 36 10	EAGLES ▲ 2 The Very Best Of WARNER STRATEGIC MARKETING 73971 (25.98 CD)	3	81	94 105		DAVE MATTHEWS BAND A The Central Park Concert BAMA RASS/RICA 5750/RMg (19.98 CD)  The Central Park Concert	14
32 NEW 1	JUVENILE Juve The Great	32	82	NEW		BRAVEHEARTS III. WILL/COLUMBIA 867127/SONY MUSIC (12 98 EQ/18 98)	82
	CASH MONEY/UNIVERSAL 001718*/UMRG (12 98 CD)		83:	81 97		BOW WOW: Unleashed COLUMBIA 87103/SONY MUSIC (11.98 EQ/18.58)	3
33 34 40 6	RED HOT CHILI PEPPERS  WARNER BROX 4845 [18 30 CD]  SOUNDTRACK  You Cot Served	21	84	69 61		MICHAEL BUBLE Michael Buble  143/REPRISE 48376/WARNER BROS. (18 98 CD) [N]	47
34 NEW 1	SOUNDTRACK TUG ZEPIC 50744/SDNY MUSIC (18:96 E0 CD)  You Got Served	34	85	70 73		BRUCE SPRINGSTEEN  The Essential Bruce Springsteen LEGACY/COLUMBIA 997/3/SONY MUSIC (25:98 EQ CD)	14
35 38 42	KORN A IMMORTAL/EPIC 903357/SONY MUSIC (18 98 EQ. CD)  A PRICE OF THE MITTOR  A PRICE OF TH	9	85	110 129		BABY BASH UNIVERSAL 001259 UMRG (12 98 CD)  Tha Smokin' Nephew	48
36 49 57 70 37 44 51	COLDPLAY  A Rush Of Blood To The Head CAPITOL 40504* (12.98/18.98)	5	37	76 80	14.	KENNY CHESNEY   No Shoes, No Shirt, No Problems BNA 5703WIG (12 years 89)  ENDING	1
<b>37</b> 46 51 <b>38</b> 44 16	LINKIN PARK • Live In Texas  WARNER BROS 48553 (21 95 CO/OVD)  WESTSIDE CONNECTION	23	83	107 91		ENRIQUE IGLESIAS INTERSCOPE 00171 (1238 CD)	31
	WESTSIDE CONNECTION Terrorist Threats HOD BANGIN 24030**(CAPITOL (7 98/18 98))	16	89	114 103		JAGGED EDGE   COLUMBIA 87017/SONY MUSIC (12 98 EQ/18 98)  Hard	3
39 41 44 6	DIXIE CHICKS ● Top Of The World Tour Live MONUMENTICOLUMBIA 90794/SDNY MUSIC (19.98 E.D.CD)  SIMON E. PLAN A No. Hollands . hast Balla.	27	90	71 66	9	SOUNDTRACK The Lizzre McGuire Movie  WALT DISNEY 860000 (18.99 CD)  LIL ION 8. THE EAST SIDE BOX7	6
40 45 56	SIMPLE PLAN A No Pads, No HelmetsJust Balls LAVA 83594/AG (7.991/2.99) [M]  The Charach Circle (FD)	36	91	122 95		LIL JON & THE EAST SIDE BOYZ BM 2278/TVT (11.98 CD/DVD)  Part II	37
41 33 37 20	SOUNDTRACK The Cheetah Girls (EP) WALT DISNEY 880126 (6.98 CD)	33	92	108 104		P.O.D. • Payable On Death	9
42 51 55 16	JOHN MAYER A  AWARE/COLUMBIA 861857/SONY MUSIC (18 98 EO CO)  MISSY FILMONT A  This I NO A Transl	1	93		1101.20	THE WHITE STRIPES A Flephant THIRD MAN 27145**V(1858 CD)	6
43 67 59 5	MISSY ELLIOTT ▲ This Is Not A Test!  THE GOLD MINDIFLERTA 62905*FEEG (12.98/18.98)	13	94	91 123		SOUNDTRACK Freaky Friday	19
44 36 43 58	SHANIA TWAIN ♦ 10  MERCURY 17834UMBN (12-98 CD)  HENDRIF OF MUDD	20	95	89 86	3	NELLY FURTADO   OREAMWORKS 01007/NTERSCOPE (18.98 CD)  Folklore	38
45 60 62	PUDDLE OF MUDD GEFFEN DOLOROWINTERSCOPE (8 98/12 98)  SOLINDTRACK The Lord Of The Pings: The Pattern Of The Ving	20	96	95 107		JOHNNY CASH American IV: The Man Comes Around American ossass*/Lost Highway (12:98:CD)	22
46 53 74 5	SOUNDTRACK REPRISE/WMG SOUNDTRACKS 49521/WARNER BROS. (19.98 CD)  The Lord Of The Rings: The Return Of The King	46	97	77 64		SOUNDTRACK Love Actually	39
47 39 60 18	MARTINA MCBRIDE   RCA (NASHVILLE) 94(7)/RLG 11 198/18 98)  Martina	7	98	100 108	6.0	JUSTIN TIMBERLAKE   Justified  JUE 41923-720MB A 12.59/18.389  Justified	2
48 43 47 75	TOBY KEITH   3 Unleashed  DREAMWORKS INASHVILLEI 450254/INTERSCOPE (11 98/18.98)	L	95	86 75		BARBRA STREISAND   COLUMBIA 85018/SONY MUSIC INS 38 EQ CDI  The Movie Album	5

THIS WEEK	DIANC ACO	Z WKS. AGU	WEEKS ON	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	PEAK POSITION	THIS WEEK	LAST WEEK	2 WKS. AGO	WEEKS ON	ARTIST Title IMPRINT & NUMBER/DISTRIBUTING LABEL	PEAK
00 93	3 12	21	29	LUTHER VANDROSS   Dance With My Father J51885/RMG (12 86/18 98)	1	150	150	148	7	PEARL JAM EPIC 85788/SONY MUSIC (19:98 EQ.CD)  Lost Dogs	15
01 96	5 8	31	4	TRACE ADKINS Comin' On Strong CAPITOL (NASHVILLE) 40517 112 99:18.98)	31	151	128	136	66	MONTGOMERY GENTRY   COLUMBIA (NASHVILLE) 86520/SONY MUSIC (1):98 €Q) 17:98}  My Town	26
02 113	3 10	00	7	3 DOORS DOWN REPUBLIC/UNIVERSAL 001803/UMRG (9.98 CD)  Another 700 Miles (EP)	21	152	149	141	24	SOUNDTRACK ▲ BAO BOY 0007/6*7/MMRG (8:98/12:98)  Bad Boys II	1
03 99	7 10	09	9	R.E.M. WARNER BROS. 48381 (18.5% CO)	8	153	146	147	27	THE BEACH BOYS ● The Very Best Of The Beach Boys: Sounds Of Summer CAPITOL 82710 (1898 CD)	16
04 82	2 7	2	1:2	VARIOUS ARTISTS PROVIDENT/MORD-CURR/EMI (ARISTIAN 90652/SPARROW (21.98 CD) WOW Hits 2004	51	154	184	180		ROB ZOMBIE  GFFEN 001041/UME (12-98 CD/0V0)  Past, Present & Future	11
05 92	2 9	4	27	MICHELLE BRANCH A Hotel Paper	2	155	136	163	13	GARY ALLAN See If I Care	17
06 123	3 12	20	8	MAVERICK 48426WARNER BROS. (18.98 CO)  BOB SEGER  Greatest Hits 2	23	156	153	115	5	MCA NASHVILLE 000111/UMGN (8 98/12 98)  SOUNDTRACK Honey	105
<b>07</b> 11	1 10	06	27	CAPITOL 52772 (17.98 CD)  BLACK EYED PEAS ●  Elephunk	26	157	133	135	82	ELEKTRA 62925/EEG (18:98 CD)  AVRIL LAVIGNE	2
	6 12			A&M 000099/INTERSCOPE (12.98 CD)  SWITCHFOOT   The Beautiful Letdown	85	158	144	153	74	ARISTA 14740(17.98 CD)  BRAD PAISLEY ● Mud On The Tires	8
09 68	+		13	COLUMBIA 7:083/RED INK (9:98 CO)  BETTE MIDLER   Bette Midler Sings The Rosemary Clooney Songbook	14	159	152	184	27	ARISTA NASHVILLE 50805/RLG (12.98/18.98)  JAMES TAYLOR   The Best Of James Taylor	11
4	+	_	26	COLUMBIA 90590/SONY MUSIC (18.98 EQ.CD)  ASHANTI   Chapter II	1	160		144		WARNER BROS, 79893/WARNER STRATEGIC MARKETING (18.98 CD)  ELVIS PRESLEY   3 Elv1s: 30 #1 Hits	1
	4 14			MURDER INC/DEF JAM 000143*/ID.JMG (8.58/12.98)  YING YANG TWINS  Me & My Brother	11	161		182		RCA 68079 /RMG (12.98/19.98)  STONE TEMPLE PILOTS  Thank You	26
	_			COLLIPARK 2480*/TVT (17.98 CD)						ATLANTIC 83586/AG (18.98 CD)	
12) 120	$\perp$	_		STAIND 14 Shades Of Grey FLIPPLEKTRA 62882/EEG (18.98 CD)	1	162		199	NEW O	EMINEM & 8 WEB/AFTERMATH 4932907/INTERSCOPE (8.98/12.98)  The Eminem Show	1
13 10	4 1:	32	12	JET ELEKTRA 62892/EEG (12 98 CD)	79	163		152	<b>建</b> 基	SOUNDTRACK \$ 2 Chicago EPIC 87018/SDNY MUSIC (18:98 EQ.CD)	2
14 98	1 1	10	24	BROOKS & DUNN   ARISTA NASHVILLE 67070/RLG (1/298/18.98)  Red Oirt Road	4	164	151	134	á	AL GREEN BLUE NOTE 93556" (18:98 CO)	53
<b>15</b> 139	9 14	49	14	MURPHY LEE   Da Skool Boy Presents Murphy's Law  FO' REEL/UNIVERSAL 001132/UMRG (12.98 CD)	8	165	178	173	11	JONNY LANG  ABM 001145/INTERSCOPE (8 98/12 98)  Long Time Coming	17
<b>16</b> 10	1 9	2	37	KELLY CLARKSON ▲ <sup>2</sup> Thankful RCA 68159/RMG (18:59 CD)	1	166	173	168	•	TORI AMOS ATLANTIC 83658/AG (19.98 CD)  Tales Of A Librarian: A Tori Amos Collection	40
<b>17</b> 10°	9 1	18	57	TIM MCGRAW ▲ <sup>2</sup> Tim McGraw And The Oancehall Doctors	2	167	143	138	<b>a</b>	VARIOUS ARTISTS  UNIVERSAL/EMI/20MBA/SONY MUSIC 000556/UME   18:98 CD1	2
18 90	8	5	6	REBA MCENTIRE MCA NASHVILLE CO005/JUM6N (8.98/12.98)  RESARVILLE CO005/JUM6N (8.98/12.98)	25	168	185	-	17	MARY J. BLIGE   Love & Life  GEFEN 1009957 INTERSCOPE (9 98/12 98)	1
19 12	5 8	39	3	VARIOUS ARTISTS The Source Presents Hip Hop Hits Vol. 7	89	169	RE-E	VITRY	31	AFI ● Sing The Sorrow	5
<b>20</b> 97	, 9	26	20	DEF JAM 001614/10JMG 11298 CD)  KIDZ BOP KIDS   Kidz Bop 4	14	170	148	156	10	NITRO/DREAMWORKS 450380*/INTERSCOPE (9.98 CD)  BARENAKED LADIES  Everything To Everyone	10
<b>21</b> 11	8 1	16	16	RAZOR & TIE 89074 (11.98/18.98)  SEAL ● Seal IV	3	171	102		2	REPRISE 48209/WARNER BRDS. (18.98 CD)  RAEKWON  The Lex Diamond Story	102
	3 9		92	WARKER BROS. 47947 (18.98 CO)  MERCYME ▲  Almost There	37	172	157	164		CHRIS CAGLE ● Chris Cagle	15
10.	3 7			IND 86133/CURB (16.98 CD) [M]	-	173			2	CAPITOL (NASHVILLEI 40516 (11.98/18.98)  THE DARKNESS Permission To Land	173
123 47		,-		PACESETTER PO Cheers	5	174		0.00		ATLANTIC 68817/A6 (12:98-00) (H)  FOUNTAINS OF WAYNE Welcome Interstate Managers	115
17	+	_		SHADY 001105*/INTERSCOPE (12.98 CD)		175	_		鏧	S-CURVE 98975 (18.98 COI IN )  GODSMACK A Faceless	1
	4		59	VP/ATLANTIC 83620*/AG (12.98/18.98)	9			-		REPUBLIC/UNIVERSAL 067854/UMRG (8.98/12.98)	
125) 14	0 1	46	12	THREE DAYS GRACE JIVE 53479/20MBA 112 98 CDI [H]  Three Days Grace	118			191		THE ROLLING STONES & Forty Licks ABKCO 13378/VIRGIN (29.98 CD)	177
			40	FOREFRONT 32589/VIRGIN (12.98/18.98) [M]	59	177				SOUNDTRACK EPIC 90737/SONY MUSIC (18:98 EQ CD)  Mona Lisa Smile	
<b>27</b> 73	3 5	50	12	KENNY CHESNEY ● All I Want For Christmas Is A Real Good Tan BNA 51808/RIG (18.98 CD)	42	178	V2:0,2 F	NTRY	重	YELLOWCARD  CAPITOL 38844 (12.98 CD)  Ocean Avenue	99
128 11	2 1	17	12	VARIOUS ARTISTS   Totally Hits 2003 BMG STRATEGIC MARKETING/WARNER MUSIC GROUP 55777/RMG (18 98 CD)  Totally Hits 2003	13	179	183	111		FEFE DOBSON ISLAND 001244/IDJMG (12,98 CD) [N]	111
<b>29</b> 12	6 1	33	39	CHER ▲ 2  GEFFEN,MCA/WARNER BRIOS. 73852/WARNER STRATEGIC MARKETING (18.98 CD)  The Very Best Of Cher	4	180	163	170	10	VAN MORRISON BLUE NOTE 90167 (18.98 CD) What's Wrong With This Picture?	32
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1 <b>31</b> 14	1 1	54	•	THE STROKES  Room On Fire	4	182	167	193	T	DIERKS BENTLEY CAPITOL (MASHWILLE) 39814 (12.99/18.99)	26
<b>132</b> 16	2 1	72	15	A PERFECT CIRCLE ● Thirteenth Step	2	183	RE-E	NTRY	17	T.1.   Trap Muzik  GRAND HUSTLE/ATLANTIC 33650°/AG (9.98/14.98)	4
133 88	8 5	52	11	VIRGIN 80918* (18:88 CD)  VARIOUS ARTISTS ● American Idol: The Great Holiday Classics	28	184	169	-	49	ELTON JOHN 🛦 2 Greatest Hits 1970-2002	12
<b>134)</b> 13	37 1	55	45	R.CA 55424RMG (18.98 CD)  R. KELLY ▲ <sup>2</sup> Chocolate Factory	1	185	165	114	3	ROCKET/UTV 063478/UME (19:96 CDI  SOUNDTRAS  Dirty Dancing: Ultimate Dirty Dancing	114
			20	JIVE 41812/20MBA (18.98 CD)  DASHBOARD CONFESSIONAL ● A Mark, A Mission, A Brand, A Scar	2	186	RE-E	NTRY	13	RCA 55525/BMG STRATEGIC MARKETING GROUP (18.98 CD)  ANTHONY HAMILTON  Comin' From Where I'm From	33
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	06 9			MURDER INC / DEF JAM 001577*/ID.JMG (8.98/12.98)  CYNDI LAUPER  At Last	38	190		143	3	REPUBLIC 000562/UNIVERSAL SOUTH (8 99/12 98)  RANDY TRAVIS Worship & Faith	90
	+			DAYLIGHT/EPIC 90760/SONY MUSIC (18 98 EQ CO)	55	191			14	WURD-CURB 98273WARNER BRIDS. (18.98 CD)  WARREN ZEVON  The Wind	12
				JASON MRAZ ● Waiting For My Rocket To Come  ELEKTRA 62829/EEG (12.98 co) [H]  M. Delivato Nation	1	192	The Control			ARTEMIS 1156 (18 98 CD)  MARQUES HOUSTON  MH	18
88	_		30	COLUMBIA 86593/SONY MUSIC (18.98 EQ CD)	6			NTRY		T.U.G./ELEKTRA 62935/EEG (18.98 CD)	116
	35 8			NICK CANNON NICK/JIVE 48500/ZDMBA (18.98 CD)	83	193			3	ATLANTIC 83619/AG (19.98 CD)	37
	)5 4			WHITNEY HOUSTON ARISTA 50996 (18.98 CO) One Wish: The Holiday Album	49			195		WARNER BROS, (NASHVILLE)/BMG/CURB/SONY MUSIC 73955/WARNER STRATEGIC MARKETING (18.98 CD)	4
144 15	59 1	128	•	112 BAD BOY/DEF SOUL 000927*/UMRG (8.98/12.98) Hot & Wet	22		41.00	187	*	GEORGE STRAIT ● MCA NASHVILLE 000114/UMGN (8 98/12.98)  MCA NASHVILLE 000114/UMGN (8 98/12.98)	5
145 13	38 1	59	33	MAROON5 ● Songs About Jane OCTONEJ 50001/RMG (11 98 CD] [M]	47		RE-E		23	METALLICA ▲ <sup>2</sup> St. Anger ELEKTRA 62853 '/EE6 (18,96 CO)	1
146 12	21 1	122	11		112	197	HE-E	NTRY	16	YOUNGBLOODZ ● Drankin' Patnaz SO SD DEF 50155*/ARISTA (12.98/18.98)	5
<b>147</b> 17	75 1	176	6	SOUNDTRACK WARNER STRATEGIC MARKETING 74546 (25.98 CD)  Concert For George	97	198	RE-E	NTRY	19	BRAND NEW TRIPLE CROWN 82895"/RAZOR 8 TIE (13 98 CD)	63
148 14	12 1	158	64	KEITH URBAN ▲ Golden Road  CAPITOL (NASHVILLE) 12396 (10 58918 58)	11	199	192	-	2	ALAN JACKSON ARISTA NASHVILLE 54880/RIG (18 98 CD)  Greatest Hits Volume II	192
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<sup>■</sup> Albums with the greatest sales gains this week. ■ Recording Industry Assn. Df America (RIAA) certification for net shipment of 10 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Platinum). ↑ RIAA certification for net shipment of 100.000 units (Dro.). △ Certification of 200.000 units (Platinum). △ Certification of 200.000 units (Dro.). △ Certification of 200.000 units (Dro.). △ Certification of 200.000 units (Platinum). ↑ Sterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices. which are projected from wholesale prices. Greatest Gainer shows chart's largest unit increase. Pacesetter indicates biggest percentage growth. Heatseeker Impact shows albums removed from Heatseekers this week. [H] indicates past or present Heatseeker Ittle. © 2004, VNU Business Media, Inc., and Nielsen SoundScan, Inc. All rights reserved.

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#### Billboard® TOP INTERNET ALBUM SALES. Sales data and internet sales reports compiled by Nielsen BILLBOARD 200 FANK SoundScan Title ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL 4 Weeks At Number 1 世 NUMBER 1 世 26 1 Let It Be... Naked THE BEATLES A APPLE 95713/CAPITOL 13 SARAH MCLACHLAN ▲ ARISTA 50150 Afterglow 2 Closer 6 3 JOSH GROBAN ▲2 143/REPRISE 48450/WARNER BROS. The Very Best Of Shervl Crow SHERYL CROW A A&M 001521/INTERSCOPE 5 4 OUTKAST ▲ 6 ARISTA 50133\* Speakerboxxx/The Love Below 1 5 Come Away With Me 30 NORAH JONES A BLUE NOTE 32088° [H] 12 The Singles 1992-2003 8 10 NO DOUBT INTERSCOPE 001495 Life For Rent 24 11 DIDO ▲ ARISTA 50137 The Diary Of Alicia Keys 2 ALICIA KEYS J 55712\*/RMG 8 The Lord Of The Rings: The Return Of The King 46 20 SOUNDTRACK REPRISE/WMG SOUNDTRACKS 48521/WARNER BROS SENSES FAIL DRIVE-THRU 000155/MCA [M] From The Oepths Of Dreams (EP) THE EARLY NOVEMBER DRIVE-THRU/GEFFEN 001480/INTERSCOPE [M] The Room's Too Cold BETTE MIDLER ● COLUMBIA 90350/SONY MUSIC Bette Midler Sings The Rosemary Clooney Songbook 109 6 Michael Buble 84 7 MICHAEL BUBLE • 143/REPRISE 48376/WARNER BROS [H] TRANS-SIBERIAN ORCHESTRA A LAVA 92736/AG [H] **Christmas Eve And Other Stories** HARRY CONNICK, JR. . COLUMBIA 90550/SONY MUSIC Harry For The Holidays 60 9 A Rush Of Blood To The Head 36 21 COLDPLAY A CAPITOL 40504\* ORIGINAL BROADWAY CAST RECORDING DECCA BROADWAY 001682/UNIVERSAL CLASSICS GROUP Wicked 13 CLAY AIKEN A 2 RCA 54638/RMG Measure Of A Man 15 Go Tell It On The Mountain THE BLIND BOYS OF ALABAMA REAL WORLD 90600/NARADA Metamorphosis HILARY DUFF ▲ BUENA VISTA 861006/HDLLYWDOD 65 It Had To Be You ... The Great American Songbook 14 ROD STEWART ▲2 J 20039/RMG 61 Sacred Love 18 STING . A&M 001141/INTERSCOPE Shock'n Y'all 3 19 TOBY KEITH ▲ 2 DREAMWORKS (NASHVILLE) 450435/INTERSCOPE 147 SOUNDTRACK WARNER STRATEGIC MARKETING 74546 Concert For George

JANUARY 10 2004			Billboard TOP SOUN	NDTRACKS
*	¥		Sales data compiled by 🥻 Nielse	en
8	LAST WEEK	馬	Sound	
呈	LAS		TITLE	IMPRINT & NUMBER/DISTRIBUTING LABEL
500			省 NUMBER 1 潜	7 Weeks At Number 1
1	1	8	TUPAC: RESURRECTION ▲	AMARU 001533*/INTERSCOPE
2	1		YOU GOT SERVED	TU.G./EPIC 90744/SDNY MUSIC
3	2	20	THE CHEETAH GIRLS (EP) ●	WALT DISNEY 860126
4	3	3	THE LORD OF THE RINGS: THE RETURN OF THE KING	REPRISE/WMG SOUNDTRACKS 48521/WARNER BROS
5	4	9/3	THE LIZZIE MCGUIRE MOVIE A	WALT DISNEY 860080
6	6	2	FREAKY FRIDAY●	HOLLYWOOD 162404
7	5	7	LOVE ACTUALLY •	J 56760/RMG
8	12	6	CONCERT FOR GEORGE	WARNER STRATEGIC MARKETING 74546
9	8.	26	BAD BOYS II A	BAD BDY 000716*/UMRG
10	9	10	HONEY	ELEKTRA 62925/EEG
Ш	7	V(1)	CHICAGO ▲ <sup>2</sup>	EPIC 87018/SONY MUSIC
12	16	2.1/1	MONA LISA SMILE	EPIC 90737/SONY MUSIC
13	10	S.))	DIRTY DANCING: ULTIMATE DIRTY DANCING	RCA 55525/BMG STRATEGIC MARKETING GROUP
14	11	11.0	DISNEY PRESENTS: BROTHER BEAR	WALT DISNEY 860127
15	40	200	COLD MOUNTAIN	DMZ/COLUMBIA 86843/SONY MUSIC
16 17	13 14	-3	PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACE BLUE COLLAR COMEDY TOUR: THE MOVIE	
18	21		SOMETHING'S GOTTA GIVE	WARNER BROS (NASHVILLE) 48424/WRN COLUMBIA 90911/SONY MUSIC
19	15	Salt	O BROTHER, WHERE ART THOU? A	
20	18	299	LOVE DON'T COST A THING	LOST HIGHWAY/MERCURY 170069/IDJMG HOLLYWOOD 162396*
21	22		A WALK TO REMEMBER ●	EPIC 86311/SUNY MUSIC
15000	23		THE LORD OF THE RINGS: THE TWO TOWERS	WMG SOUNDTRACKS/REPRISE 48379/WARNER BRDS
23	24	1	THICKER THAN WATER	BRUSHFIRE/UNIVERSAL 001674/UMRG
24	17	100	LIZZIE MCGUIRE A	BUENA VISTA 860791/WALT DISNEY
25	100	100	2 FAST 2 FURIOUS ●	DISTURBING THA PEACE/DEF JAM SOUTH 000426*/IDJMG

Top Internet Album Sales reflects physical albums ordered through Internet merchants, based on data collected by Nielsen SoundScan. Unlike most Billboard album charts, catalog titles are included on the Internet and Soundtrack charts. 🗢 Albums with the greatest sales gain this week. 👁 Recording Industry Assr rup intermite resourch sales a terror of pursoned abounds with the greatest sales gain data confected by receiving industry Asson.

Of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 10 million units (Platinum). ◆ RIAA certification of rest shipment of 10 million units (Platinum or Diamonds symbol indicates album must and symbol indicates album must or more, the RIAA multiplies shipments by the number of discs and/or tapes. RIAA Latin awards: ○ Certification for net shipment of 100,000 units (Pro.) △ Certification of 200,000 units (Platinum). △ Certification of 400,000 units (Multi-Platinum). \*Asterisk indicates vinyl available. [₩] indicates past or present Heatseeker title © 2004, VNU Business Media, Inc. and Nielsen SoundScan, Inc. All rights reserved.

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## Over The Counter

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in a row and the fourth time in six years, the big chart's No. 1 title during Christmas week is a resident of Top R&B/Hip-Hop Albums.

This is the fifth straight week that OutKast's "Speakerboxxx/The Love Below" shows a gain over the prior frame.

Figure this rap duo is not among those that think there are too many music awards shows, as some of its double album's recent rallys came in the wake of exposure from appearances at the American Music Awards on ABC, Fox's Billboard Music Awards and VH1's Big in '03 Awards, along with the notoriety of the act's six

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Grammy nominations.

This time, Christmas shopping -and post-holiday trips to the music store inspired by gift certificates or the exchange of unwanted CDs—helps OutKast earn an 11.8% rise for a holiday-week tally of 374,000. That is 19.5% more than the 313,000 copies that the soundtrack from Eminem's "8 Mile" sold when it returned to No. 1 during Christmas week 2002 but substantially less than the 398,000 that rock band Creed sold when "Weathered" held the top slot during the holiday frame of 2001.

'The Diary of Alicia Keys,' meanwhile, is practically flat with the sales it achieved during the prior frame, up 0.3% in the holiday week (371,000).

Aside from Christmas-week conguests by Keys this time and "8 Mile" in the holiday frame of 2002, rapper DMX also planted hip-hop's crown atop The Billboard 200 during the Christmas weeks of 1998

and 1999, when the release dates of "Flesh of My Flesh, Blood of My Blood" and "  $\ldots$  And Then There Was X," respectively, were set to coincide with the holiday frame.

PHOTO FINISH: This marks the second consecutive week that a difference of less than 0.1% separates the No. 1 from the runner-up on The Billboard 200.

OutKast beats Alicia Keys by less than 3,000 units. On the previous chart, Keys edged country king Toby Keith by a razor-thin lead of fewer than 500 units, topping the list with 370,000 copies.

There have only been two other weeks in Nielsen SoundScan's 12year history when the gap between the top two titles on The Billboard 200 has been smaller than the difference that Keys and Keith saw during Billboard's unpublished week. During one week in 1997, Aerosmith beat the "Space Jam" soundtrack by fewer than 200

copies, while a space of about 300 units placed Keys' first album behind Eminem's D12 when the latter's set bowed at No. 1 in 2001.

The last week of the Sound-Scan calendar year also marks the third time in 2003 that less than 1,000 copies have stood between the big chart's top two. OutKast edged Rod Stewart by about 500 in the Nov. 15 issue, while little more than 900 units kept "8 Mile" ahead of Norah **Jones** in the issue dated Jan. 18.

**ROCKIN' IN RHYTHM:** In the days that follow Christmas, rap and rock titles gain traction, when younger shoppers go for edgier fare than that which parents, uncles and aunts might buy as gifts for the kids in their lives.

While the extra shopping day certainly helped overall volume, figure that it was the few days after Christmas that helped 50 Cent's G-Unit rally The Billboard 200's

Greatest Gainer (15-11, up 28%). Among the rock and rap fare that also surges are titles by Jay-**Z** (18-12, up 26%), **Blink-182** (16-14, up 15%), **Tupac** (25-19, up 18%), Ludacris (28-20, up



Nelly (40-28, up 29%) and Coldplay (49-36, up 12%). The big chart's percentage-based Pacesetter goes to rapper Obie Trice (170-123, up 50%).

JA Ri	NU. 20	TOP HOLIDAY ALBUMS
		Sales data compiled by \$\int\{\text{Nielsen}\}
WEEK	WEEK	SoundScan
THIS	LAST	ARTIST SOUTHUSCAIT Title IMPRINT & NUMBER/DISTRIBUTING LABEL
		※営章 NUMBER 1 ※営章 7 Weeks At Number 1
1	1	HARRY CONNICK, JR. ● Harry For The Holidays
2	2	VARIOUS ARTISTS ▲ <sup>2</sup> Now That's What I Call Christmasł 2: The Signature Collection
3	4	MANNHEIM STEAMROLLER ▲ Christmas Extraordinaire
4	3	AMERICAN GRAMAPHONE 1225 (17.98 CO)  TRANS-SIBERIAN ORCHESTRA  Christmas Eve And Other Stories
5	5	LAVA 92736/AG [1].98/17.98/  VARIOUS ARTISTS ▲ Now That's What I Call Christmas!  EMI/ZOMBA/SONY MUSIC/UNIVERSAL 585620/UMRG (19.98 CD)
6	6	EMI/ZOMBA/SONY MUSIC/UNIVERSAL 585620/UMRG (19.98 CD)  KENNY CHESNEY ● All I Want For Christmas Is A Real Good Tan
7	8	8NA 51808(RLG (18.58 CD)  VARIOUS ARTISTS ● American Idol: The Great Holiday Classics
8	10	WHITNEY HOUSTON One Wish: The Holiday Album
		ARISTA 50996 (18 98 CD)
9)	11	VINCE GUARALDI A A Charlie Brown Christmas
10	7	TRANS-SIBERIAN ORCHESTRA ● The Christmas Attic
11	9	ALAN JACKSON ● Let It Be Christmas  ARISTA NASHVILLE 67062/RLG (11 98/18 98)
12	12	HILARY DUFF ● Santa Claus Lane BUENA VISTA 860129/WALT DISNEY (12.98 CD)
13)	23	ASHANTI THE INC/DEF JAM 00161 2/IDJMG (12 98 CD)  Ashanti's Christmas
14	13	CELINE DION ▲ 4 These Are Special Times 550 MUSIC/EPIC 89523/SONY MUSIC (11:98 EQ/17:98)
15	15	KENNY G ● Wishes ARISTA (12753 (12 98/18 98)
16	19	BING CROSBY White Christmas MCA SPECIAL PRODUCTS 731143/UME (2.98/5.98)
17.	20	JIM BRICKMAN WINDHAM HILL \$2289/AAL (18.98 CD)
18	16	THE BRIAN SETZER ORCHESTRA Boogie Woogie Christmas SURFDIG 44011WARNER BROS. [18:98 CD]
-19	17	VARIOUS ARTISTS TIME LIFE 18857 (19 98 CD) THE Time-Life Treasury Of Christmas: Holiday Memories
20	21	THE BLIND BOYS OF ALABAMA Go Tell It On The Mountain REAL WORLD 90600/MARADA (17 98 CD)
21)	32	BARRY MANILOW ● CDNCORD/CQLUMBIA 88878/SONY MUSIC 112 98 ED/18 98)  A Christmas Gift Of Love
22	14	MICHAEL BUBLE LayREPRISE 48599 WARRER BROS. (8 98 CD)
23	24	HARRY CONNICK, JR. & When My Heart Finds Christmas COLUMBIA 57580/SDNY MUSIC (1) 98 EDI/J 98)
24	22	VARIOUS ARTISTS ● WORD-CUBIEM (MM/PROVIDENT 86078/WARNER BROS. (21.98 CD)  WOW Christmas
25	46	CHARLOTTE CHURCH  Sonv ClaSsical 89463/Sonv Music (1/29 86 E0/18 98)  Dream A Dream
26		BARBRA STREISAND  Christmas Memories COLUMBIA 68920/50NY MUSIC (12:98 E0/18:98)
27	29	NAT KING COLE • The Christmas Song
28	26	ELVIS PRESLEY A It's Christmas Time
29	18	RCA SPECIAL PRODUCTS 44931 (6.98 CD)  KIDZ BOP KIDS  Kidz Bop Christmas
30	33	VARIOUS ARTISTS Treasury Of Christmas: Evergreen
31	25	SMCMG 18990/TIME LIFE (18 98 CD)  FRANK SINATRA, DEAN MARTIN & SAMMY DAVIS JR Christmas With The Rat Pack
32	41	CAPITOL 42210 (12.98/17.98)  LUTHER VANDROSS ▲  LVIEPIC 57795 / SONY MUSIC (5.98 ED/9.98)  This Is Christmas
33	30	MANNHEIM STEAMROLLER A <sup>5</sup> Christmas
34	39	VARIOUS ARTISTS  Heavenly Christmas
35	27	MARIAH CAREY   Merry Christmas
36	28	CHICAGO Christmas: What's It Gonna Be, Santa?
37	31	MANNHEIM STEAMROLLER   A Fresh Aire Christmas
38		ANDY GRIFFITH The Christmas Guest: Stories And Songs Of Christmas
39	36	SPARROW 5181511898 CD)  IRISH TENORS We Three Kings
40	45	RAZOR & TIE 82897 (10.98/17.98)  SOUNDTRACK  Elf
41	48	NEW LINE 39028 (16.98 CU)  CARREDAS, DOMINGO, PAVAROTTI (MERCURIO)  The Three Tenors Christmas
42		SONY CLASSICAL 89131/SONY MUSIC (12 98 EQ/18.98)  JOHNNY MATHIS The Christmas Album
43	35	COLUMBIA 88814/SONY MUSIC (12:98 EQ/18:98).  VARIOUS ARTISTS  A Very Special Acoustic Christmas
44	40	LOST HIGHWAY 001038/UMGN (18.98 CD)  ELVIS PRESLEY  Elvis: Christmas Peace
45	43	RCA 52399 BMG STRATEGIC MARKETING GROUP (25 98 CD)  MANNHEIM STEAMROLLER   Christmas In The Aire
46	38	MARTINA MCBRIDE  White Christmas
47	34	RCA (NASHVILLE) 67654/RLG (10.98/16.98)
47		UNITED AUDIO 10801 (1.98 CO)
		AMERICAN GRAMAPHONE 1997 (10.98/15 98)
49	F	STRAIGHT/WAY 20335 (19.98 CD)
50		VARIOUS ARTISTS i Worsh!p Christmas: A Total Worship Experience
All Chr	istmas	, Hanukkah, and Kwanzaa collections, including new ones and those released in earlier years, are eli

Billboard ® TOP HEATSEEKERS®			
Sales data compiled by 📭 Nietann	-		
Nielsen SoundScan Title ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	,		
1 2 3 THREE DAYS GRACE Three Days Grac			
JIVE 53479/ZDMBA (12.98 CD)  2 1 2 JOSH TURNER Long Black Trai	in		
MCA NASHVILLE 000374/UMGN (4.98/9.98)  THE DARKNESS Permission To Lan	_		
4 3 4 FOUNTAINS OF WAYNE Welcome Interstate Manage			
5 4 1 FEFE DOBSON Fefe Dobso	_		
6 8 10 STORY OF THE YEAR Page Avenu	_		
7 6 5 JOSS STONE The Soul Sessions (El	_		
8 7 6 CASTING CROWNS Casting Crown			
BEACH STREET 10733/REUNION (18 98 CD)			
SURCO 017532/UNIVERSAL LATINO (16.98 CD)	0		
DRM/VECTOR 48507/WARNER BROS. (18.98 CD)			
MAVERICK 48323/WARNER BROS. (12.98 CD)			
12 17 23 TAKING BACK SUNDAY Tell All Your Friend VICTORY 175 112 95 (20)	_		
7 ZOEGIRL SPARROW 80665 (18.98 CD) Different Kind Of Fre			
14 19 29 THE POSTAL SERVICE Give U	р		
15 14 17	y		
16 18 18 VICENTE Y ALEJANDRO FERNANDEZ En Vivo: Juntos Por Ultima V	ez		
10 — DSGB DOWN SOUTH GEORGIA BOYS 'Til Death Do Us Pa	rt		
18 31 40 THE STARTING LINE Say It Like You Mean	It		
19 23 20 JOSH KELLEY HOLLYWOOD 162377 (12.98 CD)  For The Ride Hom	e		
20 15 12 DAVE KOZ Saxophon	ic		
21 36 46 HIM JIMMY FRANKS/UNIVERSAL 001429/UMRG, (12.98 CD)  Razorblade Romand	e		
22 26 27 KIDS PICKS SINGERS Kids Picks-Hit M	ix		
23 27 31 GAVIN DEGRAW Charic	ot		
24 16 13 BOB & TOM FRIGGEMALL SOIT 127 98 CD)  Camel To	e		
25) 32 26 SIN BANDERA De Via	je		
26 28 32 12 LOS LONELY BOYS DR 80005 (13 98 CD) Los Lonely Boy	ys		
27 49 HOT HOT HEAT Make Up The Breakdow	/n		
28 22 38 RON WHITE Drunk In Publ	ic		
29 21 19 SHERRIE AUSTIN Streets Of Heave	en.		
BROKEN BOW 75872 (18.98 CD)  30 41 — DANE COOK Harmful If Swallows	d		
COMEDY CENTRAL 30017 (1698 CO/DVD)  THE RAPTURE Echoc	es		
STRUMMER/DFA 001283 UMAG (12.98 CD)  32 45 44 8 PEPE AGUILAR Con Orgullo Por Herenc	ia		
UNIVISION 310167/UG (9.98/13.98)  THE STARTING LINE The Make Yourself At Home (E	_		
DRIVE-THRU/GEFFEN 001596/INTERSCOPE (6.98 CD)  34 25 30 JOSHUA BELL Romance Of The Viol	_		
SONY CLASSICAL 8/894/SONY MUSIC (18/98 EQ CO)  35 34 35 6 SKILLET Collid			
ARDENT TRACE (1839 CD)  36 FINGER ELEVEN Finger Eleve	_		
37 20 15 5 BOB GUINEY 3 Sid			
38 33 25 13 CHRIS BOTTI A Thousand Kisses Dec			
33 33 25 CHIKIS BOTH THE RESERVENCE AT THOUSAND KISSES DEC			
DR:VE-THRU 000155/MCA (7.98 CD)	_		
DARE 48472/WARNER BROS   18.98 CO			
ATO/RCA 52979*/RMG (12.98 CD)	_		
SHINEDOWN Leave A Whisp	_		
THE EARLY NOVEMBER DRIVETHRUJGEFEN DD1480/INTERSCOPE (12.98 CD)  The Room's Too Co	_		
44 46 22 37 DWELE Subje	_		
45 24 21	_		
46 29 9 KEALI'I REICHEL Ke'alaokama			
47 37 36 EDNITA NAZARIO Por SDNY DISCOS 70618 (15.98 EO CO)	_		
48 38 45 10 BIG DADDY WEAVE FIELDS OF Gra	ce		
MANNY MANUEL Serena UNIVERSAL LATINO (011626 (13.9% CD)	ıta		
50 RESTRICTOR ROONEY ROONEY	ey		

1	JANUARY 10					
١	Ri	۔ الما	~~		TOP INDEPENDENT ALBUMS	
	וט		_	IU —		
	Xes	/EEK	AGO		Sales data compiled by Nielsen	
	WIS W	AST WEEK	2 WKS.		ARTIST SoundScan Title IMPRINT & NUMBER/DISTRIBUTING LABEL	
8	. 0		2		意響意 NUMBER 1 / GREATEST GAINER 意響意 29 Weeks At Number 1	
ı	1	1	1	62	LIL JON & THE EAST SIDE BOYZ A Kings Of Crunk	
	2	2	2		BME 2370 / TVT (13.98/17.98)  LIL JON & THE EAST SIDE BOYZ Part II	
	3		_		BME 2378/TVT (11.98 CD/OVD)	
	3	3	3		COLLIPARK 2480°/TVT (17.98 CO)	
		4	4	ALL	DASHBOARD CONFESSIONAL ● A Mark, A Mission, A Brand, A Scar VAGRANT 0385 (18.98 CD)	
	15	5	7	1120	WARREN ZEVON The Wind	
	6	8	9	V.	MICHAEL BOLTON Vintage	
	7	11	13	12	2PAC DEATH ROW 9530*/KDCH (18 98 CO)  Nu-Mixx Klazzics	
	8	6	5		VARIOUS ARTISTS TVT 2500 (17.98 CD)  Crunk And Disorderly	
	9	7	8	H	VARIOUS ARTISTS Just Because I'm A Woman: Songs Of Dolly Parton SUGAR HILL 3980 (17.98 CD)	
	10	12	11		DEFAULT TV7 6000 (15.98 CD)	
	1	13	17	E	SEVENDUST TVT 5993 (17.98 CD)	
	12	18	27	-4	TAKING BACK SUNDAY Tell All Your Friends	
	13	14	19	ile.	THE SHINS SUB POP 70825* (15.98 CO)  Chutes Too Narrow	
	14	26	31		COHEED AND CAMBRIA In Keeping Secrets Of Silent Earth: 3	
ı	15	9	10	7	SOUNDTRACK NEW LINE 39028 (16,98 CD)	
	16	21	32	15	THE POSTAL SERVICE Give Up	
	T)	19	29	B	DEATH CAB FOR CUTIE Transatlanticism BARSUX 32 (16 98 CD)	
	18	16	24	#â	THE PETER MALICK GROUP FEATURING NORAH JONES New York City	
	19	20	22	6	LOUIE DEVITO N.Y.C. Underground Party 6	
	20	10		2	DEE VEC 0008/MUSICRAMA (18 98 CD)  VARIOUS ARTISTS Psychopathics From Outer Space Part 2!	
	21	22	28	76	PSYCHOPATHIC 4022 (19.98 CO)  NICKEL CREEK ● This Side	
	22	17	14		SUGAR HILL 3941 (18 98 CO)  BOB & TOM Camel Toe	
	23	28	33		FRIGGEMALL 5071 (27.98 CD) [H]  LOS LONELY BOYS Los Lonely Boys	
	24	41	44	77	OR 80305 (13 98 CD)[H] HOT HOT HEAT Make Up The Breakdown	
	25	40	49		SUB POP 70599 · (12 98 Cp) [H]  ATMOSPHERE Seven's Travels	
	26	36	41		RHYMESAYERS ENTERIAINMENT/FAT BEATS 86890 / FPITAPH (17.98 CD)  VARIOUS ARTISTS • Vans Warped Tour 2003 Compilation	
	27	24	26	158 149	SIDE DNE DUMMY 71237 (8,98 CD)  SIMPLY RED Home	
	28	23	23	Me	SIMPLYRED CDM 0001/RED INK (1898 CD)  SHERRIE AUSTIN Streets Of Heaven	
	25	37	45		BROKEN BOW 75872 (18 98 CD) [H]	
			43		COMEDY CENTRAL 30017 [16 98 CD/DVD] [H]	
ì	30	46	-		VAGRANT 001115*/DREAMWORKS (1598 CD)	
	31	39	42		JOE STRUMMER & THE MESCALEROS Streetcore HELLAI 80454 EPITAPH 118 98 (20)	
	32	35	39		EVA CASSIDY BUX STREET 10079 (17.98 CD)  American Tune	
	33	25	25	13.3	THE WIGGLES Yummy Yummy KOCH 8625 (11.98 CD [M])	
	34	29	12	24	KEALI'I REICHEL Ke'alaokamaile	
	85		direc.		LIL JON & THE EAST SIDE BOYZ Certified Crunk	
	36	34	20	4	MICHAEL BUBLE  DRG 91418 KOCH (14 98 CD)  Totally Buble	
	37	43	47		MITCH HEDBERG COMEDY CENTRAL 30024 (17 98 CD/DVD)  Mitch All Together	
	<b>3</b>	1112-4	NIEN	22	DASHBOARD CONFESSIONAL MTV Unplugged V 2.0 VAGRANT 378 (18.98 CD/DVD) [H]	
	39	32	37	18.	JIMMY BUFFETT Live In Las Vegas NV MAILBOAT 2102 (18 98 CO)	
	48	RE-E	NTRV	8	ANTI-FLAG The Terror State	
	4	RE-I	NTRY	65	INTERPOL Turn On The Bright Lights MATADOR 545" (16 38 CD) [H]	
	42	33	35		DOLLY PARTON BLUE EYE 79756 (17.98 CD)  For God And Country	
	43	PE-	NTRV	13	ALKALINE TRIO Good Mourning	
	44	RE I	NTP	1	FROM AUTUMN TO ASHES The Fiction We Live	
	45	15	6	- 3	VARIOUS ARTISTS Thomas Kinkade-St. Nicholas Circle: Treasury Of Christmas MUSIC OF LIGHT 2218/MADACY (18.98 CD)	
	45	45	46	37	CRAIG MORGAN BROKEN BOW 77567 (1398 CD) [N]	
	47	HE-	ENTEN	7	PENNYWISE From The Ashes	
	48	47	-	22	SOUNDTRACK EMPEROR NORTON 7068* (17.98 CD)  Lost In Translation	
	49	RE	N Ra	10	TECH N9NE Absolute Power STRANGE (18 98 CD)	
	50	RE	NTR	811	50 CENT Guess Who's Back?	
1		-	W 1909	1	1	

All Christmas, Hanukkah, and Kwanzaa collections, including new ones and those released in earlier years, are eligible to appear on Top Holiday Alhums. The Heatseekers chart lists the best-seling albums by new and developing artists, defined as those who have never appeared in the top 100 of The Billiboard 200. If a Heatseekers that love, it and the act's subsequent albums are immediately ineligible to appear on the Heatseekers chart lists the best-seling albums by new and developing artists, defined as those who have never appeared in the top 100 of The Billiboard 200. If a Heatseekers that love, it and the act's subsequent albums are immediately ineligible to appear on the Heatseekers chart lists the best-seling albums by new and developing artists, defined as those who have never appeared in the top 100 of The Billiboard 200. If a Heatseekers that love, it allows the seling and the act's subsequent albums are immediately ineligible to appear on the Heatseekers that now it is a love of the seling and the act is subsequent albums are immediately ineligible to appear on the Heatseekers that now it is a love of the seling and the act is a love of the seling albums with the greatest sales gains this week. • Recording Industry Ass. Of America (RIAA) certification for net shipment of 100 million units (Platinum Industry Ass. Of America (RIAA) certification of 100 million units (Platinum Industry Ass. Of America (RIAA) certification of 100 million units (Platinum Industry Ass. Of America (RIAA) certification of 100 million units (Platinum Industry Ass. Of America (RIAA) certification of 100 million units (Platinum Industry Ass. Of America (RIAA) certification of 100 million units (Platinum Industry Ass. Of America (RIAA) certification of 100 million units (Platinum Industry Ass. Of America (RIAA) certification of 100 million units (Platinum Industry Ass. Of America (RIAA) certification of 100 million units (Platinum Industry Ass. Of America (RIAA) certification of 100 million units (Platinum Industry Ass. Of America

## JANUARY 10 Billboard TOP JAZZ ALBUMS TM

THIS WEEK	LAST WEEK	MILE OF	Sales data compiled by \$\frac{\text{Nielsen}}{\text{SoundScan}}\$  ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL Title		
1	1	9	9 Weeks At Number 1 HARRY CONNICK, JR. ● Harry For The Holidays		
2	2	45	DIANA KRALL ● Live In Paris  VERVE 065109/VG		
(3)	6	110	VINCE GUARALDI BIUEBIRO 5390/AAL  The Charlie Brown Suite & Other Favorites		
4	4	(to)	BELVIS COSTELLO DEUTSCHE GRAMMOPHON 000996/UNIVERSAL CLASSICS GROUP  North		
(5)	7	12	CASSANDRA WILSON BLUE NOTE \$1880 [H]		
6	3	57	STEVE TYRELL COLUMBIA 8228/SONY MUSIC [N]  This Guy's In Love		
7	9	24	HARRY CONNICK, JR. Other Hours: Connick On Piano 1  MARSALIS BI3304/ROUNDER		
8	TE	11117	VARIOUS ARTISTS The Definitive American Songbook A - I Vol. 1 CAPITOL 92819		
9	i e i	A THE	VARIOUS ARTISTS The Definitive American Songbook J - K Vol. 2 CAPITOL 92820		
10	8		PETER CINCOTTI Peter Cincotti		
11	5	6,6	TONY BENNETT & K.D. LANG   A Wonderful World  RPM/COLUMBIA 86724/SONY MUSIC  A Wonderful World		
12	12		AARON NEVILLE Nature Boy: The Standards Album		
13	11	40)	DAVID SANBORN timeagain VERVE 065578/VG		
14	13	51	PAT METHENY WARNER BROS. 48473 One Quiet Night		
15	10	7	LOUIS ARMSTRONG & FRIENDS 20th Century Masters: The Best OfThe Christmas Collection		
16	14	19	DIANNE REEVES BLUE NOTE 80252  A Little Moonlight		
17	1123	HITH	VARIOUS ARTISTS  Lady Sings The Blues CAPITOL 80738		
18	17		THE MANHATTAN TRANSFER Couldn't Be Hotter		
19	16		LOU RAWLS Rawls Sings Sinatra		
20	20		JANE MONHEIT Live At The Rainbow Room N-CODED 4249/WARLOCK		
21	22	15	PONCHO SANCHEZ CONCORD PICANTE 10331/CONCORD  Out Of Sight		
22	23	35	VARIOUS ARTISTS PLAYBOY JAZZ 7507/CUNCORO Jazz After Dark		
23	21	31	GLENN MILLER Platinum Glenn Miller		
24	18	34	BOZ SCAGGS But Beautiful: Standards Volume 1  BRAY CAT 4000/MAILBOAT		
25	19	-	STACEY KENT The Boy Next Door		

LANGUARY 40 D. III	TOP CO	NTEMPORAF	Y
JANUARY 10 Billboard®		NTEMPORAF AZZ	

ı		2004		
	IS WEEK	AST WEEK	10 1	Sales data compiled by Nielsen SoundScan
ı	震	5		ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL Title
	1	1	76	NORAH JONES ▲ <sup>8</sup> SUMBER 1 <sup>3</sup> 性 96 Weeks At Number 1 Come Away With Me
I	2	2	29	KENNY G BMG HERITAGE 50997/ARISTA  Ultimate Kenny G
۱	3	4	90	WILL DOWNING Emotions
ı	4	3	12	GRP 000529/VG DAVE KOZ Saxophonic
١	5	6	13	CAPITOL 34226 [H] CHRIS BOTTI A Thousand Kisses Deep
1	6	5	24	COLUMBIA 90539/SONY MUSIC [H]  BERNIE WILLIAMS  The Journey Within
	7	7	18	GRP 000725/0G [M]  VARIOUS ARTISTS  Verve//Remixed2  VERVE 000584"/VG  Verve //Remixed2
1	8	8	12	NAJEE Embrace
ì	9	10	20	N-CODED 4248/WARLOCK  PRAFUL One Day Deep N-CODED 4244/MRNDEZVOUS
ı	10	13	60	RECOUNT G ● Paradise ARISTA 14738
ı	11	9	44	MINDI ABAIR GRP 065229/16  It Just Happens That Way
ı	12	17	16	BELA FLECK & THE FLECKTONES  Little Worlds  COLUMBIA 86353 SONY MUSIC [H]
ı	13	11	8	VARIOUS ARTISTS KKSF 103.7 FM Sampler For AIDS Relief, Vol. 14
ı	14	16	MA.	MARC ANTOINE Mediterraneo
ı	15	14	111	DAVID BENOIT Right Here, Right Now
ı	16	18	25	GEORGE BENSON The Greatest Hits Of All WARNER BROS. 182841 PHINO
	17	19	18	RICK BRAUN WARNER BROS. 48280  Esperanto
	18	21	ÑS.	LIZZ WRIGHT Salt
	19	12		VARIOUS ARTISTS WNUA — Smooth Jazz Sampler 16 WNUA 9553
	20	15		VARIOUS ARTISTS WJJZ 106.1: Smooth Jazz Sampler, Vol. 10 - Tenth Anniversary
	21	24	21	THE JAZZMASTERS The Jazzmasters 4 TRIPPIN'N RHYTHM/HARDCASTLE 90513/V2
	22	23	- Ta	VARIOUS ARTISTS A Twist Of Motown  GRP 000115/VG
	23	24		KEIKO MATSUI White 0wl
	24	114	HIN	GALACTIC Ruckus SANCTUARY 84643 [H]
	25	25	12	INCOGNITO Who Needs Love

### Billboard® TOP CLASSICAL ALBUMS...

THIS WEEK	LAST WEEK	100	
THIS	LAS	1000	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL Title
		1	型 NUMBER 1 2 9 Weeks At Number 1
1	1	11	ANDREA BOCELLI PHILIPS 001275/UNIVERSAL CLASSICS GROUP
2	2	V	SOUNDTRACK DECCA 901574/UNIVERSAL CLASSICS GROUP  Master And Commander
3	4	45	ANDREA BOCELLI ▲ Sentimento PHILIPS 470400/UNIVERSAL CLASSICS GROUP
4	3		JOSHUA BELL SONY CLASSICAL 87894/SONY MUSIC [H]  Romance Of The Violin
5	5	12	ANDRE RIEU DENON 17293 [H] Live In Dublin
6	8	(Is	CECILIA BARTOLI DECCA 001097/UNIVERSAL CLASSICS GROUP  The Salieri Album
7	6	113	RENEE FLEMING DECCA 00 1024/UNIVERSAL CLASSICS GROUP  By Request
8	7		ANONYMOUS 4 HARMONIA MUNO! 907325  Wolcum Yule
9	10	4/4	LANG LANG DG 0000666/UNIVERSAL CLASSICS GROUP  Tchaikovsky/Mendelssohn: Piano Concertos
10	12	H	JANUSZ OLENJNICZAK WITH THE WARSAW PHILHARMONIC NATIONAL ORCHESTRA OF POLAND (STRUGALA)  SONY CLASSICAL 87739/SONY MUSIC  The Pianist (Soundtrack)
11	9		ANNA NETREBKO DG 000990/UNIVERSAL CLASSICS GROUP Opera Arias
12	11	16	HILARY HAHN DG 000986/UNIVERSAL CLASSICS GROUP  Bach: Violin Concertos
13	13	76	CARRERAS-DOMINGO-PAVAROTTI The Best 0f The 3 Tenors DECICA 466999/UNIVERSAL CLASSICS GROUP
14	1111	miri	JUSSI BJORLING Bjorling Rediscovered - Carnegie Hall Recital September 1955
15	15	SIN	VLADIMIR HOROWITZ SONY CLASSICAL 59023/SONY MUSIC  Live & Unedited: Historic 1965 Return Concert

### January 10 Billboard® TOP CLASSICAL CROSSOVER,

			S AND NOTES OF THE PARTY OF THE	
THIS WEEK	LAST WEEK	NO SAM	ARTIST IMPRINT & NUMBER/DISTRIBUT	ng label Title
			<b>                                    </b>	UMBER 1 20 7 Weeks At Number 1
1	1		JOSH GROBAN ▲ 2 142/REPRISE 48450/WARNER BROS.	Closer
2	3	22	YO-YO MA SONY CLASSICAL 89935/SONY MUSIC	Ob <mark>rigad</mark> o Brazil
3	4	11	SARAH BRIGHTMAN NEMO STUDIO 37180/ANGEL	Harem
4	2		IRISH TENORS RAZOR & TIE 82897	We Three Kings
5	5	53	JOSH GROBAN 143/REPRISE 48413/WARNER BROS.	Josh Groban In Concert
6	6	14	LUCIANO PAVAROTTI DECCA 001096/UNIVERSAL CLASSICS GROUP	Ti Adoro
7	7	57	CHARLOTTE CHURCH COLUMBIA 86990/SONY MUSIC	Prelude: The Best Of Charlotte Church
8	8	7	VARIOUS ARTISTS DECCA 001310/UNIVERSAL CLASSICS GROUP	The Incredible Christmas Album
9	11	15	BOND MB0/DECCA 001117/UNIVERSAL CLASSICS GROUP	Bond: Remixed
10	10	11	RUSSELL WATSON DECCA 001178/UNIVERSAL CLASSICS GROUP	Reprise
11	12	11	VARIOUS ARTISTS DECCA 000901/UNIVERSAL CLASSICS GROUP	Pure Classics
12	Uni	TEN	PLACIDO DOMINGO EMI LATIN/EMI CLASSICS 5758 I/ANGEL	Bravo! Domingo: The Best Of Placido Domingo
13	13	ăf)	SOUNDTRACK NONESUCH 79837/AG	Angels In America
14	14	(3)	BOND MB0/DECCA 470500/UNIVERSAL CLASSICS GROUP [H]	Shine
15	9		THE CAMBRIDGE SINGERS	The Cambridge Singers Christmas Album

## ANUARY 10 Billboard TOP NEW AGE ALBUMS

THIS WEEK	LAST WEEK	MIL GR	ARTIST IMPRINT & NUMBER/DISTRIBUTI	ng label Title
_				NUMBER 1 3 8 Weeks At Number 1
1	1	16	JIM BRICKMAN WINDHAM HILL 52896/AAL	Peace
2	2	111	VARIOUS ARTISTS WINDHAM HILL 53901/AAL	Win <mark>dham</mark> Hill Christmas II
3	3	49	YANNI WINDHAM HILL 18106/BMG HERITAGE	Ultimate Yanni
4	4	32	MANNHEIM STEAMROLLER/C AMERICAN GRAMAPHONE 1776	.W. MCCALL American Spirit
5	5	615	YANNI VIRGIN 31516	Ethnicity
6	7	48	MANNHEIM STEAMROLLER AMERICAN GRAMAPHONE 214	Romantic Melodies
7	6	3.6	MEDIAEVAL BABES NETTWERK 30392	Mistletoe And Wine: A Seasonal Collection
8	8	15	VARIOUS ARTISTS WINDHAM HILL 54344/AAL	Prayer: A Windham Hill Collection
9	9	21	JIM BRICKMAN WINDHAM HILLVICTOR 11547/AAL	Love Songs & Lullabies
10	14	27	DELERIUM NETTWERK 30306 [H]	Chimera
<b>O</b>	15	13	STEVEN ANDERSON MADACY CHRISTIAN 2881/MADACY	100 Church Classics
12)	24	W	VARIOUS ARTISTS WINDHAM HILL 57668/AAL	Windham Hill Chill 2
13	10	RE.	MANNHEIM STEAMROLLER AMERICAN GRAMAPHONE 1031	Halloween
14	11	413	GEORGE WINSTON WINDHAM HILL/VICTOR 11649/AAL	Night Divides The Day: The Music Of The Doors
13)	RE-E	iia	JESSE COOK NARADA WORLD 90797/VIRGIN	Nomad

Sales data for Classical, New Age, and Kid Audio charts compiled by Nielsen SoundScan

JANUARY 10 Billboard

#### TOP CLASSICAL BUDGET

F	NUTCRACKER HIGHLIGHTS PETER WEHLERT LASERLIGHT	BERUN SYMPHONY ORCHES
2	CHRISTMAS WITH PAVAROTTI LASERLIGHT	LUCIANO PAVAROT
3	THE MOST RELAXING CLASSICAL I	MUSIC VARIOUS ARTIS
4	VIENNA WALTZES MADACY	VARIOUS ARTIST
u,	CHRISTMAS FAVORITES BOSTON P RCA SPECIAL PRODUCTS /BMG CLASSICS	OPS ORCHESTRA (FIEDLE
Æ	GREAT TENORS PRIME CUTS	VARIOUS ARTIST
7	25 PIANO FAVORITES MADACY	VARIOUS ARTIST
E	HANDEL: THE MESSIAH LONDON PI	HILHARMONIC ORCHEST
5	BEETHOVEN: 50 CLASSICAL HIGHL ST. CLAIR	JGHTS VARIOUS ARTIS
10	CLASSICS FOR RELAXATION	VARIOUS ARTIST
11	25 GOLDEN CLASSICS MADACY	VARIOUS ARTIST
1,2	HANDEL'S MESSIAH LONDON PHI	LHARMONIC ORCHESTR
13	CLASSICAL PIANO MADACY	VARIOUS ARTIST
14	25 CLASSICAL FAVORITES MADACY	VARIOUS ARTIST
15	RELAXING CLASSICS ST. CLAIR	VARIOUS ARTIST

### JANUARY 10 Billboard

#### TOP CLASSICAL MIDLINE

1		
١	1	PACHELBEL'S GREATEST HITS: THE ULTIMATE CANON VARIOUS ARTISTS.
ł	2	BABY MOZART VARIOUS ARTISTS WALT DISNEY
ı	3	THE MOST RELAXING PIANO ALBUM IN THE WORLDEVER! VARIOUS ARTISTS EMI CLASSICS /ANGEL
ı	4	A TENOR'S CHRISTMAS CARRERAS-DOMINGO-PAVAROTTI SONY CLASSICAL /SONY MUSIC
ı	5	DISNEY'S BABY BEETHOVEN VARIOUS ARTISTS WALT DISNEY
ı	5	CHRISTMAS ADAGIOS VARIOUS ARTISTS DECCA (UNIVERSAL CLASSICS GROUP
l		MORE OF MOST RELAXING CLASSICAL MUSIC IN UNIVERSE VARIOUS ARTISTS DENON
		CHRISTMAS FESTIVAL BOSTON POPS ORCHESTRA (FIEDLER) VICTOR /BMG CLASSICS
	•	TCHAIKOVSKY: NUTCRACKER/BEAUTY ANTAL DORATI PHILIPS /UNIVERSAL CLASSICS GROUP
I	TC.	THE #1 OPERA ALBUM VARIOUS ARTISTS DECCA /UNIVERSAL CLASSICS GROUP
ı	11	ULTIMATE CLASSICAL CHRISTMAS VARIOUS ARTISTS SONY CLASSICAL /SONY MUSIC
ı	12	THE JOY OF CHRISTMAS LEONARD BERNSTEIN SONY CLASSICAL/SONY MUSIC
ŀ	13	HYMNS TRIUMPHANT: VOLS. 1 & 2 LONDON PHILHARMONIC ORCHESTRA SPARROW
		BABY BACH VARIOUS ARTISTS WALT DISNEY
200		SIMPLY CHRISTMAS VARIOUS ARTISTS DECCA /UNIVERSAL CLASSICS GROUP
C	essca	Midline compact discs have a wholesale cost
		8 98 and 12 98 CDs with wholesale price lower than

8.18 appear on Classical Budget.

### JANUARY 10 Billboard

	TOP KID AUDIO
	THE CHEETAH GIRLS THE CHEETAH GIRLS (EP) WALT DISNEY 860126
2	KIDZ BOP KIDS RAZDR & TIE 89074
3	HILARY DUFF SANTA CLAUS LANE BUENA VISTA 860129/WALT DISNEY
4	VARIOUS ARTISTS RADIO DISNEY JAMS VOL 6 WALT DISNEY 860088
5	LIZZIE MCGUIRE DISNEY'S KARADKE SERIES: LIZZIE MCGUIRE WALT DISNEY 861011
6	KIDZ BOP KIDS KIDZ BOP 3 RAZOR & TIE 89060
7	KIDZ BOP KIDS RAZDR & TIE 89056 KIDZ BOP CHRISTMAS
8	LIZZIE MCGUIRE BUENA VISTA 860791, WALT DISNEY
9	KIM POSSIBLE DISNEY'S KIM POSSIBLE WALT DISNEY 860097
10	VARIOUS ARTISTS DISNEY PIXAR FINDING NEMO OCEAN FAVORITES WALT DISNEY 861022
11	KIDZ BOP KIDS RAZOR & TIE 89042
12	KIDZ BOP KIDS KIDZ BOP 2 RAZOR & TIE 89055
13	KIDS PICKS SINGERS KIDS PICKS HIT MIX STRAIGHTWAY 91729
14	VARIOUS ARTISTS RADIO DISNEY JAMS VOL.5 WALT DISNEY 860787
15	VARIOUS ARTISTS DISNEYMANIA SUPERSTAR ARTISTS SING DISNEY WALT DISNEY 850785
16	SUPERSTAR KIDZ SUPERSTAR KIDZ WALT DISNEY 860087
17	VARIOUS ARTISTS DISNEY'S KARADKE SERIES: THE LION KING WALT DISNEY 861010
18	VARIOUS ARTISTS CHILDREN SING FOR CHILDREN 25 CHRISTMAS SONGS I UNITED AUDIO 10991/UNITED MULTIMEDIA
19	VARIOUS ARTISTS DISNEY'S GREATEST: VDL 1 WALT DISNEY 860693
20	READ-ALONG FINDING NEMO WALT DISNEY 860588
21	VARIOUS ARTISTS DISNEY'S GREATEST: VDL. 2 WALT DISNEY 860694
22	VARIOUS ARTISTS SONGS 4 WORSHIP KIDS: CHRISTMAS NTEGRITY 18952/TIME LIFE
23	THE WIGGLES YUMMY YUMMY OCH 8626
24	READ-ALONG DISNEY'S BROTHER BEAR WALT DISNEY 861023
25	VARIOUS ARTISTS KID'S DANCE PARTY BMG SPECIAL PRODUCTS 44570
nich er :	recordings, original motion picture soundtracks excluded.

Chart Codes; C5 (Hot Country Singles); Hand (Hot top Singles); LT (Hot Latin Tracks) and RBH (Hot R&B Hip/Hop Singles). TITLE (Publisher - Licensing Drg.) Sheet Music Dist., Chart, Pasition.

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ADICTO (Enrique Iglesias, ASCAP/EMI April, ASCAP/Metrophonic, ASCAP) LT 23 ALLI WANT FOR CHRISTMAS IS A REAL GOOD TAN (Scarlet Moon, BMI) CS 30 ALONE (EMI Blackwood, BMI/Be's Songs, NV/A&S

oductions, BVBA), HL, H100 99

AMERICAN SOLDIER (Tokeco Tunes, BMI/Wacissa

AMERICAN SOLDIER (Tokeco Tunes, BMI/Wacissa River, BMI/BP), BMI), HL, CS 12; H100 58 AMOR DESCARADO (Flamingo, BMI/Nuevo Mundo, BMI/Telemundo, BMI) LT 31 ANOTHER POSTCARD (CHIMPS) (Treat Baker, SOCAN/WB, ASCAP), WBM, H100 98 EL ANO VIEJO (Universal Musica, ASCAP/Prodemus, ASCAP) LT 12 ANTES (EMI April, ASCAP) LT 7 AQUI EN CORTITO (Esmogon, ASCAP) LT 40 ARE YOU GONNA BE MY GIRL (Copyright Control) H100 66

H100 66

AVE CAUTIVA (Seg Son, BMI) LT 5

AWAY FROM ME (WB, ASCAP/Jordan Rocks Music,

BABY BOY (Beyonce, ASCAP/Hitco South, ASCAP/Music Of Windswept, ASCAP/Scott Storch, ASCAP/Tuff Jew, ASCAP/EMI April, ASCAP/EARC Winsik, ASCAP/Carter Boys, ASCAP/TVT, ASCAP/Notting Dale, ASCAP), HL/WBM, H100 10; RBH 32

BACK FOR MORE (Universal, ASCAP/Dirty Dre, ASCAP/PoohBZ, ASCAP/WB, ASCAP/Sounds From The Sout, ASCAP) Warner Chappell, SOCAN/One Man Music, ASCAP, WBM, RBH 76

Soul, ASCAP/Warner Chappell, SOCAN/One Man Music, ASCAP), WBM, RBH 76
BACK IN THE DAY (PUFF) (Divine, BMI/Tribes Of Kedar, ASCAP/Jajapo, ASCAP/I-N-I Vibrations, ASCAP/Sadiyah's, BMI/Janice Combs, BMI/EMI Blackwood, BMI/Jobete, ASCAP), HL, RBH 62
BACKTIGHT (Hood Classics, ASCAP/E-Ballad, ASCAP/WB, ASCAP/Young Beggah, BMI/Mother Drake, ASCAP/Jasane Drama, ASCAP/Warner-Tamerlane, BMI), WBM, RBH 63
BADABROOM (Notting Hill SESAC/Put It Down

WBM, KBH 63

BADABOOM (Notting Hill, SESAC/Put It Down,
SESAC/T. Scott Style, SESAC/Milo Stokes, ASCAP/EMI
April, ASCAP/No Question Ent., ASCAP/I. Brasco,
ASCAP/Lady Pegasus, ASCAP/Sony/ATV Cross Keys, AP), HL, H100 59; RBH 29 BAD BOY THIS BAD BOY THAT (Tony Dofat

BAD BOYTHIS BAD BOY THAT (Tony Dofat, BMI/Rounder, BMI/Irving, BMI/EMI April, ASCAP/Justin Combs, ASCAP/Frederick Watson, ASCAP/Rodney Hill, ASCAP/EMI Blackwood, BMI/lanice Combs, BMI/Lloyd Mathis, BMI/Llynese Wiley, BMI), HL, RBH 82
BANG BANG BOOM (Feelis, ASCAP/Dead Game, ASCAP/EMI April, ASCAP/Swizz Beatz, ASCAP/Far Out, ASCAP/Universal-PolyGram International, ASCAP), HL, RBH 98

RF FASY (Domani And Ya Maiesty's Music.

BE EASY (Domain and ya Majesty's Music, ASCAP/Toompstone, BMI) RBH 80 BIGGER THAN MY BODY (Specific Harm, ASCAP/Sony/ATV Tunes, ASCAP), CLM, H100 96 BREATHE (I'm Still With The Band, BMI/Warner-Tamer lane, BMI/Dylan Jackson, ASCAP/WB, ASCAP), WBM,

H100 54 BRIGHT LIGHTS (Bidnis, BMI/EMI Blackwood, BMI), HL, H100 36

CAUSAME LA MUERTE (TN Ediciones, BMI/Los Com-

positores, BMI) LT 44
CERCA DE TI (Thaly Songs, BMI/Peermusic III,
BMI/Warner-Tamerlane, BMI/Million Dollar Steve,
BMI/Gerina Di Marco, BMI) LT 27
CHANGE CLOTHES (EMI April, ASCAP/Carter Boys,
ASCAP/Chase Chad, ASCAP/EMI Blackwood, BMI/The

ASCAP/Chase Chad, ASCAP/EMI Blackwood, BMI/Th Waters Of Nazareth, BMI), HL, H100 17: RBH 9 CHICKS DIG 1T (Mark Hybner, ASCAP/Cagle Blue, ASCAP/Casey Donovan, BMI), WBM, C5 13: H100 86 CLAP BACK (Slaver, BMI/Songs Of Universal, BMI/Scott Storch, ASCAP/DJ Irv, BMI/Ensign, BMI), BMI/Ensign, BMI),

BMI/Scott Storch, ASCAP/DJ IIV, DIMI/LIDIGH, DIMI/LIDIGH,

ASCAP), HL, RBH 81
COME OVER (Naked Under My Clothes,
ASCAP/Chrysalis, ASCAP/Babyboy's Little, SESAC/Noontime South, SESAC/Warner-Tamerlane, BMI/Kevin Hicks,
BMI/Bubba Gee, BMI/Noontime Tunes, BMI/WBM,
SESAC), WBM, RBH 41
COOL TO BE A FOOL (Foray, SESAC/MR2,
SESAC/Bethar, BMI/Still Working For The Man, BMI/Wil
Nance, BMI/ICG, BMI) CS 24
CORAZON DE PAPEL (2000 Amor, ASCAP/Sony/ATV
Discos, ASCAP/Rafa, ASCAP/Miranda Songs, ASCAP) LT
48

COWBOYS LIKE US (Almo, ASCAP/Sony/ATV Tree,

COWBOYS LIKE US (Almo, ASCAP/SON)/AIV TIEC, BMI/Love Monkey, BMI), HL, CS 10; H100 74 CRANK IT UP (EMI April, ASCAP/Black Fountain, ASCAP/N Da Trunk, ASCAP/Crump Tight, ASCAP/Herbilicious, ASCAP), HL, RBH 92 CUIDARTE EL ALMA (Songs Of Castillo, BMI/WB, ASCAP/Universal-Musica Unica, BMI) LT 17

#### \_D\_

DAMN! (Drugstore, ASCAP/Lil Jon 00017 Music, BMI/White Rhino, BMI/Lil' Buddy Dewberry, BMI) H100

BMI/White Rhino, BMI/Lif Buddy Dewberry, BMI) H100
15; RBH 10
DAYS OF OUR LIVES (Songs Of Universal, BMI/You
Scream, BMI/Ottomatic Hit, BMI/Almo, ASCAP/Jill's Mad
Money, ASCAP/Universal, ASCAP), HL/WBM, CS 35
DIAMOND IN DA RUFF (Invisible, BMI/Niahlist,
BMI/Divine Mill, ASCAP/WB, ASCAP/I Want My Daddy's
Records, ASCAP/Jahqae Joints, SESAC/Universal Tunes,
SESAC/Bridgeport, BMI), WBM, RBH 64,
DIDN'T (Warner-Tamerlane, BMI/Green Ivy,
BMI/Nashville DreamWorks Songs, ASCAP/Brian Nash,
ASCAP/Monkey Feet, ASCAP/Cherry Lane,
ASCAP/Monkey Feet, ASCAP/Cherry Lane,
ASCAP/CHAP(SS)
DRT OFF YOUR SHOULDER (EMI April, ASCAP/Carter
Boys, ASCAP/Virginia Beach, ASCAP), HL, RBH 51

DIRT OFF YOUR SHOULDER LEMI APITI, ASCAP/CAITED BOYS, ASCAP/Virginia Beach, ASCAP), HL, RBH 51

DONDE CORRE LA SANGRE (Not Listed) LT 46

DOWN FOR ME (Next Selection, ASCAP/Donceno, ASCAP/Jack Knight, ASCAP/Justin Combs, ASCAP/EMI APITI, ASCAP/Marsky, BMI/Janice Combs, BMI/EMI Blackwood, BMI/Harve Pierre, BMI/Shannon Lawerence, SESAC/Featquo, SESAC/The Writing Factory, ASCAP), HL, RBH 37

DRINKIN' BONE (Sony/ATV Acuff Rose, BMI/Zomba, ASCAP/Sufferin' Succotash, ASCAP), HL/WBM, CS 7; H100 78

DUDE (Mad House, BMI/EMI Blackwood, BMI/Dudaman, ASCAP), HL, RBH 65

ENAMORADA (Clear Heart, BMI/Ensign, BMI) LT 28
ENCORE (Carter Boys, ASCAP/EMI April, ASCAP/Ye
World Music, ASCAP), HL, RBH 66
EN REALIDAD (Maximo Aguirre, BMI) LT 26
ESTOY A PUNTO (Ser-Ca, BMI) LT 41
ESTOY ENAMORADA (Not Listed) LT 45
EVEN SANTA CLAUS GETS THE BLUES (UniversalSongs Of PolyGram, BMI/Marty Party, BMI/WarnerTamertane, BMI), WBM, CS 55
EVERY FRIDAY AFTERNOON (Murrah, BMI/Melanie
Howard ASCAP). WBM. (S 28

#### -F-

FALLEN (Sasqua, BMI/Nieze World Music, BMI/One Dynasty Music, ASCAP/Sony/ATV Cross Keys, ASCAP/Lanard Huggins, ASCAP/Edy Crahp, BMI/EMI Blackwood, BMI/Bridges In Babylon Music, BMI), HL,

FALLEN (Sony/ATV Songs, BMI/Tyde, BMI/Sony/ATV

Canada, SOCAN), HL, H100 47

THE FIRST CUT IS THE DEEPEST (Mainstay,
BMI/Salafa, ASCAP/Universal-MCA, ASCAP), WBM, CS

BMI/Jodeia, ASSAP/Top BACK) (Hot Butter Milk, ASCAP/Bat Radar, ASCAP/Top Billin', ASCAP) H100 39; RBH 84
FORTHENIGHT (Universal, ASCAP/Tetragrammaton, ASCAP/Soulchild, ASCAP/Nivrac Tyke, ASCAP), WBM,

o 63: RBH 22 H100 63; RBH 22 FREEK-A-LEEK (Zomba, ASCAP/Kumbaya, ASCAP/Watch My Music, ASCAP/Lil Jon 00017 Music,

ASCAP/Clear Heart, BMI/Ensign, BMI) LT 24

GAL YUH AH LEAD (X.C.A.R.R., ASCAP/Massive unds, ASCAP/STB, ASCAP) RBH 79 GANGSTA GIRL (Zomba Songs, BMI/R.Kelly, BMI),

GANGS IA GIRL (ZOMIDA 30115S, DIMITANCIN, DIMITANCIN, DIMITANCIN, DIMITANCIN, DIMITANCIN, DIMITANCIN, DIMITANCIN, DIMITANCIN, ASCAP/Bass Pipe, ASCAP/Karam's Kid, ASCAP/Nate Dogg, BMI/Universal, ASCAP/Cherry Lane, ASCAP), CLM/WBM, H100 38;

RBH 26
GET ITON THE FLOOR (Boomer X, ASCAP/Universal,
ASCAP/Dead Game, ASCAP/EMI April, ASCAP/Swizz
Beatz, ASCAP), HL, RBH 91
GET LOW (TVT, ASCAP/Swole, ASCAP/Da Crippler,
BMI/ColliPark, BMI/EWC, BMI/EMI Blackwood, BMI), HL,

BMI/ColliPark, BMI/EWC, BMI/EMC, BMI/CMI Blackwood, BMI), HL H100 13; RBH 23 GIGOLO (Zomba Songs, BMI/R.Kelly, BMI/Nick-elodeon, ASCAP/N-Can-N, ASCAP/Famous, ASCAP), HL/WBM, H000 24; RBH 21 GOOD LITTLE GIRLS (Mike Curb, BMI/Kiss My Cash, BMI/Ensign, BMI/Fuzzy Dice, BMI), HL/WBM, CS 27 A GUY LIKE ME (Greenhorse, BMI/EMI Blackwood, BMI/Cooke's Trust, SESAC/Bug, BMI), HL, CS 43

#### -H-

HANDPRINTS ON THE WALL (White Car, BMI/Scott P. les, BMI/Bug, BMI/Early Bird, BMI) CS 41 HARDER TO BREATHE (BMG Songs, ASCAP/Valentine entine, ASCAP/Careers-BMG, BMI/February Twenty

ond, BMI), HL, H100 49 **HEAD BUSSA** (Headbussa, ASCAP/Swole, ASCAP/G. 1.

, BMI) RBH 73 HEADSTRONG (WBM, SESAC/Traptism, SESAC),

WBM, H100 25 HEAVEN (Loco De Amor, BMI/Audible Sun, BMI),

HEAVEN (Loco De Amor, BMI/Audible Sun, BMI), WBM, H100 97 HELL YEAH (Gottahaveable, BMI/Songs Of Windswept Pacific, BMI/BMG Songs, ASCAP/Mrs. Lumpkins Poodle, ASCAP), HL/WBM, CS 15; H100 79 HERE WITHOUT YOU (Escatawpa, BMI/Songs Of Uni-

sal, BMI), WBM, H100 8 HEY YA! (Gnat Booty, ASCAP/Chrysalis, ASCAP), WBM,

H100 1; RBH 11
H1T THAT (Underachiever, BMI/King, Purtich, Homes, Paterno & Berlinger, BMI), HL, H100 64
HOLIDAE IN (Almo, ASCAP/Trak Starz, ASCAP/Irving, BMI/Jackpot, ASCAP/Ludacris, ASCAP/EMI April, ASCAP/EMI Blackwood, BMI), HL, H100 16; RBH 20
HONESTY (WRITE ME A LIST) (Sony/ATV Acuff Rose, BMI/May Mayers BMI) HL (St. v. H00 6f)

MUNES I Y (WRITE ME A LIST) (Sony/ATV Acuff Rose, BM/) New Works, BMI), HL, CS 4; H100 65
HOTEL (Larsiny, BM/EMI April, ASCAP/R. Kelly, BM//Zomba Songs, BM//Warner-Tamerdane, BM//Sony/ATV Songs, BMI/EMI Blackwood, BMI/Dead Game, ASCAP/Bernard's Other, BMI), HL/WBM, H100 46; RBH 33

133 HOT MAMA (Sony/ATV Acuff Rose, BMI/Wenonga,

HÓT MAMA (Sony/ATV Acuff Rose, BMI/Wenonga, BMI), HL, CS 14, HOT & WET (Da Twelve, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Danger Zone, ASCAP/Ludacris, ASCAP), HL, RBH 99 HOY (Estefan, ASCAP) LT 20 HYPHY (Cyphercleff, ASCAP/Momma Dot Muzik, ASCAP/Your Momma Looks Like A Man, ASCAP/Yellow Twankie, ASCAP/EMI April, ASCAP/E-40, BMI/Zomba Songs, BMI), HL/WBM, RBH 88

I AM THE HIGHWAY (Disappearing One, CAP/Melee Savvy Music, BMI/Me 3, BMI/LBV Songs,

BMI) H100 71
I CAN ONLY IMAGINE (Simpleville, ASCAP/Fun Attic,

I CAN ONLY IMAGINE (Simpleville, ASCAP) Fun Attic, ASCAP) CS 59 I CAN'T SLEEP (Espirtu de Leon, BMI/Songs Of Univer-sal, BMI/My Mulligan, BMI), WBM, CS 37 (I HATE) EVERYTHING ABOUT YOU (3 Days Grace, SOCAN/EMI April, ASCAP/Noodles For Everyone, SOCAN), Ill. Husers.

HL, H100 55
I'LL BE AROUND (God Given, BMI/Virginia Beach,

"I'LL BÉ AROUND (God Given, BMI/Virginia Beach, ASCAP/WB, ASCAP), WBM, RBH 53
ILOVE THIS BAR (Tokeco Tunes, BMI/Sony/ATV Tree, BMI/Big Yellow Dog, BMI), HL, C5 5; H100 56
ILOVE YOUT THIS MUCH (Nashville DreamWorks Songs, ASCAP/Paper Angels, ASCAP/Sunchaser, ASCAP/Cherry Lane, ASCAP/EMI April, ASCAP/Sea Gayle, ASCAP/Cherry Lane, ASCAP/EMI April, ASCAP/Sea Gayle, ASCAP, CLM/HL, C5 17
I'M GONNA TAKE THAT MOUNTAIN (Foray, SESAC/Sea Keepper, SESAC/Metawa, ASCAP) CS 47
I'M STILLIN LOVE WITH YOU (Sparta Florida, PRS/EMI Blackwood, BMI/EMI April, ASCAP), HL, H100
82; RBH 482; RBH

RBH 48 INDIAN FLUTE (Virginia Beach, ASCAP/WB, CAP/Surrounded By Idiots Music, ASCAP/757,

CAP/Surrounded By Idiots Music, ASCAP/757, CAP/Mahaveer, BMI), WBM, RBH 83 I NEED AVACATION (EMI April, ASCAP/Rebecca Lynn ward, ASCAP/Sony/ATV Cross Keys, ASCAP/Satcher

Songs, ASCAP), HL, CS 58
IN MY DAUGHTER'S EYES (Songs Of Nashville Drean
Works, BMI/Diversion, BMI/Cherry River, BMI), CLM, CS

IN MY LIFE (Money Mack, BMI) H100 83; RBH 36 INOCENTE DE TI (BMG Songs, ASCAP/Almo, ASCAP)

INOCENTE DE TI (BMG Songs, ASCAP/Almo, ASCAP)

LT 25
INVISIBLE (Desmundo, ASCAP/Deston,
ASCAP/Andreas Carlsson, STIM/WB, ASCAP/Warner
Chappell, PRS), HL/WBM, H100 44
IT'S MY LIFE (Universal-Songs Of PolyGram International, BMI/Zomba, ASCAP), WBM, H100 11
I WANNA DO IT ALL (EMI Blackwood, BMI/Ty Land,
BMI/1808 Music, BMI/BPJ, BMI/Mike Curb, BMI),
HL/WBM, CS 6; H100 61
I WISH (Still Working For The Man, BMI/Tommy Lee
James, BMI/ICG, BMI/Careers-BMG, BMI/Music Hill,
BMI), HL, CS 19
IZ U (Jackie Frost, ASCAP/BMG Songs, ASCAP/Associated Production, ASCAP/KPM, ASCAP/Jay E's Basement,
ASCAP/Universal, ASCAP/EMI April, ASCAP), HL, RBH 87

JINGLE BELLS (BMG Songs, ASCAP) CS 49 JUST A DOG (Ottanowear, BMI) RBH 86 JUST PUT A RIBBON IN YOUR HAIR (Corydon,

KNOCK KNOCK (Mass Confusion, ASCAP/WB, ASCAP/Ye World Music, ASCAP/Universal-Duchess, BMI/EMI April, ASCAP/DreamWorks Songs, ASCAP/Craig-man, ASCAP), CLM/HL/WBM, H100 95; RBH 46

LAGRIMAS DE CRISTAL (Zomba, ASCAP) LT 8
LA PAGA (Peermusic III, BMI/Camaleon, BMI) LT 11
LEARN CHINESE (A Shot Of Gin, SESAC/Dead Game, SCAP/EMI April, ASCAP/Huss Zwingli, ASCAP/Sony/ATV oss Keys, ASCAP/Te-Bass, BMI/EMI Blackwood, WI/Donna-Diion, BMI/MGM Music BMI/Londa-Diion, BMI/Londa-Diio a-Dijon, BMI/MGM Music, BMI/Dynatone.

ii), HL, RBH 85 - **LITTLE MOMENTS** (EMI April, ASCAP/Sea Gayle,

ASCAP), HL, CS 11; H106 G, MI ADILI, ASCAP) See dayle,
ASCAP), HL, CS 11; H106 G, MI ALIII, ASCAP) LT 49
LONG BLACK TRAIN (Sony/ATV Cross Keys,
ASCAP/Drivers Ed, ASCAP), HL, CS 21
LOVE ANGEL (Zomba Songs, BMI/R.Kelly, BMI) RBH

61
LOVE CALLS (Kem, BMI) RBH 49
LOVE YOU MORE (Hand In My Pocket, ASCAP/Music
Of Windswept, ASCAP/Famous, ASCAP/BIG JAMES,
ASCAP/Casion Room, ASCAP/Hutspa,
ASCAP/Chutzpah,
ASCAP/Notting Dale, ASCAP), HL/WBM, H100 92; RBH 35

#### -M-

MAS QUE TU AMIGO (Crisma, SESAC) LT 6
MAS TERCO QUE UNA MULA (Edimonsa, ASCAP) LT

35
MAYBERRY (Good Ol' Delta Boy, SESAC) CS 50
ME AGAINSTTHE MUSIC (Zomba Songs, BMI/Webo
Girl, ASCAP/WB, ASCAP/Britney Spears, BMI/Songs Of
Peer, ASCAP/Marchninth, ASCAP/Hitco South,
ASCAP/Tabulous, ASCAP/T Syllables, ASCAP/Morningsidetrail, ASCAP/T. Youngdell's Art, ASCAP), HL/WBM,

H100 91
ME CANSE DE MORIR POR TU AMOR (Zomba Golden

nds, ASCAP) LT 39
ME CANSE DE TI (F.I.P.P., BMI/EMI April, ASCAP) LT 3 MEGALOMANIAC (EMI April, ASCAP/Hunglikeyora

MEGALOMANIAC (EMI April, ASCAP/Hunglikeyora, ASCAP), HL, H100 75

ME, MYSELF AND I (Beyonce, ASCAP/Hunglikeyora, ASCAP), HL, H100 75

ME, MYSELF AND I (Beyonce, ASCAP/TVT, ASCAP/Scott Storch, ASCAP/TMI Jew, ASCAP/Black Owned Musik, ASCAP/Notting Dale, ASCAP), WBM, H100 10; RBH 8

ME VOY A IR (Arpa, BMI) LT 37

MIENTES TAN BIEN (Sony/ATV Discos, ASCAP) LT 1

MI FUNERAL (Universal Musica, ASCAP/Sony/ATV Discos, ASCAP) LT 34

MI GENTE (Iron Tigga, BMI/Ozomatli, ASCAP/DHG, BMI/Linkser, BMI/Universal-Musica Unica, BMI/King Of Bling, BMI/EMI Blackwood, BMI) LT 33

MI LIBERTAD (Universal Musica, ASCAP) LT 38

MILKSHAKE (The Waters Of Nazareth, BMI/EMI Blackwood, BMI/Raynchaser, BMI/Careers-BMG, BMI/Chase Chad, ASCAP/EMI April, ASCAP), HL, H100 3; RBH 5

RBH 5 A MILLION WAYS (Zomba, ASCAP/563, ASCAP), WBM,

MORE & MORE (R.Kelly, BMI/Zomba Songs, BMI),

MORE & MORE (R.Keliy, BMI/Zomba Songs, BMI), WBM, H100 57; RBH 18 MY BABY (OKBYME, ASCAP/Shago, ASCAP/Chrysalis, ASCAP/Naked Under My Clothes, ASCAP/Multi Muzic, ASCAP), WBM, H100 42; RBH 17 MY IM MORTAL (Zombies Ale My Publishing, BMI/Forthefallen, BMI/Dwight Frye, BMI) H100 70 MY LAST NAME (Coburn, BMI/Sony/ATV Cross Keys, ASCAP). HL, CS 20

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NEVA EVA (Swole, ASCAP) H100 94; RBH 45
NO BETTER LOVE (EMI April, ASCAP/Uncle Ronnie's,
ASCAP/Dillard, BMI/Copyright Control), HL, RBH 60
NO HACE FALTA (FI.P.P., BMI/Estefan, ASCAP) LT 36
NO, NO, NO (Jae Millz, BMI/Estefan, ASCAP) LT 32
NO, NO, NO (Jae Millz, BMI/Embassy, BMI/Katrina,
BMI/ARC, BMI) RBH 89
NO REGRETS YET (Make Me Smile, ASCAP/Right
Bank, ASCAP/Brand New Sky, ASCAP) CS 39
NOT TODAY (Universal-MCA, ASCAP/Mary). Blige,
ASCAP/Universal Tunes, SESAC/Songs Of Universal,
SESAC/WB, ASCAP/CWAB, SESAC/Ain't Nuthin' Goin' On
But Funking, ASCAP/Feemstrar, ASCAP/Music Of
Windswept, ASCAP/Elvis Mambo, ASCAP/Universal,
ASCAP/Blondie Rockwell, ASCAP/Zomba, ASC), WBM,
H100 41; RBH 25

ASCAP/Blondle NOCKWEII, ASCAP/ZOMBA, ASCI, WOM, H100 41; RBH 25 NUMB (Zomba Songs, BMI/Chesterchaz, ASCAP/Big Bad Mr. Hahn, BMI/Nondisclosure Agreement, BMI/Rob Bourdon, BMI/Kenji Kobayashi, BMI/Pancakey Cakes, BMI), WBM, H100 21

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ONE CALL AWAY (Almo, ASCAP/Trak Starz, ASCAP/Irv-ing, BMI/lackpot, ASCAP/EMI Blackwood, BMI/Ching Chong, BMI), HL, RBH 69 ONE MORE CHANCE (Zomba Songs, BMI/R.Kelly,

BMI), WBM, RBH 50 ON YOUR WAY HOME (Songs Of Bud Dog, ASCAP/Songs Of Universal, BMI/Hannaberg, BMI), WBM,

www.billboard.com

PAINT ME A BIRMINGHAM (Songs Of DreamWorks,

BMI), HI, CS 34 PAPER ANGELS (Nashville DreamWorks Songs, ASCAP/Paper Angels, ASCAP/Sunchaser, ASCAP/Cherry Lane, ASCAP/EMI April, ASCAP/Sea Gayle, ASCAP), CLM/HL, CS 40

Lane, ASCÁP/EMI April, ASCAP/Sea Gayle, ASCAP),
CLM/HL, CS 40
PARA MORIR IGUALES (Peer Int'L, BMI) LT 47
PARTY TO DAMASCUS (Sony/ATV Tunes, ASCAP/Huss
Zwingli, ASCAP/EMI Blackwood, BMI/Te-Bass, BMI/Mass
Confusion, ASCAP/WB, ASCAP), HL/WBM, RBH 100
PASS THAT DUTCH (Mass Confusion, ASCAP/WB,
ASCAP/Virginia Beach, ASCAP), WBM, H100 89; RBH 43
PERFECT (Sony/ATV Tree, BMI/Wenonga, BMI/Gold
Watch, BMI), HL/WBM, CS 20
PERFECT (WB, ASCAP/Wet Wheelie, SOCAN/HighMaintenance, SOCAN/Stinky Music, SOCAN/Jorop Out,
SOCAN/Slutty, SOCAN/Lanni Tunes, SOCAN/Warner
Chappell, SOCAN), WBM, H100 32
A PIERNA SUELTA (Ser-Ca, BMI) LT 42
PLEASE COME HOME FOR CHRISTMAS (Trio,
BMI/Fort Knox, BMI), HL/WBM, CS 53

PILEASE COME HOME FOR CHRISTMAS (INO, BMI/Fort Knox, BMI), HL/WBM, CS 53, POP THAT BOOTY (Notting Hill, SESAC/Put It Down, SESAC/T. Scott Style, SESAC) H100 76: RBH 34 PRETTY PAPER (Sony/ATV Tree, BMI/Willie Nelson, BMI), HL, CS 45

QUE TE RUEGUE QUIENTE QUIERA (LGA, BMI) LT 10 QUICK TO BACK DOWN (Zomba, ASCAP/III WIII, ASCAP/LII Jon 00017 Music, BMI), WBM, RBH 52 QUIEN TE DIJO ESOY (Brantunes, ASCAP/Maximo Aguirre, BMI/Fonsi, ASCAP) LT 4 QUIERO PERDERME EN TU CUERPO (Kike Santander, BMI/Ensign, BMI) LT 16

RAIN ON ME (Pookietoots, ASCAP/Baeza, ASCAP/Iniversal, ASCAP/Famous, ASCAP/Soldierz Touch, ASCAP/Ensign, BM/I/O Inv. BM/I/O logems-EMI, ASCAP/Irving Lorenzo, ASCAP), HL/WBM, H100 81; RBH

READ YOUR MIND (Tuff Huff, BMI/Grindtime, BMI/Pay Town, BMI) H100 18; RBH 6
REGALAME LA SILLA DONDE TE ESPERE (WB,
ASCAP/Gazul, ASCAP) LT 29

AP/Gazul, ASCAP) Li 29 **REMEMBER WHEN (**EMI April, ASCAP/Tri-angels, ASCA

ASCAP), HL, CS 2; H100 35
RIGHT HERE FOR U (Da Twelve, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Danger Zone, ASCAP), HL, RBH

72
RIGHT THURR (Trak Starz, ASCAP/Almo, ASCAP/Irving, BMI), HL, RBH 42
ROSAS (Sony/AIV Discos, ASCAP) LT 14
RUBBER BAND MAN (Domani And Ya Majesty's Music, ASCAP/Crump Tight, ASCAP) H100 77; RBH 30
RUNNIN (DYING TO LIVE) (EMI April, ASCAP/Justin Combs, ASCAP/Big Poppa, ASCAP/EMI Longitude, BMI/Bee Mo Easy, ASCAP/Universal, ASCAP), HL, H100
20; RBH 47

SALT SHAKER (TVT, BMI/ColliPark, BMI/EWC, BMI/Da Crippler, BMI/C/Amore, BMI/Me & Marq, ASCAP/EMI Azril, ASCAP/EMI Blackwood, BMI), HI, Hioo 26; RBH 16 SAY HOW I FEEL (DKG, BMI) RBH 97 SENTIMENTAL (Edimusa, ASCAP) LT 43 THE SET UP (Obie Trice, ASCAP/WB, ASCAP/Ain't Nuthin' Goin' On But Funking, ASCAP/Music Of Windswept, ASCAP/Ascap, ASCAP/Music Of Windswept, ASCAP/Bub, ASCAP/Music Of SACAP/Nate Dogg, BMI), WBM, Hioo 73; RBH 40 SHAKE THAT MONKEY (Zomba Songs, BMI/T. Shaw, BMI/LI Jon 00017 Music, BMI), WBM, Hioo 87 SHAKE THAT MONKEY (Zomba Songs, SACAP/Bubo, ASCAP/That'S What's Up, ASCAP/Bubo, ASCAP/That's What's Up, ASCAP/Bubo, ASCAP/Hothol Wascap, ASCAP/Bubo, ASCAP/Hothol Wascap, ASCAP/Bubo, ASCAP/Hothol Wascap, BMI/EMI Blackwood, BMI/Below The Surface, ASCAP/Eddie Serrano, BMI/Marsky, BMI/Janice Combs, BMI/EMI Blackwood, BMI/Below The Surface, ASCAP/BbH 71 SHE'S NOT JUST A PRETTY FACE (Universal-Songs Of PolyGram International, BMI/Lone Echo, BMI/Out Of Pocket, ASCAP/Zomba, ASCAP), WBM, CS 9; Hioo 68 SIGNAL DE PLANE (Greensleeves, PRS/EMI, PRS), HL, RBH 68 SILENT NIGHT (Public Domain) CS 57

RBH 68
SILENT NIGHT (Public Domain) CS 57
SILVER BELLS (Paramount, ASCAP) CS 54
SIMPLE LIFE (Nashville DreamWorks Songs,
ASCAP/Monkey Feet, ASCAP/Cherry Lane,
ASCAP/Famous, ASCAP/Animal Fair, ASCAP/Careers-BMG, BMI/Silverkiss, BMI/Songs Of Universal,
BMI/Songs From The Engine Room, BMI), CLM/HL/WBM,
CS 31

CS 31
SI NO ME AMAS (Brantunes, ASCAP/Maximo Aguirre,

BMI/Fonsi, ASCAP) LT 19 SLOW JAMZ (Stayin High, ASCAP/Konman Entertain-ment, ASCAP/Roc Da World, ASCAP/Diplomat, ASCAP/Ye World Music, ASCAP/EMI April, ASCAP), HL, H100 9; RBH

4

SMILE (50 Cent, ASCAP/Lloyd Banks, ASCAP/Universal, ASCAP/No.I.D., BMI/Jobete, ASCAP) RBH 77
SO FAR AWAY (Greenfund, ASCAP/im.nobody, ASCAP/M, Blue Car, ASCAP/PpimpYug, ASCAP/WB, ASCAP/N, WBM, H100 30
SOLO LOS TONTOS (Not Listed) LT 50
SOMEDAY (Warner-Tamerlane, BMI/Jarm Your Dillo, SOCAN/Zero-G, SOCAN/Black Diesel, SOCAN), WBM,

SOC AN/Zero-G, SOCAN/Black Diesel, SOCAN, worn, H100 12
SONGS ABOUT RAIN (Sony/ ATV Timber, SESAC/Hillsboro Valley, SESAC/Sony/ATV Tree, BMI/Cake Taker, BMI/Care Country, BMI), HL, C5 26
SORRY 2004 (First Avenue, ASCAP/BMG Songs, ASCAP/Demis H0t Songs, ASCAP/Edmonds, BMI/EMI April, ASCAP/Einnor, ASCAP/Antonio Dixon's Muzik, ASCAP/E.D. Duz-It, BMI), HL, H100 50; RBH 19
SOY UN HOVATO (Ser-Ca, BMI) [17 21
SPEND MY TIME (Blackened, BMI), WBM, CS 23
SPIASH WATERFALLS (Ludacris, ASCAP/EMI April, ASCAP/Copyright Control/Alrudy, ASCAP/Almo, ASCAP), HL, H100 60; RBH 27

CAP/Copyright Control/Alrudy, ASCAP/Almo, ASCAP), H100 60; RBH 27 STACY'S MOM (Monkey Demon, BMI/Vaguely Famil-

STAND UP (Ludacris, ASCAP/EMI April, ASCAP/Ye
World Music, ASCAP), HI, H100 5; RBH 12
STEP IN THE NAME OF LOVE (Zomba Songs,
BMI/R.Kelly, BMI), WBM, H100 19; RBH 7
STILL FRAME (WBM, SESAC/Traptism, SESAC), WBM,

H100 80 STUNT 101 (50 Cent, ASCAP/EMI April, ASCAP/Derty Works, ASCAP/Universal, ASCAP), HL/WBM, H100 27;

Works, ASCAP/ Universal, ASCAP, BMI/SoulSick Muzik,
BMI/Amaya-Sophia, BMI/Jumping Bean, BMI/Songs Of
Universal, BMI) Htoo 7
SWEET SOUTHERN COMFORT (Warner-Tamerlane,
BMI/Writers Extreme, BMI/EMI April, ASCAP/Brad To The
Bone, ASCAP), HL/WBM, CS 22

TE LLAME (Rubet, ASCAP/Universal Musica, CAP/2000 Amor, ASCAP/Sony/ATV Discos, ASCAP) LT 9 TE LLEVARE AL CIELO (EMI April, ASCAP/Yelapa

igs, ASCAP) LT 15
TE NECESITO (Karen, BMI/Elyon, BMI) LT 13
TE RETO A QUE ME OLVIDES (Arpa, BMI) LT 30
TEXAS PLATES (WB, ASCAP/Kelodies,
CAP/Sony/ATV Cross Keys, ASCAP/Onaly, BMI),
NUMBAL CE 30.

TEXAS PLATES (WB, ASCAP/Kelodies, ASCAP/Sony/ATV Cross Keys, ASCAP/Onaly, BMI), HL/WBM, CS 32
THANK GOD FOR KIDS (Sony/ATV Milene, ASCAP/RavenSong, ASCAP), HL, CS 60
THAT'S A WOMAN (Sony/ATV Cross Keys, ASCAP/Joesin' For You, ASCAP/Universal, ASCAP/Memphisto, ASCAP, HL/WBM, CS 42
THEM JEANS (One Up, BMI) RBH 55
THERE GOES MY LIFE (Warner-Tamerlane, BMI/Major Bob, ASCAP/Sweet Summer, ASCAP), WBM, CS 1; H100 34
(THERE'S GOTTA BE) MORE TO LIFE (Diesel Liesal, BMI/Warner-Tamerlane, BMI/Slowguy Songs, ASCAP/Songtower, ASCAP/WB, ASCAP/Little Minx Music, ASCAP/Chrysalis, ASCAP/First Avenue, ASCAP/BMG Songs, ASCAP/Chopsalis, ASCAP/First Avenue, ASCAP/BMM, H100 S2
THINK ABOUT YOU (Uncle Ronnie's, ASCAP/EMI April, ASCAP/Chots Mano, BMI), HL, RBH 56
THIS IS HOW WE DO (Money Mack, BMI) RBH 94
THIS LOVE (Angel Pie, BMI/Mike Curb, BMI/Sony/ATV Tree, BMI/Onaly, BMI/Warner-Tamerlane, BMI/Mike Curb, BMI/Sony/ATV Tree, BMI/Onaly, BMI/Warner-Tamerlane, BMI/Marner-Tamerlane, BMI/Marner-Tamerlane, BMI/Marner-Tamerlane, BMI/Marner-Tamerlane, BMI/Scott Storch, ASCAP/TYT, ASCAP/Feels So Good Music, ASCAP), MBM, RBH 70
THUG LUT (Notorious K.I.M., BMI/Warner-Tamerlane, BMI/Scott Storch, ASCAP/TYT, ASCAP/Feels So Good Music, ASCAP), WBM, RBH 96
TIPSY (Jerrell Jones, ASCAP/Tarpo, ASCAP/Notting Dale, ASCAP) RBAM TO TOUCHED A DREAM (Zomba Songs, BMI/R.Kelly, BMI), WBM, RBH 58

U GOT THAT LOVE (CALL IT A NIGHT) (Divided, BMI/Universal-Songs Of PolyGram, BMI/Ramal, BMI/Warner-Tamerlane, BMI), WBM, RBH 47 UN SIGLO SIN TI (Muziekuitgerverij B.V. BUMA, ASCAP/WB, ASCAP) LT 18 UNWELL (Bidnis, BMI/EMI Blackwood, BMI), HL, H100

37
UAGAINST ALL ODDS (Universal, BMI/Zollia, BMI/Dawsons Creek, ASCAP/Sony)/ATV Cross Keys, ASCAP/Cori Tiffani, BMI/Sony/ATV Tree, BMI), HL, RBH 95

#### THE VOICE WITHIN (Xtina, BMI/Aerostation, CAP/Universal-MCA, ASCAP/Universal, ASCAP),

HL/WBM, H100 33 -W-WALKED OUTTA HEAVEN (WBM, SESAC/Babyboy's Little, SESAC/Noontime South, SESAC/EMI April, ASCAP/Black Baby, SESAC/Them Damn Twins, ASCAP/Air Control, ASCAP), HL/WBM, H100 6; RBH 3 WALKING IN MEMPHIS (Famous, ASCAP), HL, H100

WANNA GET 2 KNOW U (50 Cent, ASCAP/Lloyd Banks, ASCAP/Mouth Full O' Gold, ASCAP/Universal, ASCAP/Webstyle, BMI/Better-half, ASCAP/Leon Ware ASCAP, RBH 57

ASCAP) RBH 57
WATCH THE WIND BLOW BY (Universal-Songs Of Poly-Gram International, BMI/Slowborne, BMI/Hope-N-Cal, BMI), HL/WBM, CS 8; H100 62
WAT DA HOOK GON BE (Shaniah Cymone, ASCAP/EMI April, ASCAP/Young Dude, ASCAP/Universal, ASCAP/Air Control, ASCAP/Basajamba, ASCAP), HL/WBM, H100 28;

H 24
WAVE ON WAVE (Greenhorse, BMI/EMI Blackwood, M/Ocoke's Trust, SESAC/Bug, BMI/Justin Pollard, SESAC), HL, H100 88

THE WAY I AM (Knoc-Turn'Al, ASCAP/Million Dollar
Game Ain't Free, ASCAP/Scott Storch, ASCAP/TVT,

.AP) RBH 78 THE WAY YOU MOVE (Gnat Booty, ASCAP/Chrysalis, I/Carl Mo, BMI/Organized Noize, BMI/Hitco, BMI), M, H100 2; RBH 2

WEAK AND POWERLESS (Transfixed Music, ASCAP/Harry Merkin, ASCAP/EMI April, ASCAP), HL, H100

ASCAP/Harry Merkin, ASCAP/EMI April, ASCAP), HL, H100

WHAT MORE CAN I SAY (EMI April, ASCAP), Carter
Boys, ASCAP/Curley Kid Flava, ASCAP/48 Laws Of Power,
ASCAP/Warmer-Tamerlane, BMI), HL/WBM, RBH 93

WHAT WOULD YOU DO (Babby Ree Toonz,
BMI/Sony/ATV Tree, BMI/Rye Songs, BMI/Fox Film,
BMI/H Hersh H. Bomb, ASCAP/Dog Foundation, BMI/N
With The Words, ASCAP, ASCAP/Bog Foundation, BMI/N
With The Words, ASCAP, HL, RBH 75

WHITE FLAG (Warner Chappell, PRS/WB,
ASCAP/EUTURE Furniture, ASCAP/EMI April, ASCAP/BMG
Songs, ASCAP), HL/WBM, H100 22

WHO WOULDN'T WANNA BE ME (Universal,
ASCAP/Lanark Village Tunes, ASCAP/Coburn, BMI), WBM,
CS 18

WHY CAN'T I (Warner-Tamedade DMI/II)

CS 18
WHY CAN'T I (Warner-Tamerlane, BMI/Hollylodge,
BMI/Rainbow Fish, BMI/Mr. Spock, BMI/WB, ASCAP/Tix,
ASCAP/Ferry Hill, ASCAP/Sony/ATV Tunes, ASCAP),

WBM, H100 43
WHY DON'T YOU & I (Anaesthetic, BMI/Warner WHY DON 1100 S. (1)

WEILD WEST SHOW (Big Love, ASCAP/WB,
CAP/Music Of Combustion, BMI/Songs Of Windswept

ASCAP/Music Of Combustion, BMI/Songs Of Windswept Pacific, BMI), WBM, CS 48
WINTER WONDERLAND (WB, ASCAP), WBM, CS 46
WITH YOU (Bess, ASCAP/World Of Andy, ASCAP/Universal, ASCAP/Elleganza, ASCAP/Sony/ ATV Timber, SESAC, /Turtle Victory, SESAC), HL, H100 45
WONDERFUL (Ausar, BMI/Smooth As Silk, ASCAP/Air Control, ASCAP/EMIApril, ASCAP/Silliwak, ASCAP/Andre'Sia, ASCAP/E Two, ASCAP) RBH 74

-Y-

YA NO ME DUELE (Rubet, ASCAP/Universal Musica, ASCAP/2000 Amor, ASCAP) LT 32
YEAH (Not Listed) H100 53; RBH 31
A YEAR AT A TIME (Sony/ATV Tree, BMI/Songs Of Terecel, BMI/Sony/ATV Cross Keys, ASCAP), HL, CS 52
YOU CAN'T TAKE THE HONKY TONK OUT OF THE GIRL (Sony/ATV Tree, BMI/Love Monkey, BMI/Emrsonbignz, BMI/Songs Of Windswept Pacific, BMI), HL/WBM, CS 3; H100 48
APOL DON'T KNOW MY NAME (Lellow, ASCAP/EMI April, ASCAP/EWI MODE).

April, ASCAP/Ye World Music, ASCAP/Uncle Bobby, BMI/EMI Blackwood, BMI/A-Dish-Of-Tunes, BMI), HL,

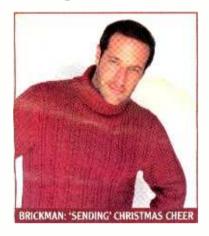
H100 4; RBH 1
YOU'LL NEVER FIND (A BETTER WOMAN) (Universal-Duchess, BMI/Perk's, BMI) RBH 90
YOU'LL THINK OF ME (Almo, ASCAP/Original Bliss, ASCAP/EMI April, ASCAP/Ty Me A River, ASCAP/JesKar, ASCAP) CS 25

.AP) CS 25 **YOU'RE IN MY HEAD** (EMI Blackwood, BMI/Shane Minor, BMI/Gottahaveable, BMI/Songs Of Windswept Pacific, BMI/Songs Of Bud Dog, ASCAP/Music Of Windswept, ASCAP), HL/WBM, CS 3 Y TODO QUEDA EN NADA (World Deep,

## **Charts Reflect Return To Non-Holiday Programming**

For the fourth consecutive year, the multitude of adult contemporary stations that switched to all-holiday mode has led to a Christmas song topping the AC chart. In last week's unpublished issue, Jim Brickman With Kristy Starling's "Sending You a Little Christmas" jumped to No. 1 and this week dives to No. 12, as the current tracking period includes only a portion of the holiday week.

"Sending" is Brickman's second No.



1 on the AC chart: the other, "Simple Things," hit No. 1 thanks to a special holiday mix during the 2001 Christmas season. Other holiday No. 1s of the past few years include "The Christmas Shoes" by NewSong in 2000 and last season's "O Holy Night" by Josh Groban, which is the only song of the bunch to stay at No. 1 for two weeks.

On this week's AC chart, the par-

tial-week return to normalcy results in some unusual moves, as non-holiday songs find their way back into rotation

Songs with more than 20 weeks on the chart are awarded bullets only if they were building in the weeks prior to the all-holiday station exodus in late November. Therefore, Uncle Kracker Featuring Dobie Gray's return to No. 1 with "Drift Away" for a 26th week from the No. 4 slot does not merit a bullet, while Train's "Calling All Angels," which was growing before seasonal sounds invaded, does merit a bullet, as it holds at No. 3.

"Drift" posts 857 detections for the week, which ties it with the No. 2ranked song, Matchbox Twenty's "Unwell." Since both songs gained in spins over the prior week, the tiebreaker in this case was total stations playing the tracks, which favored "Drift" by an 89-85 margin.

The last tie atop the AC chart occurred in the Sept. 1, 2001, issue, when Dido's "Thank You" edged out "There You'll Be" by Faith Hill on a tiebreaker.

SLOW BUT STEADY: Twista, who earned his first top 10 with "Slow Jamz" on both Hot R&B/Hip-Hop Singles & Tracks and The Billboard Hot 100 during our unpublished week, moves 6-4 on the R&B list. while holding at No. 9 on the Hot 100.

The Chicago native, who was once named the world's fastest rapper by

"The Guinness Book of World Records," is joined on the track by Kanve West and Jamie Foxx.

"Jamz" marks the return of actor Foxx on Hot R&B/Hip-Hop Singles & Tracks for the first time in nearly 10 years. He had previously charted with two tracks, "Infatuation" and Experiment," from his 1994 release, "Peen This."

West, who produced "Slow Jamz" and the current No. 1, "You Don't Know Mv Name"

'HEY' NOW: OutKast's "Hey Ya!"

holds at No. 1 on The Billboard Hot

100 for a fifth week while maintain-

ing its perch atop Hot Digital Tracks

Don't know if you can categorize

downloading tracks as holiday shop-

ping, but this week was pretty volu-

title with 16,000 downloads while

total volume for digital tracks sets a

JANUARY 10 ADJIT

new one-week standard of 1.7 million

minous, as "Hey Ya!" sets a high for a

by Alicia Kevs. moves 14-13 on R&B/Hip-Hop Singles & Tracks with his own "Through the Wire." Twista's set, "Kamikaze," hits retail Jan. 27, while West's "College Dropout" drops Feb. 3.

for a 13th week.

paid downloads.

changes to hit our charts in 2003 was a significant reduction in the size of our country radio panel. Responding to a near-unanimous plea from label readers, we trimmed 18 stations from our panel of 147 country stations monitored by Nielsen Broadcast Data Systems (BDS).

CHANGING LANES: One of the

Country label executives began lobbying us to trim the size of our panel as far back as 2002, citing a lack radio community. So we employed a gradual and sensible approach to addressing the size and composition of our radio panel by revising an important current music policy.

In 1998, we established a minimum acceptable level of current music for stations to contribute to our country chart. At that time, stations were required to program at least one-third of their 30 mostplayed titles with new songs. Effective with the Oct. 18, 2003, issue, that policy was revised to require stations to consistently populate their 30 mostplayed titles with 60% current songs. It was this elevated minimum percentage that resulted in the smaller panel, which now numbers 128 stations, with one other station's defection from the format

All country stations monitored by BDS will be evaluated in this manner on a quarterly basis to maintain or earn reporting status.

As a complement to that policy change, we will amend our rule for removing descending titles from the chart in the next issue. Dropping titles will now be moved to recurrent status after 20 weeks when they fall below No. 15. Previously, such titles became recurrents after 20 weeks when they fell below No. 20.

Silvio Pietroluongo silvio@billboard.com **Minal Patel** mpatel@billboard.com









of return on the investment of promotional dollars, compounded by what most of them saw as a slow

chart that they believed impaired the

We'd have preferred a long-term label promotion strategy that addresses the plodding pace at which many country programmers utilize new music rather than simply tinkering with chart methodology. However, we acknowledged that reviving a shrinking and consolidated record industry is key to maintaining the vitality of the

breaking of new artists.

#### **TO OUR READERS**

Hitpredictor will return next

#### JANUARY 10 MAINSTREAM Hey Ya! 3 Suga Suga BABY BASH FEAT FRANKIE J IUNIVERSAL/UMRG 2 Here Without You 4 It's My Life 6 Perfect (LAVA) 🏚 Milkshake

Headstrong

The Voice Within

SEAN PAUL (COLUMBIA

Get Low
LI JON & THE EAST SIDE BOYZ | BME/TV\*

(There's Gotta Be) More To Life

Why Don't You & I So Far Away

Baby Boy

Invisible

ACADOMIC PORTOR		b Nu B	004	rd® TOP 40					
	THIS WEEK	LAST WEEK	MICS CON	Nielsen Broadcast Data Systems  TITLE ARTIST (IMPRINT/PROMOTION LABEL)					
I		1		Milkshake 3 WAS AL NO 1 KELIS (STAR TRAK/ARISTA)					
I	2	2	42	Hey Ya! OUTKAST (ARISTA)					
I	3	3	17	Stand Up					
١		4	600	LUDACRIS FEAT SHAWNNA (DEF JAM SOUTH/IDJMG)  The Way You Move					
ı	5	5	100	OUTKAST FEAT SLEEPY BROWN (ARISTA)  Walked Outta Heaven					
1	ereli		300	JAGGED EDGE (COLUMBIA)					
ı	ć.	6		Holidae in Chingy (disturbing the Peace/Capitol)					
ı	7	8		Gigolo NICK CANNON FEAT R. KELLY (NICK/JIVE)					
I	8	14	-	Slow Jamz					
ı	9	7	3.3	TWISTA FEAT KANYE WEST & JAMIE FOXX (ATLANTIC)  Damn!					
ı	10	10	29	YOUNGBLOOOZ FEAT LIL JON (SO SO DEF/ARISTA)  Get Low					
ı	**	9		LIL JON & THE EAST SIDE BOYZ IBMETUT					
ı		7	Seed.	Suga Suga BABY BASH FEAT, FRANKIE J (UNIVERSAL/UMRG)					
ı			_						
	12	11	12	Runnin (Dying To Live)					
	13	11 13	12	Runnin (Dying To Live) TUPAC FEAT. THE NOTORIDUS B LG (AMARU/INTERSCOP) Gangsta Nation					
	2-0		12 9 6	Runnin (Dying To Live) TUPAC FEAT. THE NOTORHOUS B.I.G. LAMARULINTERSCOPILI Gangsta Nation WESTIDGE CONNECTION FEAT WAIR DOSG I HOD-BANGRY/CAPITOJ Salt Shaker					
	13	13	12 9 6 19	Runnin (Dying To Live) TUPAC PRAT. THE NOTORIOUS B. IB. LAMARUJINTERSCOPE Gangsta Nation WESTSIRE CONNECTION PLAT NATE DOSG INDO-BANGIN/CAPTIOU Salt Shaker VING YANG TWINS (COLLIPARK/TVT) Wat Da Hook Gon Be					
	13 14	13	12 9 6 19	Runnin (Dying To Live) TUPAC FEAT THE NOTORIOUS B.I.G. LAMARUMTERSCOP Gangsta Nation WESTISSE CONNECTION FEAT MATE DOSG I HOO-BANGRITCAPTOJ. Salt Shaker VING YANG TWINS (COLLIPARK/TVT)					
	13 14 15 16	13 15 12 19	12 9 6 19 4	Runnin (Dying To Live) TUPAC FRAT. THE NOTORHOUS B. IB. LAMARUI/NTERSCOPE GANGSEA NACION WESTSIDE CONNECTION FRAT MATE DOSG I HOO-BANGRIF/CAPITOLI SAIR SHAKEN YING YANG TYMINS (COLLIPARK/TVT) WAT DA HOOK GON BE MURPHY LEE FRAT. JERMANINE DUPRI. [FO' REEL/UMRGI YOU DON'T KNOW MY Name ALICIA KEYS (JUFANGI)					
	13 14 15 16 17	13 15 12 19	12 9 6 19 4	Runnin (Dying To Live) TUPAC FRAT. THE NOTIONOUS & 18 LAMARUINTERSCOPE GANGSTA NATION WESTSIDE CONNECTION FEAT WATE DOSG INDO. BANGRATICAPTOLI Salt Shaker WING YANG TYMINS (COLLIPARK/ITVT) WAT DA HOOK GON BE MURPHY LEE FEAT. LEFMAINE DUPN I FO' REEL/UMRGI YOU DON'T KNOW MY Name ALICIA KEYS (JURMGI STUNIT (SI-UNIT/SI-HADV/INTERSCOPE)					
	13 14 15 16	13 15 12 19	12 9 6 19 4 16	Runnin (Dying To Live) TUPAC PRAT. THE NOTORIOUS 6 16: [AMARU](NTERSCOPE) Gangsta Nation WESTSIDE CONNECTION PLAST NATE DOSG (HOD-BANGIN/TAPTIOU) Salt Shaker VING YANG TWINS (COLLIPARK/TVT) WAT DA HOOK Gon Be MURPHY LEE FEAT. JERMAINE DUPRI (FO' REEL/UMRG) YOU Don't Know My Name ALICIA KEYS (KIPMG) Stunt 101 G-UNIT (G-UNIT/SHADV/INTERSCOPE)					
	13 14 15 16 17	13 15 12 19	12 9 6 19 4 10 22	Runnin (Dying To Live) TUPAC FRAT. THE NOTIONOUS & 18 LAMARUINTERSCOPE GANGSTA NATION WESTSIDE CONNECTION FEAT WATE DOSG INDO. BANGRATICAPTOLI Salt Shaker WING YANG TYMINS (COLLIPARK/ITVT) WAT DA HOOK GON BE MURPHY LEE FEAT. LEFMAINE DUPN I FO' REEL/UMRGI YOU DON'T KNOW MY Name ALICIA KEYS (JURMGI STUNIT (SI-UNIT/SI-HADV/INTERSCOPE)					

2004 AUULI						
В	lb	œ	rd TOP 40			
S WEEK	T WEEK	5	Nielsen Broadcast Data Systems			
盂	1×S	1	TITLE ARTIST (IMPRINT/PROMOTION LABEL)			
	1	22	Here Without You 5 VVIs At No. 3 DOORS DOWN IREPUBLICUM/VERSALAMARG)			
	2	1000	Bright Lights MATCHBOX TWENTY (ATLANTIC)			
3	3		Why Don't You & I			
1000	4	(1-) (80)	The First Cut Is The Deepest SHERYL CROW (A&M/INTERSCOPE)			
5	5		White Flag			
6	6		Fallen Sarah McLachlan (arista)			
7	7		It's My Life NO DOUBT (INTERSCOPE)			
8	8	16	Someday			
9	9		When I Look To The Sky train (COLUMBIA)			
10	11		Unwell MATCHBOX TWENTY (ATLANTIC)			
11	10	17	Another Postcard (Chimps) BARENAKEO LADIES (REPRISE)			
12	12	39	Calling All Angels TRAIN (COLUMBIA)			
13	13	11	Breathe MICHELLE BRANCH (MAVERICK/WARNER BROS.)			
14	15	kā	100 Years FIVE FOR FIGHTING AWARE/COLUMBIA			
15	14	35	Heaven LIVE (RADIOACTIVE/GEFFEN)			
16	16	2.6	So Far Away STAIND (FLIP/ELEKTRA/EEG)			
17	17		You And I Both JASON MRAZ (ELEKTRA/EEG)			
18	19	7/5	My Immortal EVANESCENCE (WIND-UP)			
19	18		Bigger Than My Body JOHN MAYER JAWARE COLUMBIA			
20	21		She Don't Want Nobody Near COUNTING CROWS (GEFFEN)			

JANUARY 10 ADULT					
Bi	llb		Control of the Contro		
WEEK	WEEK	8.8	Nielsen Broadcast Data Systems		
SHI	LAST	Ž.	TITLE ARTIST (IMPRINT/PROMOTION LABEL)		
1	4		Drift Away 26 Wks At No 1 UNCLE KRACKER FEAT DOBIE GRAY (LAVA)		
2	2	14	Unwell MATCHBOX TWENTY ATLANTIC		
3	3	26	Calling All Angels TRAIN (COLUMBIA)		
4	5	36	Forever And For Always SHANIA TWAIN IMERCURY/IDJMG		
5	10	31	Big Yellow Taxi COUNTING CROWS FEAT, VANESSA CARLTON (GEFFEN/INTERSCOPE)		
6	13		Sunrise SIMPLY AED (SIMPLYRED COM/RED INK)		
7.	12		Look Through My Eyes PHIL COLLINS (WALT DISNEY/HOLLYWOOD)		
8	8	i i	Invisible Clay aiken (rca/rmg) 🏚		
9	7	S.	The First Cut Is The Deepest SHERYL CROW IA&M/INTERSCOPE)		
10	6		White Flag		
11	18		You Raise Me Up JOSH GROBAN (143/REPRISE)		
<del>12</del>	1	200	Sending You A Little Christmas JIM BRICKMAN WITH KRISTY STARLING (WINDHAM HILUAND)		
13	17	la di	Fallen SARAH MCLACHLAN (ARISTA)		
14 15	9		The First Noel CLAY AIKEN RCA/RMG)		
16	∠8 11	loc	Tiny Dancer TIM MCGRAW (CURB) The Christmas Song		
17	19		My Grown Up Christmas List		
18	16		KELLY CLARKSON (RCA/RMG)  Silver Bells		
19	14	88	CLAY AIKEN & KIMBERLEY LOCKE RCA/RMG  O Holy Night		
20	23	6	The Voice Within		
best		100	CHRISTINA AGUILERA (RCA/RMG)		

	2	004	
B	llb	00	rd" ROCK
THIS WEEK	LAST WEEK	Mines chis	Nielsen Broadcast Data Systems  TITLE ARTIST (IMPRINT/PROMOTION LABEL)
1	1	7	Numb UNKIN PARK   WARNER BROS   **B Wks AL No 1
2	2		Hit That THE OFFSPRING (COLUMBIA)
3	4	15	Are You Gonna Be My Girl
4	3	600	(I Hate) Everything About You
5	6		Meant To Live SWITCHFOOT (RED INK/COLUMBIA)
6	5		Feeling This BLINK-182 (GEFFEN)
7	10		Megalomaniac INCUBUS (IMMORTAL/EPIC)
	7	42	Away From Me PUDDLE OF MUDD  FLAWLESS/GEFFEN
9	8	13	I Am The Highway AUDIOSLAVE (INTERSCOPE/EPIC)
10	9	26	Fortune Faded REO HOT CHILI PEPPERS I MARNER BROS
21.	12	4	Still Frame TRAPT (WARNER BROS.)
12	13	lasi issi	Chevelle (EPIC)
13	11		Out Of Control HOOBASTANK (ISLANO/IDJMG)
14	17		Figured You Out NICKELBACK (ROADRUNNER/IDJMG)
15	16	100	How About You STAIND (FLIP/ELEKTRA/EEG)
16	14	380	Faint LINKIN PARK (WARNER BROS.)
17	15	96	So Far Away STAIND (FLIP/ELEKTRA/EEG)
18	20	100	Last Train Home LOSTPROPHETS (COLUMBIA)
19	22		One Thing FINGER ELEVEN (WIND-UP)
20	21	in.	Until The Day I Die STORY OF THE YEAR (MAVERICK/REPRISE)

Compiled from a national sample of data supplied by Nielsen Broadcast Data Systems. 118 mainstream top 40, 57 rhythmic top 40, 88 adult top 40. 90 adult contemporary and 88 modern rock are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. Songs with an increase in detections over the previous week are bulleted regardless of chart movement. A song which has been on the chart for more than 20 weeks will generally not receive a bullet, even if it registers an increase in detections. Songs below the top 15 on Adult Top 40 and Adult Contemporary are removed from the chart after 26 weeks. All five radio charts run at deeper lengths in Airplay Monitor, Billboard Information Network, and billboard.com. To indicates title earned HitPredictor status in research data provided by Promosquad. © 2004, VNU Business Media, Inc. All rights reserved.

9 8

10

13 17 14

18

20

THE MOST-PLAYED CLIPS AS MONITORED BY NIELSEN BROADCAST DATA SYSTEMS "New Ons" are those clips with six or more plays for the first time in the chart week.

For week ending DECEMBER 28, 2004







Due in part to

holiday

programming,

VH1 ran no video

clips during

the tracking

week.

G UNIT, STUNT 101 ALICIA KEYS, YOU DON'T KNOW MY NAME OUTKAST, THE WAY YOU MOVE YING YANG TWINS, SALT SHAKER B2K, BAQABOOM
WESTSIDE CONNECTION, GANGSTA NATION
BOW WOW, MY BABY
LUDACRIS, STAND UP
WELLS KAILLY SUAKE

KEUS, MILKSHAKE
JUVENILE. IN MY LIFE
R. KELLY, STEP IN THE NAME OF LOVE
TRILLVILLE. NEVA EVA
KANYE WEST, THROUGH THE WIRE
BEYONCE. ME MYSSELF AND I
ASHANTI, HEY SANTA
MARQUES HOUSTON, POP THAT BOOTY
P. DIDDY, LENNY KRAVITZ. SHOW ME YOUR SOUL
JAGGED EDGE, WALKED DUTTA HEAVEN
AVANT, READ YOUR MIND
MUSIC, FOR THE NIGHT
RUN-O.M.C. CHRISTMAS IN HOLLIS
IAYZ, ENCREE

RUN-0.M.C. CHRISTMAS IN HOLLIS
JAY-2. ENCORE
LUTHER VANDROSS, EVERY YEAR. EVERY CHRIS'
CHINGY. HOLIDAE IN
TWISTA. SLOW JAMZ
NELLY, IZ U
SNOP DOGGY 90GG, SAKTA CLAUS BOES STRAIGHT TO THE GH

SHOUP DUGGET BUGG. SANTA CLARS DEES STRAIL BOYZ II MEN. LET IT SNOW CARL THOMAS. SHE IS NICK CANNON, GIGOLD MISSY ELLIOTT, PASS THAT DUTCH MARY J. BLIGE. NOT TODAY
DESTINY'S CHILD. 8 DAYS OF CHRISTMAS
SEAN PAUL, IM STILL IN LOVE WITH YOU
BIG TYMERS, GANGSTA GIRL
MYA FALLEN

MYA, FALLEN
MURPHY LEE, WAT DA HOOK GON BE
DMX, GET IT ON THE FLOOR
TLC SLEIGH RIDE

NEW ONS

TDBY KEITH. AMERICAN SOLDIER BRAD PAISLEY, LITTLE MOMENTS BROOKS & DUNN, YOU CAN I TAKE THE HONKY ALAN JACKSON, REMEMBER WHEN ALAN JACKSON, REMEMBER WHEN
SARA EVANS, PERFECT
REBA MCENTIRE, I M GONNA TAKE THAT MOUNTAIN
KENNY CHESNEY, THERE GOES MY LIFE
SHERYL CROW, THE FIRST CUT IS THE DEEPEST
SHANIA TWAIN, SHE S NOT JUST A PRETTY FACE
TRACE ADKINS, HOT MAMA
CHRIS CAGLE, CHICKS DIG IT
MONTGOMERY GENTRY, HELL YEAP
CAPY ALL AN SNINS A BOULT RAIN

GARY ALLAN, SONGS ABOUT RAIN ALISON KRAUSS & UNION STATION, EVERYTIME Y TOBY KEITH, I LOVE THIS BAR KEITH URBAN, WHO WOULDN'T WANNA BE ME GARY ALLAN, TOUGH LITTLE BOYS CLINT BLACK. SPEND MY TIME ALAN JACKSON AMMY BUFETL 15 FIVE DIGGS SOMEWHERE CLEDUS T JUDD. CHRIST-MAS MARTY STUART/MERLE HAGGARD, FARMER'S BLUES RASCAL FLATTS, I MELT

RASCAL FLATTS, I MELT JIMMY WAYNE, I LOVE YOU THIS MUCH DIERKS BENTLEY, WHAT WAS I THINKIN VINCE CILL BLUE CHRISTMAS

DIERKS BENILEY, WHAIL WAS I TIMES.

VINCE GILL BUILE CHRISTMAS

ROBIN ELLA & THE CC STRING BAND, MAN OVER

RECKLESS KELLY, NOBOOY S GIRL

JUNNE CARTER CASH, KEEP ON THE SUNNY SIDE

TERRI CLARK I WANNA DO IT ALL

WYNONNA, HEAVEN HELP ME

SHANIA TWAIN, I'M GONNA GETCHA GOOD!

KETH URBAN, SOMEBOOY LIKE YOU

BROOKS & DUNN, IT WONT BE CHRISTMAS WITHOUT YOU

BRIAN MCCOMAS, YOU RE IN MY HEAD

JAMES INTURE A AUSDIN KRAUSS NOWS THE WORLD THESTING YOU NEW ONS

O DOUBT, IT'S MY LIFE JAY-Z. CHANGE CLOTHES OUTKAST, THE WAY YOU MOVE CHRISTINA AGUILERA, THE VOICE WITHIN

CHRISTIMA AGUILERA. THE VOICE WITHIN BUILK-128, TEELING THIS SIMPLE PLAN, PERFECT TRIUMPH THE INSULT CO. I KEED LINKIN PARK, NUMB OUTKAST, HEY YA. KANYE WEST. THROUGH THE WIRE ALICIA KEYS, YOU DON'T KNOW MY NAME DARKHESS, I BELIEVE IN A THING GALLED LOVE BEYONCE. ME MYSELF AND I LUDACRIS, STAND UP JET, ARE YOU GONNA BE MY GIRL.

JET, ARE YOU GONNA BE MY GIRL HOOBASTAMK, DUT OF CONTROL CLAY AIKEN, INVISIBLE GUNIT, STUNT 101 MISSY ELLIOTT, FASS THAT DUTCH THE OFFSPRING, HIT THAT TWISTA. SLOW JAMZ CHINGY, HOLIDAE IN MYA FAILEN

CHINGY HOLIOAEIN
WATA FALEN
VING YANG TWINS, SAIT SHAKER
WESTSIDE CONNECTION, GANGSTA NATION
JAGGDE DOBE, WALKER OUTTA HEAVEN
MISSY ELLIOTT, GISSIP FOLKS
50 CENT, IN DA CLUB
TRUMAN, BIEL WITH A PEARL
NICK CANNON, GIGOLD
BABY BASH, SUGA SUGA
JESSICA SIMPSON, WITH YOU
NICK LEACK, SOMEDAY
LI, JOHN & THE EAST SIDE BOYZ, GET LDW INICACLBACK, SOMEDAY
LIL JON & THE EAST SIDE BOYZ, GET LOW
50 CENT, 21 QUESTIONS
BEYONCE, CRAZY IN LOUS

NEW ONS

NEW ONS



THREE DAYS GRACE. (I HATE) EVERYTHING ABOUT YO STORY OF THE YEAR, UNTIL THE DAY I DIE CHEVELLE, CLOSURE
PUDDLE OF MUDD, AWAY FROM ME
FUEL, FALLS ON ME

FUEL FALLS ON ME
LINKIN PARK, FAINT
3 DOORS DOWN, HERE WITHOUT YOU
THRICE, STARE AT THE SUN
THE OFFSPRING, HIT THAT
RED HOT CHILI PEPPERS, FORTUNE FADED
SWITCHFOOT, MEANT TO LIVE SWITCHFOOT, MEANT TO LIVE SOMETHING CORPORATE. SPACE STAIND, SO FAR AWAY HOOBASTANK, DUT DF CONTROL A PERFECT CIRCLE, WEAK AND POWERLESS NO DOUBT, LITES MY LIFE THE STROKES, 1251 TRAPT STILL MEANT. TRAPT, STILL FRAME EVANESCENCE, MY II SIMPLE PLAN, ADDIC

NEW ONS



NEW ONS JIM BRICKMAN, SENDING YOU A LITTLE CHRISTMAS DR. ELMO. GRANDMA'S KILLER FRUTCAKE DEL MCCOURY BAND, MY LOVE WILL NOT CHANG MARTY RAYBON, THE CHRISTMAS LETTER

OUTKAST, THE WAY YOU MOVE MISSY ELLIOTT, GOSSIP FOLKS OUTKAST, HEY YA LUDACRIS, STAND LIP

EMINEM, LOSE YOURSELF 50 CENT, IN OA CLUB LINKIN PARK, NUMB LINKIN PARK, NUMB

DARKNESS, I BELEVE IN A THING CALLEO LOVE
JAY-Z, CHANGE CLOTHES

JET, ARE YOU GONNA BE MY GIRL

CHINGY, RIGHT THURR

BEYONCE, CRAZY IN LOVE

STORY OF THE YEAD IN THE YEAR IN THE YEAD IN THE YEAR IN THE Y INCE, CRAZY IN LOVE Y OF THE YEAR, UNTIL THE DAY I DIE

TUPAC, RUNNIN'
ATMOSPHERE, TRYING TO FIND A BALANCE
KAMYE WEST, THRQUGH THE WIRE
ALICIA KEYS, YOU DON'T KNOW MY NAME
50 CENT, 21 QUESTIONS

ALICIA KEYS, YOU DON'T KNOW MY NAME 50 CENT, ZI OUESTIONS PHARRELL, FRONTIN SEAN PAUL, GET BUSY BLINK-182, FELLING THIS SEAN PAUL, IM STILL IN LOVE WITH YOU ROOTS, THE SEED 50 CENT, WANKSTA LIL JON & THE EAST SIDE BOYZ, GET LOW BEYONCE, BABY BOY

NEW ONS

## **Ehrlich Brings Grammys To Life**

Grammy producer/writer Ken Ehrlich has been part of the Grammy Awards telecast since 1980, and if there is one thing he has learned through the years, it is that regardless

of the economic state of the music business, compelling artist stories often make the best Grammy shows.

Whether it be career-defining performances or an awards sweep by an artist, Ehrlich says he remains inspired

by those amazing Grammy moments that millions will see on TV and remember for years to come.

Ehrlich is part of the team behind the telecast of the 46th annual Grammy Awards, which will take place Feb. 8 at the Staples Center in Los Angeles. CBS will air the U.S. telecast of the show.

Pierre Cossette of Cossette Productions is executive producer, Walter Miller is producer/director. John Cossette is supervising producer and Tisha Fein is coordinating producer. The Grammy Awards TV production team also works with a TV committee from the National Academy of Recording Arts and Sciences, the organization behind

Grammy Award rules and voting. Ehrlich says he feels more pressure from the music industry than

the TV industry in booking artists to appear on the show.

"The pressure comes from the record labels, managers and artists themselves," he explains. "We deal with it as best as we can, but our ultimate responsibility is to the viewers by putting on the best show possible, CBS and ICBS chairman/ CEO Les Moonves have been amaz-

**The Tube** By Carla Hay chay@billboard.com

award. Nor does being one of the top-selling artists of the year guarantee a performing slot. "We may opt for an act that is a charismatic live performer over a less charismatic act that has sold more records.

ingly supportive: CBS doesn't [dic-

tate to us what to do or not to do.

Ehrlich says it is not a require-

ment that artists who perform at the Grammys must be nominated for an

The Grammy Awards is currently the highest-rated music awards show on U.S. TV. Last year the show's ratings went up to a 14.7 rating/23 share (25 million

U.S. viewers), compared with the 2002 Grammy Awards, which had an 11.9 rating/19 share (19 million U.S. viewers). The telecast is an important marketing tool, as several artists usually receive huge increases in record sales after being on the show. But be-

yond record sales, Ehrlich says he always hopes for the careerdefining moments that make for memorable TV.

For example, he names captivating awards sweeps (Michael Jackson in 1984, Norah Jones in 2003), Grammy performances that raise the artist to a new level of popularity (Ricky Martin in 1999, Coldplay in 2003) and unlikely collaborations (Elton John and Eminem in 2001, the Simon & Garfunkel reunion in 2003).

And what was Ehrlich's most nerve-racking Grammy show? He says it was the 1998 Grammy Awards, which was hit by last-minute cancellations from Luciano Pavarotti and Barbra Streisand, not to mention a guy who crashed the stage during Bob Dylan's performance.

Ehrlich says he can't reveal yet who will perform at the 2004 Grammys. But the element of surprise, he says, will remain a Grammy constant.

"We don't know who wins until they open that envelope and announce it onstage."



299 Dueen St West, I fornito. Orianio Ms)

BRITNEY, ME AGAINST THE MUSIC

NELLY FURTADIO, POWERLESS (SAY WHAT YOU

NICKELBACK. SOMEOAY

SYPOLLEN MEMBERS. WATCH THIS

FIN GER ELEVEN. ONE THING

BEYONCE, CRAZY IN LOVE

50 ZENT, IN DA CLUB

THABEE DAYS GRACE. JUST LIKE YOU

BEYONCE, ME MYSELF AND I

JUSTIN TIMBERLIAKE, GRY ME A RIVER

DEFAULT, TAKING MY LIFE AWAY

SAM ROBERTS. HARD ROAD

OBIE TRICE. THE SET UP

SWOLLEN MEMBERS. BREATH

LUJACRIS, STAND UP

PINK TROUBLE

LUDACRIS, STAND UP
PINK INDURE
BUINK-182, FEELING THE
BUINK-182, FEELING THE
MISSY ELUOTT, GOSSIP FOLKS
MISSY ELUOTT, GOSSIP FOLKS
CHINGY, RIGHT THORPI LEE, SHAKE YA TAIUFATHER
HILARY DUIF, SO YESTERDAY
O'ELE TRICE, GOT SOME TEETH
BIG BLACK LINCOLIN, PIMPIN LIFE
HAWNSLEY WORKMAN, ME WILL STILL NEED A SOMD
PILATE, INTO YOUR HIDEOUT
OLT KAST, HEY YA
SAWN DESMAN, SPREAD MY WINGS
GOO CHARLOTTE, GIRLS & BOYS
SEAN PAUL, GET BUSY

NEW ONS



LA OREJA DE VAN GOGH, ROSAS
DAVIO BISBAL, LLORARE LAS PENAS
SIN BANDERA, MIENTES TAN BIEN
CHAYANNE, UN SIGLO SINT
RICARDO AKJONA, MINUTOS
TIZIANO FERRO, PENVERSO
GLORIA ESTEFAN, HOY
EROS RAMAZZOTTI, EMOCION PARA SIEMPRE
CABIAS, CADERONA.
GRISTIAN, NO HACE FALTA
JUANES, EN FOROGRAFIA

JUANES, FOTOGRAFIA
CHRISTINA AGUILERA, CAN'T HOLD US DOWN
ANDRES CEPDA, CANCION ROTA
LA MOSCA, LOS AMORES SE VAN
JUSTIN TIMBERLAKE, SENORITA
HECTORY TITO, FELINA
UIS FONSI, QUIEN TE DI



P BIZKII, BEHIND BLUE E163 ONCE. BABY BOY IE MINDGUE, SLOW HOT CHILI PEPPERS, FORTL NE FAOEO

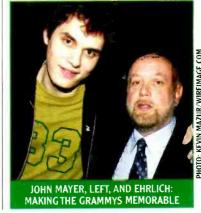
BLINK-182, FEELING THIS BRITNEY SPEARS, ME AGAINST THE MUSIC

VANESCENCE, MY IMMORTAL DUTKAST, HEY YAI IN A AGUILERA, THE VOICE WITHIN A VENEGAS, ANDAR CONMIGO





OVERGROUND, SCHICK MIR NEM ENI SARAH CONNOR, MUSIC IS THE KEY ALEXANDER, FREE LIKE THE WIND BLACK KEYD PEAS, SHUT UT T/ALLSTARS, DO THEY KNOW IT'S C PRELUDERS, EVERYDAY GIRL SEAL, LOVE S OIVINE





## **Tickets**

Continued from page 3

plateaued—and the consumer has responded negatively."

#### **SETTING A TREND**

The Eagles are often credited with changing the paradigm for rock concert prices with their Hell Freezes Over reunion tour in 1994.

Still others consider promoter consolidation in the late 1990s as the catalyst for higher ticket prices.

"I point to 1997, when the consolidation of promoters began with SFX," says Jerry Mickelson, co-president of Jam Productions, the Chicago-based independent concert promoter.

"They paid higher guarantees to control the business, and that led to higher ticket prices. Ticket prices went up 60% from 1997 to 2002."

But three years before that, the Eagles prompted sticker shock across the land by asking \$100 or more per ticket in most markets. Despite the high price, the tour was a virtual sellout.

Actually, Barbra Streisand had shattered the \$100 price ceiling one year earlier. But in 1994, Rolling Stones tickets still topped out at \$50, and Pink Floyd was getting \$75.

Eagles manager Irving Azoff offered no apologies then, and he remains unrepentant now.

"The only people that complained were the people that were getting in for free," he says. "If we had known all the flak we were going to catch, we would've probably gone higher."

Azoff points out that the Eagles' ticket price then was "all-in," including facility fees, credit card and service charges. "We were the best bargain on the road that year."

Consumers did not balk. So, if nothing else, the Eagles showed the world what the concert market could bear, at least at the superstar level.

In the years since, \$100 tickets have become commonplace. What's more, tickets priced \$250 to \$350 for "special" concerts like Paul McCartney or the Rolling Stones and VIP packages for \$1,000 and more are increasingly becoming commonplace.

"Now we're way down the pack," Azoff says of the Eagles. "We haven't moved much."

#### FOR THE RECORD

In "The Last Word" (Billboard, Dec. 20, 2003), Phil Ramone should have been listed as the producer of the cast recording for "The Boy From Oz."

Contrary to the In the Spirit column that ran in the issue dated Dec. 27, 2003, the Tri-City Singers are not negotiating a record deal. The North Carolina-based choir has an album slated for release from EMI Gospel later this year and remains under contract. Donald Lawrence is currently negotiating for a record contract.

At the same time, service charges, parking and facility fees have been tacked on, to the point where a \$35 ticket can easily hit \$50.

In comparison, concert tickets in 1993 for such big name acts as McCartney, Bruce Springsteen and Grateful Dead ranged from \$26 for the Dead to a high of \$32.50 for McCartney.

If adjusted simply to account for inflation, those tickets today would cost about \$33 and \$42, respectively—a far cry from the astronomical rise in prices that's taken place.

#### **A CULTURAL SHIFT**

Whomever is to blame, some think high ticket prices have eliminated the adventurous concert-going culture of past decades. Today's fans typically only see their favorite acts, sources suggest.

"You don't experiment for \$50," Mickelson says.

Numbers back that up: Average concert attendance is decreasing, down more than 32% from four years ago, according to figures reported to Billboard Boxscore.

The 2003 average of 3,895 per show was an 8% decline from 2002 (*Billboard*, Dec. 27, 2003).

"That [decrease] is directly attributable to ticket prices," Mickelson says. "If bands, managers and agents started being more real and looking at that trend, they'd see that the key to the future is more reasonable ticket prices."

CCE chairman/CEO Brian Becker says his company has taken several initiatives to address prices. The Summer of Live campaign, for example, included a \$10 lawn ticket.

"We have done a lot of things to try to accomplish [lowering] ticket prices," he says. "Some of it worked, some of it didn't, but we're going to keep trying."

Messina says that if box-office reports were more accurate, the downturn in average attendance would appear even worse.

"A lot of those reports are inflated,"

### Average Ticket Prices

#### 1993

***
2.50
30
8.50
7.50
26

#### 2003

Tour/Event	Price
The Rolling Stones*	\$200
Eagles	116
Billy Joel/Elton John	110
Fleetwood Mac	95
Kiss/Aerosmith	81.50
Cher	80
Metallica's Summer Sani	tarium 80
Ozzfest	69
Bruce Springsteen	65
Jimmy Buffett	55.50
Dixie Chicks	52.50
Lollapalooza	51.50
Rock the Mic	47.50
Dave Matthews Band	47
James Taylor	44
Tim McGraw	40
Neon Circus	39.50
*Top-grossing concert a	ct of year.

he says. "They don't take into consideration all the discounts, freebies, comps and everything else, or it would look worse. Those aren't real numbers, particularly at the sheds. I know, because I used to report them."

#### THE TOP TICKETS

Generally speaking, ticket prices for the average tour have doubled in a decade, while the price for the touring elite has gone through the roof (see chart, left).

So when does price resistance begin to kick in?

"It seems that the consumer is drawing the line at \$50," Jam's Mickelson says. "Once the price gets over \$50, it becomes a much tougher sale."

In other cases, fans will pay \$50 or more to see their favorite artist, then skip another concert they may have been on the fence about.

If a hard rock kid wanted to see Ozzfest, Lollapalooza and Summer Sanitarium, "he couldn't afford to," Mickelson says. "But if they were less than \$50, he could go to all three."

Some say concert pricing was due for a restructuring a decade ago, when ticket prices fell far below what premier sporting and Broadway events were charging. In many instances, this is still the case.

Other industry sources say the higher prices enable acts and venues to reap the benefits that often go to scalpers, who for years have charged several times the face value for tickets while contributing nothing to the process.

But decreased per-show attendance, many argue, is clear evidence that fans are voting with their pocketbooks, particularly when touring traffic is high and consumer confidence is low.

"You can't go out and charge \$150 to \$200 a ticket in a region that has been negatively impacted by the economy," CCE's Law says.

Messina says when he looks at what the National Basketball Assn. is charging for courtside seats, concert ticket prices don't seem so high. "But part of me wants to take [concert prices] back down to a level where people can go to more shows each year. I still believe in that."

Others agree. "What happened to the old adage of putting asses in seats?" Mickelson asks. "That turned into 'How large is the guarantee?' "

Promoters have long held that tick-

10

et prices are a direct function of artist guarantees.

"The promoters are trying to get to a point of break-even with high [artist] prices, and the artists are trying to oneup each other [and] simply get paid the most that the market will bear," says Alex Hodges, executive VP at House of Blues Concerts.

"When you see the shows at arenas with red ink [and] huge losses, you quickly see that the guarantee drove the ticket price up, and then everyone loses: Artist, fan and the promoter pays the tab."

Hodges says, "The prices are too high, or a more accurate statement is that there are often too many tickets priced at the higher prices."

#### **MULTIPLE PRICE POINTS**

Tiered ticket pricing or multiple price points have become a rallying cry during the past few years, especially among corporate promoters.

"We are using 'flex zones' and multiple-price houses and an increased price on the day of the show to manage the inventory," Hodges says. "We are also using targeted e-mail marketing to offer short-term discounts early."

Likewise, CCE's Becker believes in creative pricing strategies. "Having multi-tiered prices that allow anyone to come into the building who can afford to do so and who wants to see the show at the various price levels is important."

But, Becker adds, "I don't think there's anything wrong with charging more for things that include special value, such as better [seat] locations or the opportunity to do or see something special—meeting the band or whatever."

Hodges says consumers are responding to price promotions. "Discounting early for a day, for example for Father's Day, or sponsored by a radio station for a Tuesday discount only, really keeps the fans alert," he says.

## Piracy

Continued from page 3

sen, president of the Video Software Dealers Assn.

Disney/Pixar's "Finding Nemo" also distinguished itself in an ocean of unauthorized online movie files in November as the second-most-available film download, at 57,801 copies, BayTSP reports.

In October, prior to its Nov. 4 video debut, the title was No. 1, with 45,632 copies available for unauthorized downloading.

"Our industry must not find itself in decline five years from now because it has given a generation of youths empty reasons to justify the file sharing of movies," Andersen says.

Indeed, in the August 2003 report "From Discs to Downloads," the Cambridge, Mass.-based Forrester Research predicted that DVD and VHS sales will peak in 2006 and experience a 10% drop in 2008 because of downloading.

"Studios can't compete with a free model. That's the bottom line," Bay-TSP CEO Mark Ishikawa says.

Anti-piracy experts say the studios have stepped up their efforts to stem the piracy tide in the past two years using three main weapons: Internet policing of file-sharing sites, the development of legitimate download alternatives and the continued use of DVD anti-copying technology.

Still, home video executives are tight-lipped about these efforts. In fact, many believe the piracy battle is the responsibility of their studio and corporate bosses.

One top executive says, "Downloading is not a home video problem. Those things are dealt with by the chairmen."

#### STITCH IN TIME SAVES NINE

Forrester Research estimates that movie piracy is three years behind what has happened in music—although the numbers indicate the problem is growing rapidly.

The Motion Picture Assn. of America (MPAA) says that 163,000 Web sites offered pirated movies in 2002; the 2003 year-end figure was expected to near 200,000 sites.

Forrester's report says that 48% of active file sharers were sharing video files by June 2003, compared with

fewer than 20% in June 2002. While the majority of those video files by June 2003 were pornography (42%) or music videos (10%), 9% were TV shows and 7% were feature films.

The numbers are low for films and TV shows because it can take hours to download the large files. "Time is money for consumers, as much as it is for business," Andersen says. "This cost can make rental and sell-through still look awfully attractive to consumers."

But the time deterrent will start to dwindle soon. By the end of 2004, more than 30 million consumers will have broadband connections, according to Forrester, speeding the time it takes to download.

#### DOWNLOADING POLICE

Some studios are trying to catch pirates by hiring such Internet policing companies as Los Gatos, Califbased BayTSP. (TSP stands for "tracking security protection.") Other firms providing similar services include San Diego-based Ranger Online and New York-based MediaSentry.

Through a proprietary method, BayTSP identifies the Internet protocol address of someone who has posted film, music or software illegally on peer-to-peer (P2P) networks like Kazaa, Morpheus and eDonkey. (Each time anyone logs on to the Internet, they can be identified by a new IP address.)

When an illegal file is identified, BayTSP turns the information over to its clients, who can then send an email to that IP address or notify the user's Internet service provider.

According to BayTSP, 75% to 85% of those who receive a takedown notice stop sharing their movie files.

BayTSP's Ishikawa would not identify his record company or film studio clients, although he says the company has done work for at least three of the seven major studios since it launched in 1999.

"We find between 1½ and 3 million infringements a day across movies, music and software," Ishikawa says.

According to Ishikawa, the most prevalent source for downloads are unauthorized copies that are made by shooting movie theater screens with camcorders.

Some pirates are even getting into theater projection booths and plugging directly into soundjacks to create nearperfect "telesync" pirated films, he adds.

DVDs, including advance screener (Continued on page 69)

### **Best Album**

Continued from page 3

ment) and blues-based alternative rock is represented by "Elephant" by the White Stripes (Third Man/V2).

"The five nominations in this category are a snapshot of MTV and MTV2." Calderone says. "These are the most-played artists on our network."

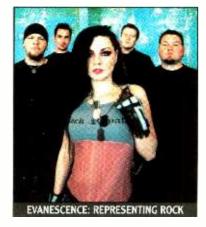
The 46th Annual Grammy Awards will be presented Feb. 8 at the Staples Center in Los Angeles and broadcast live by CBS. (A preview of the show appears this issue on pages 11-14; further analysis of the nominations appears throughout this special Grammy-focused issue.)

#### **VETERAN LINEUP**

With the exception of Evanescence, the artists and musicians in this category have been in the limelight for several years.

"Under Construction" is Elliott's fourth studio album. It has sold 2 million copies, according to Nielsen SoundScan, and has spent more than six months on The Billboard 200,





thanks to the support of four hit singles.

The biggest of those hits, "Work It," peaked at No. 2 on The Billboard Hot 100 (Elliott's highest-charting pop single ever) and No. 1 on the Hot R&B/Hip-Hop Singles & Tracks chart.

"Gossip Folks" and "P\*\*\*ycat" charted on the Hot 100, with the former reaching the top 10. Fatboy Slim remixes of "Gossip Folks" also reached the summit of the Hot Dance Club Play chart.

Another track, "Back in the Day" featuring Jay-Z, dented the R&B/hip-hop chart as well.

Rock band Evanescence, fronted by singer Amy Lee and guitarist Ben Moody, debuted with "Fallen."

The disc spent 26 weeks in the top 10 of The Billboard 200; it has yet to fall out of the chart's top 40 since its March release.

"Fallen" was initially fueled by the success of the single "Bring Me to Life." which climbed to No. 5 on the Hot 100. The track spent eight months on the chart. Additionally, it held sway atop the Top 40 Mainstream airplay chart for two weeks.

The disc also spawned a top five hit on the Modern Rock Tracks chart with "Going Under." To date, the album has sold 3 million copies.

By the end of 2003, OutKast's "Hey Ya!" and "The Way You Move" had claimed the top two spots on the Hot 100. In this issue, the duo of André "3000" Benjamin and Antwon "Big Boi" Patton maintain their No. 1 and No. 2 positions on the chart.

"Hey Ya!" is the act's second pop No. 1 hit, following the breakout success of "Ms. Jackson" in 2001. In slightly more than three months, "Speaker-boxxx/The Love Below" has sold more than 2.2 million units.

Timberlake, long recognized as the frontman of boy band 'N Sync. came into his own with the release of "Justified," his solo debut.

The album spawned four top 30 singles on the Hot 100: "Like I Love You" (which peaked at No. 11), "Cry Me a

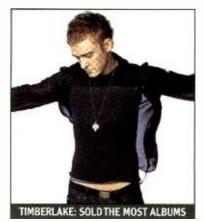
River" (No. 3), "Rock Your Body" (No. 5) and "Señorita" (No. 27).

All four tracks also hit the top five on the Top 40 Mainstream Airplay chart. And remixes of "Like I Love You" and "Rock Your Body" topped the Hot Dance Club Play chart, while remixes of "Cry Me a River" reached No. 2.

"Justified" has remained on The Bill-board 200 since its Nov. 5, 2002, release. Opening at No. 2 on the chart, the disc has amassed sales of 3.2 million units.

With fourth album "Elephant," the Detroit-based White Stripes entered the mainstream. The album gave the pair a career-high debut at No. 6 on The Billboard 200 in the April 19, 2003. issue. The debut stanza also marked the White Stripes' highest sales week ever at 126,000 copies.

The White Stripes, consisting of



drummer Meg White and singer/guitarist Jack White. also saw the single "Seven Nation Army" became their first Hot 100 entry. The track also spent three weeks at No. 1 on the Modern Rock Tracks chart.

Easily the duo's best-selling album, "Elephant" has shifted more than 1.2 million units.

#### **PICKING A WINNER**

Though the White Stripes are certainly critics' darlings, that may not be enough for the act to take home the best album trophy.

Strauss does not consider the duo popular enough among older Grammy voters to walk away with the prize. But, he is quick to add, "in recent years, the Grammys are favoring critical taste more and more."

As for Evanescence, the group certainly had one of the biggest songs of the year, says Jason Bentley, who hosts radio shows on Los Angeles stations KCRW and KROQ.

But Bentley wonders if this is one of those cases where the Grammys have rushed to embrace an act too soon. He asks. "Is this group really worthy of a Grammy yet—or is it still emerging?"

If the Grammy Awards were based on sales figures alone. Timberlake's

"Justified" would win. Industry observers, however, believe his boy-band association will have an adverse affect on Grammy voters.

"Justin is a household name. and he made a great record." Strauss says. "But older Grammy voters still associate him with teen pop—not quality music."

To that end, will older Grammy voters wholly embrace Elliott or OutKast? Or will they perceive them as being "too out there?"—as Strauss wonders.

Indeed. Elliott and OutKast create genre-blurring recordings. Neither is afraid to push the boundaries of what is considered acceptable in the R&B/hip-hop world.

"Elliott is so consistent," Bentley says. "She continues to defy the odds—she's not your conventional superstar, which is good for music."

Ditto for OutKast, which created the most innovative hip-hop record this year, Strauss says.

Calderone also favors OutKast.

"They truly change with each album." Calderone says of the duo. "They have the most non-obvious hits. Plus. momentum for them is at an alltime high right now."

For a complete list of Grammy Award nominees, visit grammy.com.



## Piracy Continued from page 68

copies. can also be used as source material for pirates, but most include copy protection that is tough to crack.

In addition to targeting online pirates, the industry is supporting several new Internet and cable video-ondemand (VOD) services as legal alternatives to file sharing.

Forrester Research says that 22 million households will have access to VOD movies in the next two years. Beyond 2010, Forrester predicts that all of the extras featured on DVDs will be available on cable and Internet VOD.

Studios have shown increasing support for such online VOD services as Movielink—a joint venture among MGM, Paramount, Sony, Warner Bros. and Universal—and CinemaNow,

which counts Lions Gate Entertainment as a major investor.

CinemaNow was founded in 1999, and Movielink launched in November 2002. Both services offer encrypted movie files that can be unlocked by subscribers. Movielink currently offers about 450 films for download; Cinema-Now has 3,000.

Another service. Disney's Moviebeam, was introduced in October. Moviebeam enables users to download movies to a special set-top box and watch them on their TVs.

Thus far, movies have been released to VOD services long after their theatrical and home video debuts. CinemaNow CEO Curt Marvis acknowledges that piracy usually occurs "a lot earlier in the food chain" than the VOD run.

But that could be changing. VOD windows may be shortened dramatically, Forrester principal analyst Josh Bernoff says. "Home video and video-on-demand will get movies in the

same release window," he predicts. "This will be a more efficient use of studios' marketing dollars."

#### DVD RECORDERS PROLIFERATE

While many focus on online P2P services as the most obvious factor in video piracy, others cite the proliferation of DVD recorders as a larger area of concern.

"There is very little broadband in the home yet. In my opinion, the greatest threat to the studios currently is DVD recorders," says Carol Flaherty, senior VP of sales for copy-protection company Macrovision. "If a DVD is not copy-protected, a recorder will make a near-perfect copy."

In the first half of 2003, 58,000 DVD recorders were sold in the U.S., an increase of 550% from the same period in 2002, according to the New York research firm NPD Group.

NPD Group also reports that DVD recorders were priced, on average, at

more than \$500 in the first half of the year. This past holiday season, they were being advertised at less than \$300.

Universal Pictures has been focusing much of its anti-piracy attention on physical copying of DVDs. It signed a multi-year deal in October with San Diego-based Verance to provide watermarks for its films and videos. Digital watermarking embeds a "forensic" component onto DVDs that can trace copies back to a particular entity; the technology also has a traditional copycontrol feature.

Other copy protection options include Macrovision's Analog Copy Protection—which prevents the copying of discs with DVD recorders and also protects VOD and pay-per-view programs—and the studios' Content Scrambling System, which stops the copying of DVDs through PCs.

Universal has been the most vocal of the studios in its concerns regarding DVD copying. In November, the studio said it would no longer send DVD screeners to retailers (*Billboard*, Nov. 22, 2003).

That announcement came soon after the MPAA's decision to stop releasing DVD screeners of films that were contenders for Academy Awards. A temporary injunction on the screener ban was issued in early December.

Virgin Enterainment Group senior VP of product and marketing Dave Alder questions the wisdom of withholding screeners. He says the music industry has suffered by not sending out album preview copies.

"The risk to the retailer and supplier is that the wrong allocation of funds will be tied up in the wrong product and will be followed by potentially heavy returns," Alder says.

Clearly, there are no simple solutions. As New Line Home Entertainment president/COO Stephen Einhorn says, "You can never bet against technology, and technology enhances the opportunities for piracy always."

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## 'We Have To Be Sure We Are Relevant On Every Level'

#### **BY CHRIS MORRIS**

On Dec. 2, 2003—two days before the announcement of nominees for the 46th annual Grammy Awards—Neil Portnow marked the end of his first year as president of the National Academy of Recording Arts and Sciences.

Long active in NARAS, Portnow took the Recording Academy's helm following the April 2002 resignation of Michael Greene. He brought to the job diverse music-business experience in production, publishing and label operations.

Phil Ramone, chairman of the producer and engineer wing of NARAS, sees Portnow as an executive with unique personal and professional skills.

'Neil Portnow is a quiet, patient and persuasive man," Ramone says. "He is well liked. His standards are high, and he understands the diversity of the academy."

With the 46th annual Grammy presentation set for Feb. 8 in Los Angeles (see story, page 13), Portnow discussed the Recording Academy's activities in a Billboard interview at NARAS headquarters in Santa Monica, Calif.

**U**: You have identified the "four pillars" of NARAS as membership and awards; education; philanthropy and charity; and advocacy. Let's start with the last of these. Has NARAS taken any new steps in the realm of industry advocacy?

A. We created the Grammy Cultural Policy Initiative, based out Four Washington, D.C., office. We've promoted Daryl Friedman wdirect: of Washington operations. In this expanded relationships on the Hill and in the political comtaking advantage of expanding that presence. when Initiative is designed to be a number of things. One, o create some dialogue about issues, whether it be on an interon parsonal, behind-closed-doors level or in a public forum. At the chanters we'll be rolling out what we'll call "Grammy townfrom meetings," which will be discussions of relevant issues that

Lature starting early next year. The academy is going to be coming with a campaign that will educate consumers with respect to the digital world that elive in. We'll start rolling with this campaign during Gramweek with public service announcements for television and radio, and aiming people at a Web site, which has educamaterials helping consumers to make informed, educated, hopefully ethical and respectful decisions about how

have advocacy-based agendas. We're goil, to host meetings of

**Q**: Many believe that the NARAS membership has always skewed older. What's the status of membership right now?

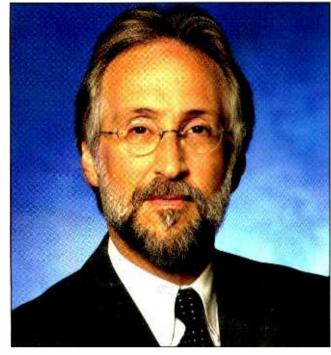
A: In the Grammy nominations, the past two years, there's been great recognition of the fact that there are new and younger artists out there. You look at some of the younger new acts that are in major categories this year, and it tells us that we're addressing that.

From an academy point of view, it's not just about numbers. it's about quality of membership. The member services department is about to roll out a new initiative, to try and identify, in each of the chapter cities, the 100 most recognized and significant folks in the music industry from a creative standpoint who could potentially be members. It's about being not reactive, but proactive.

**Q:** What was the motivation for bringing MusiCares and the Grammy Foundation closer together within the organization?

A: My feeling was that we owed it to the organizations to have a more simior management staff. Although the missions are different and some of the activities are different, there is a lot of common ground in what they both do.

appointed





#### Neil Portnow: Career Highlights

2002: Named president, NARAS 1997: Senior VP of West Coast operations, the Zomba Group 1989: VP, the Zomba Group 1985: VP of A&R, EMI America Records 1982: VP of A&R, West Coast, Arista Record 1979: Senior VP, 20th Century Fox Records 1977: Executive producer, RCA Records 1972: Manager of talent acquisitions and development, Screen Gems Publishing Group 1971: President, Portnow-Miller, a music promotion, marketing, publishing, production and creative services company

both MusiCares and the Grammy Foundation. That's Kristen Madsen, who was our long-term vice president of member services. She's hired a vice president of operations to work under her. and we've hired one individual to do the fund-raising programming, and that's Dana Tamarkin. She still is the managing director of the MusiCares Person of the Year dinner. We're going to develop a signature event for the Grammy Foundation; she and her staff will produce that event.

Q: What fresh strides have been taken in the realms of caregiving and education?

nior vice president who has responsibility for A: On the MusiCares side, we have a great mechanism to do

that through the grants and assistance program that we offer. We're proud that over 1,200 people were helped, and we gave out over \$1.2 million last year in aid to those folks. The question going forward is, How do we expand on something that obviously works very well?

From a fund-raising standpoint, we've got a lot of work to do for the Grammy Foundation, because we depend on that fundraising to grow.

#### **Q:** Is that more critical in the light of federal cutbacks?

A: Absolutely. In an environment where the priorities are more about finding things to do with mass destruction, instead of dealing with mass education and development of cultural policy, we have to take a responsibility to fill in those holes.

When you came into office, you promised to "re-evaluate" and reassess everything." How has this extended into staffing?

A: I found that in certain cases we didn't have the right people in the right chairs. In certain cases, we had great people in the organization who, maybe, could be in better seats than they were. In certain cases we were lacking altogether

I found that we did not have, in my opinion, a proper marketing focus. I recruited our vice president of marketing, Evan Greene. Evan spent his last 10 years at Disney on the features side and Columbia Pictures. He's an expert in brand management. We have what I think is arguably the bestknown and most respected trademark in music in the world, which is the Grammy. The question is, How do we take

I also realized that although we are experts at archiving and preservation of our own assets, they are not really up to par. We have these broadcasts that we own, that we've been putting on for over 40 years. We have phenomenal photography and artwork. We have events that we've put on nationally and in the chapters that have been videotaped. We have a "living histories" program.

These are assets that really must be available, whether it be on an educational basis or a commercial basis. So we created a position, vice president of asset management, with Doug Gore, who comes from the awards department and will be taking that over. We're going to take a look at those 1,000 boxes of goodies that we have, make sure we know what we have, get the clearances and then, we'll be coming with those materials

In the member services area, we promoted Angelia Bibbs-Sanders to be head of the member services department, but we also recruited Nancy Shapiro. She is going to get day-to-day responsibility for managing the 12 chapter staffs and their activities. That's going to give us a duo approach to a job that's huge.

#### **Q:** What's your biggest challenge for the future?

A: In an industry that is going through such dramatic and rapid evolution, we have to be sure that we are relevant on every level. We have to be not only open-minded but forwardthinking in how we approach the newworld as that evolves. That may have to do with our voting process; the qualifications for the kind of records that are eligible, because that landscape is charging; the members that we want and are willing to have, because those qualifications could change.

Then we're also dealing with a business environment where the landscape is changing dramatically, and we're dealing with fewer and fewer large corporate entities and more independent ones. We have to be open-minded and smart and ahead of the curve on those things.

Certainly we rely on the industry for a lot of the projects that we like to do, from fund-raising activities. We have to find ways to get around those issues.

J	ANL 2	AR 204	Y 10	Billboard® THE BIL			-	1		DARD TOP 20	
THIS WEEK	LAST WEEK	2 WKS. AGO	WEEKS ON	Sales data compiled by Nielsen ARTIST SoundScan Title IMPRINT & NUMBER/DISTRIBUTING LABEL	PEAK		LAST WEEK		WEEKSON	ARTIST Title IMPRINT ≟ NUMBER/DISTRIBUTING LABEL	PEAK POSITION
1	4	6	14	OUTKAST ▲* Speakerboxxx/The Love Below	1	11	15	24	7	G-UN T ▲² *G-UNIT 001593*/INTERSCOPE (8.98/12.98)  Beg For Mercy	2
2	1	2	4	ALICIA KEYS The Diary of Alicia Keys	1	12	18	23	7	JAY-Z The Black Album	1
3	2	4	8	TOBY KEITH ▲² Shock'n Y'all DREAMWORKS (NASHVILLE) 450435/INTERSCOPE (12.98/18.98)	1	13	12	14	3	SARAH MCLACHLAN Afterglow	2
4	3	3	8	VARIOUS ARTISTS ▲ Now 14	3	14	16	19	6	BLINK-182 GEFFER 001334/INTERSCOPE (12.98 CD)  Blink-182	3
	7	9	8	SHERYL CROW A  A&M 00152/INTERSCOPE (12.98 CD)  Very Best of Sheryl Crow	4	15	11	11		CLAY AIK€ N ▲² Measure Of A Man	1
	5	5	7	JOSH GROBAN ♣² Closer	3	16	19	25		EVANESCENCE ▲3 Fallen	3
	6	8	18	HILLARY DUFF ♣² Metamorphosis	1	17	21	31	27	BEYONCE ▲* Dangerously In Love	1
	9	12	5	NO DOUBT The Singles 1992-2003 INTERSCOPE 001495 (12.98 CD)	2	18	10	7	10	ROD STE FART ▲ As Time Goes By The Greatest American Songbook Vol. II	2
9	8	1	3	RUBEN STUDDARD Soulful	1	19	25	29	7	SOUNDTRACK TUPAC: RESURRECTION 'AMARU' 10533'/INTERSCOPE (12.98 CD)	2
10	13	10	6	BRITNEY SPEARS ▲² In The Zone	1	20	28	35	12	LUDACRI≣ ▲ Chicken.™N" Beer	1

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