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NEWS: Creative marketing has helped US rock acts such as **LINKIN PARK** win over UK record buyers

Marketing 3



A&R: Y2's floppers act are facing legal action from a fellow indie label over the use of their name

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AUTUMN PRODUCT PREVIEW: Superstars and fresh UK signings dominate **SONY'S** autumn line-up

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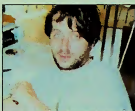
Source's Ascoli to take Virgin role

by Paul Williams
Virgin Records is this week expected to confirm Source Records UK founder Philippe Ascoli in the new post of managing director of its Virgin label.

The appointment of Ascoli, whose A&R pedigree has been underlined during the past month with the Technics Mercury Music Prize shortlisting of Source act Turin Brakes, will complete the restructuring of the group initiated by Virgin UK president Paul Conroy. He will become the third managing director at the company reporting directly to Conroy with David Boyd handling Hut and Hugh Goldsmith the Innocent label.

Ascoli's expected arrival at the company comes as Virgin was yesterday (Sunday) set to debut at number one in the singles chart with Blue's *Too Close*. However, despite Blue's success this year and that of fellow Innocent signings Atomic Kitten, Conroy has made it clear that he believes structural changes are necessary to turn around a dip in Virgin UK's domestic A&R fortunes since its worldwide success with the Spice Girls during the past decade.

Observers suggest Ascoli is the ideal man to fill the void. "What he's done at Source is absolutely fantastic," says one. "Turin Brakes are wonderful and he's got some



Ascoli: strong A&R record at Source incredibly cool acts there." Other names on the roster include Simian, Mark B & Blade and producer Trevor Jackson's hotly-tipped Playgroup project.

Ahead of filling the Virgin label managing director post, Conroy has

already initiated a series of changes at the company, including moving director of marketing Mark Terry to a role handling marketing for UK repertoire, while giving general manager Mark Anderson responsibility for international output.

Ascoli's appointment is particularly neat since he has previously worked closely with Emmanuel de Buretel, who was promoted in July from running Virgin Continental Europe to becoming president/CEO of all EMI's activities in Europe. Ascoli, who helped initiate the French hip-hop boom by signing MC Solar while at Polydor, set up Source under the umbrella of de Buretel's Virgin France/De Labels

operation. Source went on to achieve huge success with acts including Air and Phoenix, before launching its UK operation.

However, it is understood that his latest move is very much Conroy's appointment. "It has shown himself to have a streak of talent. This is not a political hot potato," notes one observer. Both Conroy and Ascoli decline to comment.

Ascoli's new role will raise questions about Source UK's future relationship with Virgin. At present the company operates completely separately from Virgin in the UK, where it is distributed by Vitol.

- Virgin autumn product preview, p30

Rock's current domination of the albums chart was set to continue yesterday (Sunday) as Roadrunner Records looked to follow its *Kerrang!* Awards win last week with Slipknot (pictured) by scoring the company's first UK number one with the masked metalers' second album *Iowa*.

Slipknot, who were named best band in the world at last Tuesday's *Kerrang!* event, faced a challenge for the top spot from another US rock act, the critically-lauded Strokes, whose debut *Rough Trade* album *Is This It* was nudging them up the midweek charts. The pair led what looked to be a top four exclusively comprising new entries with three other newly-issued releases challenging for Top 10 places. Roadrunner's general manager Mark Palmer says *Iowa*'s instant success confirms how rapidly the band's UK fanbase has built up since their last album, which only just breached the Top 40 in 1999 but has since sold around 180,000 units.



Best Of British drive boosts US sales

Sales of selected UK albums have more than doubled across Virgin Megastores' 19 US outlets this summer after featuring in a BPI-backed Best Of British campaign.

The retailer is so bowled over by the response to the promotion - which featured a mixture of catalogue albums such as Radiohead's *OK Computer* (Parlophone) and new titles by the likes of independent's Travis - that it is contemplating repeating it next year.

Virgin Entertainment Group's senior vice president of product and marketing Dave Alder calculates dollar sales of albums in the campaign reached seven figures, helping the

retailer to lift all turnover by 25% during the period. Sales were also boosted by in-store appearances by acts such as Cooking Vinyl's Echo & The Bunnymen and Universal Island's Ocean Colour Scene.

Paul Birch, who initiated the campaign, says it has been a huge success, bearing out sales forecast and receiving unprecedented customer, media and vendor praise," he says.

BPI international committee chairman Paul Birch, who initiated the promotion, says he is now looking to take the idea to other countries to help stimulate UK record industry sales, in particular Japan and Germany.

Industry pays tribute to Status Quo manager Walker

Senior executives across the music industry were shocked at the news of the sudden death of Status Quo manager David Walker last week.

Walker died of a heart attack aged 57 after celebrating his son Charlie's 18th birthday with his family at his Gerard's Cross home last Wednesday evening. His funeral takes place this Wednesday at 9.30am at Chilterns Crematorium in Buckinghamshire.

Walker enjoyed a rich and varied career in his three decades in the business, which took him from business manager with glam rockers The Sweet through to establishing the successful handle artists management group.

Eagle Records managing director Lindsay Brown was The Sweet's agent when he met Walker and the pair later became partners in man-



Walker: three decades in business aging Barclay James Harvest. "It's very sad. David wasn't just a manager, he was a popular man, a friend to his artists and a friend to the industry," adds Brown.

Pip Williams, the producer behind nine Quo albums, also recalls a caring and supportive man. "He had two of his own kids, but really his family was much larger, because he was always con-

cerned with looking out for everyone else," he says.

Universal Music chairman/CEO Lucian Grange also consulted Walker for advice at the start of his career. He says, "It's beyond tragic. David was one of the smartest and shrewdest people I knew. He was ahead of his time, with a wonderful sense of humour."

Quo's publicist Simon Porter adds, "David was the most inspiring and creative man I've ever known." Porter cites the 25th anniversary celebrations at Biffins and the Rock 'Til You Drop record breaking shows as typical Walker stunts. "He thought them up and I organised them," he says.

Universal TV managing director Brian Berg cites the Radio One "ban" on Status Quo records in the mid-Nineties as one situation

Walker turned to his advantage. "He was very genuine and outraged by the affair, but also look at the publicity he managed to get for that," he says.

Sony communications vice-president Gary Farrow notes, "His managerial style was infectious. He understood every genre of how the record industry worked and leaves a legacy and a standard that is seldom equaled."

Walker was also a passionate fundraiser for Nordoff-Robbins Music Therapy and The Manager's Forum general secretary James Fisher says he also gave generously of his time, helping to establish the music managers' body in its early days.

The family has requested that all donations be sent to Nordoff-Robbins.

EMI acts forge ahead in OMAs nominations

EMI acts have scooped the highest number of judged nominations in the second annual Music Week Online Music Awards with Parlophone and EMI-Chrysalis artists in the running in 12 different categories.

Parlophone artists bag 10 separate nominations through acts including Radiohead, Gorillaz, The Beatles and Supergrass, while Chrysalis' Robbie Williams and Starsailor are also nominated.

Universal artists figure eight times, while Virgin Records has four nominations.

The winners will be revealed at the OMA awards ceremony at London's Ocean venue on September 27.

- See full shortlist, p31

DAVID WALKER

8th May 1944 - 30th August 2001

In memory of a man truly devoted
to the UK Music industry and its
charities. His relentless commitment
to Nordoff-Robbins Music Therapy
and the BRIT Trust will always
be remembered.



The Music Industry Trusts'
Award Committee



BMG's International A&R and marketing vice-president Nick Stewart is looking to capitalise on his company's excellent show in the CMA Awards nominations list to boost UK album sales by the likes of Sara Evans (pictured), Lonestar and Martine McBride. The major scooped around 40% of the nominations in the 35th annual event, which will be staged at Nashville's Grand Opry House on November 7, broadcast live on Radio Two and relayed in a 90-minute Saturday night programme on BBC2 three days later. Last year's TV broadcast attracted around 2.3m viewers as well as helping to sell country music sales. "The CMA Awards get a significantly big audience," says Stewart, who Evans was last week on the Radio Two 8 list. "It may not be fightably fashionable in Soho but there's quite a big market for country because of the quality of the singers and the songs is second to none."



Jackson track fails to set UK radio alight

Michael Jackson's new single has initially failed to rock the UK national radio airwaves despite massive airplay take-up around the rest of Europe.

Since *You Rock My World's* rushed release to radio on August 24 Scandinavian radio has been pushing the song relentlessly while the national stations in Britain have almost ignored it.

Alipay data from Music Control shows that although the Epic single just managed to breach the UK alight Top 50 by midweek, the track was at the top of the Danish and Swedish charts, and fourth in Norway, last week. Radio One – which has now B-listed the track – and Radio Two played the single just twice by mid-week, although it fared better at UK commercial stations.

newsfile

ROBERTSON STEPS DOWN AT MP3.COM
Dotcom music pioneer MP3.com CEO Michael Robertson was officially replaced by MP3.com president Robin Richards as chairman and CEO, as Vivendi Universal announced it had finalised its acquisition of the dotcom.

DOTMUSIC SCOPES TAIHOO NOMINATION
Music Week sister website dotmusic was the only music site outside North America to be nominated for the *Yahoo! Internet Life Magazine Online Awards' Best Overall Music Site* category, alongside US sites Gutmusic, Soninet, VHA and Rapstation. The winners will be announced at the awards ceremony in New York on September 20.

EG TO PROBE MICROSOFT CLAIMS

The EC has announced an investigation into allegations that Microsoft is unfairly manipulating the online media entertainment software market by bundling its default *MediaPlayer* kit with all Windows packages.

MANICS HELP Q CELEBRATE 15TH

Empire's Q Magazine is marking its 15th anniversary by staging gigs by Epic's *Manic Street Preachers* and V2 signings the *Stereophonics* at London's Scala venue. The *Stereophonics* will play the venue next Tuesday and the Manics on the following night with both events in aid of Amnesty International.

PPL HOSTS INDUSTRY SEMINARS

PPL is holding a series of seminars for record company members, artists and their representatives, covering topics such as remastering and data collection. The sessions start in Edinburgh next Monday, followed by Birmingham (September 12), London (September 17) and Manchester (20). For details ring Debbie Thompson on 020 7534 12400.

SEABROOK CD MARKS NOVA LAUNCH

Former Recognition general manager Will Mann's new sales and distribution company, Nova Sales and Distribution, officially makes its mark today (Monday) with the appearance of its first release – Will Seabrook's self-titled album on the Chicago KD label. The *Surbiton-based Nova*, which trades via Pinnacle, has also secured distribution deals with labels including Chrome Dreams and Insight Music.

UNIVERSAL TAKES SUPER AUDIO ROUTE

Universal Music is to make available some of its repertoire on the Super Audio CD format which has been developed by Philips and Sony. Universal Music International chairman/CEO Jürgen Lassen says his company intends to help drive the growth of "this high-quality, secure music format" with a release schedule comprising both catalogue albums and new titles.

REINTE SHUTS DOORS OF LONDON ARRA

British music consultancy Eunitre – bought by mail order company N Brown a year ago – has closed its London office and lost the services of its music labels' in-house specialist Harry Leckstein, who declined to relocate to the company's offices in Manchester.

Slinknot lead a Top 10 albums class after Bank Holiday boost

by Robert Ashton

August Bank Holiday reinforced its role as the launchpad into the high-rolling autumn sales market with an exceptional seven new-released albums vied for Top 10 places yesterday (Sunday).

With last week's "super Monday" heralding arguably the strongest raft of new releases this year, four new albums looked on course to fill the top four places in the albums chart with Roadrunner signing Slinknot's low aiming, to blow East West artist Staind's *Break The Cycle* off the top spot.

In sales figures current up to the end of business last Thursday, The Strokes debut is This It (Rough Trade), Five's *Kingz* (RCA) and New Order's *Get Ready* (WEA London) were dominating the remaining top four places with Björk's *Vespertine* (One Little Indian) and Mercury Rev's



The Strokes: challenging for the top slot

All is Dream (V2) both appearing in finish comfortably with a Top 10 place. Just behind was Columbia's new-released *Toxicity* by System Of A Down.

HVM head of music Jonathan Resz suggests it has been the best Bank Holiday for years, adding that outside

of the run-up to Christmas it is unheard of to have so many new releases in the Top 10. "It's been a very good start and remarkable to have so many different albums from key acts in one week," he says. "I also think sales will kick in again because a lot of people would have been away for the Bank Holiday weekend."

Resz also believes all the weeks will have the legs to stick around until Christmas with the possible exception of The Strokes, "unless the press stay with them".

Rough Trade label manager Glen Johnson concedes it was the "hardest week of the year" for new albums because labels traditionally hold off releases over the summer because students are away. "It's going to be tough if some kid with £10 can just buy one album and they are faced with New Order, Björk and Mercury

Rev," says Johnson. "We're really pleased that a lot have bought The Strokes ahead of them."

Johnson adds that The Strokes release date was dictated largely by a change in artwork and Australia's decision to go for a date in mid-August. "We were late going for manufacture, but then we had to go quite quickly to start any Australian imports," says Johnson.

Meanwhile, fans of R&B singer Aaliyah responded to the news of her tragic death last weekend by propelling her self-titled album back up the charts and into the Top 40. The record, released a month-and-a-half ago, had fallen out of the Top 100, but the sales spurt was helped by the HVM chain, which coincidentally added the release in its two-for-£22 CD offer just prior to the singer's death.

● See Paul Quirk's column, p4

Coates promoted to top media role at EMI

EMIChrystalis has become the latest record company to install a director of media with the elevation of promotions head Rebecca Coates.

Coates, who joined EMI UK in 1997 as head of promotions, takes responsibility for both promotions and press in the shakedown, while senior press officer Iona Hames is promoted to head of press. Coates' new role follows a series of alipay successes and TV campaigns with the likes of Geri Halliwell, Robbie Williams and various Positive acts.

EMIChrystalis managing director Mark Collen's decision to combine press and promotions comes as the once-separate media disciplines continue to converge. He says, "Rebecca is an outstanding executive with strong management skills and I feel that this change will bring together terrific synergies in the media areas of our business and will provide the label with increased profile in the press area."

Hames' installation as head of press follows the departure from the label last month of Jody Dunlavy. Hames joined EMI in 1996 at the now-defunct Premier label.

Woolies faces months of sales to shift CD mountain

Woolworths' new management team is planning a series of CD sales bonuses to tackle a serious over-stocking problem burdening the demerged chain.

As the newly-demerged company's share price opened at 25p last week before rising on day one to 53p to value Woolworths at around £47.5m, executive chairman Gerald Corbett revealed that the retailer faces months of CD sales ahead. This is to shift its stock mountain because of "over-optimistic" entertainment product buyers.

A spokesman claims the stock problem was more relevant six to 12 months ago, but admits the "accumulation of old stock which has not sold" is still an issue. "There has been a huge amount done to free up the residual stock and the stock holding is 32% down on this last year," he says.

However, he adds the retailer is now planning a round of multi-buy and other offers, initially starting on September 4 and running until October 1, to release shelf space in the company's warehouses. "We are



Jamie Quirk's discount offer at Woolies goes for a number of traditional promotional mechanics to continue to sell through the product," he adds. He also denies the move will create a war with other retailers or lead to a "price crash" because it does not involve new product.

These CDs for the price of two will be the most common method to shift music stock before Christmas, and Woolworths plans to offer two videos for £10 or self select titles at £5.99 each. Specific promotions include Geri Halliwell's *Scream If You Wanna Go Faster* being offered for £9.99 while any shopper spending £12.99 on Jamiroquai's newly-released *A Funk Odyssey* can pick up *Travelling Without Moving* for £3.99.

BMG poised to clinch better Zomba US deal

BMG and Zomba are understood to be very close to clinching a new improved distribution deal, which will see the German music group continue to distribute the likes of Backstreet Boys and Britney Spears in the US and Canada.

Zomba's deal in Canada expires at the end of September after the company exercised a six-month notice option in March, but it has not used this option – which came into effect on January 1 – in the US yet.

Under the terms of this, Zomba founder Givé Calder has been free to negotiate with a number of other majors and speculation had mounted recently that EMI was near the top of the pack to hook up with a new partnership.

However, after lengthy negotiations it is now understood that the balance has shifted back towards BMG and it is very close to finalising persuading Zomba to sign a new 12-month deal which will help the German-based group shore up its US market share.

A Zomba spokeswoman would only confirm that the groups were in negotiations and a BMG spokesman would not comment.

Emap completes TV repertoire with launch of Magic

Emap Performance is aiming its latest music digital channel Magic TV at the Bridget Jones market.

Magic TV goes on air on Sky Digital channel 502 on September 13 and is the final Emap brand to extend to TV following launches in the past year for Kiss, Q, Kerrang! and Smash Hits.

The latest channel is a brand extension for Magic 105.4, the radio station which broadcasts across London, the North West, North East and Yorkshire to 2.5m people a week, but Emap Performance chief executive Tim Schoonmaker expects the TV channel to appeal to a younger audience.

"The radio output is restricted by our promise of performance to the Radio Authority, but this is not the case with TV so the music will target the late-20s/early-30s Bridget Jones and Ally McBeal generation. The channel will be the perfect accompaniment for our listeners' busy lives," he says.

As part of the launch, the Magic brand will have an online presence and from today (Monday) until September 12 listeners can register their favourite song at www.mostmagicson.com. The most requested track will be the first played on the TV channel.

Tricky (pictured) and The Incredible Moses Leroy will headline the London date of the Gap H-FI Global Tour, which is the central part of the clothing brand's autumn international marketing campaign. Both artists feature in Gap's print and outdoor advertising, which runs until November, while 400 tickets will be given away on Saturday for their appearance at the chain's Oxford Street store on September 12. The tour began in Los Angeles on August 23 and other September dates are scheduled for Paris and Tokyo. The UK marketing campaign also includes 30-second TV spots and limited-edition posters. Nick Capobianco, vice president of marketing for Gap, says music is always an essential part of the brand's marketing strategy with more than 30 new and established artists featuring in the latest campaign. "Music plays a vital role in our customers' lives and the presence of music at Gap is vast and is expressed in store. Our in-house creative team have a passion for music and they spend a lot of time listening to new artists and interacting with customers," she says. Gap has also launched promotional websites to promote the campaign and provide information on all the acts taking part.

Creative tactics spawned US rock invasion

by Steve Hemsley

The North American invasion of the UK albums chart has been attributed to creative marketing this side of the Atlantic and evidence that the UK media is more receptive to rock.

Last week's chart had eight acts from across the pond among the Top 40 albums including the number one, Staind's *Break The Cycle*, Train's *Drops Of Jupiter (9)*, Alien Ant Farm's *Anthology (15)*, Linkin Park's *Hybrid Theory (21)* and Sum 41's *All Killer No Filler (23)*.

The UK marketing teams behind all these acts have spent months building fanbases using street, online and traditional promotional techniques, but the labels also claim that radio and TV programmers are more willing to support rock acts.

East West has high hopes for Staind's single *It's Been Awhile* released today (Monday) and played early on Radio One, MTV and Kerrang! TV as well as LR stations *Moray* and *BRM*.

Meanwhile, Mercury Records general manager Jonathan Green says the sales target of 70,000 units set for Canadian metal act Sum 41 has been exceeded before the release of the single *The Lip* last this month.

The single has received early airplay



Linkin Park: best newcomers

on Radio One and Xfm, but it is the support of Kerrang! TV which Green says boosted interest in the album. "It can still be hard to get radio to play rock acts in the UK but Kerrang! TV plays videos as soon as they get them which gives the kids time to get to know a band before an album is released," he says.

Sum 41 return to the UK in November to support Universal Island's *Blink 182*, another US act whose album *Take Off Your Pants And Jacket* has spent much of the summer in the albums chart here.

Warner also worked closely with Kerrang! to break Linkin Park in the UK. The act were voted best international newcomer at last week's Kerrang! awards and the magazine ran a competition last December offering fans the chance to attend the band's showpiece in January.

"This was a win because

it meant the band performed to an enthusiastic audience the first time they came to the UK and this convinced them to come back. They have been here four times this year which has helped our ongoing marketing effort," says product manager Naomi Beresford-Webb.

Warner also ran a TV advertising campaign on MTV and The Box during the summer which Beresford-Webb says has sustained the band's profile before autumn negotiations with national retail accounts.

Kerrang! editor Paul Rees is pleased record companies are recognising his brand's role in helping national sales. "Rock fans can access bands much better today through magazines, digital TV online and there is more radio play, which has to be good for the genre," he says.

Columbia's marketing director Jo Headland is celebrating successful campaigns this year for Jaxx and Train and both acts have received significant radio and TV support. Central to the UK marketing campaign was a strategy to target fans of other acts which the label felt had similar appeal. Sampler CDs were distributed at Black Crowes gigs and 3D-second TV ads for VH1 and QTV were also shown at Stereoheaven gigs.

newsfile

VIRGIN RENEWS BOX FRESH TIES
Virgin Megastores has renewed its sponsorship with Emap Performance's Box Fresh. The retailer has sponsored the singles show since 1999, but the new deal sees updated creatives being used to promote Virgin Megastore's Whatever Turns You On promotional theme.

WARNER TIES McDONALD'S LINKS
Warner Strategic Marketing has linked up with McDonald's to give away a four-track CD with the fast food chain's new Big Bag meal. The CD features exclusive tracks by Harry and Bardot alongside Sugababes and Deleah Morgan songs.

MOS SPENDS ON RADIO PUSH
Mercury Of Sound Radio is spending more than £300,000 to promote its month-long RSL licence. Throughout October it will broadcast to 250,000 potential listeners in London's West End, City and inner south area with marketing activity including street posters, billboards and radio CD booklets plus editorial in *Smist* magazine.

MXR COMMITS TO 35K SPEND
Regional digital radio consortium MXR has begun a £35,000 two-week promotion to coincide with the launch of the MXR west Midlands multiplex. The campaign will run on the Chrysalis Radio stations 100.7 Heart FM and Galaxy 102.2 reach 954,000 listeners each week in the region.

SOUTHAMPTON FC LAUNCHES STATION
Radio group First and Premiership football club Southampton have set up a music and sports station called The Saint. It is broadcast on Sky Digital channel 899 and on the football club's website. Al-mistared Radio First has appointed Karyn Head as station director. She is a former sales and marketing manager for the County Sound group of stations.

MARILION IN NET OFFER
Marillion are offering fans who buy their new EMI-issued single *Between You And Me/Map Of The World* from their website (www.marillion.com) an additional free copy of the release to send to their local radio station to try to win airplay.

GREAVES JOINS MUSIC CHOICE
Student Broadcast Network's head of music Ian Greaves, who was with the company for three years, has joined Music Choice as rock genre manager.

THIS WEEK'S BPI AWARDS
Anastacia's *Not That Far* Kind album goes two-times platinum while Turin Brakes' *The Optimist*, The Struts' *Is This It* and Staind's *Break The Cycle* receive gold awards. Sum 41's album *All Killer No Filler* is awarded a silver gong.

HOW TV SHOWS' RATINGS COMPARE

Programme	This week (000s)	Change on 2000
Top Of The Pops	3,480	29.8
Top Of The Pops 2	2,690	n/a
CD UK	1,852	-4.4
The Poppi Chart and Dr Fox Chart Award	1,733	6.3
SMTV	1,565	-5.8
Top Of The Pops Plus	904	n/a
Live And Kicking	863	n/a
Exclusive (Sun)	423	74.9
Popworld (Weekday)	208	n/a
Popworld (Sun)	190	n/a

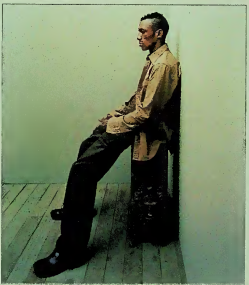
*non-combined sources. Source: MediaComms DMG (Barb data for w/e August 13 2001)

C4 to use ringtones to push Flava show

Channel Four's 4Music strand is to use an SMS package of pre-release ringtones to promote its flagship urban music programme Flava.

In a deal with wireless marketing agency Aerodeco, production company Brighter Pictures alongside Warner Music, Universal Island and Relentless Records, Channel Four is offering fans of the urban music show eight ringtones from artists including Oxide & Neutrinio, Missy Elliott and Nelly. Flava is its sixth series and during the latest eight-week run TV viewers will also receive regular text messages containing gossip and show information.

Channel Four has announced that T4, which promotes its music programming through online webcasts, will launch a 74 SMS Club offering a ringtone service.



Elton: ITV show up against BBC

highlights including a one-hour Top Of The Pops Special in October to mark the programme return after 10 years to BBC Television Centre. It will include stars choosing their favourite historic TOP clips. The first TOP Awards will air on December 5.

BBC2 plans 16 editions of *Later With Jools* plus the return of the *Old Grey Whistle Test*, with three 40-minute programmes. The autumn programming for BBC One includes 16 30-minute *Radio One* TV programmes and coverage of the Fuji Rock Festival. Additional ITV shows include The Elton John Story, while there is a



Elton: ITV show up against BBC

return to the network of the Classic Albums series. Channel Four has 148 hours of music programming in the run-up to

Christmas including coverage of the MTV Europe Awards and the Techno Awards. Mercury Prize as previously highlighted, while Channel Five has commissioned two Ibiza specials to be shown on November 13 and September 20.

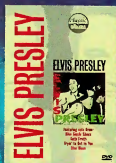
It will also show the Q Awards on December 5 and the MTV documentary *Behind The Music: Saturday Night Fever* in December. The autumn highlights for satellite broadcaster BSkyB are two events on its Sky Box Office channel. *Heart/Say* are featured on September 29 while the channel is covering the Oasis 10th anniversary gig in Glasgow on October 14.

eagle vision

announce

Classic Albums are back on the box...

premiering on ITV
and Channel 5 soon...



series 3

now airing on
The History Channel UK



series 2

now airing on ITV



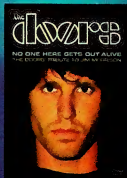
series 1

and the repeats are in the bag...

series 1 and 2 repackaged and out on VHS and DVD (with exclusive material) on 22nd October.
Watch out for series 3 coming soon...

Classic Albums are co-productions between Eagle Rock Entertainment and Isis Productions

eagle vision, putting music in the picture...



eagle vision



www.eaglevision-int.com www.eaglevisionusa.com

Eagle Vision is a division of Eagle Rock Entertainment Plc

UK sales & distribution: ILC Music/Total Home Entertainment. T.H.E. TELESALES: 01782 566511

chartfile

● Ahead of any solo chart action in the US, Ronan Keating is off to a flying start in Canada where his Polydisc-classified album secured the fourth highest new entry slot last week to debut at number 40. Its success comes in the wake of the singer's "Lovers" Each Day, which initially entered the sales chart at three and last week shook off an eight-place drop on the same survey to move #44-61 on the airplay countdown.

● Blue's All Rise single is doing so very well that it says on the tin, leading 20-8 on the Danish sales chart while improving 4-3 in Australia and 9-7 in Sweden. Holding at three in Norway, the single also wins a further share of friends at radio, including progressing 8-7 in Germany to rank a place behind another Innocent/Virgin release, Atomic Kitten's Eternal Flame. Meanwhile, across on the sales chart the Kitteners ease up a place to number five as their album Right Now hits a new peak with a 106-move.

● Sony S2's Jamiroquai overcomes the usual slow-moving pattern of the French chart by pulling off a 31-place move to 27 with Little L. The single has moved even higher on the airplay chart, progressing 15-13 to help retain its position at number one on fono's survey of the most-heard UK-sourced records on European radio. Little L also holds on at one on the Spanish sales chart while improving 36-17 among Belgium's best sellers.

● Independent's Travis are enjoying two fronts at present with the likes of Norwegian radio increasing enough to make Side its second favourite track as other territories continue to wage a predecessor Sing. Support for the earlier single around Europe is enough to lift it 7-4 on fono's Top 20 of UK releases on European radio, one of two Sony tracks on the countdown to match both EMI and the indie's titles. Virgin heads the corporate list with five releases beating BMG and Universal with four apiece and EMI with three.

● Austria is next on the list to fall for Bridget Jones's charms with the Mercury-issued diary soundtrack rising 30-10 on the album chart. In Australia it also faces the challenge of another soundtrack, Moulin Rouge, to stay at number one while it continues to head the race in both Denmark and Norway.

● Bob The Builder enjoys the accolade of being bigger than Destiny's Child in Australia this week as he seizes the US R&B superstars to move 11-6 with Can We Fix It?. The BBC/Universal single is one of four UK-sourced tracks in the top 10, led by the new album's S Club 7 who hold at two with their platinum-selling Don't Stop Movin'.

● Nowzay's record buyers are clearly living in the past if by the presence of the lures of a Jethro Tull retrospective in their Top 20 is anything to go by. An EMI/Atlantic Very Best Of moves the seventies group leaps 28-13 on the chart, which also includes a Creedence Clearwater Revival comeback holding at three. The Eagles have a place with their new and Harry Belafonte's Greatest Hits dropping four places to 35.

Warner UK emp. Cher to conquer Europe before US

by Paul Williams
Warner UK is revisiting the strategy that generated 11m worldwide sales for Cher's Believe by delaying the follow-up's North American promotional push until after trying to conquer Europe.

The record company is currently finalising details of the campaign for the November-issued album, but director of international Hassan Choudhury says the artist will be available for European promotion during the first few months of release with the focus only switching to the US after Christmas. Three years ago Warner reaped the benefits of a similar approach with Believe which, with a European success story behind it, shook off its slow start Stateside to become a quadruple platinum album across the Atlantic.

"This album is the number one



Cher: putting Europe before the US priority for us this autumn," says Choudhury. "Believe will always be a phenomenon and we've got a lot of work to emulate part of that success but we feel we've got a strong album here."

Work on the as-yet-untilled album is understood to be several weeks away from completion and includes contributions from Chicane, Stargate, Diane Warren and Mark Taylor, who cowrote the bulk of Believe. Taylor, who has

contributed five songs to the new project, has also produced a track by little-known songwriter James Thomas called Music's No Good Without You which is being considered as the album's first single for release on October 22.

Choudhury says he will be targeting "quality not quantity" promotional opportunities involving Cher for the album with the first TV outlet already secured, Germany's high-profile Wetten Das? on October 13. "We're solidifying plans at the moment but I would expect her to work in the UK market prior to release and then after that we're putting together plans to cover the whole of Europe," he says.

The Cher release was figuring last week alongside the likes of New Order's Get Ready, a repackaged Artful Dodger album and an All

Saints best of (as part of the UK presentation during Warner's South East Asia marketing meeting for autumn product. Similar presentations are taking place during the next fortnight for Australasia, Japan and Latin America.

The Twentyfourth collaboration with Melanie Blatt will feature on the overhauled Artful Dodger album. It's All About The Stragglers, out on September 17 and Warner will be looking for a retrospective of Blatt's former band, All Saints, released on October 29 to compensate for disappointing sales figures for the previous All Saints album, Saints & Sinners, which only sold around 1.5m units globally.

Warner will also continue its international efforts on Eddy Grant's best of an attention switchers to the single Walkin' On Sunshine.



UK TOP 20 AIRPLAY HITS IN EUROPE

UK W/L	TOP ARTIST (UK company)
1	Little L. Jamiroquai (S2)
2	Thank You (Dido) (Cherry)
3	Empty Bottle (Winters) (Chrysalis)
4	7 Sing (Travis) (Atlantic)
5	Eternal Flame (Atomic Kitten) (Innocent)
6	It's Raining Men (Geri Halliwell) (EMI)
7	What Took You So Long? (Enya) (Warner) (MCA)
8	All Rise (Blue) (Innocent)
9	Let's Dance (Fava) (Kittan)
10	Don't Stop Movin' (S Club 7) (Polygram)
11	Whole Again (Atomic Kitten) (Innocent)
12	Have A Nice Day (Steppenwolf) (S2)
13	Deivation (U2) (Virgin)
14	Walking Away (Craig David) (Virgin)
15	Think Me (Hole) (Geffen) (Epic) (Polygram)
16	Caroline In The Sky (Van Daele) (Mullin)
17	Out Of Reach (Gazoline) (Blue) (Innocent)
18	Take My Breath Away (Enya) (Warner) (MCA)
19	When You're Looking Like That (Westlife) (Kitty)
20	Can't Get You Out Of My Head (Kylie Minogue) (Parlophone)

Cher shows the 20th placed album's UK chart on the tin. European 100 weeks of UK airplay. UK chart. Contact: 020 7462 8517. To subscribe in the UK call 020 7462 8517.

GAVIN US URBAN TOP 20

US W/L	TOP ARTIST (US company)
1	I'm Real Jennifer Lopez (J) (A&M)
2	Fallin' Alicia Keys (J) (RCA)
3	Coriagae The Key Brothers (DunhamWorks)
4	10 Love (H.O.A.) Jay-Z (Roc-A-Fella) (J&M)
5	Where The Party At? Juggo Eddy & Nelly (Columbia) (SYG)
6	Diamonds (Beverly) (J&M)
7	I Remember Me (The Roots) (A&M)
8	Familly After Mary J. Blige (J&M)
9	One Minute Man Missy Elliott (Gold Mind/East West) (J&M)
10	I'm A Thing Think Daddy (Diddy) (S&W) (RCA)
11	Arena Comes Back (The Roots) (A&M)
12	Bad Boys For Life P. Diddy & The Family (Bad Boy/A&M)
13	Set It Off! Jennifer (Cash Money) (Universal)
14	Heaven To My City (R. Kelly) (J&M)
15	The Way All Stars (Hickory) (A&M)
16	John Doe Public Announcements (RCA)
17	Just In Case (Jay-Z) (Roc-A-Fella) (J&M)
18	Peaches And Cream (Lil' Jon) (J&M)
19	Low of My Life Brian McKnight (J&M)
20	Lifetime: Maxwell (Columbia) (SYG)

Chart shows the 20th placed single in the US Urban chart. UK chart. Contact: 020 7462 8517. To subscribe in the UK call 020 7462 8517.

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Artist/Album (UK company)	Pos.	Sales
AUSTRALIA	Sheep Don't Stop Movin' S Club 7 (Polygram)	2	2.0
CANADA	Blondie Just Out West (Mercury)	5	1.0
FRANCE	Sheep Don't Stop Movin' S Club 7 (Polygram)	10	2.4
GERMANY	Atomic Kitten Eternal Flame (Innocent)	6	1.0
ITALY	Sheep Don't Stop Movin' S Club 7 (Polygram)	4	4.0
NETHERLANDS	Blondie Just Out West (Mercury)	13	1.0
SPAIN	Sheep Don't Stop Movin' S Club 7 (Polygram)	12	1.0
US	Sheep Don't Stop Movin' S Club 7 (Polygram)	17	1.0

Source: Music Business Worldwide, London. Contact: 020 7462 8517. To subscribe in the UK call 020 7462 8517.

AMERICAN CHARTWATCH

by ALAN JONES

or the fourth week in a row, a "New album is number one — but the multi-artist Now That's What I Call Music 7 has been topped by the new Maxwell album... which just happens to be called Now. With airplay for the first single lifting bringing it onto the Hot 100 at number 72, Now sold 296,000 copies last week to become 28-year-old Maxwell's first number one album. He comfortably wins what was expected to be a close battle for chart honours with Juvenile. The young rapper, who is just half Maxwell's age, sold 213,500 copies of his album, Project English, to debut at number two. And, after equalising the series record by spending three weeks at number one, Now 7 retreats to number three, with 211,000 sales in the week raising its four week tally to 1.5m.

Meanwhile, Getzoff's self-titled debut album topped the 500,000 mark on 1,000 weeks in the shops. It sold 65,000 copies in the latest frame, and holds in 16th position while the first single, Clint Eastwood, improves to 70-65. There are just four other albums by UK and Irish acts in the top half of the album chart — Enya's A Day Without Rain holds at number 20, Craig David's (pictured) Born To Do It slips 33-29, Dido's No Angel falls 81-86 and David Gray's White Ladder climbs a rung to 97. Born

To Do It has now topped the 300,000 sales mark, and the rate of its decline is slowing as the deleted single Fill Me In becomes more 343,000 altogether, but just 9,900 copies less last week. On the Hot 100 it declines for the first time in its chart career, slipping 45-47 because a 6% increase in airplay is not enough to offset its points loss from a 29% decline in sales. It falls 5-6 on the sales chart, while holding at number 31, on airplay.



Maxwell's self-titled debut album topped the 500,000 mark on 1,000 weeks in the shops.

The top five singles on the Hot 100 are exclusively female acts for an unprecedented eighth time but there is a change at the top, with I'm Real by Jennifer Lopez replacing Alicia Keys' Fallin'. The highest new entry comes, understandably, from Michael Jackson, who debuts at number 34 with You Rock My World, while airplay for Aaliyah's Rock The Boat increased considerably after the star's untimely death in an aeroplane crash, helping the single to debut at number 57. That is We Need A Revolution, which also gets an uplift and re-enters the chart at number 85. Her current album, Aaliyah, is up strongly too, a 41% increase in sales pushing it to 27-19.



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Liberty name dispute deepens for flopstars

EMAP MAKES A&R HIRING

Martyr Berg has been appointed repertoire manager for Emap production, working within the music and events division with the brief of developing and marketing artists for chart potential. Business development director Jon Mansfield says, "He will help us build on initial artist successes to help us achieve our ambitions for this area." Berg previously worked at Telstar.

COLUMBIA HAN JOINS WINDSWEPT

Former Columbia Records A&R manager Simon Aldridge has taken up the position of creative manager at Windswept Music Publishing. Aldridge, who was at Columbia for three-and-a-half years, worked with Hepburn, Roachford and Steve Balsamo during his time at the label.

BOB HARLEY FIDU

A number of previously unheard Bob Marley recordings were last week reissued from 28 reels of multi-track tapes dating back to 1974 in a session at Battery Studios. It is unclear whether Universal, which owns the recordings, plans to release them.

BROTHERS WORK IT OUT

The forthcoming Chemical Brothers album, the follow up to 1999's *Surrender*, will feature collaborations with Richard Ashcroft and Beth Orton. Nine tracks are scheduled for the album, which has a working title of *Chemical 4*, which is due for release in early 2002. Meanwhile, the act's single *I Begon In Africa* is released next Monday (September 10).

INSTANT KARMA IN WELSH SIGNING

Rob Dickins's Instant Karma label has signed acclaimed Welsh act Kennedy Soundtrack. The rock/hip-hop hybrid act has no immediate releases planned.

SOUND DESIGN STRIKES GERMAN DEAL

Big Management's dance label Deal Design has struck a two-year exclusive deal with German Independent ZYX Records to handle all its releases in the territory. Sound Design represents releases from Todd Terry, the Tony Moran-produced Godwin, Raje, Romla Ventura, SF Groove and Wendy Phillips, among others.

UK ACTS PREPARE FOR CMJ

Coldplay, Starsailor, JJ72 and The Christians are among the UK acts heading to the US in September for performances at CMJ, the annual US college radio convention. CMJ takes place at New York's Hilton from September 8-13/14.

URBAN ARTIST COMPILATION

Website Darker Than Blue this week releases its first compilation featuring a combination of established and emerging urban artists. Volume 1 includes tracks from Nas, K-Ci & Jo Jo, Maxwell D, Outaidaz, Shaun Ecoffery and Neshia.

HWY PLAYLIST

Headland - Medusa (unsigned) A melting pot of promise (limited 7-inch);
Ilo - Rapture (Data) A slight name change for its alarming track (single, October 8);
It's In Our Hands - Björk (One Little Indian) Highlight of last week's magical show (new track, live);
B Boniface - various (demo) No wonder the Empire-managed artist has just signed to 52; Ilo - Get Crunked Up (Reinless) The hip hop street anthem finally gets an official UK release (single, tbc);
Jay-Z - Izzo (Hova) (Rock-A-Fella/Duff Jam) Now that's how to rock a sample (single, October 8);
Patrice - Fear Rules (Yo Mama/Columbia) Good ragga via Germany - lovely (single, tbc).

by James Roberts

V2 pop act Liberty faced a new hurdle in the battle for ownership of their name last week as fellow independent label Century Vista confirmed it has commenced legal proceedings to protect the name of Liberty, its own UK R&B/soul signing.

Century Vista says it will issue an injunction against the release of the V2 outfit's debut single later this month unless the matter is resolved satisfactorily. The injunction will be timed an appropriate number of days before the single is due to be shipped.

The legal bit has the backing of the Band Register's Peter Whitehead, who claims a legal affairs representative at V2 initially agreed that their band should change their name, but subsequently denied making such a statement. "It is not a matter of how good the pre-existing band is. It's a matter of opposing bullying tactics and people who see something that they want and think they can just take it," says Whitehead, who adds that Century Vista's Liberty have already released records in the US, putting them in a legal position.

However, a spokesman for V2 says the label is awaiting specific information from Century Vista regarding the situation. "As far as V2 has been able to establish, not only is the name a generic word, but it is also a name that is being used by several bands. V2 has requested information from this particu-



Liberty: legal hurdle

lar band's label in connection with the name Liberty and until V2 receives such information, it is not in a position to comment further," she says.

Century Vista's Byron Byrd says, "They [V2] wanted to know what dates we had played and how many tickets were sold. This new band hasn't done anything yet so why should we give them it?"

The Band Register has offered advice on a number of similar name disputes - including Boyzone and Westlife (formerly Westside) - in the past. "When V2 not only ignores advice but issues misleading information about the results of its name searches, it is necessary to take action in support of those whom we believe to be the rightful owners of the name," says Whitehead.



A&R FOCUS

Jim Reid may not be the most high profile A&R person in the UK music industry, but his roster of artists are among the most popular - and best selling - in the country. As the acquisition and development manager for BBC Worldwide, his role "exploiting BBC properties" includes making records for the likes of The Twenties, Bob The Bullies, Teletubbies and an as-yet-unnamed "more serious" act currently in development in association with Byrne Blood management.

Established just three years ago, the division represents a growing contributor to BBC Worldwide's annual turnover of £600m, much of which is ploughed back into the development process. The impetus for developing the arm of the business came from the success of the Teletubbies' 1999 single, released in partnership with BMG. "It's pop music for kids, not kids music," says Reid. "The songs are often by the same writers as they would hear on an S Club 7 album. It's not Noddy-esque."

Following the success of Bob The Bullies' debut single *Can We Fix It*, the company is preparing for the October 3 release of the character's debut album, poised to become one of the autumn's biggest sellers. "It's about creating a musical version of the show. Many of the sound effects from the programme are used to cre-



Bob The Bullies: in 'studio' and The Twenties (inset)

Along with *Manbo No.5*, which is released today (Monday) as a single, the album includes a cover of *Bangy M's Buller Man*, Bob's resident cement mixer. Bob is also on the action, with her own specially adapted version of Tommy Roe's sixties hit *Dizzy* - "be 'All it's you girl making me spin'" the line "All this mixing's making me spin". Perhaps the album's most high-profile new track is the version of Elton John's *Crocodile Rock* featuring Elton himself. "We have used Elton's original vocal line but the song is radically different," says Reid. The

Imbruglia veers away from pure pop as she unveils second album

Four years since the success of debut single *Torn*, Natalie Imbruglia has finally completed work on her second album, *White Lies* Island, which like its predecessor features a wealth of producers and songwriters, including *Torn*'s writer Phil Thornalley. "I would have loved it to have been ready a year or even two years ago. I certainly didn't do it on purpose. It was grueling. It's something that you can't rush and second album syndrome kicked in," says Imbruglia.

The album, which is due out on November 5 on RCA, deviates from the mainstream pop of Imbruglia's previous work as she employed a number of producers including Ian Stanley, Gary Clark, Phil Thornalley and Pascal Gabiau to help achieve the new sound.

"Initially I wanted it to sound like a band and Gary Clark was the first person I worked with who I felt could help me achieve that goal. He understood what I was trying to do. I was trying to make a record closer to the kind of music I listen to," insists Imbruglia.

The first single is to be taken from the album. That Day, is scheduled for release on October 22. "After a song like *Torn*, I thought this would be a good follow up because it is so different. This single is the most different song on the album and I'd rather people hear me do something like that," says Imbruglia.

The art and craft of songwriting is being celebrated in a PRS-sponsored festival entitled *The Song's The Thing*. The eight-day event, coordinated by Serious Events, kicks off on September 22 at London's Royal Festival Hall with the night *Stop! In The Name Of Soul* featuring legendary songwriter Lamont Dozier supported by UK acts including Mis-Teeq and Damage. Elsewhere the highlight of the line-up includes a night in celebration of Tim Buckley's songwriting featuring Buddy Brown Bo, Embrace and Mercury Music Prize nominee Susheela Raman. Source Records act Simian (pictured) led the line-up on September 24 alongside The Reindeer Section and David Kitt. PRS founder & sponsorship manager David Francis says, "It's an innovative event which we are pleased to support. It reinforces the message to the songwriting community that PRS is a key element of the songwriting process."

vention will be central to the Christmas TV special in which an animated Elton moves into a mansion that Bob has been renovating.

For songwriting brothers Sean and Mike Ward, who are signed to Chrysalis Music and have two new songs cut on the Bob album, it is a radical - but not unwelcome - switch from their previous roles. While Sean was a member of the band until the release of 1993's *Stars album*, Mike's list of songwriting credits includes work for Take That (Everything Changes). "It's actually very refreshing to write a song about a Scarecrow instead of the usual lyrics about love or lust," says Mike.

Along with two tracks for Bob's album, he also co-wrote The Twenties' current single *Do The Lollipop* with Alison Clarkson, AKA *Be-Live*. "Once you know Alison is involved you can hear the Betty Boo sound in the raw in that song," says Mike. Working in-demand Swedish producers Muryn working on the debut album and festive single *I Believe in Christmas*, The Twenties might just be the A&R success story of the year.

For Universal Music, which has a world-wide licensing deal repertoire (excluding the UK, US and Canada) for BBC Children's, developing such projects form an important strand within its UM3 commercial marketing division. "It's a new area of business and the BBC have got their business model right," says the company's International A&R manager Edna Burfett.

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Adam F is the first British producer to crack the mainstream US hip-hop scene, counting LL Cool J, Redman, Beenie Man, De La Soul, MOP and Guru among his fans who have collaborated with him on his forthcoming album "Kaos".

"Kaos" is the long awaited follow-up to the 1997 Mobo Award winning album, "Colours" and features the Radio 1 A listed single "Smash Sumthin" feat. Redman.

The hype around Adam is backed up by rapper LL Cool J who describes him as the next Dr Dre and goes on to say "I think Adam F is one of the most blazin' upcoming producers out there on the hip-hop side".

The success of his album is also supported by Radio 1 Rap DJ Tim Westwood who says "This is the hottest beat blazing up the streets right now".

**"KAOS" IS RELEASED ON SEPT 10TH ON A COLLECTORS ITEM
TRIPLE VINYL AND CD**

Forthcoming Releases

Z Factor

Ride The Rhythm

Mixes: Joey Negro and
Phunk Investigation.

Release Date: 15.10

Formats: 12" / CD

Watkins

Black A.M.

Mixes: King Unique

Blakkat and WOSP.

Release Date: 08.10

Formats: 12" / CD

James Holden

One For You

Mixes: Brancaccio &

Aisher, Altitude and

Oliver Klein.

Release Date: 17.09

Formats: 12" / CD

Satoshi Tomiie

Featuring Chari Atari

Mixes: Main Path

Dark Path and Jaded.

Release Date: 17.09

Formats: 12" x2

Future releases:

Novacane versus

No-one Driving

Playa Sol

Release Date: tbc

Formats: tbc

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dance

"Ibiza is like living inside Mixmag," according to Radio One's weekly Mediterranean resident Dave Pearce. As valid as Pearce's assessment is, little has changed on that front since 1995, when British superclubs first took control of the world's premier summer clubbing destination. Nonetheless, not everything is as it was. In recent years, the White Island's lifestyle appeal has so captured the imagination of leading consumer brands that the Ibiza 2001 experience might be more accurately compared to living in Asda.

This summer, brands such as Orange, Pringles, Durex, Strongbow, BT Genie, Bacardi and Camel have all spent vast amounts of money forging partnerships with leading club names, in an attempt to gain credibility among the coolest and most influential music audience in the world. A huge influx of North and South Americans looks set to see Ibiza busier than ever in 2002, and corporate activity is expected to boom accordingly, as companies launch targeted, multi-lingual campaigns in key locations across the island.

But is such activity destroying the "White Island" tag given to Ibiza decades ago due to its stunning white fincas, villas and houses? Is it now just a mass of corporate logos plastered on billboards and is it destroying the positive vibes of club paradise? Most importantly, are clubbers taking any notice?

Orange, the mobile phone giant, has made one of the biggest plays for the summer clubbing market and, rumour has it, the most expensive. Like many brands, Orange decided to work with a single club in Ibiza. Unsurprisingly, it has chosen the biggest - Privilege, home of Manumission and now officially the biggest club venue in the world. With its weekly club night, the Orange brand has a platform to reach a potential 10,000 holidaymakers and clubbers every time.

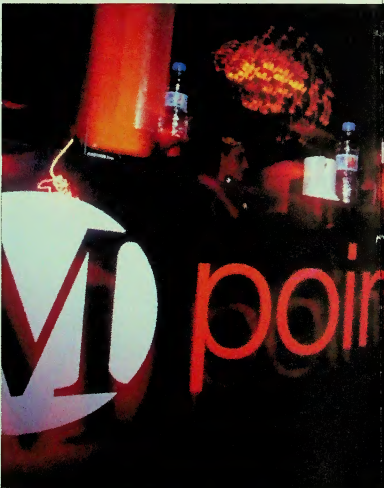
But what is particularly interesting about the Orange deal, signed in 2000, is that Manumission co-owner Andy McKay made the first approach. "Andy displays an outstanding understanding of what we can do together," says Orange campaign executive Nick Keegan. "He gets mobile technology and we could not have chosen a better partner."

Last summer's somewhat tentative inaugural campaign left media-watchers unimpressed, offering little added value beyond the Orange recharge lockers in the club. This year, the brand has arrived in Ibiza armed with technology and determined to play a key role in trying to improve the island experience.

Along with Worldpop's Seven Nights In One Week service and BT Genie's alliance with Ministry Of Sound, Orange delivers news and guest lists via SMS messages. Using Privilege as a base, the telecoms giant set up screens on which clubbers can SMS friends with messages. Orange and Manumission share an Ibiza web and WAP site and have a phone line with daily updates in conjunction with News Of The World.

"This is a long-term project for us," says Keegan. "We don't enter markets and disappear after a year like so many others. Last year, we turned the whole deal around in about a week, so our presence was largely exploratory. This year we've added SMS and WAP elements, and we will be continuing to build on them in years to come."

Many of the 3G giants are promising to target Ibiza when the technology is finally



Branded for life: Orange branding at Privilege, home to Manumission

available to move things on dramatically from simple SMS messaging. Dance music fans are historically ahead of the game where new technology is concerned and they were the first youth group to adopt mobile phones back in 1998.

As might be expected in a resort whose primary appeal is its nightlife, drinks brands assume a particularly high profile. However, the cool, subtle approach of Orange is perhaps at odds with the presence of drinks companies such as HP Bulmer, which has chosen Ibiza as a key battleground for Strongbow and based its campaign around old-fashioned sampling.

Sophie Macintosh, who runs Ibiza Promotions and works closely with many brands on the island, says Strongbow had been left behind in Ibiza due to the explosion of alcopops five years ago. In the light of the current campaign, Macintosh says local sales of the drink have "rocketed" due to their presence and the introduction of a new bottle.

Also in evidence is brewing company Miller, which has been conducting international competitions in which winners are flown to Ibiza for two days and are taken on a huge yacht with a sound system and DJs. And last year, in a partnership with Cream, Diego's drinks arm Guinness UDV set up a Smirnoff-branded towel exchange on beaches. This year, however, Guinness has pulled Smirnoff back from Ibiza after pouring rights agreements created difficulties in getting products stocked in local bars and clubs. However, the brand continues to work closely with the clubbing community, as Creamfields UK proved.

Meanwhile, Bacardi is attempting to create a "once in a lifetime clubbing experience" in Ibiza. It is promoting Bacardi Breezer in 20 bars across the island ranging from visuals and drinks in San Antonio's West End to activities at Bora Bora beach and a high-profile Bacardi Bar on the terrace at We Love Sundays at Space.

"We wanted to be associated with cool, premier outlets," says marketing manager Linda Annett. "There was a lot of competition to work with We Love Sundays, but we did insist on working with other bars as well, rather than putting our eggs in one basket as Orange have done."

Darren Hughes, promoter of We Love Sundays, former co-owner of Cream and a director of Home, voices the opinion of most club promoters on the island when he suggests that the money from such brands simply allows clubs to book better line-ups.

"Budweiser and Bacardi are people we've worked with on the Homefields events, so we didn't have to start from scratch," says Hughes. "It is about cash but the money we generate still doesn't allow us to fly in Danny Tenaglia from New York every week of the summer."

The big UK superclubs such as Cream, God's Kitchen and Ministry Of Sound maintain their Ibiza presence more for profile and domestic compilation sales rather than making money from club nights on the island. Profits are small and the number of free tickets given away increases annually, so clearly taking more money from brands is the only way forward.

Other clubbing resorts such as Ayia Napa and even Punta Del Este in Uruguay are new targets for corporate brands. Brands such as Morgan Spice and MTV are spending hugely in Ayia Napa. Every single beach in Punta Del Este, a target destination for hundreds of thousands of South Americans each year, is sponsored by either a car or drink brand. Camel have been spending money on dance music for more years than most and paved the way for the likes of ericsson@homelands with events such as the Camel Air and Boat Races.

This year in Ibiza, Camel and mobile giant Amena are the first two brands to confront visitors when they step off the plane. Amena is so desperate to break the hold of Movistar/Telefonos over the local networks that it is offering free phone credit – not that many people notice after a lengthy and often drunken flight. Camel is giving away free CDs, condoms and discount cards and has an exclusive deal with beach bar Bora Bora which has blocked brands such as Marlboro Lights from the vending machines. Unsurprisingly, such intrusive tactics have upset some clubbers.

"Many companies don't have any understanding of this island or the music industry,"

says Mo Chaudry, ex-operations manager at new bar Coastline. "A lot of them don't do their homework and then arrive in a new environment and get lost in the circus."

Nick Keegan from Orange agrees. "A lot of people don't understand the market and who they are talking to," he says.

"Everybody wants a piece of the action but they must be relevant. We would not be in Ibiza unless we felt people needed us there."

The Pringles Ibiza campaign sees the snack brand sponsoring MTV's Ibiza annual event and claiming that both brands are synonymous with "partying and good times".

UK brands make mark on Ibiza dance scene

The White Island has become one big marketing opportunity, writes Ben Turner



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Ibiza's influence wanes in battle for future hits

Just as global brands have begun targeting Ibiza in earnest, the island's influence on the UK charts is arguably at its least potent for six years. Supermen Lovers' *Starlight* on Independent promises to be the first big resort-led hit of the summer this weekend, with only Bob The Builder potentially blocking the record's path to number one.

Further into autumn, Push's *Legacy on Inferno*, Right On *Right On* by Silicone Soul on Soma/VC Recordings and *Flawless* by The Ones, picked up by Positiva from Ink Records, all stand a strong chance of scaling the singles chart, having proved their mettle around the resorts during the course of the summer. Kings Of Tomorrow's *Finally* and X Press 2's *Smokemachine* have also proved highly popular in the Mediterranean, and the novelty sound of DJ Otzi's *Hey Baby* (Uuh Aah) on EM! Austria/Liberty is expected to make a splash on September 3, having hit number 67 on Import in recent weeks.

But there is no disguising the slump in dance single sales, and as genres such as two-step and garage continue to undermine the stranglehold trance and house once had over the summer anthems, so the resort scene continues to fragment.

Much is made of the million-plus British holidaymakers who travel to Ibiza each year, but many more millions of record buyers temporarily inhabit the Mediterranean each summer. Many of them may not be as style-conscious as the original Ibiza hordes, but they know what they like.

As a result, Ayia Napa, Majorca, Benidorm and Rhodes have all grown in influence in recent years as the underground has overrun the mainstream, and collectively and individually they are providing the launchpad for fresh dance releases.

"Last year, a classic was Ian Van Dahl's *Castles In The Sky*," says Scott Chester, head of resort promotion service Euro Propaganda. "It was huge in Benidorm before it was anywhere else. Obviously everyone is playing it now, but the DJs in Benidorm have got a very commercial ear – they don't care how cool a record is, or how uncool. They just want to know whether or not it is commercial."

Nor do chart chances begin and end on the sun-kissed islands of the Mediterranean. Pop-trance *Tac La Rissa's* I Do Both Jay And Jane should give incentive a hit on its release on October 15, having leaked into Scotland on Import shortly after the label acquired it from Contour Records in Germany.

"A mix Contour had commissioned was picked up by a DJ in Scotland, and it quickly spread to a group of them at Beat 106 and various other stations, who were playing it on the radio and out in the clubs," says incentive product manager Anthony Hamer-Hodges. "We didn't realise at first. We promoted it out in all the usual resorts as well, and it wasn't the biggest of our tracks out there, although as time went by we were getting reports of a few spins and people beginning to ask about it. The fact that it took off in Scotland was one of these situations where a track has really grown organically. It doesn't happen very often."

The glut of dance festivals taking place in the UK this summer represents another vital platform for autumn dance hits. *Rapture* by Iq (pictured), for which Ministry of Sound paid £200,000, was arguably the festival record of the summer, and looks set for a strong chart showing on its release on October 8.

Clearly, the dance scene is not what it was a couple of years ago, in both good and bad ways. From a promotional point of view, the picture is one in which virtually every base, at home and abroad, needs to be covered if a record is to make the most of its potential.

"Ibiza is a very important part of breaking a record, but it is not the only one," says Chester. "Every resort is completely different, and to get a complete crossover hit, you have to look at them all, because they all play their individual part." AW



Buyers of Pringles can win one of eight holidays to the White Island or one of 30,000 exclusive CDs mixed by Manumission resident Smokin' Jo. In addition, a Taste Of Ibiza microsite is run via Worldpop containing exclusive Ibiza news. Its aim is to cater for people who are not in Ibiza but wish to keep in touch with the island.

Last year, in partnership with London club Freedom, London International Group's Durex condom brand invested in a bus which toured the island preaching the gospel of safe sex. This summer, LIG has taken a new approach and has just completed four events at Mambo on the back of Erick Morillo's Subliminal pre-parties – once again in the company of Freedom. It has two branded baggies distributing free condoms around the island, and is also working in Ayia Napa via an association with MTV events.

"Our real aim is to get the safe sex message across through working with credible DJs," says Durex brand manager John Faherty. "There is little point just handing out leaflets, so we're saying, 'If you're going to have sex, here's a condom.' We have to be respected as friends rather than the teacher figure. Ibiza has a lot of life for us. As long as young people go there and lose their inhibitions we will always be there. For us, the effect is hard to detect through sales, so it is more about perception of the brand."

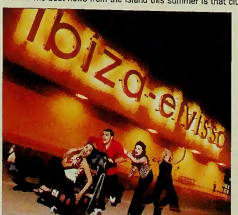
Mark Chaudry, who has also worked with Cream, Renaissance and Manumission in Ibiza, believes that clubs are usually lucky to get 10% of the traffic they would ideally like. He cites the Renaissance Live event with Mean Fiddler at Privilege last summer as an example of a night which was entirely financially dependent on sponsorship. This summer, the event has been scaled down to a DJ-only affair. Likewise, HomeJams might never have happened without Ericsson. Interestingly though, Ericsson has so far chosen not to spend any of its marketing cash in Ibiza.

The reliable presence of UK clubbing magazines with their dedicated Ibiza editions, as well as the recent introduction of the Ibiza-centric *Rapture* TV cable and digital channel (pictured below), offer further media opportunities – so that while its single-handed influence on the UK charts may be on the wane (see breakout), Ibiza clearly remains a marketer's dream. The best news from the island this summer is that clubbers seem more content than

ever. As long as better DJs and entertainment continue to be available, and so long as free sampling continues to give them more cash to spend on other things, clubbers will never need to complain.

Whether or not the dance masses really are going home and drinking Strongbow, selecting Durex over Mates or switching to the Orange network thanks to a great night at Manumission, can only really be answered by seeing who shows up for the opening parties in 2002.

Additional research by Sarah Hay and Anna Chapman



"Music Makes Me Happy"
 Marshall Jefferson (CLE13069)
 "First Time"
 BombDogs (CLE13067)
 "Digital Disco"
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DATE: AS SHOWN

PLACE OF ISSUE:
ALL GOOD OUTLETS

FROM: IBIZA
TO: UNITED KINGDOM

NUMBER OF ARTISTS: 06
ISSUED ON BEHALF OF: POSITIVA

ARRIVAL DATE:
September
September
October
October
November
November

CATALOGUE NUMBER:
TIV158
TIV162
TIV164
TIV165
TIV163
TIV166

ARTIST:
Bar thezz
[love] tattoo
The Ones
Orinoko
Spiller
Milk & Sugar
vs John Paul Young

TITLE:
On The Move
Drop Some Drums
Flawless
Island
Cry Baby
Love Is In the Air

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IT IS ADVISED THAT THESE TITLES ARE TRANSFERRED FROM PACKAGING TO DECK AT THE EARLIEST OPPORTUNITY AND EXPOSED TO MAXIMUM AMPLIFICATION VIA HIGH QUALITY AUDIO EQUIPMENT.

love is in the air

RETAIL FOCUS: TOWER

by Karen Faux

Although Tower Piccadilly's frenetic fortnight of 15th anniversary celebrations finished at the end of July, there has been no letup in the pace of PAs and in-store activities in the ensuing weeks. The landmark store, situated in the heart of London's West End, enjoys maintaining a party atmosphere for customers even if it does mean a lot of hard work behind the scenes.

During July the roll call of bands included Atomic Kitten, Gay Dad, Echobelly, Alabama Three, Minowarp and Terry Callier. More recent in-store events have included a midnight opening for the Slipknot album and an appearance from the Stone Temple Pilots.

Store manager Steve Byfield says, "The fact that there is always something going on here is what makes the store special. During the anniversary fortnight we really went the whole hog with members of the Starlight Express cast welcoming people at the door and handing out tubs of Ben & Jerry's ice-cream. It was stressful in the run-up but it was all worthwhile because there was such a great atmosphere."



Tower Piccadilly: building sales through in-store events

The knock-on effect to sales was positive and Byfield reports a very steady summer's trading. Tower continues to play to its traditional strength of range that enables it to balance regular business with the massive volumes of passing trade. Despite the importance of the tourists who pass through

NEW RELEASES PULL IN BUYERS

The biggest sellers this week at Tower Piccadilly have been Roots Manuva, The Strokes, Mercury Rev, Björk and New Order. Steve Byfield reports that the store is currently fielding lots of enquiries about Kylie's forthcoming single and Jamiroquai's new album. Both will have a blip in sales in the windows with displays put together by Tower's central marketing department. The store also has an in-house art department handling the design of in-store displays.

Its doors it continues to consolidate its position as a destination store for indigenous London shoppers.

"Our largest turnover comes from the basement where we have soul, dance and DVDs and videos," says Byfield. "However all of our various specialist departments always

fare well and they continually have their own promotions running."

Tower is currently running a Soul Tour promotion in its jazz department which has pushed the Tim Brakes Sextet and the Jimmy Lyons Quintet into the limelight. On its mezzanine floor it has flagged up a surf music campaign which features a wide range of imports and includes Honeyz, Jan & Dean and Bruce & Terry in addition to the obligatory Beach Boys. "These kind of promotions underline the store's main emphasis that customers can get things here that they can't get anywhere else," says Byfield.

In addition to its wide range of specialist campaigns, Tower is also in the middle of one of its biggest sales to date. "Our Big Deal promotion has sliced up to 70% off a wide range of titles," says Byfield. "Current albums from the Stereophonics and Radiohead have been dropped to £10.99 and £9.99 respectively and the high impact signage we've put in means that no-one can miss it." Tower Records: 1 Piccadilly Circus, Piccadilly, London W1J 0TR, Tel: 0207 432 9603, website: www.towerrecords.co.uk

IN-STORE NEXT WEEK (from 10/9/01)



Windows — Bob Dylan, Macy Gray; **In-store** — Box Scaggs, Adam F, John Hiatt, Bob Dylan, DJ Ozi, Maria Mus, Creed, Embrace, Darker Than Blue, Jamiroquai, Macy Gray, Barzbe, Henry Rollins, Gillian Welch, Nick Lowe, Alison Krauss, System Of A Down, Dare, DJ Luck & MC Neat, Miles Davis, Smooth Jazz, Björk, Mercury Rev, Exposure 3, Chris Cove; **Press ads** — DJ Ozi, Haydn, Mercury Rev, Exposure 3, The Big Chill, Calibre, Love, Björk, Fun Lovin' Criminals



Singles — DJ Ozi, Chemical Brothers, Samantha Mumba, N-Trance, Dido, Manic Street Preachers, Alistair; **Albums** — Alison Moyet, Louise, Boylvin, The Charlatans, Jimmy Somerville, Groove Armada, Classical Chai-Out, Mariah Carey, Adam F, Gene Pitney, Slyter



In-store — three CDs for £18, two CDs for £10, five Naxos CDs for £20, Adam F, Moulton Rouge, Embrace, Kingsbury Marx, New Order, Mercury Rev, Björk; **Listening posts** — Bob Dylan, Libera, Mercury Music Prize, The Strokes



In-store display boards — Arsonist, Richie Hawtin, Brothomstates, Noontday Underground, Self Asaby, Smog, The Zephyrs, Champion Sounds, Hilmar Ott Kilmarsson & Sigur Ros



Single — Chemical Brothers; **Windows** — two CDs for £22; **In-store** — DJ Ozi, Manic Street Preachers, Kylie's forthcoming single and Jamiroquai's new album. Both will have a blip in sales in the windows with displays put together by Tower's central marketing department. The store also has an in-house art department handling the design of in-store displays.



Album — Bob Dylan; **Windows** — The Charlatans; **In-store** — caribidors promotion with CDs at £9.99, Classical Chai-Out, Mojo Spotlight on Introduction To... Series; **Listening posts** — Nick Lowe, Kathryn Williams, Peter Green, EMI Encore CDs offered at two for £9 to classical caribidors



Single — Chemical Brothers; **Windows** — Samantha Mumba, Dido, Lil Kim, Alistair; **In-store** — N-Trance, Lil Romeo, Gay Dad, Neil Finn



Album — Ken Stringfellow; **Selects** — listening posts — Groove Armada, Spearmint, John Hiatt, Open Ivy, Maricou Zouge; **Mojo** recommended; **retailers** — Devic, Suzie Higgle, Trashmonk, Last Rites, Billy C Farrow, Isaac Freeman & The Bluebloods



Windows — Jamiroquai, Lewis, Mercury Rev, Stone Temple Pilots, Basement Jaxx, Tuli Brakes, Goldfrapp, Tower Big Deal 2, Mercury Music Prize; **Listening posts** — Darker Than Blue, Delius, Carter, Bruce, Tippett, Claude Challe, Mellow Yellow, Alison Krauss, Malcolm Arnold Symphonies; **Press ads** — Warner Apex range, Naxos, Piano Classics; **Outdoor posters** — Tower Big Deal 2



Windows — Charlatans, Chemical Brothers, Dido, Eels, Groove Armada, Manic Street Preachers, Samantha Mumba; **In-store** — Ed Harcourt, Electrolane, Groove Armada; **Press ads** — Bob Dylan, Groove Armada, Jay Z, Slyter, Spiritualized, Stansbor, Victoria Beckham



Albums — Adam F, Eva Cassidy, Creamfields; **In-store** — Alison Moyet, Close To You



In-store — Chilled Ibiza 2, Sophie Ellis-Bextor, Manic Street Preachers, Euphoria Ibiza, Slipknot, Samantha Mumba

ON THE SHELF

KEITH BARNES, owner, Barney's, St Neotts, Cambridgeshire

three for £20 or two for £10 provide the backbone of business and these are a focal point of our very compact store.

We feel it is important to keep prices streamlined so that customers know where they are. Most of our new releases are priced at £11.99 or £9.99. People come into the shop with £10 and know they can pick up one new release or two back catalogue items, which keeps it simple. We pride ourselves on maintaining a lot of regular customers.

New release schedules are looking good and we are anticipating a healthy start to the fourth quarter. Stansbor looks as if they could mirror the success of Coldplay and be the big indie album of the season. We're also getting a lot of requests for Jamiroquai, Embrace, Maxwell and Groove Armada. As far as indie stores are concerned it either seems to be a case of being busier than ever or struggling. Fortunately we are in the first category."



"Although the shops have been pretty quiet in the past couple of weeks there has been no slow-down in business as far as I'm concerned.

There's a real buzz going around on Kylie Minogue's forthcoming single 'Can't Get You Out of My Head' (released on September 17), and next week US producer Eddie Amador's new single should hit the spot for dance fans.

Prime handles dance vinyl for BMG and we're looking at two very big singles with Fallthorns' 'Muhammad Ali' and Dido's 'Butter', both released on September 10. I'm also selling in Virgin's 'Pleasant Funt' 12inch single, inside All The People, which is out on September 17, and talking to my accounts about new albums from Milk And Honey, Santitas collaborator Itai Shur and jazz outfit HomeoCokn."

Talking of jazz, Dorby band AtJazz have won extensive acclaim for their new album

ON THE ROAD

WARREN PEARCE, Prime Distribution fields sales executive for the Midlands

Labfunk on their own label, Manic Records. It has been a success across the country but has sold in bucketloads in their local area.

"We're doing pretty well on the indie side of things. Heavyweight vinyl releases are growing in popularity all the time, with Distributed and Grass Drive recently weighing in with solid sales.

We also handle a range of indie labels of which the most successful is Truck, which has recently generated brick business for Goldrush and Rock Of Travolta.

We have just opened an office in Manchester as a point of contact for labels based in the North. To be in with this we're launching a club night at the In The City convention later this month, called Intergalactic Fun, and it will be featuring some big name techno DJs including Marco Carola and Adam Beyer. There is already loads of interest in it."



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8 SEPTEMBER 2001

CHART COMMENTARY

by ALAN JONES



Five weeks after Atomic Kitten gave Hugh Goldsmith's Innocent imprint the sixth number one since it was set up in 1999, boy band Blue make it seven in total and three this year for the label with Too Close. The group reached number four in June with their debut single All Rise. Too Close nearly doubled its first-week sales, selling just short of 84,000 units last week. It is a cover of US R&B group trio Next's 1998 single,

which reached number 24 here but which topped the *Billboard* Hot 100 in their homeland for five weeks in a year-long chart run. The Next/Blue saga has many echoes of the situation in 1996 when another boy band, East 17, joined with Gabrielle and reached number two with If You Ever, which was also a modest hit here (number 36 in 1992) for a US R&B act - Shai - while reaching number one in their homeland.

For the first time since last November, when A1's Brand New Life led the chart from Westlife's My Love, the top two singles are by boy bands, with two-week champs Five's Let's Dance slipping to second place while the latest boy band sensation, Blue, debut at number one with Too Close. Five aside, the whole of the Top Five are new entries, with Blue being joined by Uncle Kracker, who is in at three with his deceptively gentle debut hit Follow Me: Louise, who debuts at number four with Stuck In The Middle With You having only been higher once in her solo career, with last year's 2 Facets and Spice Girl Emma Bunton, who can't maintain the impetus of her solo debut What Took You So Long, and has to settle for a number five debut with Take My Breath Away. Despite the plethora of newcomers at the top, and a 12% rise in sales of singles week-on-week, overall sales of 905,500 fall short of the 1m mark for an unprecedented 12th week in a row.

*Stuck In The Middle With You is Louise's

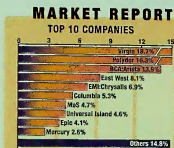
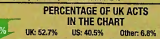
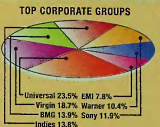


Figure shows the 10 companies by market share of the Top 10, and corporate group shares by % of total sales of the Top 10



11th hit solo hit since departing Eternal in 1995 but only her second cover. To her credit, although even she would not claim her covers

are the definitive versions, she has beaten the songs' originators' chart peaks on both occasions. Her first cover, Let's Go Round

Again, reached number 20 in 1997, beating by two places the number 12 peak of The Average White Band's 1980 original, and Stuck In The Middle With You beats by four places the 1973 peak of Stealers Wheel's original.

Skylive (I Feel Wonderful) finally makes the Top 40 for Freefall feat. Jan Johnston after four releases on different labels. It reached number 75 on the Success Index in its original 1998 version, and subsequent reissues have seen it reach 123 on Kosmos (sic) in January 2000 and number 43 on Renaissance the same July. The current version is on Incentive and debuts at number 35. Meanwhile, DJ Otzi's Hey Baby original slips 41:47 as stocks exhaust, but he is also in at number 193 with the follow-up Do Wah Diddy. Both records are selling in Ireland, Scotland, Lancs and Yorks. Finally, DJ Luck & MC Neat are the second UK garage act to register five consecutive Top 20 hits, debuting at number 13 with I'm All About You. Artful Dodger were the first.

INDEPENDENT SINGLES

This List	Title	Artist	Label (in brackets)
1	SUPERSTYLIN'	Psycho 2000	PSY2000 (ADD)
2	BEAUTY DOES YOUNG	Groove Armada	Nude NUDE 5401 (DMV/V)
3	BUSS	Muse	Mashroom MUSH 96055X (DMV/V)
4	ALAN BEAN	Someone	Too Pure PURE 118051 (V)
5	YOU MAKE NO BONES	Atilla	Twisted Nerve/XXL TM 03302 (V)
6	BODYFISH	Times 4	Edel 0138625 (ERE (V))
7	DO THE LULLABY	Tweetches	BBC Music WMS5 3942 (V)
8	INTERNATIONAL BIG ROOM TUNES SAMPLER	Various	Hollywood NKP 035 (ADD)
9	I FEEL LOVED	Dagecha Mode	Muse MCD0036-21 (V)
10	DESTINY	Zero7	Ultimate Dilemma UDR025 043 (DMV/P)
11	MAKE ME SHINE	Echo & The Bunnymen	Cooking Vinyl FRYCD 112 (P)
12	I WANT OUT (I CAN'T BELIEVE)	Harry Cho Cho Romero	Parlophone PERP 22005 (DMV/P)
13	SCARY MOVIES	Bad Meets Evil feat. Eminem/Rosie	Male UK M00LE005 (IG)
14	INSIDE OUT	Simon Vey	BXR BXRHP68 (ADD)
15	FRONTIER PSYCHIATRIST	Avantchicks	XL Recordings XLS 19401 (V)
16	TURBIDONE	Graceland	Host Chosen H001 100R (V)
17	PLANET ROCK	Paul Oakenfold vs Afrika Bambaataa	Tommy Boy TB52 2058 (P)
18	HIDDEN PLACE	Sjark	One Little Indian 302 TPYCD (P)
19	DEEPER WATER	PMT	Academe ACE088 (IG)
20	HAVE A NICE DAY	Stereophones	V2 VVR 5015946 (DMV/P)

All charts © C/N



This List	Title	Artist	Label
1	TOO CLOSE	Blue	Island
2	LET'S DANCE	Five	KCA
3	FOLLOW ME	Uncle Kracker	Label/Atlantic
4	STUCK IN THE MIDDLE WITH YOU	Louise	Atlantic
5	TAKE MY BREATH AWAY	Emma Bunton	Virgin
6	21 SECONDS	So Solid Crew	Blowdown
7	LET ME BLOW YA MIND	Eni, Saw, Ben-Delton	Blowdown/Pyro
8	TAKE ME HOME	Stephie Ellis-Rae	Popstar
9	TURN OFF THE LIGHT	Nick Forster	Drum/Dunk/Pyro
10	LITTLE L	Spencer	Pyro
11	CASTLES IN THE SKY	Jonny Lee	Melodrama
12	PERFECT GENTLEMAN	Wendell Mason	Columbia
13	AINT IT FUNNY	Jennifer Lopez	Epic
14	ANOTHER CHANCE	Roger Sanchez	Delicious
15	BODYGLITCHIOUS	Aranya D'Al	Columbia
16	ETERNITY THE ROAD TO MADAGAL	Reda Wazem	Discula
17	STARBUCK	Expensive Taste	Independent
18	ETERNAL FLAME	Aranya D'Al	Independent
19	CANT GET YOU OUT OF MY HEAD	Jonny Lee	Pyro/Star
20	HEAVEN IS A HALFPYPE	316	Atlantic
21	WIDE AWAKE	Isiah	Atlantic
22	DROPS OF JUPITER (TELL ME)	Isiah	Columbia
23	HOW TO CALL MY LOVE	Isiah	Virgin
24	BABY COME ON OVER	Isiah	Isiah
25	LADY HANNAH	Isiah	Isiah
26	21ST CENTURY	Isiah	Isiah
27	HANGING BY A MOMENT	Isiah	Isiah
28	ANGEL	Isiah	Isiah
29	DONT STOP MOVIN'S	Isiah	Isiah
30	LOVE ME	Isiah	Isiah
31	HAVE A NICE DAY	Isiah	Isiah
32	HUNTER	Isiah	Isiah
33	LOVE IS THE KEY	Isiah	Isiah
34	REMEMO	Isiah	Isiah
35	REMEMO	Isiah	Isiah
36	THANK YOU	Isiah	Isiah
37	LOVE YOU ANYWAY	Isiah	Isiah
38	MADE FOR LOVIN'	Isiah	Isiah
39	PURPLE HILLS 02	Isiah	Isiah

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8 SEPTEMBER 2001

CHART COMMENTARY

by ALAN JONES



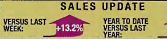
For only the third time in album chart history, all of the top three are new entries. Slipknot's Iowa leads the way, with sales of nearly 52,000, while The Strokes' Is This It takes second place with nearly 48,500 sales and Five check in at number three with 40,000 sales of Kingsize. There are also debuts at number six for New Order's Get Ready (33,000 sales) and at number eight for the new Björk album Vespertine (23,000 sales). It is the first time that there has been five new entries among the top eight since May 27 last year. Despite this, sales of artist albums are up week-on-week by a fairly modest 1.3%.

Slipknot's charge to the top is a massive success for their record label Roadrunner, an Amsterdam-based indie founded in 1981, which has had UK offices since 1996 and which is distributed here by Universal. The label's previous highest-charting album was Brazilian thrash metal group Sepultura's 1996 release Roots, which reached number

MARKET REPORT



Figures show UK sales as % of total sales, and corporate group share by % of total sales of the Top 20 UK acts



four. It has had success with many hardcore rock acts including Machine Head, Coal Chamber, Fear Factory and Type O Negative,

ALBUMS FACTFILE

Although the introductory single Let's Dance was the first by the group to spend more than a week at number one, Five's Kingsize album has to settle for a number three debut this week behind new rock icons The Strokes and Slipknot. Kingsize sold more than 40,000 units last week, a small decline on the 44,000 first-week sales which earned their last album Invincible a number four debut in November 1999 but rather more than the

sub-30,000 opening which nevertheless got their album chart career off to a flying start with the number one bow of their self-titled June 1998 debut. Invincible was preceded by two singles, namely If Ya Gettin' Down and Keep On Movin', and was released at a time of the year when sales generally are much higher. Despite its slow opening, Five went on to sell 600,000 units, while Invincible has sold 670,000 units.

1999 release which sold just 4,331 units the week it was released but which has grown in tandem with the group's notoriety, with sales to date of 144,000.

But for Slipknot, The Strokes would be celebrating reaching number one with their debut album Is This It. The critically-acclaimed US set simultaneously reached number 16 and 58 with their singles Hard To Explain/New York City Cops and Modern Age in June, and it is this that had sold just 3,500 units more than would have given Rough Trade its second number one album since its 1977 inception – the previous instance being The Smiths in 1985 with Meat Is Murder. For the top two albums to be by rock acts on long-established indie labels is unusual and although both albums are doing well on vinyl, neither is available on cassette, with the latter format's share of sales slumping to a worst ever 1.8% this week, while the LP, which rises in tandem with the resurgence of rock, climbs that high that level, 0.9%.

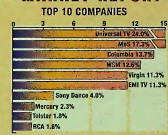
COMPILATIONS

Number one for the fifth week in a row, Now That's What I Call Music! 49 sold a further 54,000 units last week to bring its overall sales to 654,000. It continues to outsell all previous summer instalments of the series at the same stage of their cycle, and is fast catching up with cumulative sales of last year's summer release, Now! 46, which had sold 559,000 units at the same stage (68,000 fewer than Now! 49) and eventually sold 741,000.

Further to last week's mention of the release of more than 50 Ibiza albums so far this year, several more reined down on record shops last week, with potential confusion between the similarly titled Chilled Ibiza II from WSM and the Ministry of Sound's Ibiza Chillout Session. The latter title debuts at number 12 with nearly 8,000 sales while

Chilled Ibiza II is the week's highest new entry with slightly more than double its rivals figure. Chilled Ibiza is, of course, the follow-up to the highly successful Chilled Ibiza, which was released exactly a year ago. Chilled Ibiza had a slower start – first week sales of 12,000 and a number eight chart posting – but after falling out of the Top 20 last September it was very successfully reactivated in May and has spent the last 18 weeks in the Top 20. With Chilled Ibiza II now stealing its thunder, however, it slips 8-13 this week. It has sold 367,000 units, all but 53,000 of them this year. Chilled Ibiza II will do very well to emulate its predecessor, even though it contains contributions from artists as diverse and well-known as Madonna, Moby, Primal Scream, The Doors and Groove Armada.

MARKET REPORT



Figures show UK sales as % of total sales of the Top 20 and corporate group share by % of total sales of the Top 20



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

INDEPENDENT ALBUMS

This Week	Title	Artist	Label (last week)
1	IS THIS IT	The Strokes	Rough Trade RTARECD 00 (V)
2	VESPERTINE	Björk	Oxo Little Indie TPLP 10120 (DM/VP)
3	ALL IS DREAM	Mercury Rev	V2 VVR 101782 (DM/VP)
4	ORIGIN OF SYMMETRY	Muse	Merchroom MUSM1 SXCD (DM/VP)
5	SONGBIRD	Eve Cassidy	Blix Street/For 1213045 (HOT)
6	JUST ENOUGH EDUCATION TO PERFORM	Stereophonics	V2 VVR 1015828 (DM/VP)
7	THE OPTIMIST	Turin Brakes	Source Music CD023 (V)
8	FREE ALL ANGELS	Ash	Infectious WRECK19CD (DM/VP)
9	SIMPLE THINGS	Zero 7	Ultimate Dilemma ULD002016 (DM/VP)
10	WHITE BLOOD CELLS	White Stripes	Symplicity For The Record Industry FIC (I)
11	SUN I LIEFF YOU	Avantasia	XL Recordings XLCD 138 (V)
12	RUN COME SAVE ME	Ryota Manuwa	Big Dada BDC0002 (V)
13	ROOTY	Balmain Jaxx	XL Recordings XLCD 143 (V)
14	FELT MOUNTAIN	Goldspapp	Muse CDSTUMM108 (V)
15	ECHO PARK	Feeder	Echo ECHO024 (P)
16	SHOWBIZ	Muse	Mushroom MUSM1 SXCD (DM/VP)
17	GREATEST HITS	2 Pac	live 052592 (P)
18	FROM HERE TO INFINITY	Alkaline Trio	B Unique/Vagrant BUN008 (V)
19	VERTIGO	Groove Armada	Pepper 953632 (P)
20	INTENSITY	Way Out West	Dialogetic Breaks DISNCD 76 (P)

MUSIC WEEK 8 SEPTEMBER 2001

THE YEAR SO FAR...

TOP 20 COMPILATIONS

TH	ARTIST	COMPILATION	ARTIST (PREVIOUS YEAR)
1	VARIOUS ARTISTS	1 NOW THAT'S WHAT I CALL MUSIC 49	VARIOUS ARTISTS
2	ORIGINAL SOUNDTRACK	2 BRIDGET JONES'S DIARY	ORIGINAL SOUNDTRACK
3	VARIOUS ARTISTS	3 NOW THAT'S WHAT I CALL MUSIC 48	VARIOUS ARTISTS
4	VARIOUS ARTISTS	4 THE CHILLOUT SESSION	VARIOUS ARTISTS
5	VARIOUS ARTISTS	5 CHILLED IBIZA	VARIOUS ARTISTS
6	VARIOUS ARTISTS	6 CAPITAL GOLD LEGENDS	VARIOUS ARTISTS
7	VARIOUS ARTISTS	7 THE ALBUM	VARIOUS ARTISTS
8	VARIOUS ARTISTS	8 THE LOOK OF LOVE - THE BURT BACHARACH	VARIOUS ARTISTS
9	VARIOUS ARTISTS	9 THE CHILLOUT SESSION 2	VARIOUS ARTISTS
10	VARIOUS ARTISTS	10 NEW WOMAN 2001	VARIOUS ARTISTS
11	VARIOUS ARTISTS	11 THE CLASSIC CHILLOUT ALBUM	VARIOUS ARTISTS
12	VARIOUS ARTISTS	12 SMASH HITS SUMMER 2001	VARIOUS ARTISTS
13	VARIOUS ARTISTS	13 LOVE BS	VARIOUS ARTISTS
14	VARIOUS ARTISTS	14 NOW THAT'S WHAT I CALL MUSIC 47	VARIOUS ARTISTS
15	VARIOUS ARTISTS	15 THE NEW PEPPI CHART ALBUM	VARIOUS ARTISTS
16	VARIOUS ARTISTS	16 THE GREATEST NO 1 SINGLES	VARIOUS ARTISTS
17	VARIOUS ARTISTS	17 BREAKING WIN - VERY BEST OF EPURHOIC DANCE	VARIOUS ARTISTS
18	VARIOUS ARTISTS	18 THE BEST SUMMER HOLIDAY 2001 EVER	VARIOUS ARTISTS
19	VARIOUS ARTISTS	19 NOW DANCE 2001 - PART 2	VARIOUS ARTISTS
20	VARIOUS ARTISTS	20 THE ANNUAL - SPRING 2001	VARIOUS ARTISTS

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

8

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2001

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100%
music week

albums



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1 **TOO CLOSE**
Blue

2	LET'S DANCE Five	Atlantic
3	FOLLOW ME Uncle Kracker	Atlantic
4	STUCK IN THE MIDDLE WITH YOU Louise 1st Avenue/EMI	Atlantic
5	TAKE MY BREATH AWAY Emma Bunton	Virgin
6	21 SECONDS So Solid Crew	Relentless
7	LET ME BLOW YA MIND Eye feat. Gwen Stefani	Interscope/Polydor
8	TAKE ME HOME Sophie Ellis-Bextor	Polydor
9	TURN OFF THE LIGHT Nelly Furtado	DreamWorks/Polydor
10	LITTLE L Jamiroquai	S2



11	CASTLES IN THE SKY Ian Van Dahl	Nullife
12	ETERNAL FLAME Atomic Kitten	Innocent
13	HIDE U Koshien	Moksha/Arista
14	HELP! I'M A FISH Little Trees	RCA
15	PERFECT GENTLEMAN Wyclef Jean	Columbia
16	LOVE IS THE KEY The Charlatans	Universal
17	AIN'T IT FUNNY Jennifer Lopez	Epic
18	I'M ALL ABOUT YOU DJ Luck & MC Neat feat. Ant God	Island/This-Island
19	HEAVEN IS A HAWAIIPE OP'M	Atlantic



1 **IOWA**
Slipknot

2	IS THIS IT The Strokes	Roadrunner
3	KINGSIZE Five	Rough Trade
4	WHOA NELLY Nelly Furtado	RCA
5	BREAK THE CYCLE Staind	DreamWorks/Polydor
6	GET READY New Order	East West
7	WHITE LADDER David Gray	London
8	VE SPERTINE Björk	IHT/East West
9	THE VERY BEST OF Prince	One Little Indian
10	RIGHT NOW Atomic Kitten	Warner Bombers
11	ALL IS DREAM Mercury Rev	Innocent



12	NO ANGEL Dido	V2
13	TOXICITY System Of A Down	Cheeky/Arista
14	SURVIVOR Destiny's Child	Columbia
15	ANTHOLOGY Alien Ant Farm	Columbia
16	THE INVISIBLE BAND Travis	DreamWorks/Polydor
17	SONGBIRD Eva Cassidy	Independiente
18	NOT THAT KIND Anastacia	Blis Street/Act
19	PROPS OF JUPITER Travis	Epic
20	PROPS OF JUPITER Travis	Columbia

This week
our favourite
dance album is

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& shot and produced the TV commercial)

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16 **20** ETERNITY/THE ROAD TO MANDALAY Robbie Williams
Chrysalis



17 **21** PLAYAS GON PLAY 3LW
Epic

18 **22** 21ST CENTURY Weekend Players
Multiply

19 **23** DROPS OF JUPITER (TELL ME) Train
Columbia

20 **24** BOOTYLICIOUS Destiny's Child
Columbia

21 **25** HANGING BY A MOMENT Lifehouse
DreamWorks/Polydor

22 **26** PURPLE PILLS D-12
Shady/Interscope/Polydor

23 **27** OH YEAH Foxy Brown
Def Jam

24 **28** SUPERSTYLIN' Groove Armada
Pepper

25 **29** LADY MARMALADE Christina Aguilera, Lil' Kim/Miwa/Pink
Interscope/Polydor

26 **30** WHERE I WANNA BE Sheela Sherif/Hate Dogg/Kummt
London



27 **31** FLAVOR OF THE WEAK American Hi-Fi
Mercury

28 **32** PEACHES & CREAM 112
Arista

29 **33** ANTE UP MOP feat. Busta Rhymes
Epic

30 **34** LOVE YOU ANYWAY De Nardo
Wildstar

31 **35** SKYDIVE (I FEEL WONDERFUL) Freefall feat. Jan Johnston
Incubite

32 **36** ONE MINUTE MAN Missy Elliott feat. Ludacris
The Gold Mind/Elektra

33 **37** WONDER Embrace
Hurt/Virgin

34 **38** ALL OR NOTHING D-Town
J

35 **39** DO THE LOLLIPOP Threeemies
BBC Music

36 **40** BEAUTY DIES YOUNG Lowgold
Nude



compilations

1 **10** NOW THAT'S WHAT I CALL MUSIC! '09
10 **11** PURE FLAVA
10 **12** IBIZA CHILLOUT SESSION

11 **13** CHILLED IBIZA
11 **14** BRIDGET JONES'S DIARY (OST)

12 **15** MTV HITS
12 **16** DISCO FEVER - VOL 2

13 **17** THE LOOK OF LOVE - THE BURT BACHARACH
13 **18** THE BEST CARNIVAL ALBUM EVER

14 **19** THE GREATEST R&B SOUL WEEKENDER
14 **20** THE BEST IBIZA ANTHEMS EVER 2001

15 **21** CLUBMIX IBIZA
15 **22** SCORPION EVE

16 **23** SING WHEN YOU'RE WINNING Robbie Williams
16 **24** DEVILS NIGHT D-12

17 **25** THE OPTIMIST Turin Brakes
17 **26** SING WHEN YOU'RE WINNING Robbie Williams

18 **27** AALIYAH Aaliyah
18 **28** JLO Jennifer Lopez

19 **29** FREE ALL ANGELS Ash
19 **30** WHEATUS Wheatus

20 **31** THE DEFINITIVE Ray Charles
20 **32** TAKE OFF YOUR PANTS AND JACKET Blink 182

21 **33** SCORPION EVE
21 **34** SING WHEN YOU'RE WINNING Robbie Williams

22 **35** DEVILS NIGHT D-12
22 **36** THE OPTIMIST Turin Brakes

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43 **37** AALIYAH Aaliyah
43 **38** JLO Jennifer Lopez

44 **39** FREE ALL ANGELS Ash
44 **40** WHEATUS Wheatus

10 **20** GORILLAZ Gorillaz
Columbia



11 **21** NO MORE DRAMA Mary J Blige
MCA/Unit-Island

12 **22** THE ECLECTIC - TWO SIDES TO A BOOK Wyclef Jean
Columbia

13 **23** ALL THAT YOU CAN'T LEAVE BEHIND U2
Island/Unit-Island

14 **24** JUST ENOUGH EDUCATION TO PERFORM Stereophonics
V2

15 **25** THE VERY BEST OF The Eagles
Elektra

16 **26** ORIGIN OF SYMMETRY Muse
Mushroom

17 **27** ALL KILLER NO FILLER Sum 41
Mercury

18 **28** HOT SHOT Shaggy
MCA/Unit-Island

19 **29** THE VERY BEST OF MARVIN GAYE Marvin Gaye
Motown/Unit-Island

20 **30** HYBRID THEORY Linkin Park
Warner Brothers



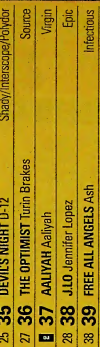
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CLASSICAL ARTIST

This Last	Title	Artist	Label (distributor)
1	THE VOICE	Nassiel Watson	Decca 4612512 (U)
2	AMORE - THE LOVE ALBUM	Luciano Pavarotti	Decca 473382 (U)
3	SACRED AREAS	Andrea Bocelli	Philips 464002 (U)
4	BENETIN: WEST SIDE STORY SUITE	Josua Bell	Sony Classical SRK934 (TEN)
5	VERDI	Andrea Bocelli	Philips 464002 (U)
6	THE MAGIC BOX	John Williams	Sony Classical SRK949 (TEN)
7	THE ORGANIST ENTERTAINS	Elyse Gelati	Philips 455522 (U)
8	AT HER VERY BEST	Nana Mouskouri	Philips 549492 (U)
9	PIECES IN A MODERN STYLE	William Orbit	WEA 2942497 (TEN)
10	HOOKED ON CLASSICS	Royal Philharmonic Orchestra/Clark	Crismon CRIMC144 (EUK)
11	ARNOLD: SYM NOS 1 & 8	NSD Ireland/Penny	Naxos 855209 (U)
12	BERLIOZ: LES TROUVES	London Symphony Orchestra/Davis	LSO LS10090 (HM)
13	WE'LL KEEP A WELCOME	Elyse Gelati	Deutsche Grammophon 455522 (U)
14	STRAUSS: 4 LAST SONATS	Houston Of/Eschenbach	Red Seal 020526532 (BMG)
15	HOLST: THE PLANETS	CRSD/Leaper	Naxos 855193 (U)
16	ARIA - THE OPERA ALBUM	Andrea Bocelli	Philips 464002 (U)
17	CASTA DIVA	Angela Gheorghiu	EMI Classics CDS57162 (U)
18	VIAGGIO ITALIANO	Andrea Bocelli	Philips 461762 (U)
19	MADISON WILLIAMS: PHANTASY QUINTE	Maggie Gardner/Jackson	Naxos 855200 (U)
20	POPULAR MUSIC FROM TV FILM & OPERA	Maria Callas	EMI Classics CDS573622 (U)

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JAZZ & BLUES

This Last	Title	Artist	Label (distributor)
6	TOURIST	St Germain	Blue Note 520292 (E)
1	BADUZZI	Erynka Band	MCA/Universal UK 53227 (U)
4	KIND OF BLUE	Miles Davis	Columbia CK 4683 (TEN)
2	SMOOTH JAZZ: THE ESSENTIAL ALBUM	Various	Mantecora MANTCD208 (HM)
5	LIFE ON A STRING	Laurie Anderson	Nonesuch 75576522 (TEN)
3	LATIN SUMMER JAZZ	Beethoven/JAZZYCDDI (P)	Various
7	LIVE AT THE FILLMORE EAST	Miles Davis	Columbia CK3019 (TEN)
8	NATURAL BLUES	Various	Wrasse WRAS220 (U)
9	SUNSHINE	UMTY/Universal Jazz 595902 (U)	
10	IN THE MOOD - THE VERY BEST OF	Glen Miller	Crismon CRIMCJ (EUK)

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R&B SINGLES

This Last	Title	Artist	Label Cat. No. (Distributor)
1	LET ME BLOW YA MIND	Eve feat. Gwen Stefani	Interscope/Polygram 493952 (U)
2	TURN OFF THE LIGHT	Nicky Furno	Def Jam/Warner/Atlantic 53891 (U)
3	ON YOUR OWN	Foxy Brown	Def Jam 53891 (U)
4	PERFECT GENTLEMAN	Wyclef Jean	Columbia 619122 (TEN)
5	PLAYAS GON' PLAY	3W	Epic 671392 (TEN)
6	AINT IT FUNNY	Jennifer Lopez	Epic 671392 (TEN)
7	PEACHES & CREAM	112	Arista 742196142 (BMG)
8	WHERE I WANNA BE	Shade Shai/Naive Dogg/Kurz	London LONC41 (TEN)
9	BODYCLISSIMO	Dreyna's Child	Columbia 671392 (TEN)
10	PURPLE PILLS	D-12	Shady/Interscope/Polygram 493952 (U)
11	ANTE UP	MF Doom feat. Busta Rhymes	Epic 671392 (TEN)
12	LADY MARMALADE	Christina Aguilera/T. Kira/Mya/Pink	Interscope/Polygram 493952 (U)
13	ONE MINUTE MAN	Missy Elliott feat. Ludacris	Elektra E 742652 (TEN)
14	LOVE YOU ANYWAY	De Niro	Wilder DCW133 (BMG)
15	MISS CALIFORNIA	Diana Thomas feat. Pras	Atlantic AT 619022 (TEN)
16	ANGEL	Shaggy feat. Rayvon	MCA/Universal 532145 (U)
17	DANCE FOR ME	Slopp	Def Soul 588700 (U)
18	HODYROCK	Tymes 4	Epic 6718625 (U)
19	SOMEONE TO CALL MY LOVER	Janet Jackson	Virgin V5CD2 1813 (E)
20	ALL RISE	Blue	Innovent SINC2 28 (E)
21	WE NEED A RESOLUTION	Aaliyah feat. Timbaland	Blackground UV5206 (E)
22	ALI! WAT	Mis-Telq	Infemote/Interscope CDS25318 (BMG)
23	SCARY MOVIES	Bad Meets Evil feat. Eminem & Royce 5'9"	Male UK MOLEUK 045 (U)
24	U REMIND ME	Blanca/Arista 742318382 (BMG)	
25	PLANET ROCK	Paul Oakenfold vs Afrika Bambaamba	Tanay Bay 78CD 22689 (P)
26	UNTIL THE END OF TIME	2 Pac	Warner Brothers WBAJMG (TEN)
27	JUST IN CASE	Jah'riim	Atlantic AT 619022 (TEN)
28	HEARD IT ALL BEFORE	Gemma Anderson	Atlantic AT 619022 (TEN)
29	GET UR FREAK ON	Missy Elliott	Epic 6718625 (U)
30	ANOTHER DAY IN PARADISE	Brandy & Ray J	WEA WEA 327201 (TEN)

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MUSIC VIDEO

This Last	Title	Label Cat. No. (Distributor)
1	VARIOUS ARTISTS: Wow! Lots! Dance - Vol 5	Arif AV0248
2	THE REALITY SHOW	CCV Video VHF238
3	ORBITAL: The Album	Warner Music Video V5291072 (U)
4	FUN LOVIN' CRIMINALS: Love Ya Back	EMI 40429
5	BON JOVI: The Crush Tour	Universal Video 3203213 (U)
6	PEARL JAM: Inventing Sound 2000	SMV Columbia 546032
7	LIPNICK: Welcome To Our Neighborhood	Resistor 601 9813
8	VARIOUS: Hip Hop Concert Vol In Smoke	Global Video 190355
9	VARIOUS ARTISTS: Wow! Lots! Dance - Vol 6	Universal Video 3103433
10	EMINEM: E	Universal Video 303433

24

CLASSICAL SOUNDTRACKS & COMPILATIONS

This Last	Title	Artist	Label (distributor)
1	GLADIATOR (OST)	Hans Zimmer & Lisa Gerrard	Decca 467942 (U)
2	FAVOURITE CLASSICS	Various	Crismon CRIMS202 (EUK)
3	THE SOUND OF CLASSIC FM	Various	Classic FM CPMCD33 (BMG)
4	PLANET OF THE APES (OST)	Achey/Ehrman	Sony Classical SRK936 (TEN)
5	ANNIHILATION (OST)	Hans Zimmer	Decca 467942 (U)
6	CAPTAIN CORELLI'S MANOLINI (OST)	Stephen Warbeck	Castle Music MBS00517 (P)
7	100 POPULAR CLASSICS	Various	EMI CDTS380007 (EUK)
8	ULTIMATE CLASSIC COLLECTION	Various	Classic FM CPMCD 31 (BMG)
9	HALL OF FAME 2000	Various	Classic FM CPMCD 32 (BMG)
10	RELAX MORE	Various	Virgin/EMI VTD02387 (E)
11	MOST ROMANTIC PIANO ALBUM	Various	Emporio EMTBXC20 (DICS)
12	PARADISE/DORIS/MORNING CARRIAGES	Various	Decca 13192 (U)
13	MORE MUSIC FROM GLADIATOR (OST)	Hans Zimmer & Lisa Gerrard	Greenaway/Zimmer Hollywood/Warner Bro 336284152 (TEN)
14	PEARL HARBOR (OST)	Various	Sony Classical SRK949 (TEN)
15	CROUCHING TIGER - MOON DRAGON (OST)	Tan Dun	Sony Classical STVCG111 (TEN)
16	CLASSIC BRITS	Various	Decca 468262 (U)
17	BRAVEHEART (OST)	LSO/Homer	Various
18	THE BEST OF THE GREAT TENDERS	Various	Music Digital CD0484 (DICS)
19	BEST CLASSICAL ALBUM OF THE MILLENIUM... EVER	Various	Virgin/EMI VTD02387 (E)
20	CLASSICAL MOODS	Various	Sony Classical SRK949 (TEN)

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ROCK

This Last	Title	Artist	Label (distributor)
1	IOWA	Slightly	Roadrunner 1209542 (U)
2	BREAK THE CYCLE	Slain	East West 759265642 (TEN)
3	TOXICITY	System Of A Down	Columbia 591346 (TEN)
4	ORIGIN OF SYMMETRY	Mushroom	Mushroom MUSIC 3023 (JMPV)
5	DROPS OF JUPITER	Train	Columbia 502308 (TEN)
6	TAKE OFF YOUR PANTS AND JACKET	Blink 182	MCA/Universal 1126712 (U)
7	HYBRID THEORY	Linkin Park	Warner Brothers 336277552 (TEN)
8	WHEATUS	Wheatus	Columbia 4969652 (TEN)
9	PARACHUTES	Coltdip	Parlophone 527832 (U)
10	CHOCOLATE STARFISH AND THE HOT DOG	Limp Bizkit	Interscope/Polygram 493952 (U)

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DANCE SINGLES

This Last	Title	Artist	Label Cat. No. (Distributor)
1	21ST CENTURY	Weekend Players	Multiple TMLU7Y 78 (BMG)
2	HIDE U	Keshen	Arista 742196141 (BMG)
3	OH YEAY	Foxy Brown	Def Jam 588731 (U)
4	SKYDIVE & FEEL WONDERFUL	Freefall feat. Jan Johnston	Innovent 2272 (3MV) (TEN)
5	PEACHES I CREAM	112	Arista 742196141 (BMG)
6	21 SECONDS	So Solid Crew	Relentless RELENT 161 (3MV) (TEN)
7	PLAYAS GON' PLAY	3W	Epic 671392 (TEN)
8	CASTLES IN THE SKY	Ivan Dahi	Nile/Nista 742196141 (BMG)
9	TUO LINDO	Awa Band	Defected DFECT 42 (3MV) (TEN)
10	MI ALL ABOUT YOU	DJ Luck & MC Neen feat. Ari Gold	Atlantic/Island 125 781 (U)
11	LOST LOVE	Legend B	Bullet Proof PRO0711 (AUF)
12	DANCE FOR ME	Slopp	Def Soul 588700 (U)
13	AMERICAN DREAM	Jakatta	Raila RULIN 207R (3MV) (TEN)
14	THE REAL LIFE	Raven/Maize	Ruffin/MoS/Credence BLINK 10T (3MV) (TEN)
15	WHERE I WANNA BE	Shade Shai/Naive Dogg/Kurz	London LONC41 (TEN)
16	SUPERSTYLIN'	Groove Armada	Pepper 823040 (P)
17	ANGEL	DJ Luke	Music MOJ10705 (ESD)
18	MISS CALIFORNIA	Diana Thomas feat. Pras	Atlantic AT 619022 (TEN)
19	THE SUN	Roland Clarke	In House IN06RT (3MV) (TEN)
20	WHAT'S YOUR FANTASY	Ludacris	Interscope 493952 (U)

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DANCE ALBUMS

This Last	Title	Artist	Label Cat. No. (Distributor)
1	NO MORE DRAMA	Mary J Blige	MCA/Universal 126151/126232 (U)
2	BUM COME SAVE ME	Roxa Narva	Big Dada 850 CD/850CD 822 (U)
3	CLOCKWORK	Markus And Skywet	Under Fire UFR4CD2 (SRD)
4	SINGS IN LEFT YOU	Avantchase	XL Recordings XL1P/3X/CD 138 (U)
5	SONGS IN A MINOR	Alicia Keys	J 8081200022 (BMG) (U)
6	INTENSIFY	Way Out West	Distinctive Breaks DIS19P/3X/CD 67 (P)
7	GODD TONES VOL 2 - JOEY & NORMAN JAY	Various	Naphotic - NPH13X/CD 16 (U)
8	KISS DA GAME GOODBYE	Jadakiss	Interscope/Polygram 493952 (U)
9	SIMPLE THINGS	Zero 7	Ultimate Dilemma UDR1P/3X/CD 13 (JMPV)
10	8781	Usher	Interscope 493952 (U)

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8 SEPTEMBER 2001

COOL CUTS CHART
as featured on *Tel Fests* Saturday night show on *Kiss 100* and *Energy City* Network

1	DOTA GET THRU THIS Daniel Beddingfield	D+D
2	ONE OF THE BIGGEST NEW RELEASES <i>Age and Subject of a hoodie you wear</i> Skint	
3	SMOKE MACHINE 2 Presha 2 (Flicking up the case to speak with another powerful female) Skint	
4	SIMULATION Simulation white label (Reminiscing of <i>Nazion's</i> English club classic situation)	
5	LOVE AND AFFECTION The Program white label (The dance cover of <i>John Martyn's</i> classic is an instant floor filler)	
6	THRILL ME Janine Jack PIAS (Emphatic funk house groove being supported by a cross-section of DJ's)	
6	GETTING INTO YOU WOSP Data (Always a big club tune and with new mixes coming from <i>Faloutsis</i>)	
7	12 STILL WANT YOU Mase La Funk Gusto (Funky house with rimes from <i>Robbie Rivera</i>)	
8	EVERYBODY BE SOMEBODY Bulltack Strictly Rhythm (Back again with new mixes from <i>Parks & Wilson</i>)	
9	14 DID IT NOW Dubtronic Supermix Defected (Cool tempo house vibe with mixes from <i>Knee Deep</i> and <i>Toni Mullen</i>)	
10	DARK CLOUDS Hale Margu Bladem (Tough underground house groove on <i>Radio 1</i> our new label)	
11	IT'S SOMING BE ALRIGHT Presha 2000 white label (Singing loud words <i>Rickie Casaba</i> in a <i>Pussy 2000</i> soundcheck)	
12	ATARI SATOHMI Temite Direction (Deep and dark progressive production)	
13	TOKYO'S DRUM Eggles Prok Plastic Fantastic (Early Nineties progressive track with new mixes from <i>London Avenue</i>)	
14	MESSAGE IN A BOTTLE Presha 2000 white label (Another Police version with a remix from <i>Discovox</i>)	
15	NO WAY David Anthony Sound Design (R&B vocals from <i>Keith Harrison</i> and house mixes from <i>Todd Terry</i>)	
16	ISLAND Onixiska Positiva (New with vocal and new mixes from <i>Toni Mullen</i> and <i>Sims & Simons</i>)	
17	GET UP Mase Holman Strictly Rhythm (US house with a catchy vocal vocal chorus)	
18	BLOW MY MIND Despay Pink-Funk Airdog (The <i>Plump DJs</i> turn out another awesome mix)	
19	FRESH AND GREEN TOO BLUE Graham Gold Good As (Hip progressive house from the invisible <i>Kiss DJ</i>)	
20	DOT TIGHTEN PE OX Mambo (Cool Swedish house track with a <i>George Bizos</i> sample)	

URBAN TOP 20

1	3 FAMILY AFFAIR Mary 3 Blige MCA
2	AREA CODES SOUTHERN HOSPITALITY Ludacris Def Jam
3	SMASH DOROTHY LEWIS SET Diddy, Redman, A&M Def Jam
4	LET ME BLOW YA MIND E-40 feat. Gwen Stefani/Interscope
5	WHAT WOULD YOU DO? City High Interscope/Polydor
6	4 2 THE PARTY AT Jagger's Edge Columbia
7	1010 ONE MINUTE MAN Missy Elliott feat. Ludacris Elektra
8	12 NICTHE BLACK PARTY Lisa "Left Eye" Lopes Arista
9	10 TAKE YOU OUT Brother's Best JAYC
10	SAD BOY FOR LIFE P Diddy & The Bad Boy Family Jive/BabyDada
11	10 FALLIN' ALICIA & ST Ludacris JAYC
12	BATTER UP Melly's K15 Ludacris Universal Island
13	7 WILDER STORM Telectra
14	25 GET TO KNOW YOU Maxwell Columbia
15	6 MUSIC ERIC SERMON NY-LA
16	2 FEELIN' ON YA BODY/TRUE BALLER R Kelly Jive
17	2 G-DRYFENSEN Lisa Rossone Palm Pictures
18	13 THIS AIN'T A GAME (LP SAMPLER) Jay-Z Atlantic
19	LUNCH OR DINNER Sinnamon Anderson Atlantic
20	HIT 'EM UP STYL (DOPPEL) Blu Cashell Arista

CLUB CHART TOP 40

1	12 IN PRAISE OF THE SUN Mr Joshua Presents Espritro Cream/Parlophone
2	5 RIGHT ON! Silicone Soul Soma/VO Recordings
3	11 SANDSTORM/OUT OF CONTROL Darude Neo
4	15 COULD YOU BE THE ONE Kenny Dope vs Du Muzt Eternal
5	2 PLEASE SAVE ME Sunscreen w Push Five AM/Interno
6	22 I STILL WANT YOU Mase La Funk Gusto
7	4 WOMAN OF ANGELS Funkydrums Manifesto
8	14 MUHAMMAD ALI Faithless Cheeky/Arista
9	13 FINALLY KINGS OF Tomorrow feat. Julie McKnight Defected
10	24 GETTING DOWN IN THE SUNSHINE Rue Si Denits Concept
11	2 RAINING/ENOUGH IS ENOUGH Todd Terry Sound Design
12	6 3 DROP/ENOUGH (Love) Tattoo Positive
13	3 TAKE MY HAND/HUNTER Dido Cheeky
14	30 BLACK A.M. Walkins Direction
15	7 PAPA NU NEW GUINEA 2001 The Future Sound Of London Junmie & Pumpin' Inferno
16	10 MYSTERY THE Mystery Inferno
17	27 2 A SUMMER SONG (BE MY FRIEND) Nilo Perfecto
18	3 WHAT I MEAN Modjo Barclay
19	37 2 I LIKE IT FUNKY Angry Mexican DJ's Palm Pictures
20	4 FLAWLESS THE Dimes Positiva
21	4 BABY COME ON OVER Samantha Mumba Wild Card/Polydor
22	18 POSSESSION Transifer Multiply
23	10 COLUMBIA EP Paul Van Dyk Deviant
24	15 WE LOVE YOU/WE DO THE Scumfrog Grooville/ice
25	16 5 DJ SPINNIK Punk Kick WEA
26	9 THE SHAKSHAK Max Linen Global Cuts
27	10 THINGS THAT GO BUMP IN THE NIGHTS There are moments allstars Island
28	21 3 STEP 2 ME The Grand Nelson Project Virgin
29	17 5 ONE FOR YOU James Holden Silver Planet
30	2 JOHN WAYNE Stomachizers Manifesto
31	26 4 WAITING Nat Monday Distinctive
32	10 NOT SUCH AN INNOCENT GIRL Victoria Beckham Virgin
33	10 CAN'T GET YOU OUT OF MY HEAD Kylie Minogue Parlophone
34	10 VIVALDI Bond London
35	10 WHAT WE WOULD Access Sine Dance/Direction
36	40 4 EVERYWHERE I GO Spas Brothers Manifesto
37	4 5 A SONG FOR SHELTER/YA MAMA Fatboy Slim Skint
38	19 3 2 IT RIGHT D-Groovy Eternal
39	25 2 ROSS NOVA BABY Cuban Sluts Gusto
40	10 RUBBA IT IN Fierce Ruffing Duo Recharge

CLUB CHART BREAKERS

1	MUSIC MAKES ME HAPPY Marshall Jefferson Cleveland City
2	MASH IT UP MDM NiLife
3	MAKING LOVE ON YOUR SIDE Howie B Polydor
4	BOMBSHELL CABERET Taylor Gaine Perfecto
5	GOD'S LOVE Tall Tim Box Manifesto
6	FIRE IN THE SKY Midas Passion 4 Music
7	TALK ABOUT IT Remi Universal
8	AIN'T NO MOUNTAIN HIGH ENOUGH Jane McDonald Universal
9	MIRACLE MAKER (I'M RIFFIN') C90 feat. MC Duke 237
10	PARA MI Motivation Definitive

Breakers are the 10 records outside the Top 40 which have registered the most improved DJ reactions. The Club Chart Top 40 (excluding mixes), Urban, Pop and Club Charts can be obtained from www.demotape.com. To receive the club charts by fax, fax contact Emma Piore-Joshua on tel: (020) 7940 8560

CHART COMMENTARY
by ALAN JONES

Cool summer house tune with a catchy vocal and huge crossover potential," was the description applied to *Espritro's* In Praise Of The Sun by our very own Cool Cuts correspondent Tim Jeffery, and I can do no better than repeat it, as the latest release under superclub Cream's deal with Parlophone soars to the top of the Club Chart. It is the star performer in a very quiet week, when the bank holiday season seems to have slowed down chart action considerably. On the Pop Chart, island's new girl group Allstars leap #1-1, with the initial impetus for their 'Things That Go Bump In The Night' being boosted by the addition of a second 12-inch featuring their take on the old Duran Duran hit 'Is There Something I Should Know'. Among the new entries are two Diana Ross covers: Cruise star *Jane McDonald's* version of 'Ain't No Mountain High Enough' (mailed as being by JM) debuts at number seven while *Steps'* update of 'Chain Reaction' is in at number 10... Since we launched the Urban Chart in 1997, both Sony and BMG have managed to fill all of the top three places at least once - but this week Universal go not one but two better, taking all of the top five places, with contributions from their Universal Island, Polydor and Mercury divisions. Leading the way for the second week in a row, *Mary J Blige's* Family Affair is just clinging on in the face of increased support for two Def Jam hip-hop acts, namely *Ludacris*, who jumps #2 with *Area Codes/Southern Hospitality*, and *Redman*, who holds at three with *Smash Sumthin'/Let's Get Dirty*. Climbing 5-4 on its seventh straight week in the top five is *Eve* feat. *Gwen Stefani's* Let Me Blow Ya Mind, while new Interscope attractions *City High* have the week's highest debut at number five with *What Would You Do?* Despite seeing their joint record smashed, Sony and BMG are still very much in evidence, with the latter having a very good week too, as *Luther Vandross, P Diddy* and *Alicia Keys* debut in convoy at nine, 10 and 11, while *TLC's* Lisa 'Left Eye' Lopes moves 12-8 with *Hot!* (The Block Party and *Blu Cantrell's* Hit 'Em Up Style (Oops!)) embarks on its second stint in the chart.

POP TOP 20

1	2 2 JENIS THAT GO BUMP IN THE NIGHTS THERE SOMETHING Allstars Island
2	5 2 JOHN WAYNE Stomachizers Manifesto
3	2 3 STECK IN THE MIDDLE WITH YELMADZ/MC MEGANOL Lopez FM
4	1 1 I LIKE IT FUNKY Angry Mexican DJ's Palm Pictures
5	3 3 RAINING/ENOUGH IS ENOUGH Todd Terry Sound Design
6	4 2 ROSS NOVA BABY Cuban Sluts Gusto
7	10 10 AIN'T NO MOUNTAIN HIGH ENOUGH Jane McDonald Universal
8	1 1 I STILL WANT YOU Mase La Funk Gusto
9	2 4 BABY COME ON OVER Samantha Mumba Wild Card/Polydor
10	4 4 CHAIN REACTION/ENOUGH FOR MORROW Steps EMI/Universal
11	11 11 THINKING IT OVER Livyrie V2
12	12 12 VIBES Bon London
13	13 2 COULD YOU BE THE ONE Kenny Dope vs Du Muzt Eternal
14	10 10 MYSTERY THE Mystery Inferno
15	16 16 OUT OF CONTROL Darude Neo
16	15 15 LOVE ME LOVE ME Shaggy feat. Miraculo Lopez MCA
17	10 10 IT RIGHT D-Groovy Eternal
18	20 20 GETTING DOWN IN THE SUNSHINE Rue Si Denits Concept
19	1 1 LOOK AT US Sarsin Paris Positiva
20	14 14 LA BOMBA Anzil Azari Epic

IN THE CITY
in association with music week

10th Anniversary Special
Manchester 8th September - 2nd October 2001

Whether you are in Manchester for ITC 2001 or not, you had better have a profile in Music Week's special coverage of the event. Our September 29 issue will contain a pre-convention special. Out a week before the event, it lets you tell the industry about your latest products, company developments and plans for the year ahead. The special gives you a unique insight into the aims and ambitions of In The City 2001.

Booking deadline: September 14
Copy deadline: September 19
As always, prime positions go first, so contact us early! Call the Music Week Sales Department, 020 7579 4191

8 SEPTEMBER 2001

music control

Pos	Weeks on Chart	Artist	Title	Label	Wk	Inc	Wk	Inc
1	1	Sophie Ellis-Bextor	TAKE ME HOME (A GIRL LIKE ME)	Polydor	2386	+1	75.76	-13
2	6	Nelly Furtado	TURN OF THE LIGHT	DreamWorks/Polydor	1805	+5	75.30	+6
3	14	Roger Sanchez	ANOTHER CHANCE	Defected	1805	-2	66.74	-7
4	10	Wyclef Jean	PERFECT GENTLEMAN	Columbia	1925	-3	63.42	-3
5	10	Superman Lovers	STARLIGHT	Independent	1973	+26	62.19	+22
6	10	Jamiroquai	LITTLE L	SCA	1745	-5	61.64	-2
7	3	Five	LET'S DANCE	R2	1938	+1	61.50	-2
8	11	Ian Van Dahl	CASTLES IN THE SKY	NuLife/Arista	1888	+4	58.25	-1
9	16	Destiny's Child	BOOTYLOUTIOUS	Columbia	1444	-11	58.25	-12
HIGHEST CLIMBER								
10	2	Travis	SIDE	Independent	175	+28	54.17	+145
11	4	Eve feat. Gwen Stefani	LET ME BLOW YA MIND	Interscope/Polydor	1089	+1	53.61	-1
12	4	Erna Benton	TAKE MY BREATH AWAY	Virgin	1311	+5	52.38	-12
13	2	Kylie Minogue	TAKE GET YOU OUT OF MY HEAD	Parlophone	1523	+51	52.17	+72
14	3	Blue	TOO CLOSE	Innocent	1892	+26	50.60	+48
15	10	Jennifer Lopez	AIN'T IT FUNNY	Epico	1750	-5	47.19	-5
16	2	Dido	HUNTER	Cheeky/Arista	875	+59	46.47	+13
17	4	Kooshen	HIDE U	Arista	1027	+51	46.30	+20
18	9	So Solid Crew	21 SECONDS	Relentless	526	-20	39.24	-2
19	2	Shaggy feat. Samantha Cole	LUV ME, LUV ME	MCA/Uni-Island	710	+33	39.10	+90
20	10	Janet Jackson	SOMEONE TO CALL MY LOVER	Virgin	1275	-21	36.65	-38
21	3	Macy Gray feat. Erykah Badu	SWEET BABY	Epico	736	+37	34.08	-3
22	2	Samantha Mumba	BABY COME ON OVER	Wild Card/Polydor	1135	+46	34.03	+39
23	4	Eric Kracker	FOLLOW ME	Lava/Atlantic	1339	+14	33.63	+17
24	2	Artful Dodger feat. Melanie Blatt	TWENTYFOURSEVEN	hfr	1095	+41	33.30	+13
25	4	Victoria Beckham	NOT SUCH AN INNOCENT GIRL	Virgin	816	+13	30.35	+50
26	2	Embrace	WONDER	Hut/Virgin	550	+19	30.23	-4
27	19	OPM	HEAVEN IS A HALFPIPE	Atlantic	567	+14	29.77	-8
28	11	D-12	PURPLE HILLS	Shady/Interscope/Polydor	933	-25	28.77	-28
29	4	Atomic Kitten	ETERNAL FLAME	Innocent	1234	-32	27.77	-46
30	10	Usher	U REMIND ME	Arista	567	+15	27.46	-11
31	6	Rudman feat. Adem F	SMASH SUMTHIN'	Def Jam/Mercury	126	+45	27.35	+82
BIGGEST INCREASE IN AUDIENCE								
32	14	Allen Alt Farm	SMOOTH CRIMINAL	DreamWorks/Polydor	409	+149	26.11	+188
33	11	Robin Williams	TEETH	Chrysalis	1213	-9	25.86	-12
34	4	Spiritualized	STOP YOUR CRYING	Chrysalis/Arista	124	+6	25.17	+5
35	2	Stereophonics	HAVE A NICE DAY	Virgin	800	-5	24.95	-6
36	11	Dido	THANK YOU	Cheeky/Arista	833	-24	24.94	-24
37	2	Travis	DROPS OF JUPITER (TELL ME)	Columbia	1198	+4	21.91	n/c
38	3	Weekend Players	21ST CENTURY	Multiply	442	+58	21.54	-2
39	2	Missy Elliot feat. Ludacris	ONE MINUTE MARY	The Gold Mind/Elektra	298	-52	21.34	n/c
40	10	Michael Jackson	YOU ROCK MY WORLD	Epico	1414	+186	20.49	+33
41	29	Christina Aguilera/Lil'Kim/Mya/Pink	LADY MARMALADE	Interscope/Polydor	766	-12	20.43	-29
42	18	Shaggy feat. Rayvon	ANGEL	MCA/Uni-Island	668	-16	20.12	-13
BIGGEST INCREASE IN PLAYS								
MOST ADDED								
43	2	Eton John	I WANT LOVE	Rockstar/Mercury	265	+194	20.00	+4
44	10	The Charlatans	LOVE IS THE KEY	Island	1933	+25	18.84	+5
45	10	S Club 7	DONT STOP MOVIN'	Polydor	597	-6	18.75	-3
46	1	Main Street Preachers	LET ROBESON SING	Epico	269	+35	18.64	+39
47	18	Basement Jaxx	ROMEO	XL Recordings	446	-5	18.29	-42
48	3	Mark Knopfler	SAILING TO PHILADELPHIA	Mercury	26	-18	18.15	-29
49	11	Mis-Teeq	ALL I WANT	Inferno/Telstar	481	-16	17.39	-24
50	2	Antastic	MADE FOR LOVIN' U	Epico	890	+15	17.16	-7

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Old school conferences that seem to last for days on end have no place in Sony Music's autumn schedule, headed this year for the first time by chairman/CEO Rob Stringer. Instead, a short but sweet presentation to retail back in July was the company's opportunity to shout about what has been up to, before getting back down to business itself.

During his address at the presentation, Stringer set the tone by reminding assembled retailers and colleagues of the pressures facing both sides of the business. "Record companies and retailers are under more and more pressure internally to reach more difficult goals. External investigations distract us from our day-to-day work and in the global digital dawn we face the pressures of piracy, copying and the new concept of 'supposed' free music. Most of us here now also face pressures internally from a parent company which demands quicker results in a climate of uncertainty," he said.

But while the bigger picture inevitably underpins any major company's activities these days, Stringer went on to underscore the importance to Sony of developing great artists and great music. "With few of the company's newer UK-singling artists yet ready to release big new albums, it is little surprise that many of the records the major is prioritizing in its autumn schedule are already widely known. "In artists like Destiny's Child, Anastacia and Independent's Travis, we have records

already on their way to multi-platinum status at Christmas with key singles to come," says Stringer.

But behind the scenes, Stringer - who has been at the helm of Sony Music UK for nine months - says a creative overhaul has been taking place. "We have made several new key appointments, signed more acts so far this year than in any previous year I can remember and have completely re-focused our domestic roster," he says.

It is perhaps Stringer's former label Epic which has seen the most high-profile activity in recent months. New managing director Nick Raphael arrived from BMG in March and was quick to make his mark by signing extreme rock act Cradle Of Filth. "We will continue to break international repertoire while at the same time bringing alongside it UK repertoire with international appeal," he says. More recently, Epic finally announced that Positive chief Kevin Robinson was joining the company to start a joint venture imprint, Illustrious, after months of a protracted negotiation with his former employer EMI. He has been quick off the mark to sign the fledgling label's first acts, including Italy's Jolly Music. He is also poised to announce a high-profile signing imminently, as soon as the ink is dry on the contract.

Meanwhile, Epic's Christmas priorities have already been earmarked with

Stringer's creative overhaul pave the way for do

Sony's UK chairman/CEO of nine months, Rob Stringer, says he is eager

SINGLES CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total
Columbia	1	9	4	4	18
Epic	1	8	8	3	20
S2	0	1	1	0	2
INCredible	0	0	1	1	2

Figures cover 2001 releases' highest chart positions in the 35 weeks to w/e 2/9/01. Sony's market share for the half year was 13.5% making it the second biggest corporate group. Columbia, the fourth biggest company contributed 6.6% to this, with Epic, the sixth biggest company, contributing 5.0%. Source: MW

ALBUMS CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total
Columbia	1	5	5	0	(11) 11 (1)
Epic	0	4	(1) 0	5	9 (1)
S2	0	0	0	0	0
INCredible	0	(2) 0	0	0	(2)
Sony TV	0	(0) 0	(5) 0	(2) 0	(16)

Figures cover 2001 releases' highest chart positions in the 35 weeks to w/e 2/9/01. (Brackets denote compilation chart hits). Sony's market share for the half year was 13.5% making it the third biggest corporate group. Columbia, the second biggest company, contributed 7.1% to this, with Epic, the ninth biggest company contributing 4.1%. Source: MW



JAMIROQUAI: A Funk Odyssey - S2 (September 3) S2's last album release of 2001 is Sony's key UK-singling priority and will be supported with a second single, You Give Me Something, on November 5, ahead of a full UK tour in February.

SPOOKS: Sweet Revenge - Aramis/Epic (September 3) The StarGate-remixed third single from the 100,000-selling album S.I.O.S. Vol 1 is set to follow a number of UK live shows. There will be a possible fourth single before the end of the year.

ED CASE & SWEETIE IRIE: Who? - Columbia (September 3) Garage producer Ed Case kicks off his solo deal with this cool collaboration. A further single and debut album will follow early in 2002.

NEIL DIAMOND: Three Chord Opera - Columbia

(September 3) As his US profile is back on track (thanks to Smash Mouth's cover of his evergreen I'm A Believer), Diamond is back in his own right.

MAGIC STREET PREACHERS: Let Robeson Sing - Epic (September 10) The third single from Know Your Enemy (which has sold 290,000 copies) will be followed on September 24 by Louder Than War, a DVD/VHS release of their Cuban gig.

BEA FOLDS: Backing The Suburbs - Epic (September 10) Followed by the recent single of the same name, Fols's debut solo set will be backed by a UK arena tour supporting James.

STONE GOSARD: Baylen - Epic (September 10) This is the Pearl Jam guitarist's second full solo album.

BOB DYLAN: Love & Theft - Columbia (September



Macy Gray: new album is an Epic priority

substantial TV advertising budgets. The long-awaited return of Michael Jackson with *Involucro*, Macy Gray's second album *The Id*, Anastacia's *Not That Kind* and Jennifer Lopez's *J* will be leading the label's focus in all the important festive period.

Sister label Columbia has also identified the albums it will be promoting in the coming months: Destiny's Child, *Wheatust*, *Wyclef Jean* and *Tran* will all be experiencing serious marketing activity, as the company's continued reliance on US repertoire is highlighted as the only UK-singling acts featuring on Columbia's release



Kittie: one of the string of rock acts to go

schedule are newcomers Jo Breezer, Ed Case and Hundred Reasons. It is a situation Columbia is looking to address, with new material due from AI and new signings such as Steve Balsamo in early 2002.

Meanwhile head of dance Graham Ball has been busy overhauling Sony's dance activities at *INCredible*, scoring a top 40 entry for the first release earlier in the summer through new dance singles imprint Direction. A further six singles are forthcoming on Direction, while *INCredible* itself is hoping to succeed in a crowded dance compilations market with albums

10) The follow-up to 1997's Grammy-winning Time Out of Mind is already earning critical respect.

MAXWELL: New - Columbia (September 10) The UK release of *New* - which sold 296,000 units to debut at one in the US - will be followed by a single, Get To Know Ya, on September 24. Maxwell is currently on a US tour with Alicia Keys and will visit the UK for promotion in November. Lifetime will be released as the album's second single later in the year.

MACTAVEL: The Id - Epic (September 17) This is a Sony priority release following the crossover success of *On How Life Is*. The album's leading track, Sweet Baby, is released this week.

JO BREEZER: Venus & Mars - Columbia (September 24) This is the debut single from a British newcomer.

SARAH CONNOR: Let's Get Back To Bed Boy - Epic (October 1) The German vocalist is looking to repeat her Euro holiday destination success with this debut release.

SUPER BUBBLES: ANNUALS: Rings Around The World - Epic (October 1) A second single, Rings Around The World, from the Mercury-nominated album of the same name coincides with an extensive UK tour.

BERNARDINE DUPER: Bernadettes - Columbia (October 1) The artist/producer follows up 1998's *It* in 1472 solo album with guest appearances from Ludacris, Jadakiss, Nate Dogg and Jay-Z.

Jamiroquai: heavyweight marketing: campaigns ring through to the festive season

SYSTEM OF A DOWN: Chop Suey - Columbia (October 8) The current success of their album *Toxicity* will be supported by this single.

Band Of Brothers: Michael Kamen - Sony Classical (October 8) The appearance of this orchestral score from the Steven Spielberg & Tom Hanks coproduced 10-part drama will coincide with BBC2's broadcast of the series in early October.

LEONARD COHEN: Ten New Songs - Columbia (October 15) A rare release of new material from the legend.

OLIVY: OLYMPIAN: Down To Earth - Epic (October 15) The veteran artist's comeback solo album will be preceded by the single Get Me Through on October 8. Following his live renaissance with Ozdust, Olzy is also due to announce a solo tour.

WANGELIS: Mythodun - Sony Classical (October 15) A new choral work from Vangelis, Mythodea includes performances by classical superstars Jessye Norman and Kathleen Battle. Mythodea is the official music of the NASA Mars Odyssey mission, and the release of the album coincides with the probe's



Overhaul and string of new signings domestic breakthroughs in the future

Entering the fourth quarter with a broad spectrum of potential winners, while work continues building a new UK roster. By James Roberts



Sony's autumn schedule

including Bar Wars (a tie in with Channel 4), Northern Exposure (mixed by Sasha & John Digweed), Acoustic Chill-Out and God's Kitchen. Ball has also bolstered Sony's presence in the home-grown R&B world with the launch of So-Urban, which is about to announce its first major UK garage signing.

With 26th album sales worldwide to their name, Jamiroquai receive the level of attention few other artists at the company can command. The band's fifth album, A Funk Odyssey, is released today (Monday) and the accompanying heavyweight marketing campaign will run through to the

predicted arrival in Mars orbit on October 24.

THE OTHERS OST: Alejandro Amenabar - Sony Classical (October 15th) Starring Nicole Kidman and produced by Tom Cruise, The Others is the English-language debut from head-berrated Spanish director Alejandro Amenabar, who has also composed this score.

MICHAEL JACKSON: Invincible - Epic (October 22) Jackson's first album since 1993's *HIStory* is already one of the most highly-anticipated releases of the year and a Sony worldwide priority. The single 'You Rock My World' is due to precede the album on October 8.

CHARLOTTE CHURCH: Enchantment - Sony Classical (October 22) Church's fourth album includes Broadway standards, classical opera arias, traditional songs and brand new compositions. At the age of 15, Charlotte has already sold more than 1.2m albums in the UK.

INCUBUS: Morning View - Epic (October 22) Following their recent sold-out Britton Academy show, Incubus will support this album with a UK tour early in 2002. A single, 'Wish You Were Here', will be released in November.

TRAVIS: Trail Down The Road 160 - Columbia (October 22) The country artist has already reached the *Billboard* country Top 10 and come gold with half a million sales for this album in the US. **HAGEDIS: Jagged Little Pill -**



Ed Case: album to follow in 2002

festive season and beyond. The album will be supported by a second single, 'You Give Me Something', in November. 'Jamiroquai will be taking up our time and attention for the rest of the year, although we are laying the groundwork for singles by two new acts', says S2 managing director Muff Winwood.

The two acts Winwood and his team are developing are dance-based Heist and mainstream indie rock four-piece Halo. Also recently signed to S2 on a solo deal is Rhianna, who was formerly vocalist for the label's soul act LSK. Looking further ahead,

S2 is preparing for new albums by Des'ree and Reef in 2002.

Aside from Jamiroquai, Sony Music UK's home-grown superstars include Charlotte Church, whose fourth album *Enchantment* is heading Sony Classical's list of releases with mainstream appeal. The release will be supported by a BBC2 documentary on the singer in November. The division is also expecting crossover success with a number of film-based soundtracks, including *Band Of Brothers*, a Michael Kamen score accompanying a new Steven Spielberg and Tom Hanks co-production of the same name.

Columbia (October 22) This album will be preceded by the single 'Where The Party At' in October and the promotion is likely to include a slot at the Mobo.

KITTEE DRACLE - Epic (October 29) The hardcore female rock act return with their second album, which includes a cover of Pink Floyd's 'Run Like Hell'. Following a one-off live show at London's Garage around

release, the band return for a full UK tour in early 2002.

JILL SCOTE: The Experience - Epic (October 29) The Philadelphia-based nu-soul pioneer returns with the follow-up to the critically-acclaimed debut album *Who Is Jill Scott?*. **DESTINY'S CHILD: Emotions - Columbia (November 3)** This album favourite, a cover of the Bee Gees classic and a hit for Samantha Sang,

Kick-starts a significant re-promotion of the album *Survivor*.

TRAIN: Something More - Columbia (November 3) Following the breakthrough success of *Drops Of Jupiter*, a second single from their debut album will coincide with a full-scale marketing push in the run up to Christmas.

JENNIFER LOPEZ: Unreal - Epic (November 5) The fourth single to be lifted from the album *JLo* has been remixed and features guest vocals from rapper Ja Rule. The follow-up to *Ain't It Funny* will relaunch the album, which will feature extra tracks.

CYPRESS HILL: Ico - Columbia (November 5) The studio album follow-up to last year's *Skull & Bones* will be preceded by a single, *Trouble*, on October 22. The act arrive in the UK for promotion around release in mid-October.

TONY BENNETT: Duets - Columbia (November 5) Following in

the other end of the spectrum, a premier league of rock acts star in Sony's autumn schedule. *System Of A Down*, Incubus, Kittle and Hundred Reasons will be joining the long-awaited solo comeback

album from Ozzy Osbourne among the company's leading releases in the genre. With a new 'Born' album also on the horizon, Sony's traditional strength in this market remains unaffaired.

With US repertoire and a handful of home-grown superstars driving the bottom line, the company is confident that the middle ground will be covered by what Stringer calls his 'wild card list'. Such a list includes Super Furry Animals, whose groundbreaking album and DVD release *Rings Around The World* has given the company a serious chance of scooping this year's Mercury Music Prize, due to be announced on September 11. The band also played a well-received live set at the party after the retail sales presentation.

Though Stringer may say it is early days yet for the operation he is building on Great Marlborough Street, he is certainly entering the fourth quarter with a broad spectrum of potential winners. Striking lucky with those 'wild cards' will merely strengthen Sony's hand.

footsteps of Frank Sinatra. Bennett has delivered a collection of collaborations that will please his fanbase.

BARBARA STREISAND: Ico - Columbia (November 12) This album has a festive theme and features a mixture of covers and originals. **MARC ANTHONY: Ico - Columbia (November 12)** The Latin singer-songwriter returns with his second album. It will be preceded by a single, *Tragedy*, on October 29.

WHEATIE: Wombos Granger - Columbia (November 12) This track will be issued as a single (a new version has been recorded with *Maiden's Bruce Dickinson*) ahead of re-promotion of their eponymous debut album.

HUNDRED REASONS: EP - Columbia (November 12) The UK rock act who were signed earlier this year should build on a strong live fanbase with this EP.

NAS: Stillmatic - Columbia (November 12) *Salute Me (The General)* will be issued as a promotional street single ahead of album release. A commercial single release is unconfirmed. **JESSICA SIMPSON: A Little Bit - Columbia (November 19)** Following her recent second album *Irresistible*, the sub-Britney teenager lifts another track as a single.

CREED: Ico - Epic (November 19) The multi-platinum US phenomenon look set to cement their position as one of the world's significant players in the rock field with a highly-anticipated new album.



Jennifer Lopez



Charlotte Church

Victoria Beckham



EMBRACE: If You've Never Been - Hut (September 3) This third album from the Yorkshire indie rockers is a priority for Hut and comes hot on the heels of a summer of festival outings including Gig on the Green and V2001. The band were assisted on production by Brady Drown Boy and Gomez knob twiddler Ken Nelson.

MARIAH CAREY: Gutter - Virgin (September 10) Carey's rescheduled album may well benefit from the extra publicity generated by her recent "breakdown", and is set to receive a significant boost into the Christmas market when the film of the same name premieres in the UK in late November.

BOJ SCAROD: Dig - Virgin (September 10) Veteran Scarods has delivered his first album of new material for more than seven years. It features collaborations with Peach (best known for his days in Toto), Kortchmar (Don Henley, James Taylor) and Hargrove (D'Angelo).

VICTORIA BECKHAM: Victoria Beckham - Virgin (October 1) The posthob Spice Girls' debut long player is currently scheduled to be released two weeks after her debut solo single *No Such An Innocent Girl* bids to

secure her position as the fifth and final member of the girl power gang to score a solo number one. No further singles are yet scheduled in the run-up to Christmas.

Michael Nyman: Film Music 1980-2001 - Virgin (October 5) The godfather of minimalist composition's best-known material is repackaged for the winter moods market. It includes examples of his work for Greenaway films *The Draughtman's Contract*, *Drowning By Numbers* and *The Cook, The Thief, His Wife and Her Lover*.

KELIS: Wonderland - Virgin (October 18) In the UK last month to announce the Mobos shortlist and showcase her new material, Kelis will follow her Mobos presenting stint on October 4 with the release of this second album. A new single, *Young, Fresh And New* is scheduled to appear on October 22.

UR40: Cover Up - Virgin (October 22) The Birmingham reggae veterans mark their 21st anniversary with this new studio album, previewed by the double A-side single *Since I Met You Lady/Sparkle of My Eyes* to be released on October 8.

ICE CUBE: Greatest Hits - Virgin (October 22) US rap and film veteran Ice Cube receives the Greatest Hits treatment, summing up the past 10 years of his prolific solo career.

SMASHING PUMPKINS: Greatest Hits - Hut (October 28) The darlings of post-punk indie rock's first retrospective will initially come in a limited-edition, double-CD package with the second disc containing B-sides.

LENNY KRAVITZ: Lenny - Virgin (October 28) The US showpreneur, self-styled funk rock god is set to reappear with his sixth studio album — the first airing of new material for three years. The album will be previewed by a single one week earlier entitled

Dig In. ATOMIC KITTEN: You Are - Innocent (November 5) Award-winning writing duo Wayne Hector and Steve Mack (Westlife) penned this number, which has been chosen as the sixth release from the Kittens' debut album. It is designed to keep the hugely-



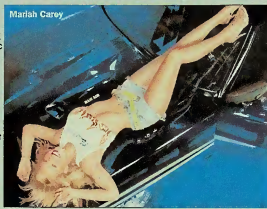
Blue

successful girl pop trio's repackaged album going strong into the Christmas stocking season.

SIMPLE MINDS: Best of - Virgin (November 5) With *Eagle* gearing up to release a new Simple Minds studio album, Virgin has decided to revisit the band's back catalogue for the first Simple Minds best of since 1992's chart-topping *Glistening Prize* 81/92.

SKOOP DOGG: Greatest Hits - Virgin (November 8) The US rapper's prolific 10-year career is captured here on a 16-track greatest hits release.

NICK JAGGER: Visions of Paradise - Virgin



Mariah Carey

(November 12) The Rolling Stones frontman sets out to prove one of the oldest swingers in town still has what it takes with his fourth solo album, the first since 1993's Atlantic-issued *Wandering Spirit*. An as-yet-untitled single is scheduled for release on October 29 to support

the album.

MARTINE MCUTCHEN: Innocent - Innocent (November 19) Innocent neezy pants to tie in with McCutchen's current portrayal of Eliza Doolittle in *My Fair Lady* at London's Theatre Royal for an as-yet-untitled album featuring classic songs from the musicals, **TIMBALAND & MAGDO: Indecent Proposal - Virgin** (November 19) Made famous by his associations with the late Blackground/Virgin artist Aaliyah and his subsequent production work with artists as diverse as Missy Elliott and Beck, Timbaland teams up with rapper partner Magoo once again for

this new album.

BLUE: album - Innocent (November 25) Innocent was yesterday (Sunday) set to enjoy its seventh number one with Blue's second single, *Too Close*, causing it to top spot. The band's debut album — as yet untitled — is scheduled to appear on November 26, preceded by another single, *If You Come Back*, which is scheduled to hit stores on November 12.

EMMA BUNTON: Ina - Virgin (December 4) Follow-up to *Take My Breath Away* from Bunton's spring album is scheduled to boost sales into the Christmas market. The third single from *A Girl Like Me* will look to deliver a second number one single for Bunton.

Restructure focuses Virgin on its

With his new structure in place, Paul Conroy can now concentrate on upgrading the company's UK roster, reports Mary-Louise Harding

The team at Virgin UK can reflect on a tumultuous, uncertain, and — for some — a triumphant year as they digest the latest senior management adjustment and focus on working the crucial fourth quarter release schedule.

Paul Conroy's expected imminent appointment of a Virgin label managing director neatly emphasises the structural evolution the Virgin UK president has sought to instil during the past two years. "We now have a new person to refresh the Virgin area, which is extremely positive for us," he says. Conroy's main impetus in designing the new structure is doubtless fuelled by the desire to revive the Virgin label's A&R focus following the end of the Spice Girls phenomenon.

It is clear that part of the thinking behind the new structure is to allow Dave Boyd to focus on Hut, the imprint which is home to the biggest-selling singles of the year. It also placed Hugh Goldsmith to focus on Innocent while enabling Conroy to concentrate on "one thing and one thing only" — breaking UK acts. "I will now have my three major lieutenants which means the next year can only be exciting for us," says Conroy.

The Virgin Group — and in particular Innocent — enjoyed a cracking start to the year when Atomic Kitten's *Whole Again* flouted the airplay police to become one of the biggest-selling singles of the year. It also placed *Virgin* just behind *Polydor* as runner-up to the first quarter market share crown.

The company slipped into third place behind Universal Island in the second quarter and ended the first six months of the year in third place with a 9.2% market share, but Innocent's success with Atomic Kitten and Blue — who were set to top the



Atomic Kitten: their single success was a cracking start to the year for Innocent

single chart this week — has been remarkable.

In fact, 2001 has been the real breakthrough year for Hugh Goldsmith's pop label. Innocent has an enviable hit strike rate with 25% of all its singles having reached the number one spot, while 75% have charted in the Top 10 and 100% in the Top 40.

An upbeat Goldsmith says the label's figures over the year have been about focus and reflecting the direction in which the market has been heading. "Innocent is a

good advertisement for focus, and keeping a small but tight-by-run operation," he says. He adds he intends to maintain the label's eight-strong team into the next year as he concentrates on the Kittens' US assault, Blue's fledgling success and "two or three" development projects.

"S2 has shown consistently that you can run a small, boutique operation but still bring in a lot of money," he says. "We're making better records, they're getting stronger all the time, and the

important focus for us over the next year is to concentrate on getting airplay and international success."

Elsewhere, with Dave Boyd focusing exclusively on Hut — whose key priority for the fourth quarter is *Embrace* — and the renewed attention being devoted to upgrading Virgin's domestic roster to bring it up to par with its international line-up, it is likely the company will be ying hard to recapture at least the runner-up market share positions on both singles and albums in the first quarter of 2002.

The international push is led by the much-publicised release of Virgin's first album from Mariah Carey, alongside new sets by the likes of Lenny Kravitz, Daft Punk (a live album) and relative newcomer Kelis, who was present in London last week at the unveiling of the nominations for this year's Mobo Awards, which she will be co-hosting. Meanwhile, the company's plans to continue its campaign for Janet Jackson's *All For You* album with a new single and international live dates.

While the domestic roster is at the forefront, international releases such as Mariah Carey and Daft Punk are strong. "I'm happy with what we've got — it's really important we fire on all cylinders," says Conroy.

Add in its enduring strength in compilations — it has had stakes in six of the year's most popular releases to date and its fourth quarter schedule includes the 50th *Nut* compilation — and it will doubtless continue its impressive strike rate in this area of its business as well.

These may be changing times at Virgin, but the company is embarking on a new phase in its history with a solid foundation on which to build.

VIRGIN CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total
Singles	3	5	11	11	30
Albums	1	4	2	1	8
Compilations	4	9	5	7	35

Figures cover Virgin releases* from 1/7/01 to 15/9/01. Virgin's singles market share for the half year was 9.2% making it the third highest-ranked company and the fifth-ranked corporate group. Its half-year albums market share was 6.7%, placing it third on the company rankings and making it the sixth biggest corporate group.

Source: MIA

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THE SHORTLISTS FOR THIS YEARS AWARDS.

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ATOMIC KITTEN FOR ATOMICKITTEN.COM
CRAIG DAVID FOR CRAIGDAVID.CO.UK
FIVE FOR FIVEFORFIVE.COM
GERI HALLIWELL FOR GERI-HALLIWELL.COM
RONAN KEATING FOR RONANKEATING.NET

BEST DANCE ARTIST ONLINE.

GABRIELLE FOR GABRIELLE.CO.UK/LUNDERGROUND
FABYQ SLIM FOR GUTTERANDSTARS.COM
JUDGE JULES FOR SUPERJULES.NET
MJ COLE FOR MJCOLLE.COM

BEST ROCK/ALTERNATIVE ARTIST ONLINE.

GORILLAZ FOR GORILLAZ.COM
MANIC STREET PREACHERS FOR MANICS.CO.UK
RADIOHEAD FOR RADIOHEAD.COM
SUPERGRASS FOR SUPERGRASS.COM
L2 FOR L2.COM

BEST INTERNATIONAL ARTIST ONLINE.

BRITNEY SPEARS, DAFT PUNK, LIMP BIZKIT,
MADONNA, MARILYN MANSON, O-TOWN

BEST MAJOR LABEL ONLINE.

BMG FOR CLICK2MUSIC.COM
SONY FOR GOPOPHITS.COM
SONY FOR HARDPLACE.NET
PARLOPHONE FOR OURLABEL.CO.UK

BEST INDEPENDENT LABEL ONLINE.

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SKINT FOR SKINT.NET
TWISTED NERVE FOR TWISTEDNERVE.CO.UK
WARP RECORDS FOR WARPRECORDS.COM

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SONY.MUSICSTUDIOS.COM

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ARTIST OF THE YEAR.

ATOMIC KITTEN, GORILLAZ, RADIOHEAD, TRAVIS
L2, VICTORIA BECK-HAM

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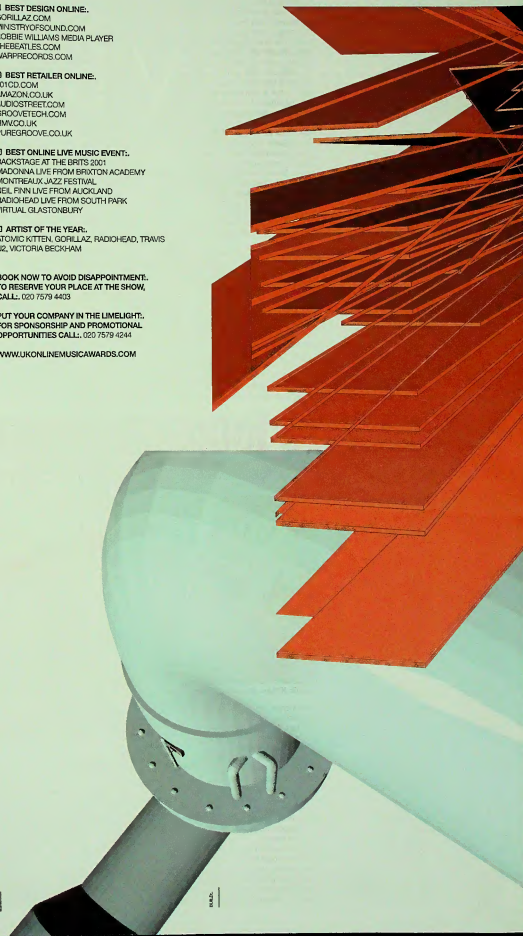
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SINGLE of the week

KYLE MINOUE: Can't Get You Out Of My Head (Parlophone CDR56562). The latest



incarnation of Kyle continues with this taster for her second Parlophone album. This credible pop-punk tune penned by Cathy Dennis becomes unstoppable after multiple listens. A revealing video and healthy airplay (it is Blasted at Radio One) should secure another high chart position. The package includes the previously unreleased *Boy and Rendezvous At Sunset*.

SINGLE reviews



VICTORIA BECKHAM: Not Such An Innocent Girl (Virgin VSCD11816).

After the Trustbusters collaboration, Posh finally releases her solo single proper, taken from her forthcoming debut album. As with previous Spice Girl activity, the cross-media coverage has been intense. In addition to a gimmicky-looking DVD, the single features a remix by Sunship and Robbie Rivera plus the new track in Your Dreams.

ISOMYRA TRAVIS: Side (Independiente ISOM54MS). Travis's penchant for single sides with four letters beginning with S continues with this second offering from the all-conquering The Man Who album. Expect extensive airplay and the impressive UFO-themed video to conjure more sales out of its parent album.

IAN BROWN: F.E.A.R. (Polygram 5872842). This precursor to the album *Music From The Spheres* is an ambitious string-led track marked by the philosophical worldview of the ex-Rose Roses frontman. Intriguing yet ultimately a disappointment, this Radio One Glided single looks unlikely to win Brown any new admirers.

REXHAUSE BASEMENT JAXX: Jus 1 Kiss (XL Recordings XLN5133CDEP). The highlight from the South London duo's current album *Rooty* finally receives a late summer release after months of building at club level. It is accompanied by a cool web campaign with full track and video streaming.

COSMIC ROUGH RIDERS: The Pain Inside (Poptones MC0525CD). The fourth single from their recent album has a laidback quality with riffs that hook the listener early. Having spent much of this year touring, the group are looking to follow their recent success with *Revolution* (in the Top 40). The group have further national dates throughout September and October.

DJ TIESTO: Urban Train (Virgin VCRD95). Tiesto's rising profile should help him score his biggest success to date. This track has been on steady rotation at the key festivals and club events this summer.

FUTURE SOUND OF LONDON: Papua New Guinea (Jumpin' & Pumpin' CDST0104). This dance classic still sounds unusually fresh 10 years down the line. It has been reworked by a variety of producers including Simian, who deconstruct the original and construct one of their ramshackle woody numbers around it.

BEN & JASON: The Wild Things (Go Beat



5872322). The New Acoustic Movement torchbearers follow their acclaimed collaboration with Kinobe with this statey precursor to their third album *Ten Songs About You*. The nation's tastebuds have shifted to accommodate a folkier, earthy sound since the duo's 1999 album *Emotions*, so chart success could be theirs for the taking this time around.

LOVE TATTOO: Drop Some Drums (Positiva CDV1203343). This tribal house track from Australia's Stephen Alkins was initially released as a white label. Backed by DJs from Fatboy Slim to Xpress 2, it now receives a full UK run with three new mixes. **SING-SING: Lung** (Poptones MC0505S). This pop duo unleash a synth-based single taken from their forthcoming debut album. Their first single on Poptones is a limited-edition seven-inch that came with an Eighties electronic sound, and follows last year's well-received *Feels Like Summer*.

DISLOCATED STYLES: Fire In The Hole (Roadrunner 23203343). Fresh from dates at Reading and Leeds (not to mention the Kerrang! Awards), the latest rockers to cross the pond are making friends in the UK. With a funkier edge than most of their nu-metal peers, they look in a good position to build their profile with this release.

ABC: Peace And Anarchy (Mercury PEACEC1). Having recently supported Robbie Williams on his sell-out UK stadium tour, the Eighties stars follow up with new material featured on the latest *Mercury* album. This track showcases their authentic vocals and laidback Eighties beats.

R KELLY: Feelin' On Yo Booty (Jive 9252592). Taken from his fifth album which has enjoyed multi-platinum success, this laidback R&B track features a mix from Kelly himself as well as additional Dirty South and Hypnosis remixes. Originally a ballad on the album, the track precedes a UK tour. Kelly's first in five years.

JAMES HOLDEN: One For The Road (Siver Planet SILVER34). This synth-pop slice of progressive trance from rising star Holden is currently burning up dancefloors in Ibiza and beyond. Alongside mixes from Brancaccio & Asher and Altitude, the stand-out is the tough, bass-heavy Oliver Klein remix.

SATOSHI TOMIIE: Atari (Dough 6714806). Fresh from club success with *Love In Traffic*, Tommie returns with this smooth track featuring Japanese singer Kleinenberg's *Global Underground* mix CD. It should win a warm response at retail.

STARSLAILOR: Alcoholic (EMI-Chrysalis CDCHS333). This piano-led emotionally-charged ballad was added to Radio One (B-list), Xfm, Virgin, MTV, The Box and VH1 playlists weeks ago and looks set to follow the same path as previous Top 20 singles onto TOTP. Interest in the band is justifiably hotting up in anticipation of their debut album, which is due out on October 8, and their 16-date UK tour around the same time.

ALBUM of the week

MACY GRAY: The Id (Epic 67188262).

The title track Sweet Bay (featuring



Erykah Badu) is a strong, catchy-laden soul-lite number that has won the hearts of Radio One (A-list) and Radio 2 (B-list), placing it just within the Top 20 airplay chart. The album should similarly sweeten the numerous fans of her first effort in enough numbers to make this one of the biggest albums of the autumn/winter coffee-table season.



ALBUM reviews



THE ZEPHYRS: When The Sky Comes Down It Comes Down On Your Head (Southpaw PANC02). This is a wistful, contemplative melancholia from brothers Stuart and

David Nicol. On this debut they are joined by Sean O'Hagan and members of Arab Strap and Mojave 3. It is a seamless blend of left-field songwriting and dreamy post-rock textures sprinkled with poignant brass and subtle strings.

REBEKAH SAMANTHA MUMBA: Gotta Tell You (Polydor 5892502). Originally released last year, this Irish sensation's debut album receives a revamp in light of the mix of her current single *Come On Over* and a nomination for best album at the Mobos. Ultimately a pure pop album with an R&B head, it deserves all the attention this re-release will no doubt give it.

PARLURE: Before The Storm (Neo 74321 86852523). This nine-track collection includes the Scandinavian dance act's Top Five singles *Sandstrom* and *Feel The Beat* and follows the release of their latest single *Out Of Control*. Not straying far from their anthemic house style, it may well reinforce Darude's place in the crossover market.

RADIOACTIVE MAN: Radioactive Man (Rotter's Golf Club RCD00001). Keith Tenniwood goes all in on this impressive debut for his Two Lone Swordsman partner Andrew Weatherall's nascent label. The nine pieces of lead yet affecting electro threaten to surpass Tenniwood's dayjob band at this time. Fans of the esoteric will love this thrilling ride round the underbelly of dance.

TORI AMOS: Strange Little Girls (East West/Atlantic 7567 834 862). Preceding a mammoth US tour, the US artist is set to release her sixth album with her familiar folk flourishes and haunting vocals. Very much a thoughtful, melancholy collection, it includes songs by Dopeola Mode, Lennon/McCartney and Lou Reed.

VARIOUS: Groovejet - The Compilation (Pagan PAGANCD1015). Club hits from acts such as Hybrid, Fatboy Slim and Moloko converge on this collection themed around Groovejet events around the globe. It is not groundbreaking, but is a suitable memory jogger for those who attended.

VARIOUS: The Latin Sound of Pacha (Tommy Boy TBCD11522). This is a funky Brazilian best-of affair that benefits from

the mixing skills of resident DJ Kiko Navarro. With tracks from Bob Sinclar and Masters At Work, this jazz-flecked collection is a perfect breezy summer listen.

VARIOUS: God's Kitchen - The True Sound of a Clubbing Summer (Incredible 5044892). This fruit of a partnership between Midlands superclub God's Kitchen and Sory is an unashamed trip to the nation's trancier, more commercial dancefloors. It may not win critical acclaim but, as the success of Ian Van Dahl shows, demand remains huge.

VARIOUS: House Warning 01 (R.02 REP4947). Released by Repetition - the label behind the Comfort Zone chillout series - this is a quality selection of deep house. Featuring soulful reworkings of tracks by Weekender, Bent and Everything But The Girl, it's a great warm up for the early days of autumn.

VARIOUS: Skye Presents The Breaks IV (Harmless HURTD0036). Relentless unless another impeccable slice of Seventies soul and funk tunes sampled by today's dance acts. Alongside tracks from Edwin Starr, The Turtles and The Emotions, there is a wealth of funk nuggets well worth investigating.

VARIOUS: Steve Rachmad In The Mix (Music Man MMCD 014). Sublime yet funk-up techno from Amsterdam-born DJ Steve Rachmad. In *The Mix* waxes waver after wave of hypnotic beats with energetic passion. Steeped in the US Detroit scene, Rachmad now counts among his fans Laurent Garnier, Sven Vath and Carl Cox.

RASITES: Urban Regeneration (Jet Star JSCD1013). With the likes of Morgan Heritage brooding the appeal of roots reggae, Jet Star has high hopes for this London-based outfit. A promising debut, it deserves to reach a wider audience.

VARIOUS: Foundations Grante (Bedrock FOUND02C). Following the successful US release of its *Foundations* album, Bedrock unleashes this new collection of unreleased tracks. Mixes of club hits from acts such as Jimmy Van M, Bedrock and Steve Lawler should attract the many fans of the label.

Here new releases

Audio clips from the releases marked with this icon can be heard on dotmusic.com/reviews

This week's reviews: Dugald Baird, Claire Bond, Phil Brooke, Hamish Champ, Mary-Louise Harding, Chris Heath, Owen Lawrence, James Roberts and Simon Ward.



SPACEMAN: Let It Come Down (Spaceman/Arista SPACEMAN001). The fourth studio album from Jason Pierce & Co sees them in a more relaxed, reflective mood. The songs here were constructed with a full orchestra in mind, rather than the traditional band set up, resulting in a lush, flowing album richly embroidered with strings and Jason Pierce's love-lorn lyrics. While *Let It Come Down* is not as big-hearted as their previous work, it is still a stunning achievement. A 13-piece lineup will be touring in the autumn.

WILL SUPER FURRY ANIMALS ALBUMS ADOPTION OF DVD FORMAT BY THE M

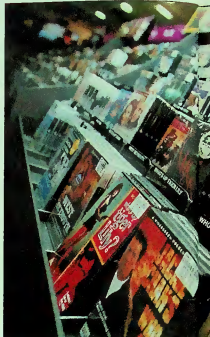
As the unprecedented success of DVD continues in the UK, the music industry is finally beginning to realise the potential of the format. Claire Bond reports.

As rapid as DVD's rise to prominence has been, the challenge of toppling the established format is one that is never going to be accomplished overnight. So it is that, to the naked eye, DVD remains a clear runner-up to clunky old VHS in market share terms. Nonetheless, since DVD's launch in 1998 the format has seen phenomenal growth, with software sales volumes growing from 190,000 in 1998 to 16.6m in 2000.

This year alone has seen an increase in sales volume of 134% to date, in comparison with a 16% increase for VHS cassettes. With the ever-lucrative fourth quarter still to come, the DVD looks set to escalate its war on VHS yet further. Of the 24m households in the UK which currently own a VCR, 1.7m are now the proud owners of a DVD player. The DVD Committee of the British Video Association (BVA) expects player penetration to hit 2m by Christmas,



HMV: the chain has been refitting its stores to cope with the increase in DVD sales



On the racks: DVD sales are up by an amazing 134%

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The DVD Committee intends to initiate a strategic marketing campaign for the fourth quarter that will broaden the appeal of DVD out beyond males in their twenties and thirties and towards the key family market. "We want to try and illustrate an appeal to families to show what DVD can do for them," says DVD Committee spokesperson Alison Moran. "Our forthcoming generic DVD campaign includes the input of a number of manufacturers and distributors and is looking to demystify the issues surrounding DVD."

The national campaign is expected to include a number of editorial features in family press and women's consumer magazines as well as the distribution of a promotional leaflet. The committee aims to broaden the appeal of the DVD market, expanding their target audience.

The singular adventures of the DVD

The singles market may currently be down around 20% on 2000 — a year in which singles sales declined by almost 19% — but behind that rather unsettling state of affairs there is still room for modest success stories. The DVD single is by no means a fixture of the singles chart — indeed, there have been just 16 chart-eligible examples this year — but the surprisingly enthusiastic uptake appears to reflect the increasing popularity of the format among a young, pop-friendly audience.

Universal and Warner labels have been the earliest adopters of the format as a singles medium. The former has produced the three best-selling DVDs of the year to date in Hear'Say's Pure and Simple, Limp Bizkit's Rollin' and U2's Elevation, on Polydor, Interscope/Polydor and Universal-Island respectively.

Warner, meanwhile, furnishes virtually the remainder of the CIN DVD singles chart, with entries from Linkin Park,

Across the industry, suppliers are extolling the benefits of the format to maximise uptake among those record companies who may have been reticent so far.

"Many labels have begun by releasing their catalogue releases, but as the DVD format becomes bigger and better there is a new avenue for releasing new material," says Anthony Daly, business development manager, audio at Sonopress, which is planning to educate music industry cynics, probably through a forthcoming seminar. Providing informative discussion surrounding both the commercial and technical aspects of DVD development, the manufacturer hopes to expand the music industry's appreciation of DVD and encourage their further support.

"We've found people are taking DVD more seriously now, and we want to continue to develop and support that," says Daly. "We are still in the very early stages, but people are certainly warming to the format."

Certainly, the changing face of High Street video departments provides ample evidence of that fact. All retailers are positive about the consistent performance of DVD and aim to continue to develop their in-store representation.

"A lot of time has been spent re-fitting our stores this year in anticipation of the next six months' growth on the format," says HMV product manager for UK and Ireland Ian Dawson. The chain recently

"People are taking DVD more seriously now. We are still in the early stages, but people are warming to the format" — Anthony Daly, Sonopress

Sugababes, New Order and David Gray, plus two from REM.

On the face of it, the opportunity to distribute a band's video as a companion piece to the single is a hugely attractive one, at a time when most expensive promos are rarely glimpsed on terrestrial television, and many others are ignored by satellite channels. The CIN rules on eligibility are no more strict than those for CD releases, allowing three tracks up to 20 minutes in total, plus the video for the single edit and a maximum of four other 20-second video clips.

Add to this the fact that the costs of authoring and manufacturing DVDs have fallen considerably since the release of the UK's first DVD single, Björk's All Is Full of Love in 1999 on One Little Indian, and it becomes apparent that hardware penetration is virtually the only obstacle to a flood of DVD-video singles.

One Little Indian recently released



Ian Dawson: DVD now accounts for the majority of music video sales in HMV's stores



Anthony Daly: Sonopress is planning to educate the cynics in the music industry

announced impressive annual and twelve-week trading figures, which have been partly attributed to the rapid growth in the DVD market.

"Feature films and music DVD have been the areas of fastest change, with DVD now accounting for the majority of sales across most music video genres in our stores," says Dawson. Although VHS continues to produce more revenue than DVD at present, HMV, for one, anticipates that this will not remain the case for much longer.

"At the current rate of growth DVD is likely to overtake VHS in value terms for us in the first quarter of next year. Some big DVD titles have already helped to achieve this in individual weeks," says Dawson.

Tag Recordz, video and DVD product manager at Tower Records, is more

circumspect with regard to the facts of VHS, but believes the longevity of the DVD format is one of the reasons for the new format's success. "DVD continues to provide pristine quality. It doesn't degrade, unlike VHS, and with a number of consumers now swaying towards the home cinema system it is now far more advanced than its Pro-Logic predecessor." Tower remains committed as ever to VHS, however with the market still remaining relatively strong. "There is certainly still life left in video. Last year saw the largest sales of VHS hardware and I believe it has still got a long way to go."

The last three years has certainly seen the value of the UK DVD market soar, climbing last year with a total value of £264m. This steady increase has been counteracted by the fluctuating VHS sales, which hit a new peak of £1,104m last year, despite having dropped to a queasy £882m in 1999. The first half of this year has seen DVD sales equate to more than 25% of the video software market. However, as BVA director general Lavinia Caroy points

TOP 10 DVD SINGLES

- 1 PURE AND SIMPLE Hear'Say (Polydor)
- 2 ROLLIN' Limp Bizkit (Interscope)
- 3 ELEVATION U2 (Island)
- 4 CRAWLING Linkin Park (Warner Bros)
- 5 IMITATION OF LIFE REM (Warner Bros)
- 6 BURN BABY BURN Ash (Interscope)
- 7 THE ROCK SHOW Blink-182 (MCA)
- 8 RUN FOR COVER Sugababes (London)
- 9 CRYSTAL New Order (London)
- 10 ALL THE WAY TO RENO REM (Warner Bros)

Top 10 covers 33 weeks to August 18 2001
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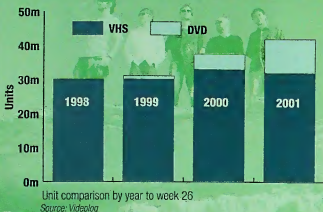
its second DVD single, for Björk's Hidden Place, and head of marketing Rob Jefferson says the first week sales were roughly equivalent to those of the CD version. While such a result tests us much about both the demographic of the singer's fanbase and her reputation for great promos, no such case could be made for Hear'Say's, whose Pure And

Simple DVD single sold more than 50,000 copies in March and April — albeit from a total of more than a million sales across all formats.

Understandably, mastering, authoring and production houses Abbey Road Interactive are keen to encourage record labels to have fun with their formats, and has recently created DVD singles for New Order's Crystal, U2's Elevation and Emma Bunton's Take My Breath Away.

"After the first Björk one, nothing much happened, and then all of a sudden people have started popping up and requesting DVD singles," says creative director Sam Harvey. "Basically the costs are putting together the video, which you would do anyway, and then trying to find something a bit different for the extra clips. Given that record companies are already doing enhanced CD singles for the average artist, it doesn't actually cost that much more."

HOW DVD AND VHS SOFTWARE SALES COMPARE



out, it is still quite early to compare the two markets.

"DVD is such an immature market at present and doesn't have a seasonal pattern of sales growth as yet," says Carey. "Whereas VHS sales grow at Easter and Christmas when they are bought as presents, DVDs are still being tested by the consumer and are often bought (by the consumer) for themselves." Carey also suggests that the fluctuation in VHS sales may be a reflection on the material being released rather than the format itself. "It is often the strength of the product rather than consumer habits that are reflected in sales results. If strong titles are due to come out you would expect better results," she says. From a music point of view, the field of forthcoming titles is suitably eclectic, with releases planned on behalf of artists as diverse as Sonic Youth, The Clash, Craig

David and Kylie Minogue. In total, 4,181 titles were available on DVD in the UK as of June 2001 — up from just 28 three years earlier.

"Its success is due to the fact that it delivers," says Andy Armstrong, marketing director at Columbia Tristar Home Entertainment UK, which claims half of the DVD Top 10 for the year to date with *Snatch*, *Crouching Tiger Hidden Dragon*, *Hollow Man*, *The Patriot* and *Charlie's Angels*. "We focus on the quality aspect of DVD and its unique selling points, and then we invest time and effort in added value."

For reasons that no-one is entirely able to define for certain, DVD has proved

'The UK seems to have taken to DVD, possibly because consumers are more technologically savvy' — Andy Armstrong, Columbia Tristar

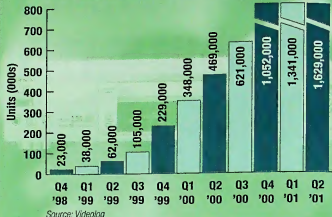
especially successful in the UK, helping to promote both international titles as well as homegrown talent. "The UK certainly seems to have taken to the format slightly quicker than the US," says Armstrong. "It has performed more strongly than in other European territories, possibly because consumers in the UK are more technologically savvy and have bought into the format."

Of course, it is not just the film industry that is to benefit from recent advances in home entertainment technology. Music videos are also crossing boundaries with a number of DVD-only releases appearing on the market and having an impact on the charts. *Super Furry Animals'* *Rings Around*

The World album — the band's first on Epic — was released as a joint CD/DVD venture, reaching the top spot in the DVD chart and selling in excess of 6,000 copies in its first week on sale. Such success stories have contributed to DVD's burgeoning reputation as the second-most important music genre, not least with the recent launch of DVD-Audio which, along with Super Audio CD, stands as a more-or-less direct competitor to CD.

"We really believe in DVD-Audio," says Paul Chesney, Discronics vice president of DVD sales and marketing, Europe. "As yet there are still not many content providers, and that is unlikely to change before the end of this year. The fourth quarter largely involves promotion of new major releases and this format is more likely to make you appreciate the superior quality of your catalogue releases."

HOW INSTALLATION OF DVD PLAYERS HAS GROWN



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Booking deadline: 26 September
Copy deadline: 3 October

To advertise in this feature please contact Scott Green on 020 7579 4451

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CMP Information Ltd, Ludgate House, 7th Floor North,

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