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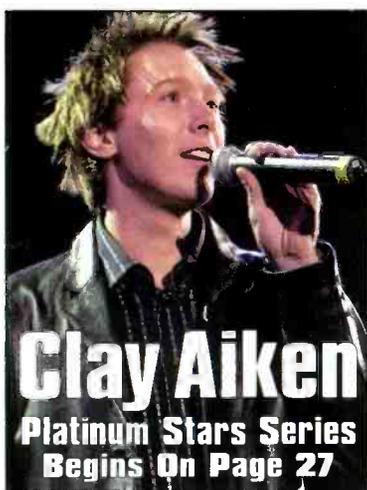
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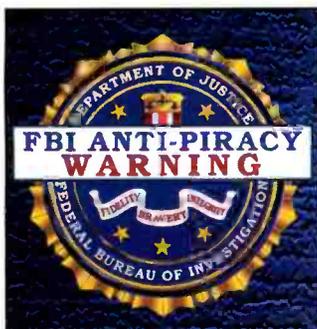
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Platinum Stars Series
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HOT SPOTS



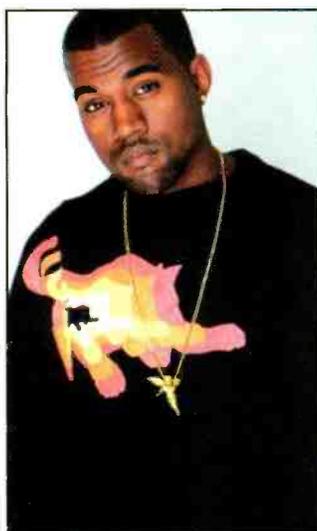
7 Shining Brightly

Rock band the Darkness descends upon the Brit Awards, claiming three trophies.



12 Putting Their Stamp On It

The Recording Industry Assn. of America and the FBI pact for voluntary anti-piracy stickers on music releases.



37 'Dropout' Makes The Grade

Producer Kanye West, known for working with such artists as Jay-Z, makes his debut on Roc-a-Fella/Def Jam.

Norah Sends A Valentine To Retailers

BY CHRISTOPHER WALSH

NEW YORK—Love, Norah and a solid Grammy show can do wonders for slumping record sales.

The industry has long been pining for the kind of retail performance sparked last week by the convergence of the Grammy Awards, Valentine's Day and a cluster of new releases, led by Norah Jones' "Feels Like Home."

But the question now is, can the industry capitalize on it?

"Everyone knows Valentine's Day and Grammy day, or Father's Day, Mother's Day, Easter," says Joy Feuer, VP of sales for Capitol Records.

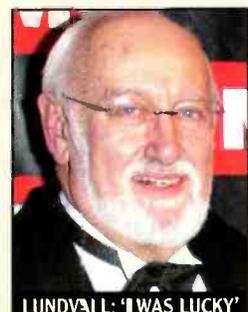
"These are certain pinnacles where people go out and buy records. We need to create these sorts of weeks just with the setup of records," she says. "It can't be

(Continued on page 77)

EMI's Lundvall On Winning Streak

BY DAN OUELLETTE

NEW YORK—"I signed an original," says Bruce Lundvall, president/CEO of EMI Jazz & Classics. "It was just that simple." He's talking about Norah Jones, whose sophomore album, "Feels Like Home" on Blue Note Records, debuts at No. 1 on The Billboard 200 this issue.



LUNDVALL: 'I WAS LUCKY'

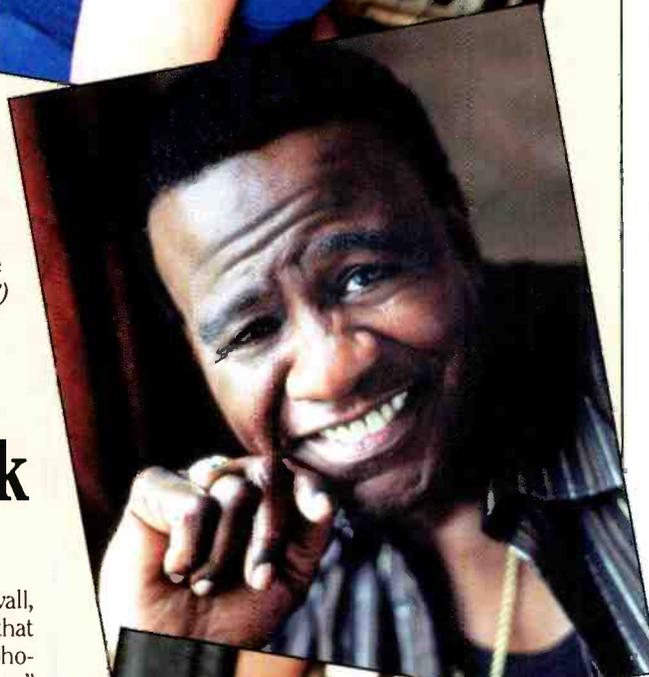
The highly anticipated follow-up to her phenomenal, 18 million-selling 2002 debut, "Come Away With Me," sold 1.02 million copies in its first week, according to Nielsen SoundScan.

"People are hungry for the kind of real music she plays," Lundvall says. "The melodies are lovely, and there's no screaming and yelling."

While his résumé is packed with successes, Lundvall today is being heralded as a modern-day miracle worker who is thriving during the industry-wide slump. In

(Continued on page 77)

Lundvall's signings, pictured from top: Norah Jones, Al Green and Wynton Marsalis.



Label Cuts Put Crimp On Artists

Quest For Savings Redefines Art Of Deal

A Billboard staff report

As record companies cut costs—in some cases, dramatically—stem losses, artists are feeling the squeeze.

From majors to independents, labels are re-evaluating contracts, negotiating tougher deals, curbing studio time and in some cases limiting the number of tracks on an album, mainly to save money.

"It's not about contract flexibility," RCA Label Group chairman Joe Galante says. "It's about the reality of the marketplace."

"Promotion costs more money. Pricing and positioning cost more money. Video costs more money. There isn't anything that we're doing

(Continued on page 73)

Labels Get Aggressive With DVDs

BY JILL KIPNIS

LOS ANGELES—Through increased focus, expanded release slates and aggressive pricing, the major labels are stepping up their commitment to DVDs.

"We are at the tip of the iceberg. DVD momentum is growing," says Phil Quartararo, president of EMI Music Marketing (EMM)/executive VP of EMI Music North America.

In addition to significantly increasing the number of releases that include DVDs, in some cases labels are creating new departments to handle the format.

Across the board, labels say that they are beefing up their DVD focus because titles with a CD/DVD combo, a DVD video single or a long-form DVD video account for a growing chunk of music sales.

(Continued on page 75)



STEALTH FIGHTER-INSPIRED, BUT SADLY VISIBLE TO POLICE RADAR

XLR has an air-slicing architecture inspired by the Stealth Fighter. And with a 320-hp engine that delivers 0-60 in 5.9 seconds, it can really take off. Other cutting-edge technology includes MRC, the world's fastest-reacting suspension system, that provides performance without the punishment. A word of caution: XLR cannot fly under the radar.





XLR

Top Albums

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Unpublished
No. 1 on this week's unpublished charts

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CLASSICAL Crossover	
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JAZZ	
HARRY CONNICK, JR.	Only You
JAZZ/CONTEMPORARY	
NORAH JONES	Come Away With Me
KID AUDIO	
THE CHEETAH GIRLS	The Cheetah Girls (EP)
NEW AGE	
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8 A reorganization of EMI Christian Music Group leads to a 10% decrease in staff.

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33 STEPHANIE MILLS

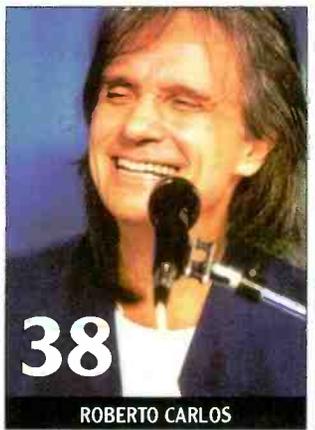
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38 ROBERTO CARLOS

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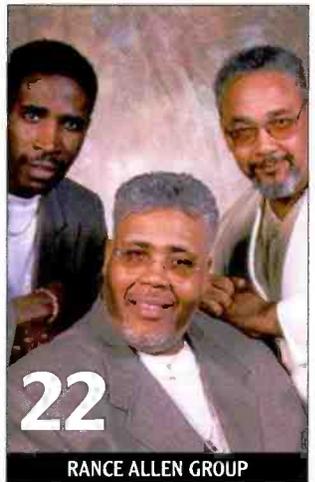
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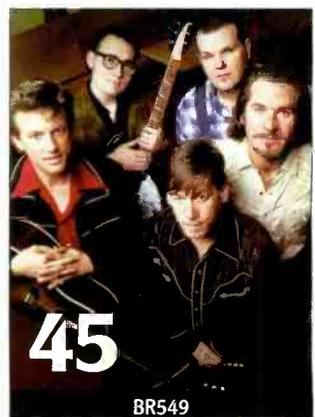


22 RANCE ALLEN GROUP

QUOTE OF THE WEEK

6 The industry is too quick to point to every other thing except the music that they're putting out as the reason for sales being up or down.

ARISTA ASSOCIATED LABELS' LARRY HAMBY
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THE DARKNESS: CAPPING A WHIRLWIND YEAR WITH THREE AWARDS

Darkness Shines At Brits

U.K. Rock Sensation Nabs Three Trophies, Ready To 'Blow Up'

BY EMMANUEL LEGRAND and LARS BRANDLE

LONDON—"We should thank our collective parents for bestowing on us the gift of rock."

There was some British irony in this one-liner from the Darkness frontman Justin Hawkins after he accepted one of the three awards the band received during the 24th edition of the Brit Awards, held here Feb. 17.

"It is post-ironic irony, and that doesn't always travel," admits Korda Marshall, managing director of Warner Music U.K.'s imprint East West. "But they're an incredibly talented band and a brilliant bunch of musicians, and the songs are great. That's why it's so successful."

In less than 12 months, the rock band went from being an unsigned act playing small clubs to one of the most successful British groups and a worldwide phenomenon. The band's success has been propelled by hit single "I Believe in a Thing Called Love" and the group's outlandish stage antics.

It did not take long for the band's success to be acknowledged in its homeland, as the Darkness took home three Brits: best British album for "Permission to Land" (Must

Destroy/East West), best British group and British rock act, a new category introduced this year.

"The Darkness are good musicians; they're funny and courageous. I am delighted that they won," says Lucian Grainge, chairman/CEO of Universal Music U.K. and co-chairman of the Brits.

"They have put an awful lot of attention in being part of the show. They have ambition and hunger, and that's what makes them different," Grainge adds.

Marshall adds: "They're really hard workers, and they're in it for the long run. Because it's taken them a long time to get to where they are now, they are very conscious of who they are, what they do and how lucky they are."

Marshall says "Permission to Land" has shifted 498,000 copies in the United States, 1.2 million in the United Kingdom and nearly 400,000 in the rest of Europe. The album, released by Atlantic in the United States, is No. 48 on The Billboard 200 this issue.

He says the band is primed for four U.S. tours between now and Christmas, including one that begins March 19, (Continued on page 76)

UMPG Launches Christian Music Publishing Arm

BY DEBORAH EVANS PRICE

NASHVILLE—Universal Music Publishing Group (UMPG) is staking a claim in the Christian music business with the launch of Universal Christian Music Publishing.

"It's an area that we've had our eye on for a while," says David Renzer, worldwide president of UMPG. "By launching this new division, we really want to announce to this community that this is an area of music that we're serious about, and we want to look at all opportunities."

The Christian and gospel music division will be based here. It will focus on catalog acquisition, signing and developing songwriters and securing cuts on songs in the UMPG catalog, which includes such noted

copyrights as the Grammy Award-winning Eric Clapton anthem "Change the World," Debby Boone's classic "You Light Up My Life" and Bob Carlisle's multiformat hit "Butterfly Kisses."

The first deal for the new arm is a joint venture between UMPG and Christian publishing veteran Michael Puryear and his company, Final Four Music. Formerly VP of BMG's Christian music publishing group, Puryear is also a songwriter with hits to his credit by Point of Grace, Bruce Carroll and Larnelle Harris, among others.

Puryear will report to Pat Higdon, senior VP/GM of UMPG Nashville, and will develop new songwriters and pitch existing songs in the Uni- (Continued on page 76)

Multifaceted Deal Links Rosa, AEG

BY RAY WADDELL

In a ground-breaking artist-development strategy, AEG Live will bankroll Columbia artist Robi Draco Rosa's touring efforts in exchange for

exclusive representation in the United States and Latin America.

The deal, which covers two albums and subsequent tours, provides support for Rosa for live performances and showcases, beginning with "Mad Love," which bows March 30. The agreement guarantees that Rosa will tour for both albums.

In return for investing in Rosa's career, AEG participates financially in all things touring-related, including performance CDs and DVDs, TV spe-

cial, live broadcasts and merchandise.

The first AEG-produced showcases were Feb. 18-19 at the El Rey in Los Angeles. Showcases will also be held Feb. 24-25 at the Supper Club in New York.



ROSA: 'AN ACT WORTH BETTING ON'

The deal is designed to leave the tour support to those that know touring, freeing up label dollars to market the act in other ways. "We're putting up what would traditionally be record-company tour support; [we're] buying an option to be involved with Robi," says Randy Phillips, chairman of AEG Live.

"AEG believes in long-term careers and artist development, and after they heard [Rosa's] music, they wanted to (Continued on page 76)

Velasquez's Label Dream

Artist Launches Imprint

BY DEBORAH EVANS PRICE

NASHVILLE—Word recording artist Jaci Velasquez is launching her own record label, Apostrophe Records.

Singer/songwriter Michael Cook is the first signing to Apostrophe. Velasquez is currently negotiating a distribution deal for the new venture.

In an exclusive interview with *Billboard*, Velasquez says that launching her own label had long been a dream.

"I wanted to help out other artists, because somebody helped me out along the way," Velasquez says. "When Michael Cook came along, I said, 'He's amazing, and now is the time!'"

A multiple-Gospel Music Assn. Dove Award winner, Velasquez

signed with Word Records at 15 and became one of the Christian industry's top female vocalists. The 24-year-old artist has also achieved success in the Latin community through Sony Discos and starred last year in the film "Chasing Papi." Velasquez is negotiating a new Latin music deal, but she will remain with Word Records for her Christian

(Continued on page 24)

Velasquez has tapped family members for key roles at her new label. Her mother and brother will be CFO and VP of A&R, respectively.



UMVD Unveils New DVD Unit

BY JILL KIPNIS

LOS ANGELES—In an effort to grab a bigger piece of the growing DVD sales pie, Universal Music & Video Distribution has created a new video arm, UMVD Visual Entertainment.

UMVD Visual Entertainment, which officially launched Feb. 17, will immediately focus on acquiring and distributing DVDs outside of UMVD's existing pipeline of video product.

Its first deal is with Westlake Village, Calif.-based Trinity Home Entertainment. Beginning in late April, UMVD Visual Entertainment will begin releasing a group of about 50 of Trinity's budget line film titles.

UMVD president Jim Urie expects the distribution road to widen.

"We don't have any preconceived ideas about what kind of product we will wind up with," Urie says.

"We were very conscious when we named the company to leave the door open to other things, videogames being one area. Who knows what will come in the future?"

The idea of launching a new video division was first discussed last fall, Urie says. "The decision was driven by the quality of video product out there. There are more people carrying DVDs than ever, and more people are buying [them] than ever. It seemed like the perfect time to do this."

FOLLOWING AN URBAN TRAIL

Urie says the deal with Trinity is a fitting way to introduce UMVD Visual Entertainment. "We have whispered this to a few retailers ahead of time," he says. "Trinity's urban titles are great for us. When you look at the music side of the business, we have a 52% market share in urban."

Approximately 15 of the first 50 Trinity titles going through UMVD Visual Entertainment are urban-

oriented features. Others will be chosen from Trinity's direct-to-video, documentary and music DVD library. Each will be priced at \$6.98.

"We felt that being aligned with such a large distribution company that is represented in most of the major accounts would open some great distribution channels for us," Trinity president Phil Knowles says.

Currently, Trinity's product is mainly self-distributed. The company will continue to distribute its rental titles on its own.

Urie says that retailers should expect UMVD Visual Entertainment to release a range of DVDs at varying price points.

He notes that the division will "not

be saturated in one genre" and that UMVD is discussing possible deals for product that will range in price from less than \$10 to more than \$30.

He could not comment on any other deals in the works.

UMVD Visual Entertainment will handle much of the marketing duties for the Trinity

releases. Urie says that future deals may require hiring more marketing staff.

"Certainly, that will be a piece of the company that will continue to ramp up," he says. "Today, we don't have people that are there to specifically market fitness video. We know that we will have to have those people."

Urie says that UMVD has a "very aggressive" number for where it wants sales to be by the end of 2005. He could not project sales for 2004. Right now, he says the goal is to aim for "smart growth."

"It would be very easy to go out and sign a lot of deals and have a lot of product that wasn't getting the attention it deserves," he says. "The challenge is to get a manageable amount of product. How long it takes us to get the deals in place depends on the sales dollars this year."



URIE: WANTS 'SMART GROWTH'

Sony Gets New Global A&R VP

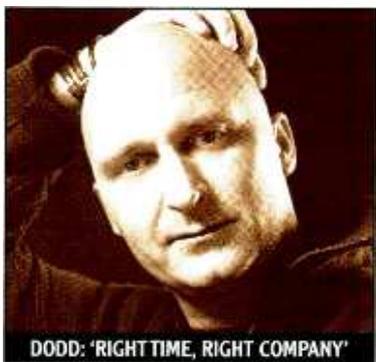
BY EMMANUEL LEGRAND

LONDON—Sony Music International (SMI) has secured a high-caliber A&R man in Martin Dodd, former Zomba senior VP of A&R, who has worked with such acts as 'N Sync, Britney Spears and Backstreet Boys.

Dodd started working for Sony Music in early January (*Billboard* Bulletin, Jan. 8), but his appointment was only made official last week.

With the title of senior VP of worldwide A&R, Dodd reports to SMI president Rick Dobbis.

Danish-born Dodd was one of the



DODD: 'RIGHTTIME, RIGHT COMPANY'

architects of the success of Jive in the '90s, serving from August 1992 to Sep-

tember 2002 as senior VP of A&R for Zomba Europe.

Dodd was also instrumental in setting up in the '90s the Stockholm-based Cheiron Production Facility, a joint venture between Zomba and producers Dennis Pop and Max Martin.

"There are some very talented A&R people, but it does not come too often when one is available," says Dobbis, who had been in talks with Dodd for two years to get him to join Sony. "We wanted to be in business with Martin, so we were aggressive" (Continued on page 76)

Elvis Crespo Signs With Rapidly Expanding Olé

BY LEILA COBO

MIAMI—Olé Music, the record label launched last year by former Sony Discos chairman Oscar Llord, is gaining visibility with the signing of merengue star Elvis Crespo.

Crespo says the move to Olé made sense following his departure from Sony early this year.

"Now that I'm no longer with Sony and that [Llord] has a label, what better way to begin the process of releasing my new album?" he asks.

The process not only includes releasing Crespo's new

album under Olé Music in May but encompasses a management deal signed with artist management company the Network.

Both the Network and Olé Music are part of a larger company, Oscar Llord Entertainment (Olé), which includes music and video facilities (EQ's), a concert promotion arm (Encore Events), a publishing company (Ventura Music) and a production company (Musica Futura International).

Three of these divisions—Musica Futura, EQ's and Ventura—were already up and running during Llord's tenure at Sony; in fact, many Sony artists recorded Ventura repertoire

at Llord's Extreme Music studios.

"In order to profitably achieve results today, you need to have a wider lens than in the past, where you had a management company separate from the record label, the promotion company and the publishing," Llord says.

"The approach for Olé is to be able to pursue all aspects of the business jointly and [in a] well-coordinated [manner]. In turn, we will provide a very strong support system for the artists in the Olé roster."

Llord started Olé June 1, 2003, literally the day after he left (Continued on page 24)

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KEN NELSON

SONG OF THE YEAR

"Dance With My Father"
RICHARD MARX
LUTHER VANDROSS

ALBUM OF THE YEAR

**Speakerboxxx/
The Love Below**
OUTKAST
BRIAN PATORALSKI

Best Male Pop Vocal Performance
"Cry Me A River"
JUSTIN TIMBERLAKE

Best Pop Performance By A Duo Or Group With Vocal
"Underneath It All"
NO DOUBT

Best Pop Collaborator With Vocals
"Whenever I Say Your Name"
MARY J. BLIGE

Best Pop Instrumental Performance
"Marwa Blues"
GEORGE HARRISON (PRS)

Best Pop Vocal Album
Justified
JUSTIN TIMBERLAKE

Best Dance Recording
"Come Into My World"
KYLIE MINOGUE (APRA)
ROB DAVIS (PRS)
CATHERINE DENNIS (PRS)
BRUCE ELLIOTT-SMITH (PRS)

Best Traditional Pop Vocal Album
A Wonderful World
TONY BENNETT
K.D. LANG

Best Male Rock Vocal Performance
"Graveyard"
DAVE MATTHEWS

Best Rock Performance By A Duo Or Group With Vocal
"Disorder In The House"
BRUCE SPRINGSTEEN

Best Metal Performance
"St. Anger"
METALLICA

Best Rock Instrumental Performance
"Plan B"
JEFF BECK (PRS)

Best Rock Album
One By One
FOO FIGHTERS

Best Female R&B Vocal Performance
"Dangerously In Love 2"
BEYONCÉ

Best Male R&E Vocal Performance
"Dance With My Father"
LUTHER VANDROSS

Best R&B Performance By A Duo Or Group With Vocals
"The Closer I Get To You"
BEYONCÉ
LUTHER VANDROSS

Best Urban/Alternative Performance
"Hey Ya!"
OUTKAST

Best R&B Song
"Crazy In Love"
JAY-Z
BEYONCÉ KNOWLES

Best R&B Album
Dance With My Father
LUTHER VANDROSS

Best Contemporary R&B Album
Dangerously In Love
BEYONCÉ

Best Female Rap Solo Performance
"Work It"
MISSY ELLIOTT

Best Rap Performance By A Duo Or Group
"Shake Ya Tailfeather"
NELLY
P. DIDDY
MURPHY LEE

Best Rap/Sung Collaboration
"Crazy In Love"
BEYONCÉ
JAY-Z

Best Rap Song
"Lose Yourself"
LUIS RESTO

Best Rap Album
**Speakerboxxx/
The Love Below**
OUTKAST

Best Female Country Vocal Performance
"Keep On The Sunny Side"
JUNE CARTER CASH

Best Country Performance By A Duo Or Group With Vocal
"A Simple Life"
RICKY SKAGGS &
KENTUCKY THUNDER

Best Country Collaboration With Vocals
"How's The World Treating You"
JAMES TAYLOR

Best Country Song
"It's Five O'Clock Somewhere"
JIM "MOOSE" BROWN

Best Country Album
**Livin', Lovin', Losin' -
Songs Of The Louvin Brothers**
CARL JACKSON

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**Lies And The Lying Liars
Who Tell Them: A Fair
And Balanced Look At
The Right**
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**The Lord Of The Rings -
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HOWARD SHORE

Best Song Writer For A Motion Picture Television Or Other Visual Media
A Mighty Wind
CHRISTOPHER YOUNG
EUGENE LEVY (SOCAN)
MICHAEL MCKEAN

Best Instrumental Arrangement Accompanying Vocalist(s)
"Woodstock"
VINCE MENDOZA

Best Remixed Recording, Non-Classical
"Crazy In Love"
(Maurice's Soul Mix)
MAURICE JOSHUA

Best Classical Album
**"Mahler: Symphony
No. 3"; Kirchtotenlieder**
MICHAEL TILSON THOMAS

Best Orchestral Performance
**"Mahler:
Symphony No. 3"**
PIERRE BOULEZ (GEMA)

Best Classical Contemporary Composition
"Argento: Casa Guidi"
DOMINICK ARGENTO

Best Classical Crossover Album
Obrigado Brazil
JORGE CALANDRELLI (SADAIC)

Best Short Form Music Video
"Hurt"
JOHNNY CASH

Dominick Argento photo by Tom Berthiaume

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4-GRAMMY Winner

LUTHER VANDROSS

- SONG OF THE YEAR
- BEST MALE R&B VOCAL PERFORMANCE
- BEST R&B PERFORMANCE BY A DUO OR GROUP WITH VOCALS
- BEST R&B ALBUM



GRAMMY Winner

RICHARD MARX

- SONG OF THE YEAR



GRAMMY Winner

**COLDPLAY (PRS)
KEN NELSON**

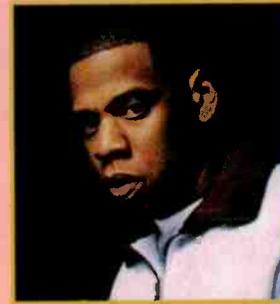
- RECORD OF THE YEAR



3-GRAMMY Winner

OUTKAST

- ALBUM OF THE YEAR
- BEST URBAN/ALTERNATIVE PERFORMANCE
- BEST RAP ALBUM



2-GRAMMY Winner

JAY-Z

- BEST R&B SONG
- BEST RAP/ SONG COLLABORATION



2-GRAMMY Winner

JUSTIN TIMBERLAKE

- BEST MALE POP VOCAL PERFORMANCE
- BEST POP VOCAL ALBUM



5-GRAMMY Winner

BEYONCÉ

- BEST FEMALE R&B VOCAL PERFORMANCE
- BEST URBAN/ALTERNATIVE PERFORMANCE
- BEST R&B SONG
- BEST CONTEMPORARY R&B ALBUM
- BEST RAP/ SONG COLLABORATION



2-GRAMMY Winner

JUNE CARTER CASH

- BEST FEMALE COUNTRY VOCAL PERFORMANCE
- BEST TRADITIONAL FOLK ALBUM

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Labels Quietly Seeking P2P Deals, But Obstacles Remain

BY BRIAN GARRITY

NEW YORK—The record business is showing increased interest in selling music through peer-to-peer services.

Billboard has learned that the major labels are engaged in private conversations with companies connected to popular P2P services with an eye toward making authorized label content available through the likes of Kazaa and Grokster.

However, significant stumbling blocks remain. The labels do not want to align themselves too closely with services that traffic in unlicensed content, especially in light of the music industry's litigation agenda.

The P2P operators, meanwhile, are reluctant to filter out unlicensed content, as the labels are demanding.

"It's a fundamental problem," one major-label technology chief says. "We'd like to legitimize the P2P systems as much as possible. But we are not going to be setting up our shop in the middle of a street where everyone is distributing pirated goods. It just doesn't make sense."

Most of the talks are with Altnet, a commercial service distributed through Grokster and Kazaa. Exploratory discussions with P2P operators also are taking place on a limited basis, sources say.

Altnet sells digital downloads in much the same way as a mainstream service like Apple's iTunes Music Store. But consumers search for the Altnet files on P2P platforms.

"The major labels are all willing to explore this," says Derek Broes, executive VP of worldwide operations at Woodland Hills, Calif.-based Altnet. "We discuss potential scenarios with them quite often. But striking the right chord is difficult."

Major-label sources say they are not interested in allowing their content to be sold through P2P networks unless network operators filter out unlicensed content and flood their networks with commercial files.

P2P operators—many of which are embroiled in copyright infringement lawsuits with the recording industry—have long held that they cannot control the flow of content through their

networks. The argument is a key component in their legal defense.

Reaching a resolution on the filtering issue in the midst of litigation is a difficult balancing act, executives from both camps say.

Broes acknowledges that the label decisions in this realm are not entirely being made by "the business leaders" at the labels.

"Those decisions are still being made by the attorneys," he says. "That complicates it."

Altnet is having greater success in the indie-label community, where it claims content deals with more than 30 labels.

In the latest example, Altnet announced a deal Feb. 13 with Artemis Records. Artemis executives say that they are viewing distribution through Altnet as an anti-piracy tool, as well as a commercial opportunity.

"The re-education of the consumer has to start somewhere," says Jordan Flaste, Artemis director of new media. "The new Napster and iTunes are good services, but if I'm a kid already using Kazaa, why am I going to stop?"

EMI Christian Restructures Staff Cuts, Name Changes Part Of Reorganization

BY DEBORAH EVANS PRICE

NASHVILLE—EMI Christian Music Group is laying off almost 10% of its staff as part of a company-wide restructuring, *Billboard* has learned.

The changes bring the Sparrow and ForeFront labels under the same roof and corporate structure with the creation of EMI CMG Label Group.

Additionally, EMI CMG's publishing and distribution arms will be renamed.

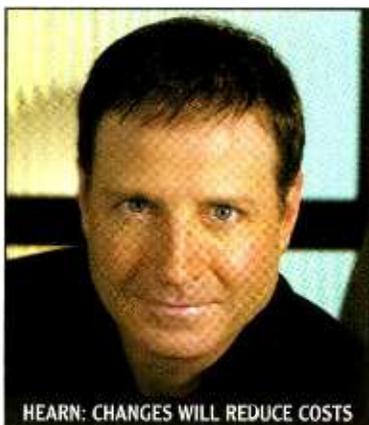
The reorganization also resulted in the creation of a centralized marketing unit, EMI CMG Marketing.

The moves leave EMI CMG with 261 staffers.

"We challenged ourselves and our leadership team here to figure out how to realign our company to best serve the changing needs of the music consumers and better serve our artists, our staff and our customers," EMI CMG president/CEO Bill Hearn says.

Hearn says the reorganization will make EMI CMG "a better company, a more productive company. This will reduce our costs in the 8% to 10% range, which is significant."

All label functions for ForeFront and Sparrow have been combined under EMI CMG Label Group. ForeFront will move from Franklin, Tenn., to EMI CMG's offices in Brentwood, Tenn.



HEARN: CHANGES WILL REDUCE COSTS

Peter York, who has been Sparrow Label Group president for eight years, becomes president of EMI CMG Label Group and will report directly to Hearn.

The artists on the Sparrow and ForeFront rosters will remain on their respective labels. Steven Curtis Chapman, Stacie Orrico, Switchfoot, TobyMac, Newsboys, Avalon, Rebecca St. James, Audio Adrenaline, Jump5 and Tait are among EMI CMG's acts.

ForeFront Records president Greg Ham has been promoted to the newly created position of executive VP of business development for EMI Christian Music Group. He will report to Hearn. Ham will explore global marketing as

well as film and TV opportunities for EMI CMG artists. He will also provide strategic support to Gotee and Tooth and Nail Records/BEC, two companies with which EMI CMG operates joint-venture deals.

In addition to the restructuring, EMI CMG's Chordant Distribution Group will change its name to EMI CMG Distribution. Rich Peluso, formerly co-president of Chordant, will be president of EMI CMG Distribution.

David Crace, formerly VP of marketing for Chordant, has been promoted to senior VP of EMI CMG marketing and will report directly to Hearn.

EMI Christian Music Publishing changes to EMI CMG Publishing. Eddie DeGarmo continues as president of the publishing arm.

Among the 27 staffers exiting the company are Rick Cua, VP of copyright development, and Rod Huff, co-president of Chordant Distribution Group, who will depart his post April 1.

Some see EMI CMG's reorganization as necessary and a gutsy move.

"We're sensitive to the fact that transition is traumatic, especially for those people whose jobs are going away," says Vince Wilcox, who manages Sparrow artist Jacy Maria. "But it's never right to preserve an organization at the expense of its mission."

NEWSLINE

THE WEEK IN BRIEF

The T.J. Martell Foundation will hold its fifth annual Family Day from 1 p.m. to 4 p.m. Feb. 28 at the Hilton Hotel in New York. The carnival-like day of family fun includes a raffle with such prizes as PlayStation 2 systems donated by Sony, videogames from EA Games, Xbox systems from Microsoft and iPods from Apple. BMG North America chairman/CEO Clive Davis will pay tribute to Family Day honoree Julie Swidler, senior VP of business and legal affairs for RCA Music Group. This year's event, staged with the support of the Toys 'R' Us Children's Fund, aims to raise \$250,000 to support leukemia, cancer and AIDS research. For more information, call 212-833-5444. **KEN SCHLAGER**

Jazz at Lincoln Center (JALC), a New York-based nonprofit arts organization, is building a recording studio in its new facility, Frederick P. Rose Hall, located in the Time Warner Center in midtown Manhattan. The organization is seeking an operator/tenant for the studio, which will serve the facility's three major venues: the 1,000-plus-capacity Rose Theater, the 500-plus-capacity Allen Room and Dizzy's Club Coca-Cola, a nightclub-style venue. The studio is being designed and built by Sound of Jazz, a partnership formed by JALC that includes architect Rafael Viñoly, the Walters-Stork Design Group and Artec Consultants. Candidates for the operator/tenant position are submitting bids through Request for Proposal (RFP), available at jazzatlincolncenter.org/rosehallrpf. Chris Stone, founder of Record Plant Studios and World Studio Group, is the RFP contact at 323-465-7697. **CHRISTOPHER WALSH**

As tipped in last week's *Billboard*, Nashville-based Universal South will distribute an album of songs inspired by the film "The Passion of the Christ." The album is slated for release April 6 and will feature Cranberries frontwoman Dolores O'Riordan, Leon Russell, Brit pop singer Lee Ryan and a duet by Jessi Colter and son Shooter Jennings. The film, which was produced and directed by Mel Gibson, opens in theaters Feb. 25 and is distributed by Newmarket Films. **DEBORAH EVANS PRICE**

Hamilton has introduced the Grand Model H399, a midsized, midpriced grand piano. The music desk and leg design of the five-foot-eight-inch piano feature historically accurate styling from the Baldwin Hamilton line. The H399 has German-made Roslau Strings music wire, hard rock maple bridge and solid spruce soundboard and ribs. It is available in polished mahogany, ebony and satin ebony. **CHRISTOPHER WALSH**

RIAA Adds FBI Seal To Anti-Piracy Push

BY BILL HOLLAND

WASHINGTON, D.C.—U.S. music releases are getting a new warning sticker. This one incorporates the FBI logo and advises consumers against pirating the material.

The voluntary anti-piracy warning stickers are the product of an agreement between the Recording Industry Assn. of America and the FBI.

The warning sticker will not be subject to placement restrictions. The sticker includes the warning that copyright infringement "is punishable by up to five years in federal prison and a fine of \$250,000."

In other news from Washington: • A House subcommittee is expected within the month to mark up an industry bill that would put the screws to hard-goods pirates and counterfeiters who employ state-of-the-art holograms and authentication com-

ponents to make the bogus product look legitimate.

Genuine identification marks, called Certificates of Authenticity (COAs), are in high demand among counterfeiters because they significantly increase the marketability of counterfeit software.

Federal law does not expressly prohibit such activity, so genuine COAs and other physical authentication components are widely sold to crooks with impunity, frustrating efforts to combat an increasingly important link in the counterfeit supply chain.

The Anti-Counterfeiting Amendment, H.R. 3632, would close this loophole. The legislation was introduced last month by Rep. Lamar Smith, R-Texas, chairman of the House Subcommittee on Courts, the Internet and Intellectual Property.

Brad Buckles, the new executive VP
(Continued on page 76)





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Fire Safety In Nightclubs

Memorial candles were lit last week for the 100 souls who perished in the Station nightclub fire in West Warwick, R.I.

A number of events marked the one-year anniversary of the tragic blaze, and for the survivors, relatives of victims and the touring industry in general, they were moments to solemnly reflect on the worst loss of life in rock'n'roll history.

Other venue fires have taken far higher tolls. More than 600 people perished in the Iroquois Theater fire in Chicago in 1903. But in the past 25 years, the Station fire ranks as the second-worst, behind only the 1977 Beverly Hills Supper Club fire in Southgate, Ky., which took 165 lives.

What's particularly tragic about the Station fire is that 100 years have passed since the Iroquois Theater blaze, and people are still putting their lives at risk when they go to a club to hear music.

Certainly, a lot has been done through the years to improve fire safety, but the nation still has a long way to go before fire safety standards are uniform across the country and in all clubs.

As David A. Lucht, director of the

Center for Fire Safety Studies at Worcester Polytechnic Institute in Massachusetts, noted recently, "We don't as a society take fire safety that seriously."

Therein lies the real tragedy of the Station fire and of all of the nightclub fires that came before it.

The West Warwick blaze produced the usual calls for tougher fire safety standards, and some states hurriedly announced plans to review their laws and regulations.

The nation has a long way to go before fire safety standards are uniform across the country.

But one year later, only Rhode Island has enacted sweeping new safety measures dealing with everything from fire sprinklers to upgrading older buildings, according to a survey by the Associated Press.

Alabama, Connecticut, Georgia, Illinois, Maine, Minnesota, New York and North Carolina have all approved more stringent rules for indoor fireworks, and

Boston has banned them outright.

In Virginia, a special task force rejected proposing a ban on indoor fireworks or requiring nightclubs to retrofit with fire sprinklers. Instead, it called for tougher enforcement and bigger fines.

Adam K. Thiel, executive director of the Virginia Department of Fire Programs, said the idea was to come up with steps that were "feasible." But most of its recommendations applied to clubs with capacities of 300 or more. The Station club would not have been included.

That's pretty much as far as it goes, and it's clearly not far enough.

Since the tragedy, the National Fire Protection Assn. has recommended mandatory installation of sprinklers in every new club serving at least 50 patrons and in every existing club serving at least 100 patrons.

Sadly, officials say it may take a decade or more for individual states to consider and adopt those recommendations, and even longer to get sprinklers installed. That's way too long.

How many more lives will be lost in the meantime? Even one is too many.

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

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(SINGLE & TRACKS - Billboard)

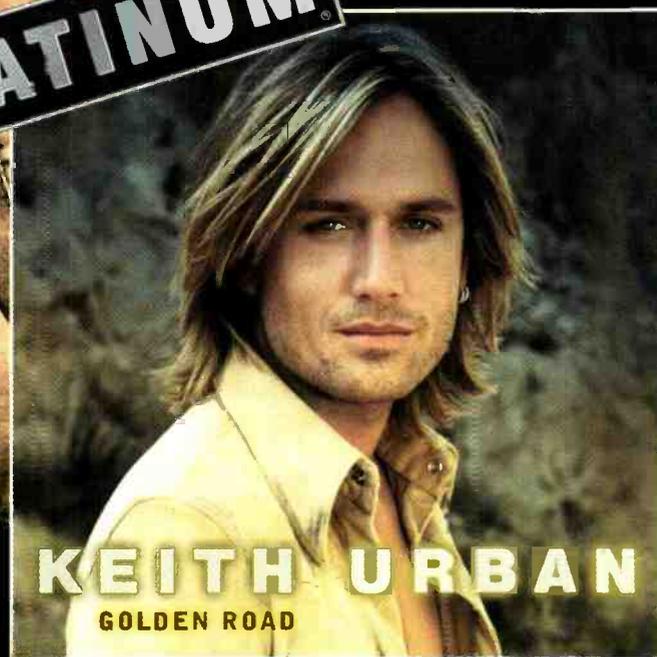
#1 SINGLES

- "Somebody Like You", the record-breaking 8-week #1 single*
- "Who Wouldn't Wanna Be Me"

#1 MULTI-WEEK VIDEOS

- "Somebody Like You"
- "Who Wouldn't Wanna Be Me"
- "Rainin' On Sunday"

PLATINUM



Current single, "You'll Think Of Me," rapidly climbing the charts

*R&R

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BORMAN

AND THE ROAD GOES ON...



The Music Industry Is Not Producing Material For Older Listeners

We Pay Tab But Don't Get Served

Why is it that when you get to my age, the music industry only focuses on selling you music that you've heard myriad times before?

Granted, I love the classics and I will happily view all the new unreleased-director's-cut, never-been-seen, just-unearthed, classic-DVD extras that bulge supermarket shelves.

I will even pay big bucks to go and watch my aging icons frolic onstage and [I will] consume every bit of merchandise on the way out.

But there has to be more for me out there. Just because I'm older and have refined my audio landscape somewhat, [it] shouldn't mean that I have to listen to Britney

Spears, et al, to find something new.

Even more outstanding is that when we put this into a business context, my gray-haired pals and I are the potential short-term saviors of the music business!

What is crazy, though, is that it took a pharmaceutical brand to point this out to the music industry. I recently learned of a report, funded by Lilly ICOS LLC [a joint venture between the Eli Lilly pharmaceuticals company and biotech firm ICOS], analyzing the plus-40-year-old music market, and the findings make compelling reading.

More than 50% of all CDs bought by [the year] 2008 will be by this demographic; it's already at 38%. Popular opinion will have

Taking Issue
By Derek Mullen

you believe that us gray hairs are "technophobes," but we are more likely to go on the Internet and order—and pay for—music than most other demographic groups.

There are great opportunities to introduce this market to new music. We have the money to buy

all the CDs & DVDs you can make.

Plus, if you deliver us a great, new, live experience in the right environment, we will pay a premium to partake. Why is it that the mainstream record business spends the majority of its time and dollars marketing to a very disparate and transient generation that has grown up not paying for music!

I'm not saying, 'Only focus on us,' but more of a balance would be beneficial, as it could be our dollars that support the music business while it wrestles with trying to adapt and build a new business model.

However, it's not all doom and gloom. There seems to be an out-

crop of artists starting to punch through on the back of the tip-top Norah Jones, Amy Winehouse being my latest favorite.

This latest phenomenon could lead to big consumer brands starting to put money into this area. I have in the meantime seen current press articles indicating Lilly ICOS has chosen music as an element in marketing its erectile-dysfunction drug Cialis to us!

With a bit of luck, it won't be long before we can get our very own *Billboard* chart, prime-time TV show and keep the wife happy, all at the same time.

Derek Mullen is chief executive of Help Consulting in New York.

Letters

The Blues Miscast In Grammy Television Ad

When I saw the coverage *Billboard* afforded the Heineken Grammy Awards sponsorship in the Feb. 14 issue, I felt compelled to address a broader issue that soaked the Heineken/Grammy collaboration in cliché and misrepresentation.

"Music's Biggest Night" honors its creators, and in the past, the National Academy of Recording Arts and Sciences indeed paid homage to a variety of musical architects and genres.

Though the bottom line now solely guides the programming, I was astonished to see the academy allow the Heineken ad that denigrated the "blues artist" with a sad statement.

The spot featured an older African-American musician performing a blues number on a street corner and a passerby obviously entranced by the performance.

He acknowledges the "old man" and makes a donation to the cause—a beer—with the on-screen words "the royalties" as a testimonial about the value of the alcoholic beverage and the value of the music. This image proliferates the unkind and untrue image that blues artists surely need only a drink for sustenance.

The financially successful American music represented on the Grammys owes a debt of gratitude to the blues, a genre that is at its foundation.

Though the program allows for one obligatory presenter to represent the blues, I do remember

when "Music's Biggest Night" included Ry Cooder leading an all-star band featuring the likes of Willie Dixon and Koko Taylor, or a time when Pop Staples sat solo on stage, with only a guitar, and delivered a powerful performance that transfixed the audience.

Though the winners of the two blues Grammy categories are in the pre-telecast event and no longer receive any mention in the main telecast, why should the respect for this historically important music be completely ignored?

Does NARAS have no input on the content provided by its advertisers and sponsors?

The *Billboard* article quotes Andrew Glaser, Heineken's brand marketing director: "Music is a lifestyle, so it's a platform we're really interested in expanding."

If you watch any television at all, it is easy to see that blues music continues to propel numerous ads for a variety of products.

Heineken's depiction of the blues artist busking for a beer is a misguided commentary on the significance of the music and an outdated stereotype.

Nancy Meyer
Co-president
Bates Meyer

CBS, OutKast Irk Oneida Indians

It was exciting for me to be in the audience at the recent Grammy Awards ceremony. What a great show it was. Even more exciting was the opportunity for the Oneida

Nation to once again sponsor a major Grammy-related event before the broadcast.

The Oneida Indian Nation Foundation, an organization I chair, raised \$10,000 for Oneness, a music industry organization promoting diversity.

However, I was stunned when hip-hoppers OutKast insulted American Indians with their show-ending performance on the Grammy broadcast Sunday night—and even more surprised that CBS allowed it.

Both share culpability for a production number that reinforced stereotypes and undermined all of the good work being done in the entertainment industry to embrace and promote diversity and unify all people through music.

Music has the power to unite people and celebrate the diversity that is the strength of America. Performances like this undermine the entertainment industry's dedication to diversity and use racial stereotypes in a hurtful way.

When OutKast performed its hit "Hey Ya!" against a backdrop of a futuristic Indian tepee, and singer André "3000" Benjamin came out in a headdress accompanied by scantily-clad dancers with feathers in their hair, I was shocked.

These may have been just costumes to OutKast and the producers of the show, but to American Indians they were the latest in a long line of insults, caricatures drawn from history.

CBS required Justin Timberlake to once again apologize for his role

in the Super Bowl halftime show that ended in Janet Jackson exposing a breast. The network even installed a five-minute broadcast delay to ensure against anything similar happening during the Grammy broadcast.

Yet CBS had no problem with a production number that lampooned American Indians. Should someone from CBS or with the Grammy organization have asked during the rehearsals: "Is this the right thing to be doing?"

I would hope that OutKast would be sensitive to the racial concerns of others, but we absolutely expect CBS to be aware and to act to ensure such hurtful images are not broadcast.

Chuck Fougner

Fougner is Wolf Clan Representative to the Oneida Nation's Men's Council and chairman of the nation's charitable foundation.

Whose Country Is This, Anyway?

Year after year, I'm absolutely shocked at what comes out of [the Grammys].

It's disappointing to hear what some of the major-label heads in Nashville think about country music's recent Grammy nominees and winners ("Country Noms Seldom Mirror Popular Tastes," *Billboard*, Jan. 10).

Shame on whoever thinks artists like myself, Ray Benson, Lyle Lovett and June Carter Cash—all recent Grammy nominees who

received virtually no major country radio or video airplay—"misrepresent what is popular" in country music.

Thank goodness that the Grammy remains the one award that the Music Row execs and major country-radio programmers can't always control, thanks to the many NARAS members who continually vote for music, based on the excellence of the recording instead of what's getting airplay and chart position.

Thank God I'm a bluegrass artist with my own independent record label! I'll remain proud of my recent Grammy wins, no matter what the naysayers might say to belittle the Grammy honors that artists like me have received in recent years.

Ricky Skaggs
Nashville

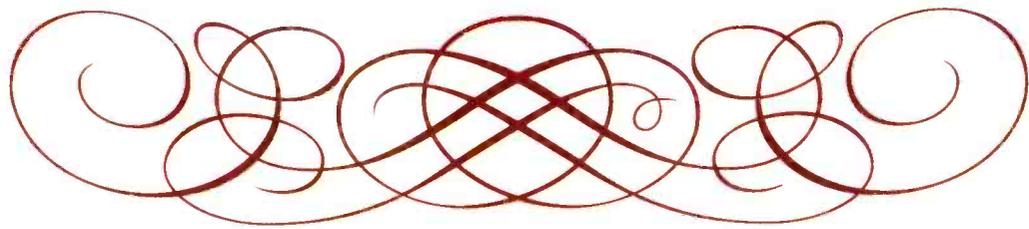
Skaggs is a nine-time Grammy award winner and owner of Skaggs Family Records.

Powell's Acts Led To Potty Mouth TV

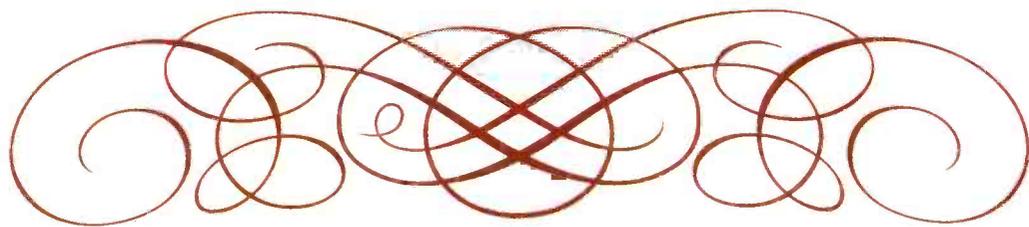
If [Federal Communications Commission chairman] Michael Powell is concerned about foul language, he's barking up the wrong tree.

His loosening of the FCC reins on consolidation is what's got all of us increasingly muttering four-letter words.

Jefferson Thomas
New York



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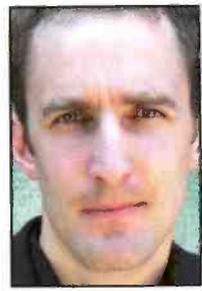
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DIY Spirit Led Grohl's Probot To Indie Label

Sometimes smaller is better. Just ask **Dave Grohl**.

When it came time to put out his side project **Probot**, which pairs him with classic metal singers from his youth, he turned to small Virginia label **Southern Lord Recordings**. And that suited **RCA**, for whom his band **Foo Fighters** record, just fine.

"Originally, RCA wanted to put it out," Grohl tells *Billboard*. "They've been so great. They're amazing people and I love them a lot, but I think after a while, their excitement wore off. It took four years to get this record done."

Additionally, Grohl says he felt that a small indie label was a better fit for the album, which

came out Feb. 10.

"All of the bands I was listening to when I was 13 or 14 years old were all on independent,

punk rock, do-it-yourself labels," Grohl says, "so when I went to do the Probot record, I wanted to keep that aesthetic and that story of underground independence."

Among the singers on the project are **Conrad "Cronos" Lant (Venom)**, **Max Cav-**

alera (Soulfly/Sepultura), **Denis "Snake" Belanger (Voivod)**, **Tom Warrior (Celtic Frost)** and **Lemmy (Motörhead)**.

"These were my favorite bands in the mid-'80s, so the sequence of the album kind of runs like a compilation tape that I would have made as a kid," Grohl says.

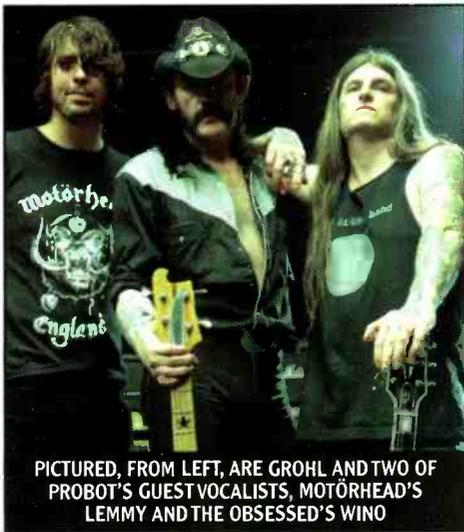
Initially, Grohl started writing and cutting tracks in his basement strictly for his own amusement. "But then we starting calling vocalists to see if they would sing on it, and one by one they all agreed to do it." The album was recorded in fits and starts between Foo Fighters albums and tours.

Now Grohl is looking ahead to a new Foo Fighters project. "We got a couple of songs," he says. "The thing is, we always get excited to make a new record, because it means we'll go back out on the road and have a good time for a year-and-a-half."

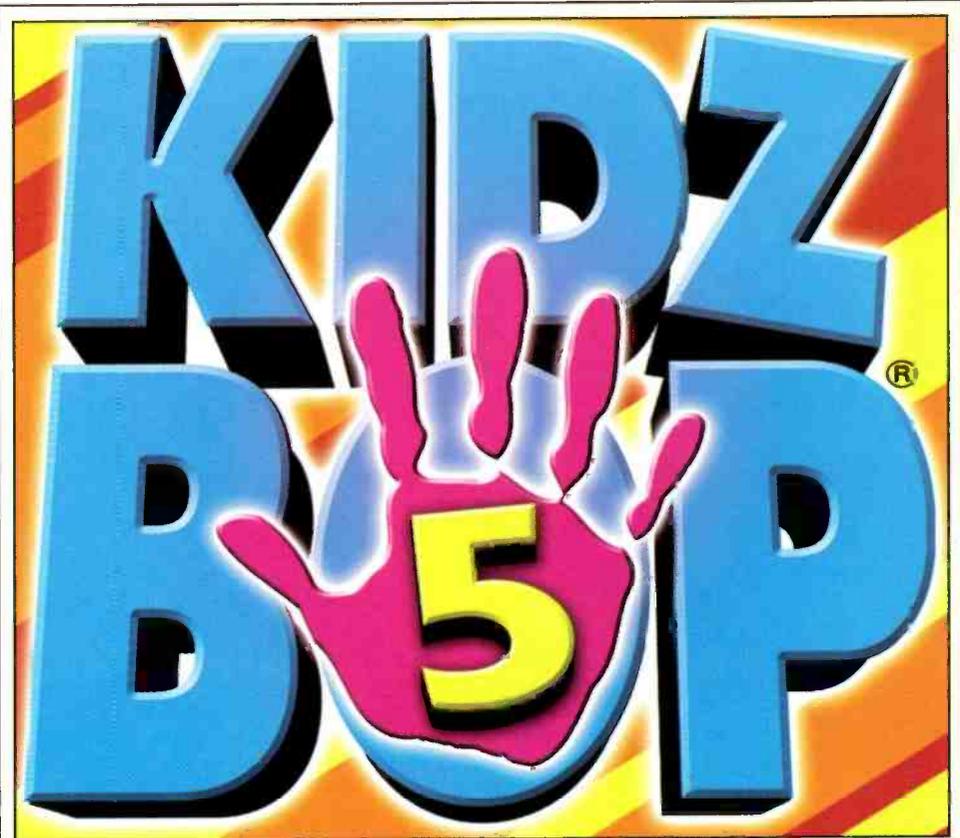
Unlike past albums that have been recorded in Grohl's basement, he says this one will travel to more upscale accommodations. "We're going to make the best balls-out record we've ever made, and we're going to make it in a

(Continued on page 26)

The Beat
By Melinda Newman
mnewman@billboard.com



PICTURED, FROM LEFT, ARE GROHL AND TWO OF PROBOT'S GUEST VOCALISTS, MOTÖRHEAD'S LEMMY AND THE OBSESSED'S WINO



Kids Like To 'Bop'

Razor & Tie Series Rakes In Direct, Retail Sales

BY JILL KIPNIS

LOS ANGELES—The "Kidz Bop" franchise already owns bragging rights as the most successful children's audio series on the *Billboard* charts.

Now it may soon earn more plaudits, when Razor & Tie's "Kidz Bop 5" arrives in stores Feb. 24. The series, which originally started as a direct-mail offering, has expanded into a retail powerhouse.

"Kidz Bop 4" made history in August when it debuted at No. 14 on The Billboard

200, making the title the highest-charting nonsoundtrack children's release. "Kidz Bop 4" sold 41,000 copies in its first week, according to Nielsen SoundScan (*Billboard*, Aug. 30, 2003).

Last March, "Kidz Bop 3" debuted at No. 17 and sold 55,000 copies in its first week.

David Riesenberg, marketing manager for the Amarillo, Texas-based Hastings chain, predicts comparable sales for "Kidz Bop 5," plus "we expect it to also have a very steady sell-off curve." Razor & Tie has shipped

(Continued on page 24)

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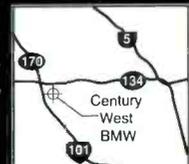
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Hollywood Preps Slew Of Music-Star Biographies

Musicians often lead crazy and fascinating lives, so it is no surprise that people would want to make movies based on their exploits.

Most of these movies are made for TV. For a long time, it seemed as if major film studios were shying away from bringing music-star biopics to the big screen.

But that is about to change within the next year or two, as several music biography films are headed to movie theaters.

The blockbuster success of the 2002 **Universal Pictures** film "8 Mile"—**Eminem's** star vehicle

based largely on his life before he became famous—may have renewed interest in music-star biopics made for the big screen.

This new wave of such films is attracting critically acclaimed talent, which indicates that these movies could be potentially enjoyable. We're still trying to forget the cringe-wor-

thy, 2001 feature-film mess "Rock Star," starring **Mark Wahlberg** and based on the life of tribute-band-singer-turned-rock-

star **Tim "the Ripper" Owens**, who replaced **Rob Halford** in **Judas Priest** for a few years.

David Bowie is said to be planning a feature film based on his life, and **Jude Law** has reportedly expressed interest in starring as Bowie. Although the 1998 film "Velvet Goldmine" is about a Bowie-like character, Bowie himself did not endorse the film, and the filmmakers have said that the movie was not intended to be based on real people.

Then there is the much-discussed **Ozzy Osbourne** movie, which is expected to land at **MTV Films/Paramount Pictures**. No one has been cast yet since the film is still in development, but **Sharon Osbourne**, Ozzy's wife and manager, has said that **Colin Farrell** is one of her top choices to star in the movie. **Jack Black** has also expressed interest in playing Ozzy, and **Johnny Depp** was mentioned early on as a sought-after candidate.

Meanwhile, Paramount has signed on to make a **Bob Dylan** biopic with the singer/songwriter's cooperation. Although the project is still in development, Dylan has struck a licensing deal to have his music in the film. "Velvet Goldmine" director/screenwriter **Todd Haynes** will helm the Dylan feature, which has the working title "I'm Not There: Suppositions of a Film Concerning Dylan."

Renée Zellweger will star as **Janis Joplin** in the Paramount film tentatively titled "Piece of My Heart." The film is due in 2005.

Some may wonder if Zellweger has the vocal chops to do justice to Joplin's distinctively raw and bluesy style. However, don't underestimate Zellweger, who surprised many with her musical abilities in her Academy Award-nominated turn in the movie "Chicago." Still, it would have been interesting to see what **Melissa Etheridge**, who at one time was planning to star as Joplin in a movie, could have done with this role.

Fox 2000 Pictures will bring the **Johnny Cash** story to the big screen with "Walk the Line," starring **Joaquin Phoenix** as Cash and **Reese Witherspoon** as **June Carter Cash**. **James Mangold** ("Identity," "Kate & Leopold") is directing the film, due later this year.

Also expected in theaters this year is **Crusader Entertainment's** "Unchain My Heart: The Ray Charles Story," starring **Jamie Foxx** as **Charles**. The movie will feature Foxx doing his own singing.

Meanwhile, **Kevin Spacey** is starring as **Bobby Darin** in the biopic "Beyond the Sea," due later this year from **Lions Gate Films**.

Spacey, who directed the film, also did his own singing.

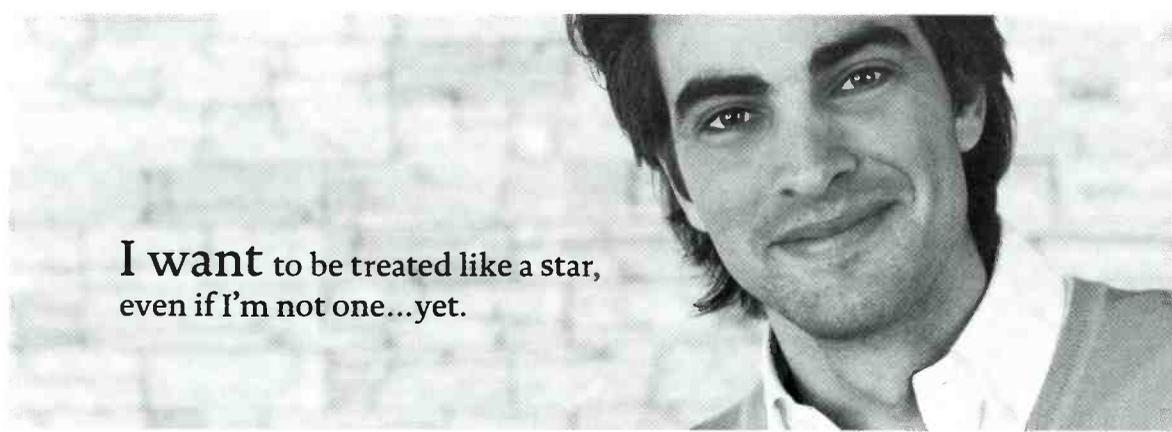
CASTING NEWS: **André 3000** of **OutKast** and **Christina Milian** will have supporting roles in **MGM's** "Be Cool," the sequel to the 1995 comedy "Get Shorty." The new film will feature returning stars **John Travolta**, **Danny DeVito** and **James Gandolfini**.

Former **Onyx** member **Sticky Fingaz** will next be seen in **20th Century Fox's** action/adventure film "The Flight of the Phoenix," due later this year.

Several music stars have recently signed on for their first feature films.

Justin Timberlake has landed a supporting role as a journalist in the **Emmett/Furla Films** police thriller "Edison," which

Movies & Music
By Carla Hay
chay@billboard.com

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DYLAN: MOVIE IS IN DEVELOPMENT

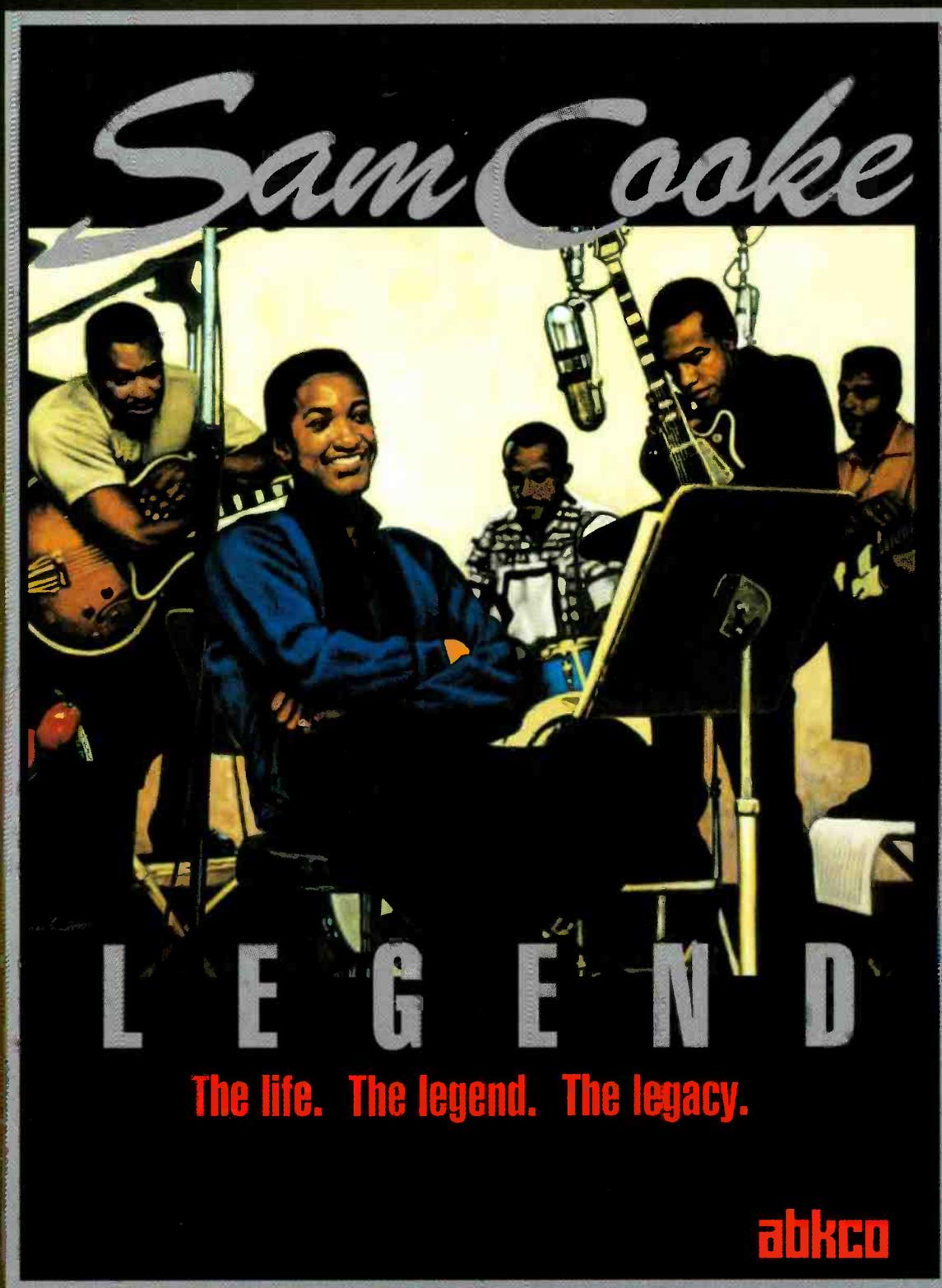
arrives next year. The film stars Academy Award winner **Kevin Spacey**, **Morgan Freeman** and **LL Cool J**.

Tim McGraw will make his big-screen debut in the **Universal Pictures** drama "Friday Night Lights," centered on high school football. McGraw will play a former football star who imposes a hard-driving style on his high-school-student son.

Jessica Simpson has landed a role as the wife of former **Texas Rangers** star **David Clyde** in the baseball flick "Walk On." The film, which does not yet have a distributor, is being directed by film veteran **Walter Hill** ("48 Hrs.," "Undisputed").

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Music

Rance Allen Group Records First Live Set

Rance Allen admits he had some reservations about recording a live album, but after the Jan. 30 taping of the Rance Allen Group's forthcoming Tyscot Records album, the gospel legend discovered there was no need to fear.

Recorded at Detroit's Greater Grace Temple, the project is the first live album for the Rance Allen Group in its 33-year career.

"I honestly was afraid of doing a live album," Allen confesses. "I'm so used to that studio comfort where you can go in and if you don't know the words you can write them down and sing them off the paper. If you make a mistake, you can stop the whole shebang and start over again."

He credits Tyscot president Bryant Scott with encouraging him to give it a shot. He's glad he did.

"I'm as happy as I can be over what took place in Detroit," Allen says. He says the audience helped make the event so memorable. "Those people were so very alive. It was a cross-

far as singing is concerned: Stevie Wonder, Rance Allen and Donnie Hathaway," Hammond says. "To be associated with Rance Allen in any form is a dream come true."

Allen says Franklin didn't get a

In The Spirit
 By Deborah Evans Price
 dprice@billboard.com

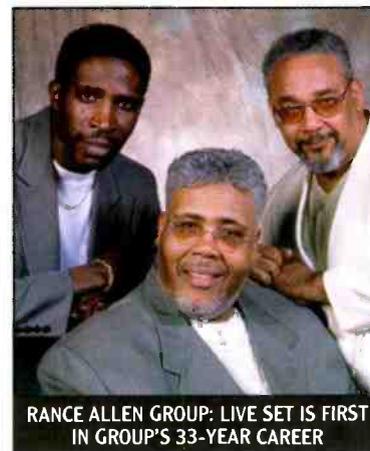


chance to rehearse, but that didn't diminish the effectiveness of his performance. "We had rehearsed the song that we were going to do with him with one ending," he recalls. "When he got in there and started ministering, the Lord met him in another way and he directed the band, my brothers and myself in a completely new ending of the song that was just a powerhouse. For a hot second, I was like 'Oh, my goodness!' But after that hot second left me I said, 'Lord, this is in your hands. You are doing something wonderful here, so I'm just going to go with the flow.'"

Allen has been a Church of God in Christ pastor in Toledo, Ohio, for more than 18 years. He says the group considered Toledo as a location for the recording but decided instead on Detroit.

"All my earlier work was done out of Detroit," he says. "I remember singing in churches in Detroit at the age of 5. Detroit is like a second home to me."

Allen continues to influence today's new generation of performers. What advice does he give new gospel acts? "Sing to sing because you love to sing and not for the money or popularity," he says. "If you sing because of the love, everything else will come."



RANCE ALLEN GROUP: LIVE SET IS FIRST IN GROUP'S 33-YEAR CAREER

section of people, but the one thing that pulled them all together is that they were there to have a great time and to help me and plug into this anointing that was definitely in the room. It was just a night that was electrifying and so very exciting for everybody—myself included."

Allen and his brothers Steve and Thomas are pioneers in the gospel field, blending soul, jazz and rock elements in their music and expanding the boundaries of gospel. Featuring some of the group's classic hits as well as newer fare, the live CD is slated for release in June and will be followed by a companion DVD.

LaShun Pace, Fred Hammond and Kirk Franklin were special guest performers at the event. "There are three people that have changed my life as

NEWS NOTES: EMI Gospel has signed a deal to distribute Atlanta-based Holy Hip Hop Music through EMI Christian Music Group's Chordant Distribution and to the general market through EMI Music Marketing... On Feb. 24, look for Gospo Centric Records to issue "Rain," a new project by New Direction, a choir that consists of inner-city Chicago youth. The album was produced by co-founders Percy and Jeral Gray, as well as producer Percy Bady. In support of the album, the 40-plus member group and a five-piece band will embark on a nationwide tour later this month.

Additional reporting by Lisa Collins in Los Angeles.

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Kidz Bop

Continued from page 19

300,000 units of "Kids Bop 5," its largest shipment of the series.

Collectively, the series has sold 3 million copies, according to

Nielsen SoundScan.

The "Kidz Bop" CDs, which target kids ages five to 12, feature children and adults performing current hit songs in a sing-along style. Explicit lyrics are sometimes sanitized.

"Kidz Bop 5," for example, includes versions of OutKast's "Hey Ya!," Beyoncé's "Crazy in Love" and Justin Timberlake's "Señorita."

"The titles have been successful because the series is a good steppingstone between pure children's songs like 'Wheels on the Bus' to more poppy songs," Hasting's Riesenberg says. "This appeals to kids and moms who want to move on to the next stage in music."

Craig Balsam, co-founder and co-owner of Razor & Tie, notes that "kids really love listening to other kids sing. 'Kidz Bop' marries popular culture and popular music to what kids like."

The series has settled in on the charts. The Kidz Bop Kids were the top kids audio act of 2003 in the *Billboard* year-end charts. All of the "Kidz Bop" releases—volumes one through five and "Kidz Bop Christmas"—held top 10 positions in the year-end Top Kid Audio Chart. Respectively, "Kidz Bop 3," "Kidz Bop 2," "Kidz Bop 4," "Kidz Bop" and "Kidz Bop Christmas" were No. 1, No. 3, No. 4, No. 5 and No. 8.

This success stems from Razor & Tie's direct-marketing model for the series. The New York-based independent company sold the first "Kidz Bop" CD in September 2000 through a TV spot that ran on such



BALSAM: IN TUNE WITH WHAT KIDS LIKE

children-oriented networks as Nickelodeon and the Cartoon Network. It then distributed it to brick-and-mortar stores in response to high consumer interest.

"We market products by using television to see if it is a viable product first," Balsam says. "If it is viable, we always take it to retail, because we know there is a responsive audience. That is what happened with 'Kidz Bop.'"

Razor & Tie has applied this mar-

keting strategy since the first release in the series, though the label now sets specific in-store retail street dates. TV spots begin airing about six to 10 weeks prior to a street date.

Consumers who buy through the direct-response ad—which also touts an online purchasing option at Razor & Tie's musicSPACE.com—receive a two-disc set with 30 songs, priced at \$24.98. The retail version is different; it is a single disc with 18 songs, priced at \$17.98.

Balsam says the strategy "allows us to keep the price reasonable for retailers and give TV buyers something different."

Razor & Tie also works with retailers to market the single-disc versions surrounding the street date through in-store advertising.

The label aims to expand the brand into other product lines this year. The company released the "Kidz Bop"-inspired video "Everyone's a Star" last May. The title sold 100,000 copies, according to Razor & Tie.

Balsam would not comment on the nature of other potential "Kidz Bop" products, though he says the label expects to release two "Kidz Bop" CDs per year.

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Olé

Continued from page 8

Sony. His first signed acts were newcomer Yani Camarena and a relatively new *bachata* group, Nueva Era. Both released albums last year.

Other signings include Menudo (Llord owns the rights to the name) as well as several acts that were released from their Sony contracts, among them Tommy Torres, Angel López (formerly of Son by Four) and MDO.

The label solidified its standing late last year when Llord partnered with Líderes Entertainment Group and its chairman, Rodolfo Rodríguez-Miranda, for Olé Music.

Llord says that the partnership will extend to most, if not all, of the other companies within Olé.

Olé products are now released

and distributed through the arrangement that exists between Líderes and Universal Music Video and Distribution.

Líderes is a majority shareholder in the partnership, and its participation, Rodríguez-Miranda says, will enable Olé products to enjoy the

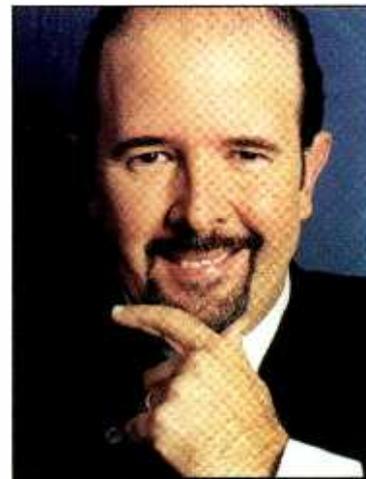
benefits of TV promotion available to Líderes through its relationship with the Univision network.

This issue, the label's newest release, K-1's "Nuestro Turno," debuted at No. 19 on the *Billboard* Top Latin Albums chart.

"We're going to complement each other," says Rodríguez-Miranda, who notes that although the two labels will work independently of each other, there will be certain synergies between them.

"It's a new stage for Líderes, because Oscar has had great success [in the past]," he adds. "This is an integral concept where we'll not only handle the record business but also management and publishing, and I think he's the right person to handle such a concept."

Currently, Llord says, 90% of Olé's artists are managed through the Network, and the company is open to handling artists from other labels and also to record artists with other management.



LLORD: PURSUING ALL FACETS OF MUSIC BIZ

Velasquez

Continued from page 8

music career.

Velasquez will serve as CEO of Apostrophe and has tapped family and music industry associates for key roles at the new label. Her mother, Diana Stancil, will be CFO, and her brother Dion Lopez is VP of A&R.

Velasquez says marketing, publicity and radio promotion will initially be

outsourced. Former Word executive Linda Klosterman will handle marketing. Shannon Becker of Big Top Promotions has been tapped for radio promotion, and Leslie Kellner-Taylor and Brad Taylor of Big Machine Media are handling publicity.

Cook's debut CD is slated for release this fall and will be produced by former Petra member Pete Orta. Velasquez says she saw Cook perform as an opening act for a rock band in Indiana and was immediately impressed.

"There were head-banger kids in the audience with tattoos and pierc-

ings, and [Cook] was this singer/songwriter with a guitar. After the first song, he won the audience over with his personality and his songs," Velasquez recalls.

Velasquez plans to keep her roster small but says it will not be limited to any one genre. "We're not trying to reinvent the wheel by any means," she says. "We're just trying to get back to basics and make great music."

Velasquez plans to be very hands-on with the new company and says she even handled stylist and art director duties for Cook's photo shoot.

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A black and white portrait of Aretha Franklin. She has long, dark, wavy hair and is wearing large, ornate earrings and a white top with a lace-up detail. The name "Aretha" is written in a large, elegant cursive font across the bottom of the portrait.

Aretha

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WRITERS: PHILIP "SILKY" WHITE, KATRINA WILLIS AND ALEESE SIMMONS

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Music

Harth's Presence Felt At Unveiling Of Carnegie Hall's Next Season

The Feb. 11 press conference announcing the 2004-05 season at Carnegie Hall was a bittersweet occasion. Ara Guzelimian (Carnegie's senior director/artistic adviser), Pierre Boulez, Marilyn Horne and Yo-Yo Ma all paid moving tributes to Robert Harth, who died suddenly of a heart attack Jan. 30 at age 47.

In his tragically short tenure as executive and artistic director, Harth moved the grande dame of American concert halls in an exciting and fresh direction.

As board chairman Sanford Weill observed, "Robert was just here 2½ years, yet we might think he was here 2½ decades, with what he accomplished."

Next season's calendar stands as a true testament to Harth's creativity. With an aesthetic sense reminiscent of Duke Ellington's favorite phrase—"music beyond category"—the programming ranges from the Perspec-

tives series curated by Leif Ove Andnes, Michael Tilson Thomas and Dawn Upshaw to a duo recital by Evgeny Kissin and James Levin to a song cycle for Renée Fleming written by jazz pianist/composer Brad Mehldau to many jazz and world-music events, as well as a second festival curated by John Adams.

Although it is too soon to say what Carnegie Hall's programming will look like down the road, Ma believes

that Harth's legacy will resonate for many years to come.

"His vision was so exhilarating," the cellist says. "That door has been opened, and it would be hard to shut it again now."

The past few weeks have seen another seismic change: Joseph Volpe, the mercurial GM of the Metropolitan Opera, announced Feb. 10 that he has resigned his position, with an end date of 2006 that allows him time to negotiate contracts with the house's union employees (including the chorus, orchestra and stagehands).

Though the search for new leadership has barely begun, it's clear that these two situations will not only shift currents in the cultural dialogue but most likely instigate a round of musical chairs at other organizations as well.

COMING SOON: Finnish label Ondine

is continuing its celebration of American music with two richly anticipated discs.

First up in March is a recording of Christopher Rouse's Percussion Concerto "Der Gerettete Alberich," played

Classical Score™



By Anastasia Tsioulcas
atsioulcas@billboard.com



by virtuoso Evelyn Glennie and the Helsinki Philharmonic with Leif Sagerstam conducting.

That is paired with the orchestral piece "Rapture" and the Violin Concerto, featuring soloist Cho-Liang Lin.

In May, Ondine will release the world premiere of John Corigliano's Symphony No. 2 for String Orchestra, which won the Pulitzer Prize in 2001. The performance features the Helsinki Philharmonic conducted by John Storgårds and includes Corigliano's "The Mannheim Rocket."

Ondine marks 2004's second half with a collection of Kaija Saariaho's works for chorus and orchestra.

Ondine will also release two discs of pieces by Einojuhani Rautavaara: the opera Rasputin and a collection of his works for clarinet and orchestra featuring soloist Richard Stoltzman and the Helsinki Philharmonic, again conducted by Sagerstam.



ROBERT HARTH

The Beat

Continued from page 19

studio. We're not used to studios, only basements."

ON THE ROAD AGAIN: Credit Kelly Clarkson with coming up with the idea to partner with fellow "American Idol" finalist Clay Aiken for a spring tour (*Billboard*, Jan. 24).

"I found out we were both touring at the same time, and I was like, 'That would be cool to tour together, have a tour buddy,' so we just decided to it at the last minute." She says they will each perform hour-long sets. "I have a lot of rock; I'm playing with a band. It's just going to be fun."

Although Clarkson already has written a number of tracks for a new album, she says she'll probably sing the songs people already know her for instead of debuting new material.

As for Clarkson and Aiken performing together, she won't confirm it but says it's a definite "possibility."

The tour starts Feb. 24 at Charlotte (N.C.) Coliseum. Opening the dates is S-Curve act the Beu Sisters.

Unlike Clarkson, Aiken has no intention of penning any of his own songs any time soon.

"I know better than to do that," he says. "I know I can't do everything, and I don't really have an interest. If I get the feeling that I can write something or something comes to me, then I'll do it, but other than that, I'm not going to try and force it."

STUFF: Queens of the Stone Age are continuing work on a new album following the departures of co-founder and bassist Nick Oliveri and vocalist Mark Lanegan. The project is expected to come out this spring on Interscope... We may never get a new Guns N' Roses album, but we will get a greatest-hits release. Coming March 23 on

Geffen, the 14-track collection includes "Welcome to the Jungle" and "Sweet Child O' Mine." "Chinese Democracy," the new Guns N' Roses album that has been years in the making, still has no release date...

Guitarist Junior Brown has signed a deal with Telarc International, which will release his first new album in three years in August. He formerly recorded for Curb Records... Simon Horrocks, previously with TBA Entertainment, has formed Horrocks Artists Management. He brings with him clients Howard Tate (Private Music), Blue Epic (TVT) and Crazy Anglos (Empathic Recordings). Horrocks, formerly a member of Capricorn Records group Freddy Jones Band, expects to relocate from Atlanta to Los Angeles... Chloe Walsh, formerly with Girlie Action Media, has opened her own publicity shop. New York-based Press Here's clients include the White Stripes, Bright Eyes and Belle & Sebastian.

Platinum Stars

Billboard



Clay Aiken

The 'Measure' Of A Rising Star

BY CARLA HAY

It is the stuff of showbiz irony. The top-selling singer to emerge so far from the "American Idol" TV talent showdown did not even win the contest.

Not that Clay Aiken is complaining. He is too busy leading the hectic life of an in-demand pop star to dwell on the fact that he finished in second place on "American Idol."

By now, most people familiar with American pop culture know Aiken's story: As a contestant on the second season of "American Idol," he transformed from a bookish-looking, gawky neophyte to a polished performer who went through a striking image makeover.

During the season finale last May, Aiken lost to Ruben Studdard by less than 1% of the vote. Although the media often portrayed Aiken and Studdard as rivals, the two singers have remained friends during and after their time on the show.

For the music industry, the votes in the season finale have counted less than the votes of fans that buy records.

And in that respect, Aiken is the true "American Idol" champ. In the wake of his second-place finish, he signed a recording contract with RCA Records, a management deal with 19 Entertainment, the company behind "American Idol" and similar shows worldwide, and in June released his first single, "This Is the Night." The song hit No. 1 on The Billboard Hot 100 and became the top-selling single of the year, with U.S. sales of more than 950,000 units, according to Nielsen SoundScan.

Aiken's debut album, "Measure of a Man," released Oct. 14, 2003, sold 613,000 copies in its first week and debuted at No. 1 on The Billboard 200. It had the second-strongest opening sales week for a debut album in the Nielsen SoundScan era (exceeded only by Snoop Doggy Dogg's "Doggystyle," which had first-week sales of 803,000 units in 1993).

"Measure of a Man" was certified platinum in November by the Recording Industry Assn. of America. The album has since surpassed 2 million in sales, according to Nielsen SoundScan.

That sales milestone brings Aiken recognition as *Billboard's* latest Platinum Star of 2004. The Platinum Stars series, which launched in the Jan. 31 issue with a profile of Hilary Duff, focuses on selected artists that have achieved platinum sales on their first major release. Subsequent reports in the series will also focus on major new releases by established platinum acts.

Each Platinum Stars report includes a platinum partners feature that spotlights the scope of business relationships that support top-selling artists.

Somewhere amid the milestones of a new pop career, Aiken graduated from college last December (from the University of North Carolina in Charlotte with

(Continued on page 30)

Clay Aiken: Fact File

Age: 25
Hometown: Raleigh, N.C.
Album: "Measure of a Man"
Record label: RCA Records
Distributor: BMG
Web site: c.ayaiken.com

Spotlight On Aiken's Platinum Partners

Behind Every 'Idol' Lies A Multitude Of Career-Enhancing Relationships

BY CARLA HAY

Every platinum star benefits from platinum partners, business relationships that drive a career forward. Our platinum stars series will regularly spotlight these relationships to give credit to the individuals who support successful artists.

THE MANAGEMENT

Simon Fuller of 19 Entertainment in London is the creator of "American Idol" and the other similar shows around the world. He also manages several former "Idol" finalists, including Clay Aiken, Kelly Clarkson, Will Young, Gareth Gates and Ruben Studdard.

19 Entertainment not only houses a personal management company (19 Management), but it is also the umbrella company for the TV production company (19 Television) and record-label imprint (19 Recordings) that are associated with the "Idol" shows.

Fuller's past and present management clients include the Spice Girls,

S Club 7, Paul Hardcastle, Eurythmics and Annie Lennox.

THE LABEL

"Measure of a Man" arrived at retail Oct. 14, 2003, on RCA Records, through BMG Distribution. The album also bears the imprint of S Records (the label founded by "American Idol" judge Simon Cowell) and 19 Recordings, headed by Fuller.

With RCA handling the marketing and promotion of the album, several people at the label have been part of the team behind its success. They include BMG North America chairman/CEO Clive Davis (who produced "Measure of a Man"), RCA Music Group senior VP of A&R Stephen Ferrera, RCA Records GM Richard Sanders, RCA Records senior director of marketing Aaron Borns, RCA Music Group senior VP of sales Kevin Twitchell, RCA Music Group VP of retail sales and marketing Shari Segalini, RCA Records VP of publicity Pamela Murphy and RCA Records director of publicity Roger Widynowski.

THE SONGS

"Measure of a Man" features several top tunesmiths. Aldo Nova, Gary Burr and Chris Braide wrote Aiken's first single, the No. 1 hit "This Is the Night." Publishers of the song are Aldo Nova Inc., Deston Songs (ASCAP), Brrr... Songs and Warner/Chappell Music/WB Music (ASCAP).



Desmond Child, Andreas Carlsson and Braide wrote "Invisible." It is published by Desmundo Music/Deston Songs (ASCAP), Andreas Carlsson Publishing AB/Warner/Chappell Music (ASCAP) and Warner/Chappell Music (PRS).

Steve Morales, Enrique Iglesias, Kara DioGuardi and David Siegel wrote "The Way," the follow-up single to "Invisible." It is published by Little Deven Music

(BMI), Warner Tamerlane Music (BMI), Enrique Iglesias Music/EMI April Music (ASCAP), K Stuff Publishing (BMI) and Merchandize (BMI). Other songwriters on the album are Lindy Robbins, Dennis Matkosky, Jess Cates, Darren Hayes, Rick Nowels, Jimmy Harry, Wayne Hector, Shep Solomon, Pete Gorden, Reed Vertelney, Ty Lacy, Jeff Franzel, Danielle Brisebois, Cathy Dennis and David Eriksen.

THE STUDIO

Truly an international production, "Measure of a Man" emerged from sessions in studios in multiple markets: Storm Studios in Stockholm; the Gentleman's Club, Icon Sound and the Gallery in Miami; Red Door Recording Studios in St. Davids, Pa.; Master Mix in Minneapolis; Blue Iron Gate and the Chill Building in Santa Monica, Calif.; Westlake Audio in Los Angeles; NRG Recording Services in North Hollywood, Calif.; Rokstone Studios and Metropolis Studio in London; and Stereo Sound 1 in Oslo.

Mixing was done at Mix This in

Pacific Palisades, Calif.; Larrabee Studios in North Hollywood; Sound Decision in New York; and Khabang Studio in Sweden.

Aiken used a Rode Classic microphone in the studio.

RCA Music Group chief Davis receives credit as the album's producer. Producers of individual album tracks include Child, Clif Magness, Morales, Nowles, Steve Mac and Eriksen. Mixers on the album were Bob Clearmountain, Serban Ghenea, Magness, Andy Zulla, Manny Marroquin and Niklas Flyckt.

THE ROAD

Aiken's booking agent is Jeff Frasco at Creative Artists Agency in Beverly Hills, Calif. AEG Live is the promoter for the co-headlining U.S. tour with Aiken and Clarkson. On the road, Aiken uses Shure microphones.

THE MEDIA

The Fox network's "American Idol" show gets the lion's share of the credit for being the most important media (Continued on page 30)

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"Clay - this looks like the beginning of
a beautiful friendship"

Here's to a terrific journey together.



Raleigh, Simon, and everyone at



Aiken

Continued from page 27

a Bachelor of Arts degree in special education), started a charity (the Bubel/Aiken Foundation for children with disabilities) and launched his first tour. A new trek, co-headlining arenas with first "American Idol" winner Kelly Clarkson, was set to begin Feb. 24.

According to Aiken, the path to platinum has been a whirlwind experience that began during the show's second-season finale last May. That's when he found out that he had a record deal with RCA.

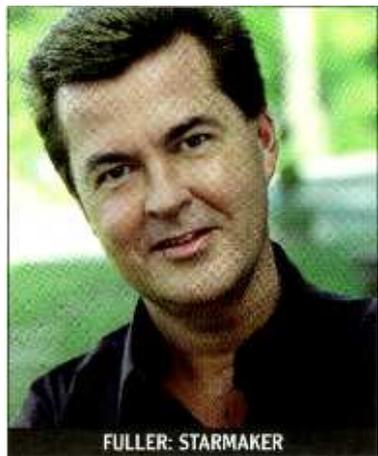
"Right after the [season finale], Ruben and I did a press tour in New York," he recalls. "During that week I had a meeting with [BMG North America chairman/CEO] Clive Davis at his house in Connecticut, where he and Tom Ennis from 19 Entertainment, [RCA Music Group senior VP of A&R] Steve Ferrera and I went up and listened to the stuff they already had prepared for me. They did a lot of the song selections before the second season on ["American Idol"] was over."

19 Entertainment founder Simon Fuller and other members of his team also were an integral part of the song-selection process.

According to Ennis, 19 Entertainment initially planned to sign only the winner of that season's "American Idol." But that all changed when "we saw the results of the voting were so close," he says. "We were also blown away by Clay's talent and the fact that he appeals to millions of people. We knew we had to sign him."

Although several songs on "Measure of a Man" were picked for Aiken even before he knew he had a record deal, the singer insists that the A&R and song-selection process for the album was a collaborative effort among him, his record company and his management team.

"I went into it pretty apprehensively, not knowing what to expect," Aiken continues. "I had been told by a number of people that if you get half of what you want on your first album, you're doing really well. Pretty much every single thing they had was something that I liked. There were maybe one or two songs I didn't like, and they were taken off the album quickly."



Ennis adds: "Clive Davis has respect for Simon Fuller's ear as an A&R man, and Simon has respect for Clive's experience in the music industry. This was a collaborative team process."

Once the songs were selected, Aiken got down to the business of recording "Measure of a Man." He says he recorded most of the album before he started the American Idols 2 tour last July.

Davis served as the overall album producer, while several producers and songwriters worked on individual tracks. Befitting a major pop star that is a top priority for his record label, Aiken recorded the album in cities around the world, such as Los Angeles, Miami, London, Oslo and New York.

"I went into it open-minded, knowing that I didn't know much and that I should be prepared to learn stuff," Aiken says of the recording sessions. "I really wasn't surprised by much except

[for] how often Clive Davis sent me back into the studio to record [something] over. As a producer, he is meticulous. I liked being able to work with all the different producers and take what they brought to the table and bring my own style to it."

The chart-topping success of "This Is the Night" fueled expectations for "Measure of a Man."

RCA Records GM Richard Sanders says, "The first thing that you have to recognize is the power of ["American Idol"] and the vast audience it does have. A vehicle that week in and week out generates millions of viewers to see your artist is the most powerful marketing tool you can have right now. It's not a question of if you win or lose; it's a question of how you relate to the audience that's watching you each week."

Sanders continues, "Luckily for Clay, there was a major transformation that took place with him. We knew from the get-go there would be an opportunity for Clay, whether he won or didn't win. As a record company, our role is to take that mass exposure you're able to generate off the show and use that to isolate talent that you think you can present in a more classic artist-development, post-'Idol' process."

RCA Records senior director of marketing Aaron Borns adds, "One of the things that played a big part with Clay's success is that he's a terrific singer. People want to take potshots at him because he was discovered on television, so you have to remind people how great a singer he is. That's what's going to carry him through beyond the misconception that he's a one-hit wonder."

Sanders adds, "In the environment we're in now, it's difficult to have a mainstream pop artist, especially a solo male artist, be launched in a credible manner without any rhythmic urban base. We knew we had the audience for Clay. So the task was to find the best material."

Although some artists might balk at the idea of working with numerous producers and songwriters on one album, Aiken says, "I put out a successful project without compromising anything and made everyone happy. It was a true collaboration."

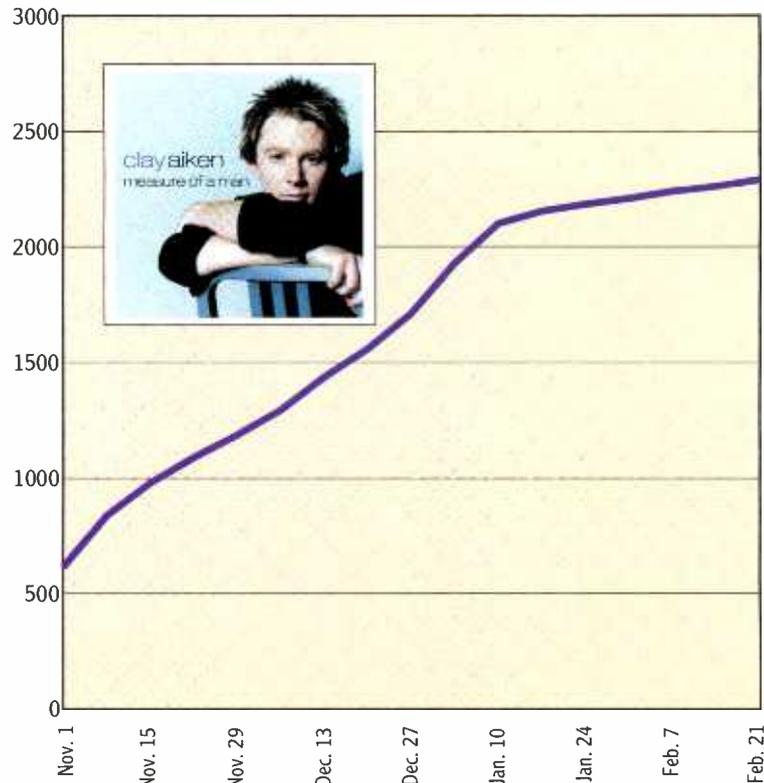
"Not everything has to be all my decision," he adds. "I'm fine with that. I'm extremely fortunate that I have people working with me who haven't asked me to do anything that I didn't want to do."

However, Aiken says issues of creative control have arisen during the filming of music videos for his singles.

"I did not enjoy the making of the video for 'This Is the Night' that much," he reveals. "The video [concept] was decided by the director and other people before I got in. 19 Entertainment and I didn't have much say in what was going on."

Circumstances improved with the filming of the video for the single "Invisible." Aiken says. "It was a completely different atmosphere. Diane Martel directed it and was completely

MEASURE OF A MAN'S SALES TRAJECTORY



DATA: Cumulative weekly unit sales of Clay Aiken's "Measure of a Man" album according to Nielsen SoundScan for Nov. 1, 2003 through Feb. 21, 2004.

interested in what made me happy and what I wanted to do, because it was my song. That started the process of what we'd like to do. So by the time we got to thinking about the video for 'The Way,' the process had gotten a lot more fun and easier."

In the months before, during and after the release of "Measure of a Man," Aiken went on a multimedia blitz that made him a bona fide American idol. And once again, TV played a major role in the campaign.

RCA's Sanders notes, "We've had

'We were blown away by Clay's talent.'

—TOM ENNIS, 19 ENTERTAINMENT

very careful marketing decisions on what types of shows to go after. We had to 'superserve' the 'American Idol' audience as well as set him up for a long-lasting artist career."

Even with all the media exposure Aiken has had, he has yet to sign a major endorsement deal.

19 Entertainment's Ennis explains, "While it's great to have exposure, sometimes less is more. We get literally of hundreds of requests for Clay, whether it be personal appearances or corporate sponsorships. We don't make those decisions lightly."

Aiken adds, "I'm very deliberate in making decisions on that kind of stuff. Right now, I'm taking it a lot more slowly than people tend to in my situation."

So why has Aiken sold more records than all of the other former "American Idol" finalists?

RCA's Sanders thinks there are two main reasons: "The audience for the second season was twice as large as

what it was for the first season. Ruben Studdard's record is doing very well, but I think Clay was able to touch an audience in a more mainstream way than Ruben was."

Aiken, who is now based in Los Angeles, has branched out into acting. (He made a guest appearance as himself last month on NBC TV series "Ed.") Aiken says that although he is open to similar opportunities in the entertainment business, music will remain his first priority.

Meanwhile, he admits all the fame he has achieved in a short period of time has taken its toll.

"I'm starting to become a little agoraphobic," he says. "I'm not too in love with public places anymore, because it's hard to get used to."

What helps him deal with the pressures of fame?

"I'm around a lot of good people who keep me grounded and don't let me get too high above my raisings. I have some good friends who don't talk about my job, and that's nice. Those are the friends who are my favorites. That helps a lot."

RCA's Borns adds, "One of the things people can relate to and appreciate about Clay is his character. He's someone who cares about people. It's worth noting how quickly he mobilized his fame to benefit this foundation he's created."

Aiken is focused, without apology. "I know this is going to sound cheesy and like I'm trying to be Miss America, but the most important responsibility a celebrity has is to set an example and be a role model. I want to make sure that no matter how long I go through this, I don't fall into the trap of changing and modifying how I do things that aren't a positive example. I want to remain somebody that the entire family can listen to or watch."

Partners

Continued from page 28

force in Aiken's career.

Since his selection as a finalist on "American Idol" last year, Aiken has appeared on NBC's "The Tonight Show With Jay Leno"; ABC's "Good Morning America," "The View" and "20/20"; the syndicated "The Ellen DeGeneres Show"; MTV's "Total Request Live"; and CBS' "Late Show With David Letterman," among many others.

He also appeared on several televised holiday specials last year, including Fox's "An American Idol Christmas," NBC's "Macy's Thanksgiving Day Parade," Nick at Night's "The Nick at Night Holiday Special" and ABC's "Walt Disney Christmas Day Parade."

Aiken performed at the 31st annual American Music Awards last November and the 13th annual Billboard Music

Awards last December.

Aiken ranked as one of the top celebrities of 2003 in several year-end media surveys, including People magazine and A&E.

Aiken has also appeared on the covers of Rolling Stone, TV Guide, Teen People and Entertainment Weekly.

So far this year, Aiken has been on CNN's "People in the News," ABC's "Live With Regis & Kelly," the syndicated "On-Air With Ryan Seacrest" and NBC's "Today" and "Saturday Night Live."

Aside from his official Web site, clayaiken.com, his presence is felt on numerous Internet fan sites and discussion groups.

THE CATALOG

Aiken appears on the compilation albums "American Idol: Season 2—All Time Classic American Love Songs" and "American Idol: The Great Holiday Classics." Both albums were released in 2003 by RCA.

Vans Warped Tour Celebrates 10 Years

BY RAY WADDELL

And they said it wouldn't last. The Vans Warped tour, a spiky-haired mongrel among touring music festivals, continues to beat the odds as it preps its 10th-anniversary run.

The tour begins June 25 in the parking lot of the Reliant Center in Houston. It boasts a power-punk lineup that includes Bad Religion, New Found Glory, the Vandals, Thursday, NOFX, Good Charlotte, Simple Plan and Story of the Year.

That Warped has stayed close to the hearts of fickle music fans and survived when deeper-pocketed fests have not is a testament to the core concept of founder and partner Kevin Lyman.

"The first thing we wanted to bring the kids was choices," Lyman says. "We haven't really broken from that format. We don't announce the times bands are playing until doors, performances all overlap and there is always plenty to do."

Value is perhaps the main component of the Warped concept. In a partnership with Musictoday and Fanscape, Warped offered an Internet presale priced at \$23.74, which included one ticket, this year's Vans Warped tour compilation CD, a service fee and a 25-cent contribution to Hollywood Heart, a children's HIV/AIDS charity.

The Feb. 11 presale went quite well, at least by Warped standards. "It was a typical Warped tour launch—a train wreck," Lyman notes. "Last year we sold 300 tickets on the first day and ended up having our best year ever. This year we sold 2,000."

Success for Warped, of course, is rel-

ative because of the low ticket price. Last year the tour drew more than 500,000 people but grossed just \$12.5 million, not nearly enough to rank it among the top tours of the year.

"We don't have the big-ticket price, so we don't turn up in the big grosses at the end of the year," Lyman explains. "But our scene is very healthy."

Some 200 bands of varying stature on the punk scene will participate in the various legs of the Warped tour this summer, and more than 60 perform per show on six to eight separate stages, depending on the market.

Other entertainment comes from extreme-sports exhibitions, interactive technology and sponsor participation that far transcends simple venue signage.

"Sponsors are integrated throughout the show," Lyman says. "Kids come for the experience as much as the bands. We're bringing back the Human Cannonball this year."

BRINGING ON THE ALUMNI

Several Warped veterans will return for the 10th-anniversary run, even though many of them carry price tags that now exceed Warped's budget.

"Bands are coming back because it's the 10th anniversary, and they want to be part of it," Lyman says. "A lot of these bands sacrifice their guarantee

to be part of the experience of the Warped tour. And I appreciate that, because there's no way I could afford some of these bands."

There is a great credibility factor gained by playing Warped, Lyman notes. "A lot of these bands see it as a chance to resolidify their fan base," he says. "We could easily charge \$5 or \$6 more a ticket, but we all agree if we raised the ticket price that wouldn't be what Warped is all about."

The Vandals have

stage ever, the one-foot riser stage," Lyman recalls. "He wasn't very happy about it."

LOYALTY HAS GONE A LONG WAY

Warped travels on 12 trucks, 42 buses and various support vehicles ranging from vans to RVs. The tour costs about \$150,000 per day to produce now, including talent and production, compared with \$20,000-\$30,000 10 years ago.

Clear Channel Entertainment promotes about 30% of the dates, with the rest falling to House of Blues Concerts, AEG Live and various local and regional independents.

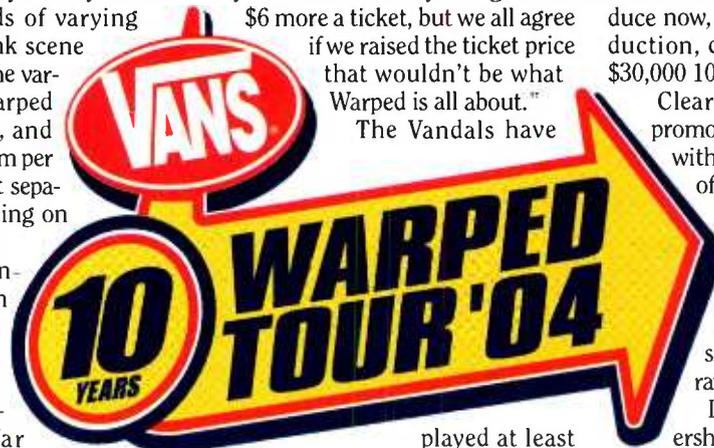
"We're very loyal, and we never solicit competing bids in a market," Lyman says. "We stay with people rather than companies."

Likewise, the Warped ownership has changed hands a few times during its 10 years. "But now it's back in the original hands," Lyman says. "That's punk in itself."

Now Vans, Creative Artists Agency and Lyman own the tour. CAA agent Daryle Eaton was an early believer in Warped and has been instrumental in its growth.

"People ask me how they can work with Daryle; I tell them he was working out of a closet when I first met him," Lyman notes.

Eaton says that Warped's secret is that "the Warped tour has consistently provided good value for fans. They get to see a large number of artists for a ticket price that has never gone over \$25."



played at least

five Warped tours, according to the band's Joe Escalante. The tour's target demographic is perfect for the bands, he says.

"You pretty much hit every kid in the country that even has the possibility of buying your record," he says. "You can stay relevant from one tour, and for bands like us that own our own record label, you can set up a booth."

Bands that gained their first national exposure on the Warped tour include Sublime, No Doubt, Good Charlotte, New Found Glory, Papa Roach, Limp Bizkit, Sugar Ray, Deftones and Kid Rock.

"Kid Rock played on our smallest

Staples Pulls Off Grammy/NBA Double-Header

BY SUSANNE AULT

Sure, the Grammy Awards and the NBA All-Star basketball game are huge spectacles. But they have nothing on the load-in/load-out of the two productions, which occurred less than one week apart.

"Basically, you spend a month in a building in a week," says Ed Kish, owner of Kish Rigging, whose crew assembled and disassembled the

lighting, sound and other stage elements for both shows at Los Angeles' Staples Center this year. "We've never done anything on this scale in the 25 years that I've been doing this [at the company]."

Staples has hosted the Grammys four times, including the 2004 edition. The NBA All-Star game had never been played at Staples and has not been based in Los Angeles since 1983.

To stage the Feb. 8 Grammys and the Feb. 13-15 NBA All-Star events, Staples needed Kish to rig equipment for both productions at the same time. This was the first time that Staples had attempted this sort of simultaneous changeover.

"We're doing what is everyone's dream or nightmare in this business," says Lee Zeidman, senior VP of operations at Staples. "We're doing two internationally televised events back to back that need six to seven days of [preparation] in their own right."

"We've done something that has never been done for any type of Grammy load-in,"

Zeidman continues. "We pre-rigged the NBA All-Star [events] during the Monday, Tuesday and Wednesday [Feb. 2-4] of Grammy rigging. As the Grammys were continuing to load in, we found time and areas where the Grammys weren't going to be hanging anything. And we started hanging motors for the All-Star game."

A LOT OF WEIGHT THROWN AROUND

The 60-truck Grammy set required 260,000 pounds of equipment, including 900 moveable lights and 380 motors, to be hung from the arena's ceiling. This set a new weight record for Staples events—the Democratic National Convention in August 2000 had previously been the heaviest, with 250,000 pounds suspended from the top.

Clocking in at 110,000 pounds, the 10-truck NBA All-Star happenings—counting the Feb. 13 Got Milk? Rookie Challenge, the Feb. 14 AOL All-Star Night and the Feb. 15 NBA All-Star game—needed 300 moving lights and 126 motors to be hung.

All Grammy production, which also included a 125-foot-wide-by-104-foot-deep stage and set pieces that resembled a UFO, was torn down by 3 a.m. Feb. 9. The NBA layout needed to be wrapped by the 5 p.m. Feb. 13 broadcast time of the Rookie Challenge.

Though lighter than the Grammys, the NBA equipment was also beefed up with more advanced lighting and sound systems than the 2003 edition, says Peter Fink, VP of events for the NBA. This was arguably its most showbiz-oriented installment yet, he says.

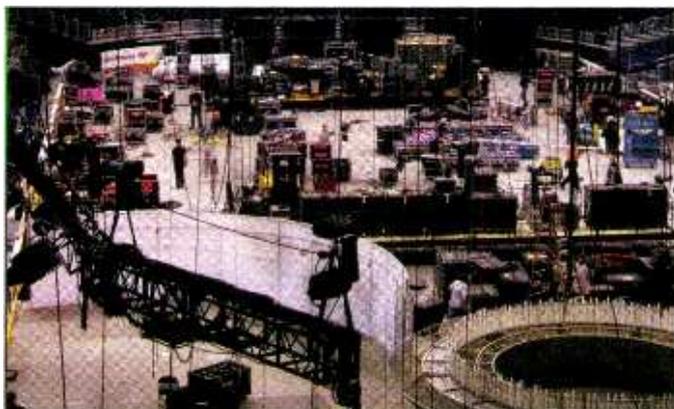
"The Beach Boys were Saturday night. Christina [Aguilera] sang the anthem Sunday. Beyoncé performed at halftime," Fink says. "It's a concert [surrounded by] basketball games."

Another obstacle for Staples, Zeidman says, was constructing a 24-foot-by-24-foot stage for these musical headliners in a section of Staples Center that has never had a stage before.

"It's normally the Zamboni area, where the ice machines come in and out for the hockey game, and now there is the challenge of people going in and out of the hole [during the building process]," Zeidman says.

To make the 2004 All-Star week a slam-dunk success, the NBA event production staff worked two more overnights (Feb. 9-10) than usual, Fink says. That increased production costs another six figures, he admits.

"It's been challenging," Fink says. "But we've had good participation with the Grammys. We've been able to share production elements with lights and sound."



The Staples Center in Los Angeles had to simultaneously set up for two major happenings during the first two weeks of February: the Grammy Awards and the NBA All-Star Events.

Bonnaroo Lineup Jammed With Talent

Bob Dylan, the Dead, Trey Anastasio, Dave Matthews & Friends, David Byrne and Willie Nelson are among the highlights of the lineup of the third annual Bonnaroo jam fest.

Bonnaroo is co-produced by Superfly Presents and A.C. Entertainment and is set for June 11-13 on a 700-acre farm in rural Manchester, Tenn., about 60 miles south of Nashville.

Tickets go on sale Feb. 21. They are \$139.50 and \$164.50, up from \$119.50, \$134.50 and \$149.50 last year.

Bonnaroo 2003 drew 80,567 fans and grossed \$11.5 million, second only to Bruce Springsteen's 10 sell-outs at Giants Stadium in East Rutherford, N.J., which grossed \$38.6 million.

The festival sold out in 16 days with tickets purchased on its Web site, without the benefit of any traditional advertising. The first Bonnaroo in 2002 grossed almost \$9 million and drew 75,000.

Bonnaroo 2004 should do better than ever, given a higher ticket price and a capacity increased to 90,000 because the producers secured more land. Superfly president Jonathan Mayers says the production and talent budgets were also increased this year.

"There will be additional stages and more activities than we've ever had," Mayers promises. "Operationally, it should be a better-run festival."

Other acts confirmed for Bonnaroo 2004 include Primus, Wilco, Burning Spear, String Cheese Incident, Ani DiFranco, Moe., Gov't Mule, Los Lobos, Galactic, Yo La Tengo, Femi Kuti, Gomez, Yonder Mountain String Band, Damien Rice, North Mississippi Allstars, Hill Country Review, Beth Orton, My Morning Jacket, Gillian Welch, the Del McCoury Band, Taj Mahal, Sam Bush Band, Vida Blue featuring the Spam Allstars, Los Lonely Boys, Grandaddy, Kings of Leon, Bill Laswell's Material, Soulive, Neko Case, Calexico, Leftover Salmon, Cut Chemist, Chris Robinson, Umphrey's McGee, Maroon5, the Black Keys, Tokyo Ska Paradise

Orchestra, Bad Plus, Marc Broussard, Donovan Frankenreiter, Blue Merle and Medeski, Martin & Wood.

LET'S GET CRUSTY: The Crusty Demons tour will debut in some 20 arenas in June. The tour, similar in concept to Tony Hawk's Boom Boom HuckJam, will feature extreme-sports exhibitions and such sideshow acts as fire breathers and motorcycle jousting, according to producer Kevin Lyman. The tour is a partnership between Chicago-based promoter Jam Productions and Dan Hirsch of San Francisco's On Board Entertainment.

"It's gonna be like Mad Max meets freestyle motocross meets [WWE] wrestling," says Lyman,

On The Road™

By Ray Waddell
rwaddell@billboard.com

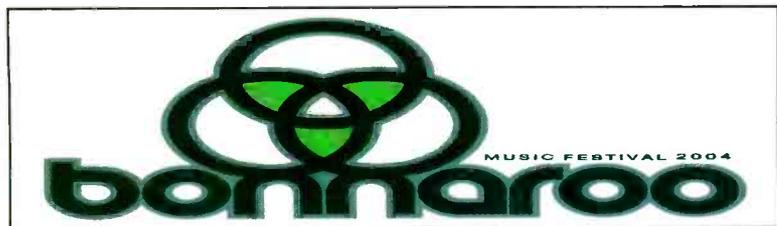


best-known as founder and partner of the Vans Warped tour (see story, page 31). "If you like pyro, you're gonna love this show."

Lyman says that scaled-down production, the design of the show and fewer production kills will alleviate some of the profitability issues that have plagued Boom Boom, which broke even for the first time last year (*Billboard*, Nov. 29, 2003) after averaging \$291,581 in gross and 7,449 in attendance, according to Billboard Boxscore. Boom Boom producers say the tour will return in 2004.

CHRISTIAN CONCERT NEWS: San Diego rock group Switchfoot begin a tour March 15 in support of its Columbia debut, "The Beautiful Let-down," at the House of Blues in Anaheim, Calif. It has dates on the books until April 13 at Clutch Cargos in Detroit.

Jars of Clay will begin an extensive tour Feb. 23-24 at the Grace Centre in Fletcher, N.C., and will be out through July supporting its new *Essential* record, "Who Are We Instead."



FEBRUARY 28
2004

Billboard

BOXSCORE
CONCERT GROSSES™

ARTIST(S)	VENUE/ DATE	GROSS/ TICKET PRICE(S)	ATTENDANCE/ CAPACITY	PROMOTER
GEORGE STRAIT, DIERKS BENTLEY, KELLIE COFFEY	Ford Center, Oklahoma City Feb. 5	\$1,110,050 \$59.50/\$49.50	18,711 sellout	Varnell Enterprises
GEORGE STRAIT, DIERKS BENTLEY, KELLIE COFFEY	Gaylord Entertainment Center, Nashville Feb. 7	\$1,031,010 \$59.50/\$49.50	17,860 sellout	Varnell Enterprises
BETTE MIDLER	KeyArena, Seattle Feb. 3	\$996,328 \$150/\$39.50	10,519 11,297	Clear Channel Entertainment
DAVID BOWIE, MACY GRAY	Rosemont Theatre, Rosemont, Ill. Jan. 13-14, 16	\$959,883 \$86/\$40.50	12,867 three sellouts	Clear Channel Entertainment
ROD STEWART	Office Depot Center, Sunrise, Fla. Feb. 6	\$928,319 \$95/\$75/\$49.50	11,647 sellout	Fantasma Productions, AEG Live
BETTE MIDLER	Pepsi Center, Denver Jan. 31	\$870,309 \$154/\$43.50	9,901 12,333	Clear Channel Entertainment, KSE
GEORGE STRAIT, DIERKS BENTLEY, KELLIE COFFEY	St. Pete Times Forum, Tampa, Fla. Jan. 16	\$810,610 \$59.50/\$49.50	17,799 sellout	Varnell Enterprises
DAVID BOWIE, MACY GRAY	Shrine Auditorium, Los Angeles Jan. 31, Feb. 2	\$803,544 \$84/\$44	12,348 two sellouts	Clear Channel Entertainment
GEORGE STRAIT, DIERKS BENTLEY, KELLIE COFFEY	ARCO Arena, Sacramento, Calif. Jan. 28	\$803,510 \$59.50/\$49.50	14,132 15,000	Varnell Enterprises
GEORGE STRAIT, DIERKS BENTLEY, KELLIE COFFEY	CenturyTel Center, Bossier City, La. Feb. 6	\$801,505 \$59.50/\$49.50	13,888 sellout	Varnell Enterprises
GEORGE STRAIT, DIERKS BENTLEY, KELLIE COFFEY	Save Mart Center, Fresno, Calif. Jan. 29	\$787,510 \$59.50/\$49.50	13,830 sellout	Varnell Enterprises
ROD STEWART	St. Pete Times Forum, Tampa, Fla. Feb. 7	\$784,739 \$95/\$75/\$49.50	10,969 sellout	Fantasma Productions, AEG Live
BETTE MIDLER	Rose Garden, Portland, Ore. Feb. 4	\$752,874 \$150/\$39.50	9,478 13,083	Clear Channel Entertainment
ROD STEWART	Philips Arena, Atlanta Feb. 10	\$751,478 \$95/\$75/\$49.50	10,032 12,479	AEG Live
GEORGE STRAIT, DIERKS BENTLEY, KELLIE COFFEY	Colonial Center, Columbia, S.C. Feb. 13	\$702,305 \$59.50/\$49.50	12,410 15,000	Varnell Enterprises
DAVID BOWIE, MACY GRAY	The Joint, Hard Rock Hotel, Las Vegas Jan. 30, Feb. 6	\$686,625 \$301/\$101	3,044 two sellouts	Clear Channel Entertainment, Andrew Hewitt Co.
TOBY KEITH, BLAKE SHELTON	Bryce Jordan Center, University Park, Pa. Feb. 14	\$630,200 \$47.50/\$37	13,630 sellout	Varnell Enterprises
TOBY KEITH, BLAKE SHELTON, CLEDUS T. JUDD	Bi-Lo Center, Greenville, S.C. Feb. 6	\$603,336 \$47.50/\$37.50	13,410 sellout	Varnell Enterprises
DAVID BOWIE, MACY GRAY	HP Pavilion, San Jose, Calif. Jan. 27	\$578,128 \$76/\$51	9,856 10,317	Clear Channel Entertainment
SARAH BRIGHTMAN	FleetCenter, Boston Jan. 31	\$495,980 \$750/\$29.50	7,460 16,905	Clear Channel Entertainment
DAVID BOWIE, MACY GRAY	Palace of Auburn Hills, Auburn Hills, Mich. Jan. 9	\$427,522 \$63.50/\$43.50	8,509 8,909	Clear Channel Entertainment, Palace Sports & Entertainment
JIMMY BUFFETT	Waikiki Shell, Honolulu Jan. 28	\$380,132 \$76/\$36	8,428 sellout	House of Blues Concerts, Tom Moffatt Productions
DAVID BOWIE, MACY GRAY	Wiltern Theater, Los Angeles Feb. 3, 7	\$374,348 \$126/\$66	4,580 two sellouts	Clear Channel Entertainment
JIMMY BUFFETT	Maui Arts & Cultural Center, Kahului, Hawaii Jan. 30	\$301,276 \$78/\$48	4,940 sellout	House of Blues Concerts, Tom Moffatt Productions, in-house
JOSH GROBAN	Delta Center, Salt Lake City Feb. 5	\$267,525 \$60/\$30	6,232 sellout	Clear Channel Entertainment
LINKIN PARK, P.O.D., HOOBASTANK, STORY OF THE YEAR	World Arena, Colorado Springs, Colo. Feb. 2	\$261,683 \$34.50	7,871 8,619	Clear Channel Entertainment
TRAVIS, JASON FALKNER	Sports Palace, Mexico City Feb. 7	\$260,922 (2,870,140 pesos) \$34.54	7,553 9,730	OCESA Presents
ROCIO JURADO & DYANGO	James L. Knight Center, Miami Feb. 14	\$256,933 \$70/\$59/\$47	4,783 sellout	NYK Productions
GAITHER HOMECOMING	Conseco Fieldhouse, Indianapolis Feb. 6	\$254,336 \$34.75/\$16.75	11,020 17,809	Clear Channel Entertainment
KID ROCK, GOV'T MULE	Wachovia Arena, Wilkes-Barre, Pa. Jan. 31	\$253,752 \$34.50	7,668 8,366	Clear Channel Entertainment
KID ROCK, GOV'T MULE	Municipal Auditorium, Nashville Feb. 6	\$240,735 \$33	7,295 7,661	Clear Channel Entertainment
DAVID BOWIE, MACY GRAY	Dodge Theatre, Phoenix Feb. 5	\$237,842 \$83/\$28	4,873 sellout	Clear Channel Entertainment
GAITHER HOMECOMING	Tallahassee-Leon County Civic Center, Tallahassee, Fla. Jan. 31	\$210,964 \$33.75/\$15.75	8,181 12,258	Clear Channel Entertainment
CRISTIAN CASTRO & ALEXANDRE PIRES	James L. Knight Center, Miami Jan. 31	\$205,064 \$73/\$66/\$49	3,214 4,646	NYK Productions
KID ROCK, GOV'T MULE	Hara Arena, Dayton, Ohio Feb. 5	\$192,720 \$33	6,030 sellout	Clear Channel Entertainment

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Mills' R&B Past Haunts Her

BY GAIL MITCHELL

A string of hits in the '80s and early '90s qualify her as an R&B icon. But what made Stephanie Mills a household name then is working against her now.

Mills is a still-vital artist ignored by major labels. Why? Because the money-making potential for her type of music—in this case, urban AC—has been pegged as nil.

With such exceptions as Gerald Levert (Elektra) and recent multiple-Grammy Award winner Luther Vandross (J Records), other "old-school" contemporaries have opted to take the independent route to stay in the game.

Mills is no different. But she has funded the project herself, without the benefit of major national distribution.

"It's a struggle when you don't have a big machine behind you," the New Jersey-based singer says. "I'm doing this on sheer will, faith and my experience in the business. I didn't set out to do this on my own; it just happened. But I believe in this."

Mills initially met with some major-label executives when she began recording her new R&B album—her first in 13 years. But "they said this kind of music just isn't going to sell, and radio wouldn't play a Stephanie Mills song now," the singer recalls.

So as the recording progressed and no takers came to the table, Mills adopted a do-it-yourself approach. The result is the 10-track "Born for This!" on her own label, JM Records.

Calling the experience "educational," Mills quickly learned a few things. For example, although she knows a lot of songwriters and producers, some of those she wanted to use were expensive and she could not afford to hire them. With the help of her attorney Ed Wood, who represents up-and-coming producers, she enlisted the services of Flavahood Productions, the Dream Team, BeBe Winans and Gordon Chambers.

She and her stylist, Leonard Bridges, designed the album package, while another colleague, Brent Whiting, helped her develop the stephaniemillsmusic.com site.

STEADILY WORKING THE PROJECT

About four months ago, New York-based independent promoter Mike Halley began working lead single "Can't Let Him Go" to urban AC stations. And Mills herself even made phone calls to radio stations to talk about the record on morning shows and mailed out copies of the single.

"It's really been a roll-up-your-sleeves effort," Mills observes. "You definitely have to use some creative thinking."

It was Mills' creative artistry at age 15 that won her the starring role as Dorothy in the Broadway show "The Wiz." She later signed with 20th Century, scoring her first top 10 R&B hit in 1979 with "What Cha Gonna Do With My Lovin'." From there she segued to Casablanca and then MCA, where she recorded five No. 1 R&B singles, including "I Feel Good All Over" and "Home."

For the week ended Feb. 20, "Can't Let Him

Go" was No. 39 on the Airplay Monitor Adult R&B chart. An-as-yet-unnamed second single is waiting in the wings. The album itself will be released in the second week of March. Unconcerned with national distribution at this point, Mills will sell the \$12.99 album through her Web site and at concerts.

Halley, who worked with Mills when they were both at MCA, says the first single has "done what it was supposed to do: get her name out there. It's a good effort for an indie starting out.

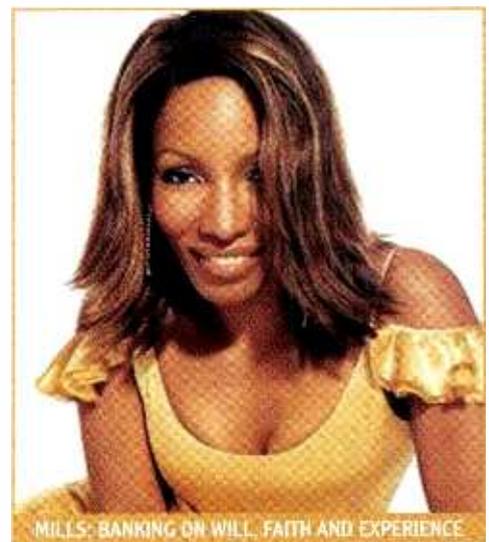
"We've taken a guerrilla attack on the adult marketplace, working each market one by one. Her history shows she has a base. With the right record and today's digital possibilities, you can't lose. And once you see her perform, that's the selling point," Halley says.

Still a major concert draw, Mills recently appeared with the Whispers and the O'Jays in Atlantic City, N.J., and Al Green during Valentine's Day weekend in Washington, D.C.

In addition to support from radio stations in New Orleans, Miami, D.C. and Los Angeles and syndicated personality Tom Joyner, Mills says her "biggest cheerleader" is Elroy Smith, operations manager/PD of WGCI AM-FM and WVAZ Chicago.

"'Can't Let Him Go' is classic Stephanie Mills," Smith says. "It has a similar texture to 'I Feel Good All Over'—a classic. But the feel of this track will do well with urban AC. It would sound out of synch on a mainstream hip-hop station.

"I know this comment bothers AC artists.



MILLS: BANKING ON WILL, FAITH AND EXPERIENCE

Most of them want to be accepted in both arenas. But being labeled as 'an urban AC artist' doesn't mean that it's over," Smith observes. "They may hit on something that will put them right back into the mainstream, which I hope will happen for someone of Stephanie's caliber."

Industry sources estimate that indie album projects can run between \$50,000 and \$100,000 for recording and the same amount for marketing, including a Web site. Mills declines to say what she has spent. She is more concerned with seeing the project through.

"The hardest part is staying focused, keeping it rolling," the singer says. "There are so many naysayers out there. You have to have tunnel vision, or you'll get sidetracked by others' opinions. If I believed what I've been told, I wouldn't have come this far."

Truth, Joi Prep Sets On Pookie Label

Here's the early skinny on new albums by Truth and Joi—the inaugural releases on Raphael Saadiq's Navarre-distributed Pookie Entertainment (*Billboard*, Rhythm & Blues, Oct. 25, 2003).



TRUTH: 'READY' FOR ALBUM RELEASE

"Ready Now" is the title of Truth's May 11 sophomore set. It boasts production by Saadiq, Battlecat, Kelvin Wooten, Brian & Cassey Wilson, Alonzo Jackson and new Pookie artist Baj'. The lead single is the Saadiq- and Wooten-produced title track. It goes to radio in April.

"A mid- to uptempo song with a

little hardcore knock and a hip-hop feel" is how Truth describes the forthcoming single. "I'm most excited about working with a new visionary [Saadiq] and adding a more musical edge. I opened myself up to using more creative resources this time, wanting to work with up-and-coming producers and writers."

Under the Truth Hurts moniker, the former Aftermath/Interscope singer scored a No. 2 R&B hit with "Addictive" from her 2002 album debut, "Truthfully Speaking." The song later became the target of a copyright-infringement lawsuit: It contained a four-minute sample of Indian composer Bappi Lahiri's "Thoda Resham Lagta."

"That happens sometimes to the best of us," Truth says about the sampling issue. "When you sample, you take that risk. I knew that from the gate."

And the name change? "I was never feeling Truth Hurts," she acknowledges. "Because we couldn't use 'Truth' legally, that was a twist Dr. Dre added. I wanted to drop the 'Hurts,' so it's 'Truth.'"

Joi's currently untitled album is slated for release June 1. She is recording in Saadiq's Los Angeles studio. It is the follow-up to her

2002 project, "Star Kitty's Revenge." A promotional campaign and tour are being worked out.

Joi is also featured on Saadiq's "All Hits at the House of Blues" live album and OutKast's Grammy Award-winning "Speakerboxxx/The Love Below."

DASH'S LIGHT: With producer/rapper Kanye West blowing up and a new Island Def Jam chief in the house, Roc-a-Fella CEO Damon Dash is too busy to think about partner Jay-Z's retirement as an artist.

"When Jay retired, there was some anxiety," Dash says. "Change is difficult. But it's going to be refreshing. L.A. Reid will definitely help us broaden our horizons."

Those horizons at Roc-a-Fella—whose artist roster contains Juelz Santana and Young Gunz—now include R&B and rock. Later this year, look for new sister division Roc Music to issue albums by Rell, Nicole Wray and rocker Samantha Ronson.

Dash starts filming "State Property, Part 2" in March. And Newmark has bought his film, "The Woodsman" (Kevin Bacon, Mos Def, Eve), which was shown at the Sundance Film Festival.

In addition, Dash and business partners David Gensler and Kareem

"Biggs" Burke have launched Native/DBG—a team of designers and marketers—to expand corporate relationships with the "Roc family of brands." Besides Roc-a-Fella and Roc Music, the brands include Rocwear, Dash Films and newly launched quarterly magazine America.

As co-chair of the Hip-Hop Summit Action Network, Dash was also recently in Los Angeles to support the organization's youth voter registration initiative.

HIP-HOP

POLITICS: Speaking of the hip-hop voter constituency, the National Hip-Hop Political Convention will take place June 16-19 at Rutgers University in Newark, N.J.

Founded by a group of hip-hop artists and activists, the convention aims to "create a national political forum for the hip-hop generation," according to co-founder and author Bakari Kitawa.

The three-day conference will include dialogue between hip-hop

and civil-rights leaders; panel discussions on economic empowerment, criminal justice, education and healthcare; and artist performances. Scheduled to participate are Russell Simmons and Public Enemy's Chuck D.

Here's an interesting item:

Rhythm & Blues™
By Gail Mitchell
gmitchell@billboard.com



Audio snippets of presidential hopeful Howard Dean appear on Skinny Pimp's "City to City" remix. The Memphis rapper's new CD, "Tha Classic," arrives in April by way of Onlock Records/Grandstand Entertainment through RED Distribution.

MUSICAL NOTE: Ideal's new album, "From Now On," is being released by Neutral Ground/Bungalow/Universal.

FEBRUARY 28
2004

Billboard® HOT R&B/HIP-HOP AIRPLAY™

THIS WEEK	LAST WEEK	TITLE	ARTIST (IMPRINT/PROMOTION LABEL)	WKS. ON	THIS WEEK	LAST WEEK	TITLE	ARTIST (IMPRINT/PROMOTION LABEL)	WKS. ON	THIS WEEK	LAST WEEK	TITLE	ARTIST (IMPRINT/PROMOTION LABEL)	WKS. ON
1	1	Slow Jamz	TWISTA (ATLANTIC)	16	26	27	I'm Really Hot	MISSY ELLIOTT (THE GOLD MINO/ELEKTRA/EEG) ★	51	52	6	Round Here	MEMPHIS BLEEK (ROC-A-FELLA/DEF JAM/UMRG)	6
2	4	Sorry 2004	RUBEN STUDDARD (J/RMG) ☆	11	27	40	If I Ain't Got You	ALICIA KEYS (J/RMG)	52	50	5	One Day At A Time	TUPAC WITH EMINEM (AMARU/INTERSCOPE)	5
3	3	Yeah!	USHER (ARISTA) ☆	9	28	24	Milkshake	KELIS (STAR TRAK/ARISTA)	53	55	4	The Loneliness	BABYFACE (ARISTA) ☆	4
4	2	Me, Myself And I	BEYONCE (COLUMBIA/SUM)	11	29	30	Freek-A-Leek	PETEY PABLO (JIVE)	54	72	2	Jesus Walks	KANYE WEST (ROC-A-FELLA/DEF JAM/UMRG)	2
5	11	You Don't Know My Name	ALICIA KEYS (J/RMG) ☆	11	30	11	Neva Eva	TRILLVILLE (BME/REPRISE/WARNER BROS.)	55	49	20	Fortnight	MUSIQ (DEF SOUL/UMRG)	20
6	12	One Call Away	CHINGY FEAT. J. WEAV (DISTURBING THE PEACE/CAPITOL)	11	31	28	Shy	WESTSIDE CONNECTION (HOO-BANGIN'/CAPITOL)	56	56	18	She Is	CARL THOMAS FEAT. LL COOL J. (BAD BOY/UMRG)	18
7	7	Hotel	CASSIDY FEAT. R. KELLY (FULL SURFACE/J/RMG)	11	32	43	Dude	BEENIE MAN (SHOCKING VIBES/VIRGIN)	57	66	3	Baby I Love U	JENIFER LOPEZ (EPIC/SUM)	3
8	6	Splash Waterfalls	LUDACRIS (DISTURBING THE PEACE/DEF JAM SOUTH/UMRG) ☆	13	33	51	What's It Like	JAGGED EDGE (COLUMBIA/SUM) ☆	58	61	17	A Million Ways	WILL DOWNING (GRP/VERVE)	17
9	9	Salt Shaker	YING YANG TWINS (COLLIPARK/TVT)	22	34	38	Think About You	LUTHER VANDROSS (J/RMG)	59	53	18	My Baby	BOY WOV FEAT. JAGGED EDGE (COLUMBIA/SUM)	18
10	15	Through The Wire	KANYE WEST (ROC-A-FELLA/DEF JAM/UMRG)	15	35	31	Stand Up	LUDACRIS (DISTURBING THE PEACE/DEF JAM SOUTH/UMRG) ☆	60	74	2	Questions	TAMIA (ELEKTRA/EEG)	2
11	11	Dirt Off Your Shoulder	JAY-Z (ROC-A-FELLA/DEF JAM/UMRG)	12	35	29	Encore	JAY-Z (ROC-A-FELLA/DEF JAM/UMRG)	61	75	2	All Falls Down	KANYE WEST (ROC-A-FELLA/DEF JAM/UMRG)	2
12	14	Tipsy	J-KWON (SO SO DEF/ARISTA) ☆	11	37	39	Game Over	LIL' FLIP (SUCKA FREE/COLUMBIA/SUM)	62	—	1	Prototype	OUTKAST (ARISTA)	1
13	8	Read Your Mind	AVANT (MAGIC JOHNSON/GEFFEN)	11	38	47	Get Low	LIL' JON & THE EAST SIDE BOYZ (BME/TVT)	63	54	14	Gangsta Girl	BIG TYMERS FEAT. R. KELLY (CASH MONEY/UMRG)	14
14	13	The Way You Move	OUTKAST FEAT. SLEEPY BROWN (ARISTA)	25	39	32	Gigolo	NICK CANNON FEAT. R. KELLY (NICK/JIVE)	64	59	20	Wonderful	ARETHA FRANKLIN (ARISTA)	20
15	19	No Better Love	YOUNG GUNZ (ROC-A-FELLA/DEF JAM/UMRG)	9	40	41	Gal Yuh Ah Lead	T.O.K. (VP)	65	71	2	Luv Me Baby	MURPHY LEE (FO' REEL/UNIVERSAL/UMRG) ☆	2
16	20	I'm Still In Love With You	SEAN PAUL FEAT. SASHA (VP/ATLANTIC)	10	41	48	I Don't Wanna Know	MARIO WINANS (BAD BOY/UMRG)	66	—	1	Make It Up With Love	ATL (NOONTIME/EPIC/SUM)	1
17	16	Hey Ya!	OUTKAST (ARISTA)	16	42	37	U Got That Love (Call It A Night)	GERALD LEVERT (ELEKTRA/EEG)	67	62	12	Back In The Day (Puff)	ERYKAH BAOU (MOTOWN/UMRG)	12
18	17	Walked Outta Heaven	JAGGED EDGE (COLUMBIA/SUM) ☆	29	43	47	Ride Wit U	JOE FEAT. G-UNIT (JIVE)	68	—	12	I'll Be Around	CEE-LO FEAT. TIMBALAND (ARISTA)	12
19	18	In My Life	JUVENILE FEAT. MANNIE FRESH (CASH MONEY/UMRG)	12	44	42	Clubbin'	MARQUESS HOUSTON (T.U.G./ELEKTRA/EEG) ☆	69	60	19	Touched A Dream	R. KELLY (JIVE)	19
20	15	Step In The Name Of Love	R. KELLY (JIVE)	47	45	45	Them Jeans	MASTER P (NEW NO LIMIT/KOCH)	70	70	8	Diamond In Da Ruff	JAHMEIM (DIVINE MILL/WARNER BROS.)	8
21	23	I Can't Wait	SLEEPY BROWN FEAT. OUTKAST (DREAMWORKS/INTERSCOPE)	6	46	36	Change Clothes	JAY-Z (ROC-A-FELLA/DEF JAM/UMRG)	71	—	1	Wear It Out	GERALD LEVERT (ELEKTRA/EEG)	1
22	22	Rubber Band Man	T.I. (GRAND Hustle/ATLANTIC)	15	47	44	Wat Da Hook Gon Be	MURPHY LEE (FO' REEL/UNIVERSAL/UMRG)	72	—	1	F**k It (I Don't Want You Back)	EAMON (JIVE)	1
23	26	Wanna Get To Know You	G-UNIT FEAT. JOE (G-UNIT/INTERSCOPE) ☆	13	48	57	Don't Take Your Love Away	AVANT (MAGIC JOHNSON/GEFFEN)	73	—	1	Slow Down	JACK-O (PDE BOY/SOBEMARNER BROS.)	1
24	21	Damn!	YOUNGBLOODZ FEAT. LIL' JON (SO SO DEF/ARISTA)	36	49	35	Runnin' (Dying To Live)	TUPAC FEAT. THE NOTORIOUS B.I.G. (AMARU/INTERSCOPE) ☆	74	68	15	Quick To Back Down	BRAVEHEARTS (LIL' WULF/COLUMBIA/SUM)	15
25	25	More & More	JOE (JIVE)	23	50	58	Whoknows	MUSIQ (DEF SOUL/UMRG)	75	73	2	Beautiful U R	JAVIER (CAPITOL)	2

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FEBRUARY 28 2004 R&B/HIP-HOP

THIS WEEK	LAST WEEK	TITLE	ARTIST (IMPRINT/PROMOTION LABEL)	WKS. ON
1	1	F**k It (I Don't Want You Back)	EAMON (JIVE) 9 Wks At No. 1	18
2	2	Me, Myself And I	BEYONCE (COLUMBIA/SUM)	16
3	4	Yeah!	USHER (ARISTA) ☆	9
4	3	Stand Up In It	THEODIS EALEY (IFGAM)	17
5	10	The Way You Move/Hey Ya!	OUTKAST FEAT. SLEEPY BROWN (ARISTA)	23
6	6	Neva Eva	TRILLVILLE (BME/REPRISE/WARNER BROS.)	15
7	5	Dirt Off Your Shoulder/Encore	JAY-Z (ROC-A-FELLA/DEF JAM/UMRG)	12
8	20	Slow Jamz	TWISTA (ATLANTIC)	11
9	9	Immaculate	SURVIVALIST FEAT. KUMANDAE (SLAVE)	16
10	34	Through The Wire	KANYE WEST (ROC-A-FELLA/DEF JAM/UMRG)	20
11	24	One More Chance	MICHAEL JACKSON (EPIC/SUM)	13
12	16	Read Your Mind	AVANT (MAGIC JOHNSON/GEFFEN)	20
13	7	Hotel	CASSIDY FEAT. R. KELLY (FULL SURFACE/J/RMG)	18
14	19	I'm Still In Love With You	SEAN PAUL FEAT. SASHA (VP/ATLANTIC)	17
15	14	Tipsy	J-KWON (SO SO DEF/ARISTA)	11
16	18	Poppin' Them Thangs	G-UNIT (G-UNIT/INTERSCOPE)	9
17	12	Salt Shaker	YING YANG TWINS (COLLIPARK/TVT)	17
18	13	Milkshake	KELIS (STAR TRAK/ARISTA)	25
19	29	Head Bussa	LIL' SCRAPPY (BME/REPRISE/WARNER BROS.)	18
20	11	Freek-A-Leek	PETEY PABLO (JIVE)	8
21	46	Dude	BEENIE MAN (SHOCKING VIBES/VIRGIN)	18
22	33	Splash Waterfalls	LUDACRIS (DISTURBING THE PEACE/DEF JAM SOUTH/UMRG)	14
23	23	Rubber Band Man	T.I. (GRAND Hustle/ATLANTIC)	15
24	25	Get Low	LIL' JON & THE EAST SIDE BOYZ (BME/TVT)	43
25	30	Gangsta Nation	WESTSIDE CONNECTION (HOO-BANGIN'/CAPITOL)	13

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FEBRUARY 28 2004 RHYTHMIC AIRPLAY™

THIS WEEK	LAST WEEK	TITLE	ARTIST (IMPRINT/PROMOTION LABEL)	WKS. ON
1	1	Yeah!	USHER (ARISTA) ☆	9
2	2	Slow Jamz	TWISTA (ATLANTIC)	12
3	4	Tipsy	J-KWON (SO SO DEF/ARISTA) ☆	8
4	6	One Call Away	CHINGY FEAT. J. WEAV (DISTURBING THE PEACE/CAPITOL)	11
5	5	Hotel	CASSIDY FEAT. R. KELLY (FULL SURFACE/J/RMG)	16
6	3	Salt Shaker	YING YANG TWINS (COLLIPARK/TVT)	13
7	11	F**k It (I Don't Want You Back)	EAMON (JIVE)	12
8	8	Me, Myself And I	BEYONCE (COLUMBIA)	14
9	7	Gigolo	NICK CANNON FEAT. R. KELLY (NICK/JIVE)	15
10	12	Through The Wire	KANYE WEST (ROC-A-FELLA/DEF JAM/UMRG)	10
11	16	Dirt Off Your Shoulder	JAY-Z (ROC-A-FELLA/DEF JAM/UMRG)	6
12	14	Splash Waterfalls	LUDACRIS (DISTURBING THE PEACE/DEF JAM SOUTH/UMRG)	8
13	9	Hey Ya!	OUTKAST (ARISTA)	19
14	13	The Way You Move	OUTKAST FEAT. SLEEPY BROWN (ARISTA)	24
15	10	Gangsta Nation	WESTSIDE CONNECTION (HOO-BANGIN'/CAPITOL)	6
16	19	Freek-A-Leek	PETEY PABLO (JIVE)	9
17	22	Wanna Get To Know You	G-UNIT FEAT. JOE (G-UNIT/INTERSCOPE) ☆	5
18	18	Suga Suga	BABY BASH FEAT. FRANKIE J (UNIVERSAL/UMRG)	37
19	15	Milkshake	KELIS (STAR TRAK/ARISTA)	18
20	30	I Don't Wanna Know	MARIO WINANS FEAT. P. DIDDY & ENYA (BAD BOY/UMRG)	3

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HitPredictor™ DATA PROVIDED BY

R&B/HIP-HOP	
NEW RELEASES WITH TOP 10 CALLOUT POTENTIAL	
★ KELIS	65.6
Trick Me ARISTA	
RECENTLY TESTED SONGS WITH TOP 10 CALLOUT POTENTIAL	
1 JAGGED EDGE	97.2
What's It Like COLUMBIA	
2 G-UNIT FEAT. JOE	95.9
Wanna Get To Know You INTERSCOPE	
3 SLEEPY BROWN	85.8
I Can't Wait INTERSCOPE	
4 ANTHONY HAMILTON	84.9
Charlene ARISTA	
5 OUTKAST	84.4
Roses ARISTA	
6 BABYFACE	82.7
The Loneliness ARISTA	
7 J-KWON	81.5
Tipsy ARISTA	
RHYTHMIC	
NEW RELEASES WITH TOP 10 CALLOUT POTENTIAL	
★ KELIS	66.6
Trick Me ARISTA	
RECENTLY TESTED SONGS WITH TOP 10 CALLOUT POTENTIAL	
1 G-UNIT FEAT. JOE	76.8
Wanna Get To Know You INTERSCOPE	
2 MISSY ELLIOTT	74.8
I'm Really Hot ELEKTRA/EEG	
3 NELLY	72.6
Work It (Reinvention) UMRG	
4 SLEEPY BROWN	70.0
I Can't Wait INTERSCOPE	
5 OUTKAST	69.6
Roses ARISTA	
6 JAGGED EDGE	69.5
What's It Like COLUMBIA	
7 MURPHY LEE	69.5
Luv Me Baby UMRG	

Other radio formats and hitpredictor legend located in chart section.

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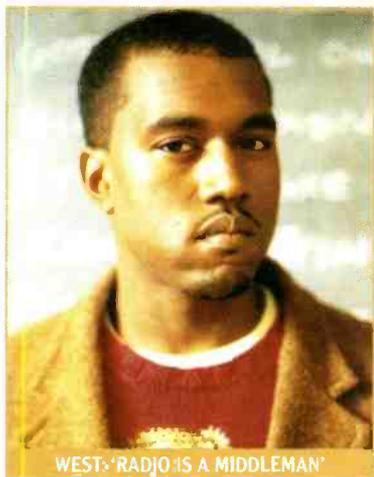
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West Drops In On Charts

Another Windy City native is making their presence felt in hip-hop.

Best-known for the **Sears Tower** and its happening blues scene, Chicago is also home to innovative MCs like **Common** and **Twista** (*Billboard*, Beats & Rhymes, Jan. 31).

The latest Midwestern MC to make some noise is a familiar face behind the boards. **Kanye West**, known as the knob-turner behind such classics as **Jay-Z's** "Izzo (H.O.V.A.)" and **Talib Kweli's** "Get By," steps into the spotlight with his



Roc-a-Fella/Def Jam debut, "College Dropout."

Released Feb. 10, the album showcases West's signature soul-driven tracks and poignant lyrics about life, love and everything in between—not

necessarily what you would expect from a Roc-a-Fella artist.

On lead single "Through the Wire," West recounts the painful days following a near-fatal car accident. Sampling **Chaka Khan's** "Through the Fire," the track recently peaked at No. 8 on the Hot R&B/Hip-Hop Singles & Tracks chart.

"The last shall be first," West says of the single's success. "I think if we had the right marketing, the song could have been even bigger."

While the single, which debuted last summer, took a while to catch on, West says he knew it was only a matter of time.

"It's so rewarding at the end of the

Beats & Rhymes

By Rashaun Hall
rhall@airplaymonitor.com



struggle to have the fans receive the song so well," he says. "Radio is a middle man. I knew once the music got to the people that they would go crazy for it, and they did."

"We shipped a million units the first day," he adds. "Radio was trying to stop us, but my album is out now, and the fans have 16 songs to listen to. Now what are they going to do?"

Like West, Roc-a-Fella CEO **Damon Dash** is very confident that fans will respond to "College Dropout."

"I think he's bigger than **Pharrell**," Dash observes. "He's a rapper, a producer and a businessman with a serious work ethic. He's a label's dream—a team player. He's also positive for the culture of hip-hop."

"College Dropout" features guest appearances by **Syleena Johnson** ("All Falls Down"), **Jay-Z** ("Never Let Me Down"), **Ludacris** ("Breathe in, Breathe Out"), **Mos Def** ("Two Words") and **Talib Kweli** and **Common** ("Get 'Em High").

GRAMMY 'RAP'-UP: With the Grammy Awards still fresh in everyone's minds, I'd like to congratulate all the winners in the rap category.

A few weeks ago, I predicted who should and would win in which category (*Billboard*, Beats & Rhymes, Jan. 17). Lo and behold, I was dead on in four out of six categories.

Apparently, the National Academy of Recording Arts and Sciences' voters agreed with me that **Eminem** should win the best male rap solo performance category for "Lose Yourself." But who expected **50 Cent** to be completely shut out? Not me.

However, the biggest surprise of the night—besides seeing **Justin Timberlake** sell out **Janet Jackson**—was **Nelly**, **P. Diddy** and **Murphy Lee** taking home the trophy for best rap performance by a duo or group.

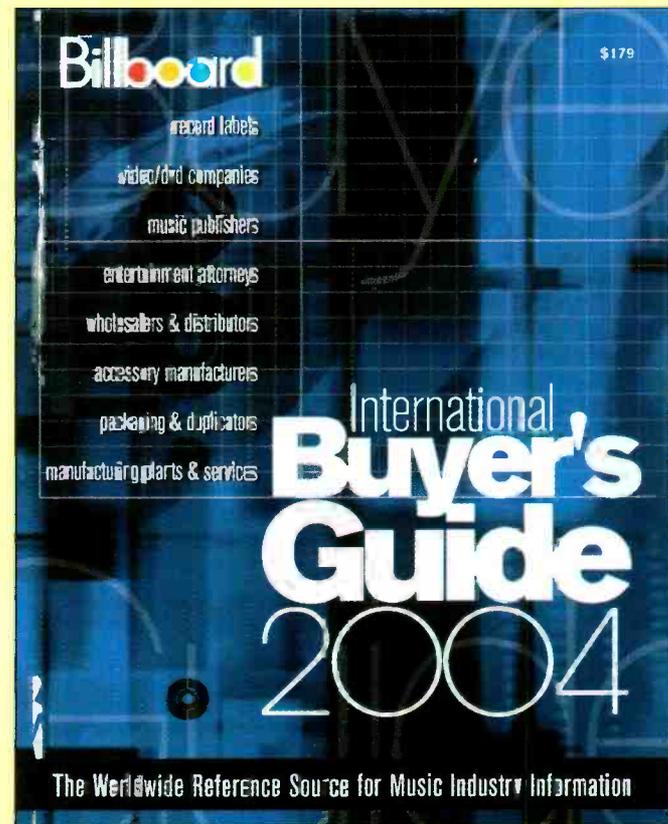
Now, don't get me wrong. "Shake Ya Tailfeather" was a great summer song, but I didn't think it was Grammy-worthy. By the way, did anyone else think it was odd that of all the groups in hip-hop, **OutKast** wasn't nominated for this award?

That said, the duo of **André 3000** and **Big Boi** did have the last laugh when it took home album of the year honors. Not to mention inviting new **Island Def Jam** chairman **Antonio "L.A." Reid** onstage with them. Interesting!

FEBRUARY 28 2004		Billboard® HOT RAP TRACKS™	
THIS WEEK	LAST WEEK	TITLE	Artist
1	1	SLOW JAMZ ATLANTIC	Twista Featuring Kanye West & Jamie Foxx
2	3	HOTEL FULL SURFACE/JRMG	Cassidy Featuring R. Kelly
3	5	ONE CALL AWAY DISTURBING THA PEACE/CAPITOL	Chingy Featuring J. Weav
4	7	TIPSY SO SO DEF/ARISTA	J-Kwon
5	4	SPLASH WATERFALLS DISTURBING THA PEACE/DEF JAM SOUTH/10JMG	Ludacris
6	2	SALT SHAKER COLLIPARK/TVT	Ying Yang Twins Featuring Lil Jon & The East Side Boyz
7	6	THROUGH THE WIRE ROC-A-FELLA/DEF JAM/10JMG	Kanye West
8	8	DIRT OFF YOUR SHOULDER ROC-A-FELLA/DEF JAM/10JMG	Jay-Z
9	9	THE WAY YOU MOVE ARISTA	OutKast Featuring Sleepy Brown
10	16	WANNA GET TO KNOW YOU G-UNIT/INTERSCOPE	G-Unit Featuring Joe
11	14	NO BETTER LOVE ROC-A-FELLA/DEF JAM/10JMG	Young Gunz Featuring Rell
12	17	I'M STILL IN LOVE WITH YOU VP/ATLANTIC	Sean Paul Featuring Sasha
13	13	IN MY LIFE CASH MONEY/JRMG	Juvenile Featuring Mannie Fresh
14	12	GIGOLO NICK/JIVE	Nick Cannon Featuring R. Kelly
15	15	RUBBER BAND MAN GRAND HUSTLE/ATLANTIC	T.I.
16	10	DAMN! SO SO DEF/ARISTA	YoungBloodZ Featuring Lil Jon
17	11	GANGSTA NATION HOO-BANGIN'/CAPITOL	Westside Connection Featuring Nate Dogg
18	18	FREEK-A-LEEK JIVE	Petey Pablo
19	21	I'M REALLY HOT THE GOLD MIND/ELEKTRA/VEEG	Missy Elliott
20	20	GET LOW BME/TVT	Lil Jon & The East Side Boyz Featuring Ying Yang Twins
21	19	STAND UP DISTURBING THA PEACE/DEF JAM SOUTH/10JMG	Ludacris Featuring Shawna
22	25	ONE DAY AT A TIME AMARU/INTERSCOPE	Tupac With Eminem Featuring The Outlawz
23	1	NEVA EVA BME/REPRISE/WARNER BROS.	Trillville
24	NEW	DUDE SHOCKING VIBES/VIRGIN	Beenie Man Featuring Ms. Thing
25	22	RUNNIN' (DYING TO LIVE) AMARU/INTERSCOPE	Tupac Featuring The Notorious B.I.G.

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Brazilian Acts Seek Alternative Deals

BY TOM GOMES

SAO PAULO, Brazil—Just as the music industry has changed in recent years, so has the relationship between labels and artists. While an artist's ultimate aspiration used to be landing a deal with a major record label, more and more acts are finding there are other, more lucrative alternatives.



CARLOS: STARTED OWN LABEL 10 YEARS AGO

That is particularly the case in Brazil, where many high-profile acts are changing the way they do business with their record companies.

A VISIONARY

Ten years ago, Brazilian icon Roberto Carlos saw the future. The most popular Brazilian artist of all time created his own label—Amigos—in 1994, and he negotiated marketing and distribution with Sony Music, the

company that has released every album in his career.

Carlos' manager, Dody Sirena, obtained a ground-breaking deal that called for the artist to assume responsibility for the production of the album. Sony, in turn, assumed the obligation of investing 4% of the income from Carlos' album sales into marketing, publicity and promotion. Profits are evenly split with Carlos.

Sirena says the Amigos deal gave Carlos "more freedom to create and produce, and the conditions of the deal we got at that time were excellent. No other Brazilian artist had ever had such favorable royalties nor such solid investments in marketing, promotion and publicity."

That formula was repeated a little later, when Marisa Monte created her own label, Phonomotor, and signed a similar agreement with her longtime major label, EMI.

Since then, all of Monte's albums—including the lauded, best-

selling "Tribalistas" project (featuring Monte, Carlinhos Brown and Arnaldo Antunes), have been part of Phonomotor's catalog.

Most recently, Milton Nascimento followed suit. The singer/songwriter left Warner Music and opened his own label, Nascimento. A distribution deal for his titles has yet to be announced.

GOING INDEPENDENT

While some important acts are creating their own labels, others are choosing to switch from multinational to independent labels. The latter now offer conditions that only the majors were able to offer before.

A wide array of artists, including sophisticated MPB (popular Brazilian music) singers Gal Costa, Fagner and Zeca Baleiro; regionally popular artist Reginaldo Rossi; and major stars Alcione and Erasmo Carlos now release their albums through Indie Records. The company, headed by former guitarist Liber Gadelha, is already considered an important independent label, thanks to significant album sales by Jorge Aragão, Tribo de Jah, Teodoro & Sampaio and Vinny.

Aside from bringing in artists from the majors, Indie has also hired several veteran executives, including Jorge Lopes (former commercial VP of Universal) and Marcos Kilzer (former director of Warner and Universal).

"When I worked at Universal, we marketed and distributed the titles from Indie," says Lopes, now commercial director for Indie Records. "I realized that those products gave breadth to Universal's catalog. The independent companies had the courage to experiment with things the major companies wouldn't dare do.

"This situation did and still does favor the small and medium companies," Lopes continues. "And now we don't have only new artists, we also have the established artists who are looking for alternative ways."

Less formidable than Indie Records but nonetheless a significant player in the market is indie Biscoito Fino, which focuses on high-quality product aimed at a small-



Lee: Signed by Marcos Maynard

er, niche market. The label is a partnership between singer/songwriter Olivia Hime and businesswoman Kati de Almeida Braga. Its most recent signing is Maria Bethania, Caetano Veloso's sister.

Bethania has now created her own label, Quitanda, which is distributed by Biscoito Fino. Biscoito's roster also includes such prestigious acts as Paulinho da Viola and João Bosco, as well as Miucha, Francis Hime and Olivia Hime herself. It has also released albums by new talents.

A similarly positioned company is Trama, which has invested large amounts in new acts. Since last year, directors João Marcello Bôscoli and André Szajman have also been signing established names, including Ed Motta (formerly on Universal) and Jair Rodrigues.

The company has additionally created a distribution division called Distribuidora Independente. It serves dozens of indie labels that do not have a way of distributing their titles to points of sale spread out across the enormous Brazilian territory.

Among Independente's distributed labels is Albatroz, the indie owned by artist Roberto Menescal.

Perhaps the most radical approach has been taken by veteran executive Marcos Maynard, former director of Sony Brazil and Sony Mexico and former chairman of Universal Music Brazil and Abril Music.

Instead of relying on a label per se, or even a team of people, he signs the artists himself, produces the album and partners with other companies for marketing, sales and distribution.

Such was the case with Rita Lee, whose latest album, "Balacobaco," became a hit under distribution by Som Livre.

Maynard is currently producing a special album of duets with icons Ivan Lins and Simone, as well as a new album by *sertaneja* queen Roberta Miranda.

Maynard says he has yet to decide who will market and distribute these products.

Cárdenas Back In Concert, Sponsorship Business

Exactly one year after his event-promotion firm closed, **Henry Cárdenas**, founder of **Cárdenas, Fernández & Associates (CFA)**, is back in business.

Following a settlement with CCE-TV, Cárdenas is opening **Henry Cárdenas Management Services**, which will



CÁRDENAS: FREE OF NON-COMPETE

produce, promote and present sporting, music and entertainment events as well as provide consulting services.

Like CFA before it, Henry Cárdenas Management Services will be based in Chicago and will expand, though Cárdenas says not to the same extent.

At its height in the late 1990s, CFA—founded by Cárdenas and **Iván Álvarez**—was the biggest Hispanic-owned concert-promotion firm in the country. In 1999, **Clear Channel** acquired 50% of the company, and in 2002, Mexican media conglomerate **Grupo Televisa** acquired the other 50%, under an agreement with Clear Channel.

Cárdenas was to remain as president of operations in the United States for the next three years but left one year later, as did Fernández. CFA became **Clear Channel Entertainment/Televisa Music Productions** and now operates as **Vívelo**.

Meanwhile, Cárdenas was barred from concert promotion because of a non-compete clause stemming from his employment agreement with CCE-TV that was supposed to be in effect until April 2005.

The settlement reached Feb. 17 puts him back in business.

"At this point, they don't have any claims against me, nor do I have any

claims against them," says Cárdenas, who plans to launch a full-fledged publicity campaign in the coming weeks.

Although his company has "man-

Latin
Notas™
By Leila Cobo
lcobo@billboard.com



sponsorships. Conversations for tours are already under way.

ROCKIN' QUINCEAÑERA: Gear up for the coolest Fiesta de Quince you've

agement services" as part of its title, Cárdenas says his focus will be concerts and corporate

ever attended!

The **Billboard Latin Music Conference and Awards** will celebrate its 15th anniversary (yes, it's been that long) this year with its most dynamic schedule of events ever, taking place at the **Eden Roc Resort & Spa** in Miami Beach.

The party kicks off April 26 with the second Latin Billboard Bash and ends April 29 with the first live transmission of the **Billboard Latin Music Awards** from the **Miami Arena**.

This year's conference will focus on emerging trends; music for film, sponsorship and advertising; Internet music sales; and new sources of revenue.

Confirmed panelists so far include composer/filmmaker **Franc Reyes**, whose debut feature film, "Empire," starred **John Leguizamo** and had a soundtrack featuring his own songs. Also confirmed is producer **Gustavo Santaolalla**, who scored "21 Grams" and "Amores Perros." Both will speak at the film composers roundtable.

Christian music star **Marcos Witt**, the biggest-selling artist in the genre, will speak at the Christian music panel, while producer/com-

poser **Byron Brizuela**, who has been behind much of the current urban regional movement (**Akwid**, **Jae-Pa**, **Flakiss**), will discuss new trends on the "New Sounds of Regional Mexican Music" panel.

Heineken is the presenting sponsor, and **Garnier Fructis** is the in-association sponsor for the second consecutive year.

Billboard
LATIN MUSIC
CONFERENCE & AWARDS

For an updated schedule of events, visit billboardevents.com. Do take advantage of early-bird registration rates, good through March 16.

For questions or more information, contact **Kelly Peppers** at 646-654-4643 or kpeppers@billboard.com.

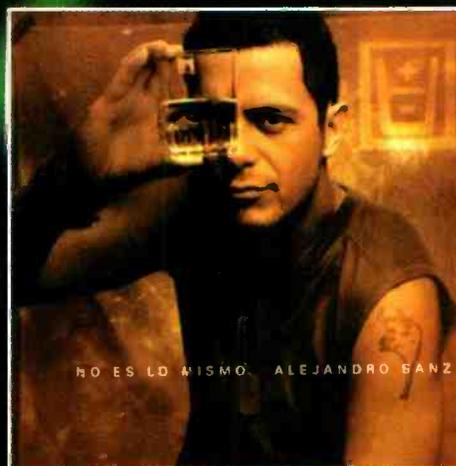
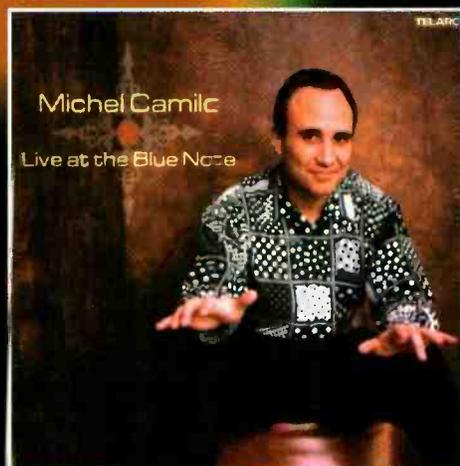
AND ALL THAT JAZZ: Songwriter/producer **Desmond Child** may have closed his Miami studios, but he still finds reasons to return to his old home base.

(Continued on page 42)

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MICHEL CAMILO

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Best Latin Jazz Album

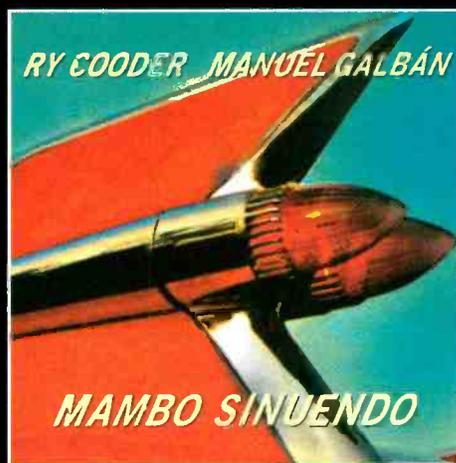
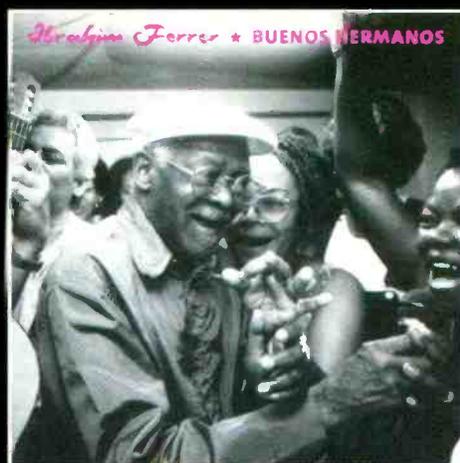


ALEJANDRO SANZ

No es lo mismo
Best Latin Pop Album

IBRAHIM FERRER

Buenos Hermanos
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MANUEL GALBÁN

Mambo Sinuendo
Best Pop Instrumental Album

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Billboard® TOP LATIN ALBUMS™

Sales data compiled by Nielsen SoundScan

THIS WEEK	LAST WEEK	WKS. AGO	WEEKS ON	ARTIST			Title	PEAK POSITION	THIS WEEK	LAST WEEK	WKS. AGO	WEEKS ON	ARTIST			Title	PEAK POSITION
				IMPRINT & NUMBER/DISTRIBUTING LABEL									IMPRINT & NUMBER/DISTRIBUTING LABEL				
				NUMBER 1 / HOT SHOT DEBUT 1 Week At Number 1													
1	NEW	1	1	PAULINA RUBIO UNIVERSAL LATINO 002036 (17.98 CD)			Pau-Latina	1	50	54	61	3	YOLANDA PEREZ FONOVISA 350825/UG (13.98 CD)			Dejenme Llorar	50
2	NEW	1	1	THALIA EMI SPECIAL MARKETS 93043/EMI LATIN (16.98 CD)			Greatest Hits	2	51	33	37	33	LOS TIGRES DEL NORTE FONOVISA 350871/UG (9.98/13.98)			Herencia Musical: 20 Corridos Inolvidables	1
3	1	2	2	BRONCO/LOS BUKIS FONOVISA 351279/UG (17.98 CD/DVD)			Cronica De Dos Grandes	1	52	58	47	25	OBIE BERMUDEZ EMI LATIN 84647 (14.98 CD)			Confesiones	29
4	2	2	2	VARIOUS ARTISTS UNIVISION 310233/UG (14.98 CD)			Arcoiris Musical Mexicano 2004	2	53	32	28	67	PANCHO BARRAZA MUSART 2713/BALBOA (6.98 CD) [M]			Las Romanticas De Pancho Barraza	12
5	NEW	1	1	DAVID BISBAL VALE 002031/UNIVERSAL LATINO (15.98 CD) [M]			Buleria	5	54	59	50	29	CELIA CRUZ UNIVERSAL LATINO 000756 (13.98 CD)			Exitos Eternos	2
6	4	2	16	MARCO ANTONIO SOLIS FONOVISA 350950/UG (16.98 CD/DVD)			La Historia Continua...	1	55	38	30	14	GRUPO MONTEZ DE DURANGO/CONJUNTO ATARDECER LIDERES 960540 (12.98 CD)			El Pasito De Durango	26
7	3	1	12	LOS TEMERARIOS FONOVISA 351005/UG (9.98/13.98)			Tributo Al Amor	1	56	37	31	16	CONJUNTO PRIMAVERA/PESADO UNIVISION 310175/UG (9.98/13.98)			Dos Romanticos De Corazon	16
8	6	3	91	JUANES SURCD 017532/UNIVERSAL LATINO (16.98 CD) [M]			Un Dia Normal	1	57	50	38	60	CELIA CRUZ SONY DISCOS 87607 (14.98 EQ CD)			Hits Mix	2
				GREATEST GAINER					58	43	33	26	CONJUNTO PRIMAVERA FONOVISA 350875/UG (9.98/13.98) [M]			Decide Tu	3
9	31	29	15	JULIO IGLESIAS SONY DISCOS 93217 (16.98 EQ CD)			Divorcio	9	59	49	39	42	CUISSILLOS MUSART 2709/BALBOA (6.98 CD)			Las Romanticas De Cuisillos	16
10	10	18	34	LA OREJA DE VAN GOGH SONY DISCOS 70451 (15.98 EQ CD) [M]			Lo Que Te Conte Mientras Te Hacias La Dormida	10	60	65	62	6	PAQUITA LA DEL BARRIO MUSART 2889/BALBOA (12.98 CD)			Coleccion De Oro	54
11	13	12	17	SIN BANDERA SONY DISCOS 70633 (16.98 EQ CD) [M]			De Viaje	6	61	51	58	51	A.B. QUINTANILLA III PRESENTS KUMBIA KINGS EMI LATIN 40514 (16.98 CD)				4
12	5	4	17	A.B. QUINTANILLA III & KUMBIA KINGS EMI LATIN 93490 (21.98 CD/DVD)			La Historia	1	62	63	54	13	MANA WARNER LATINA 61044 (18.98 CD)			Sol	16
13	9	7	13	MANA WARNER LATINA 61046 (18.98 CD)			Eclipse	2	63	RE-ENTRY	29	29	CELIA CRUZ SONY DISCOS 70620 (15.98 EQ CD)			Regalo Del Alma	1
14	8	20	20	GRUPO MONTEZ DE DURANGO DISA 724088 (12.98 CD)			De Durango A Chicago	2	64	NEW	1	1	JULIO PRECIADO Y SU BANDA PERLA DEL PACIFICO ARIELA 58418/BMG LATIN (12.98 CD)			Cadetazos	64
15	11	1	1	GRUPO MOJADO UNIVERSAL LATINO 310235 (17.98 CD/DVD) [M]			20 Greatest Hits	15	65	60	63	13	ANA GABRIEL SONY DISCOS 91087 (13.98 EQ CD)			Dulce Y Salado	27
16	22	20	20	LUIS MIGUEL WARNER LATINA 60873 (18.98 CD)				33	66	34	34	3	VARIOUS ARTISTS UNIVISION 051226/UG (14.98 CD)			Recordando A Los Grandes Grupos	34
17	7	2	2	VARIOUS ARTISTS DISA 720345 (12.98 CD)			100% Duranguense	7	67	74	—	44	ALEXANDRE PIRES ARIELA 50632/BMG LATIN (16.98 CD) [M]			Estrella Guia	12
18	11	10	18	VICENTE Y ALEJANDRO FERNANDEZ SONY DISCOS 91088 (17.98 EQ CD) [M]			En Vivo: Juntos Por Ultima Vez	4	68	39	21	3	BETO Y SUS CANARIOS DISA 020341 (12.98 CD)			100% Tierra Caliente	21
19	NEW	1	1	K1 OLE 197107 (14.98 CD) [M]			Nuestro Turno	19	69	64	—	2	INDUSTRIA DEL AMOR UNIVISION 310206/UG (13.98 CD)			Nuestros Primeros 20 Exitos	64
20	29	2	2	LOS TRI-O SONY DISCOS 70486 (16.98 EQ CD) [M]			Canciones Del Alma De Marco Antonio Solis	20	70	62	45	5	LIBERACION DISA 720338 (12.98 CD)			20 Memorias	27
21	15	9	43	JOAN SEBASTIAN MUSART 12887/BALBOA (8.98/13.98) [M]			Coleccion De Oro	9	71	52	57	14	LUPILLO RIVERA UNIVISION 310176/UG (9.98/13.98)			Live	26
22	12	8	5	TEGO CALDERON WHITE LION/BMG LATIN (15.98 CD) [M]			El Enemy De Los Guasibiri	5	72	75	68	16	CUISSILLOS MUSART 12889/BALBOA (12.98 CD)			Coleccion De Oro	57
				PACESETTER					73	45	36	3	VARIOUS ARTISTS FONOVISA 051229/UG (13.98 CD)			20 Sentimientos Nortenos	36
23	44	49	10	MANNY MANUEL UNIVERSAL LATINO 001626 (13.98 CD) [M]			Serenata	9	74	RE-ENTRY	8	8	RICARDO ARJONA SONY DISCOS 70628 (15.98 EQ CD)			Lados B	43
24	16	11	10	VARIOUS ARTISTS DISA 724098 (13.98 CD)			Historia Musical Del Pasito Duranguense	11	75	48	44	38	LOS PLAYER'S MUSART 2741/BALBOA (12.98 CD)			Lo Ranchero De	26
25	25	22	25	CHAYANNE SONY DISCOS 70627 (16.98 EQ CD)			Sincero	1									
26	20	48	3	WISIN LIDERES 950569 (15.98 CD) [M]			El Sobreviviente	20									
27	17	13	13	LOS TIGRES DEL NORTE FONOVISA 350973/UG (9.98/13.98)			Herencia Musical: 20 Boleros Romanticos	5									
28	23	19	3	EL COYOTE Y SU BANDA TIERRA SANTA EMI LATIN 92482 (14.98 CD) [M]			La Historia	19									
29	21	17	15	PEPE AGUILAR UNIVISION 310167/UG (9.98/13.98) [M]			Con Orgullo Por Herencia	7									
30	NEW	1	1	GRUPO EXTERMINADOR FONOVISA 350839/UG (13.98 CD)			De Parranda Con El Diablo Vol. 3	30									
31	14	15	5	VARIOUS ARTISTS FONOVISA 351241/UG (14.98 CD)			Las #1 Del 2003: Los Megartistas Del Ano	11									
32	47	53	13	EDNITA NAZARIO SONY DISCOS 70616 (15.98 EQ CD) [M]			Por Ti	1									
33	19	14	15	SOUNDTRACK MILAN 36038 (18.98 CD)			Once Upon A Time In Mexico	3									
34	40	32	40	MARCO ANTONIO SOLIS FONOVISA 350840/UG (9.98/13.98)			Tu Amor O Tu Desprecio	1									
35	18	16	—	AKWID UNIVISION 310155/UG (13.98 CD) [M]			Proyecto Akwid	7									
36	41	35	20	CRISTIAN ARIELA 55195/BMG LATIN (17.98 CD) [M]			Amar Es	4									
37	57	52	24	ALEJANDRO SANZ WARNER LATINA 60516 (18.98 CD) [M]			No Es Lo Mismo	2									
38	30	5	4	VARIOUS ARTISTS DIAMOND 9439 (15.98 CD)			12 Discipulos	5									
39	28	27	40	DAVID BISBAL VALE 066090/UNIVERSAL LATINO (13.98 CD) [M]			Corazon Latino	13									
40	26	23	28	LOS BUKIS FONOVISA 350895/UG (9.98/13.98) [M]			25 Joyas Musicales	3									
41	35	26	36	PEPE AGUILAR MUSART 2891/BALBOA (12.98 CD)			Coleccion De Oro	26									
42	42	43	13	MANA WARNER LATINA 61045 (18.98 CD)			Luna	13									
43	24	25	3	IVY QUEEN REAL 070131/UNIVERSAL LATINO (15.98 CD)			Diva Platinum Edition	24									
44	RE-ENTRY	27	27	GILBERTO SANTA ROSA SONY DISCOS 70371 (15.98 EQ CD)			Solo Bolero	40									
45	27	24	35	LOS CADETES DE LINARES UNIVISION 310127/UG (9.98/13.98) [M]			30 Inolvidables	5									
46	36	72	6	JAVIER TORRES FONOVISA 350891/UG (13.98 CD)			El Amor Y La Desgracia	28									
47	55	51	78	MANA WARNER LATINA 48566 (10.98/18.98)			Revolucion De Amor	1									
48	66	40	16	LUIS FONSI UNIVERSAL LATINO 001403 (16.98 CD/DVD) [M]			Abrazar La Vida	3									
49	56	59	26	INTOCABLE EMI LATIN 90524 (16.98 CD)			Nuestro Destino Estaba Escrito	1									

LATIN POP ALBUMS	TROPICAL ALBUMS	REGIONAL MEXICAN ALBUMS
1 PAULINA RUBIO PAU-LATINA (UNIVERSAL LATINO)	1 VARIOUS ARTISTS 12 DISCIPULOS (DIAMOND)	1 BRONCO/LOS BUKIS CRONICA DE DOS GRANDES (FONOVISA/UG)
2 THALIA GREATEST HITS (EMI SPECIAL MARKETS/EMI LATIN)	2 IVY QUEEN DIVA PLATINUM EDITION (REAL/UNIVERSAL LATINO)	2 VARIOUS ARTISTS ARCOIRIS MUSICAL MEXICANO 2004 (UNIVISION/UG)
3 DAVID BISBAL BULERIA (VALE/UNIVERSAL LATINO)	3 CELIA CRUZ EXITOS ETERNOS (UNIVERSAL LATINO)	3 LOS TEMERARIOS TRIBUTO AL AMOR (FONOVISA/UG)
4 MARCO ANTONIO SOLIS LA HISTORIA CONTINUA... (FONOVISA/UG)	4 CELIA CRUZ HITS MIX (SONY DISCOS)	4 GRUPO MONTEZ DE DURANGO DE DURANGO A CHICAGO (DISA)
5 JUANES UN DIA NORMAL (SURCD/UNIVERSAL LATINO)	5 CELIA CRUZ REGALO DEL ALMA (SONY DISCOS)	5 GRUPO MOJADO 20 GREATEST HITS (UNIVERSAL LATINO)
6 JULIO IGLESIAS DIVORCIO (SONY DISCOS)	6 VARIOUS ARTISTS BACHATAHITS 2004 (J&N/SONY DISCOS)	6 VARIOUS ARTISTS 100% DURANGUENSE (DISA)
7 LA OREJA DE VAN GOGH LO QUE TE CONTE MIENTRAS TE HACIAS LA DORMIDA (SONY DISCOS)	7 JERRY RIVERA CANTO A MI IDOLO...FRANKIE RUIZ (ARIELA/BMG LATIN)	7 VICENTE Y ALEJANDRO FERNANDEZ EN VIVO: JUNTOS POR ULTIMA VEZ (SONY DISCOS)
8 SIN BANDERA DE VIAJE (SONY DISCOS)	8 VARIOUS ARTISTS HECHO EN CUBA VOL. 2 (ULTRA)	8 JOAN SEBASTIAN COLECCION DE ORO (MUSART/BALBOA)
9 A.B. QUINTANILLA III & KUMBIA KINGS LA HISTORIA (EMI LATIN)	9 LUNY TUNES & NORIEGA MAS FLOW (VI)	9 VARIOUS ARTISTS HISTORIA MUSICAL DEL PASITO DURANGUENSE (DISA)
10 MANA ECLIPSE (WARNER LATINA)	10 VARIOUS ARTISTS REGGAETONHITS 2004 (J&N/SONY DISCOS)	10 LOS TIGRES DEL NORTE HERENCIA MUSICAL: 20 BOLEROS ROMANTICOS (FONOVISA/UG)
11 LUIS MIGUEL 33 (WARNER LATINA)	11 VARIOUS ARTISTS 2004 ANO DE EXITOS: REGGAETON (UNIVERSAL LATINO)	11 EL COYOTE Y SU BANDA TIERRA SANTA LA HISTORIA (EMI LATIN)
12 K1 NUESTRO TURNO (OLE)	12 IBRAHIM FERRER BUENOS HERMANOS (WORLD CIRCUIT/NONESUCH/AG)	12 PEPE AGUILAR CON ORGULLO POR HERENCIA (UNIVISION/UG)
13 LOS TRI-O CANCIONES DEL ALMA DE MARCO ANTONIO SOLIS (SONY DISCOS)	13 EL GENERAL LA VERDADERA HISTORIA: XV ANOS DE EXITOS (UNIVERSAL LATINO)	13 GRUPO EXTERMINADOR DE PARRANDA CON EL DIABLO VOL. 3 (FONOVISA/UG)
14 TEGO CALDERON EL ENEMY DE LOS GUASIBIRI (WHITE LION/BMG LATIN)	14 VARIOUS ARTISTS SALSAS HITS 2004 (J&N/SONY DISCOS)	14 VARIOUS ARTISTS LAS #1 DEL 2003: LOS MEGARTISTAS DEL ANO (FONOVISA/UG)
15 MANNY MANUEL SERENATA (UNIVERSAL LATINO)	15 DIVINO TODO A SU TIEMPO (ILUARI)	15 MARCO ANTONIO SOLIS TU AMOR O TU DESPRECIO (FONOVISA/UG)
16 CHAYANNE SINCERO (SONY DISCOS)	16 VARIOUS ARTISTS 30 BACHATAS PEGADITAS (MOCK & ROLL/SONY DISCOS)	16 AKWID PROYECTO AKWID (UNIVISION/UG)
17 WISIN EL SOBREVIVIENTE (LIDERES)	17 GRUPO MANIA HOMBRES DE HONOR (UNIVERSAL LATINO)	17 LOS BUKIS 25 JOYAS MUSICALES (FONOVISA/UG)
18 EDNITA NAZARIO POR TI (SONY DISCOS)	18 MONCHY Y ALEXANDRA CONFESIONES... (J&N/SONY DISCOS)	18 PEPE AGUILAR COLECCION DE ORO (MUSART/BALBOA)
19 SOUNDTRACK ONCE UPON A TIME IN MEXICO (MILAN)	19 VARIOUS ARTISTS BABILONIA (UNIVERSAL LATINO)	19 LOS CADETES DE LINARES 30 INOLVIDABLES (UNIVISION/UG)
20 CRISTIAN AMARES (ARIELA/BMG LATIN)	20 NUEVA ERA MAKE WAY (OLE)	20 JAVIER TORRES EL AMOR Y LA DESGRACIA (FONOVISA/UG)

Albums with the greatest sales gains this week. Recording Industry Assn. Of America (RIAA) certification for net shipment of 500,000 album units (Gold). RIAA certification for net shipment of 1 million units (Platinum). RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. RIAA Latin awards: Certification for net shipment of 100,000 units (Oro). Certification of 200,000 units (Platino). Certification of 400,000 units (Multi-Platino). *Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. Greatest Gainer shows chart's largest unit increase. Pacesetter indicates biggest percentage growth. Heatseeker Impact shows albums removed from Heatseekers this week. [M] indicates past or present Heatseeker title. © 2004, VNU Business Media, Inc., and Nielsen SoundScan, Inc. All rights reserved.

Billboard HOT LATIN TRACKS

THIS WEEK	LAST WEEK	WEEKS ON CHART	Airplay monitored by Nielsen Broadcast Data Systems		TITLE PRODUCER (SONGWRITER)	Artist IMPRINT/PROMOTION LABEL	PEAK POSITION
			WEEKS ON CHART	WEEKS ON CHART			
NUMBER 1 / GREATEST GAINER 1 Week At Number 1							
1	2	5	9		CERCA DE TI S. MORALES (T. SODI, S. MORALES, D. SIEGEL, G. DI MARCO)	Thalia VIRGIN/EMI LATIN	1
2	1	12	4		TE QUISE TANTO E. ESTEFAN, JR. (C. SOROKIN, ANOAH)	Paulina Rubio UNIVERSAL LATIN	1
3	6	4	10		Y TODO QUEDA EN NADA ESTEFANO (ESTEFANO, J. REYES)	Ricky Martin SONY DISCOS	3
4	4	1	15		CUIDARTE EL ALMA L. F. CHOYA (M. DURANDEAU, C. ZALLES)	Chayanne SONY DISCOS	1
5	5	6	21		MAS QUE TU AMIGO M. A. SOLIS, H. PATRON, R. PEREZ (M. A. SOLIS)	Marco Antonio Solis FONOVISA	3
6	3	2	15		ME CANSE DE TI S. KRYS, J. SOMEILLAN (D. BERMUDEZ, G. MARCO)	Obie Bermudez EMI LATIN	1
7	7	3	14		TE LLAME R. PEREZ, R. LIVI (R. LIVI, R. PEREZ)	Cristian ARIELA/BMG LATIN	3
8	13	24	3		QUE LLORO A. BAQUEIRO, SIN BANDERA (L. GARCIA)	Sin Bandera SONY DISCOS	8
9	8	7	20		LAGRIMAS DE CRISTAL J. L. TERRAZAS (HARRIS)	Grupo Montez De Durango DISA	6
10	11	8	34		ANTES S. KRYS, J. SOMEILLAN (D. BERMUDEZ)	Obie Bermudez EMI LATIN	1
11	17	21	5		HAZME OLVIDARLA J. GUILLEN (A. TORRES)	Conjunto Primavera FONOVISA	11
12	10	10	26		NOMAS POR TU CULPA LOS HURACANES DEL NORTE (S. SERNA DEL RIO)	Los Huracanes Del Norte UNIVISION	2
13	12	15	21		LA PAGA G. SANTAOLALLA, JUANES (JUANES)	Juanes SURCO/UNIVERSAL LATIN	5
14	9	9	20		ROSAS N. WALKER, LA OREJA DE VAN GOGH (A. MONTERO, X. SAN MARTIN, P. BENEGAS, A. FUENTES, H. GARDE)	La Oreja De Van Gogh SONY DISCOS	4
15	16	14	14		SOY UN NOVATO R. MUÑOZ, R. MARTINEZ (L. PAOILLA)	Intocable EMI LATIN	14
16	19	19	4		TENGO GANAS E. ESTEFAN, JR., A. GAITAN, R. GAITAN (V. M. RUIZ, E. ESTEFAN, JR.)	Victor Manuelle SONY DISCOS	16
17	15	13	22		MIENTES TAN BIEN A. BAQUEIRO, SIN BANDERA (L. GARCIA)	Sin Bandera SONY DISCOS	1
18	20	—	2		BULERIA K. SANTANDER, D. BETANCOURT (K. SANTANDER, G. SANTANDER)	David Bisbal VALE/UNIVERSAL LATIN	18
19	14	11	20		QUIEN TE DIJO ESO? R. PEREZ (L. FONSI, C. BRANT)	Luis Fonsi UNIVERSAL LATIN	3
20	24	—	2		TU FOTOGRAFIA G. ESTEFAN, E. ESTEFAN, JR., S. KRYS (G. MARCO, E. ESTEFAN, JR.)	Gloria Estefan EPIC/SONY DISCOS	20
21	23	32	4		AUNQUE NO TE PUEDA VER J. N. GOMEZ (A. UBAGO)	Alex Ubago WARNER LATINA	21
22	25	28	4		DUELE VERTE R. ARJONA (R. ARJONA)	Ricardo Arjona SONY DISCOS	22
23	26	22	21		QUE TE RUEGUE QUIEN TE QUIERA A. LIZARRAGA, J. LIZARRAGA (D. ALVAREZ)	Banda El Recodo FONOVISA	10
24	30	30	11		AMOR DESCARADO M. QUINTERO LARA, G. FELIX (M. QUINTERO LARA, A. SLESYNGER, A. PENAL)	Los Tucanes De Tijuana UNIVERSAL LATIN	24
25	31	27	19		TE LLEVARE AL CIELO FHER, A. GONZALEZ (FHER)	Mana WARNER LATINA	7
26	34	26	8		MI FUNERAL G. GIL (L. C. MONROY, R. ORNELAS, J. FLORES)	Victor Garcia SONY DISCOS	24
27	21	34	3		COMO PUDE ENAMORARME DE TI A. RAMIREZ CORRAL (R. LUGO)	Patrulla 81 DISA	21
28	32	35	7		PARA QUE ME HACES LLORAR P. INIGUEZ, P. GARZA (J. GABRIEL)	Briseyda Y Los Muchachos PLATINO/FONOVISA	28
29	22	18	23		QUIERO PERDERME EN TU CUERPO K. SANTANDER, B. OSSA (K. SANTANDER)	David Bisbal VALE/UNIVERSAL LATIN	6
30	27	23	3		ESTOY ENAMORADA MUSIDEAS (P. GARZA, J. RAZO)	Yolanda Perez With Don Cheto FONOVISA	23
31	33	40	4		DALO POR HECHO BRONCO (N. URQUIZA, N. CONCHA)	Bronco: El Gigante De America FONOVISA	31
32	38	50	3		BARAJA DE ORO PALOMO (R. AYALA)	Palomo DISA	32
33	18	17	25		AVE CAUTIVA J. GUILLEN (R. GONZALEZ MORA)	Conjunto Primavera FONOVISA	5
34	28	37	7		DAME POR MUERTO PRIVERA (PRIVERA)	Lupillo Rivera UNIVISION	28
35	45	—	3		EL PALOMITO J. PRECIADO (G. TIJERINA)	Julio Preciado Y Su Banda Perla Del Pacifico RCA/BMG LATIN	35
36	47	—	2		A QUE NO TE VAS T. TORRES, M. PORTMANN (AMERIKA, C. BRANT, M. PORTMANN)	Ednita Nazario SONY DISCOS	36
37	46	—	2		ELLA TIENE FUEGO S. GEORGE (S. GEORGE, J. PILOTO, EL GENERAL)	Celia Cruz SONY DISCOS	37
38	37	29	14		A FUEGO LENTO K. SANTANDER, J. L. ARROYAVE (G. SANTANDER, J. L. ARROYAVE)	Jennifer Pena UNIVISION	21
39	29	16	12		A PIERNA SUELTA PAGUILAR (M. URIETA)	Pepe Aguilar UNIVISION	16
40	49	—	2		JUMBALAYA K. PAZ DE LA SIERRA (H. WILLIAMS)	K-Paz De La Sierra PROCAN/DISA	40
41	50	—	2		AGUANTA AHI FILLAN (R. ALVAREZ)	Rosario ARIELA/BMG LATIN	41
42	40	43	7		DONDE CORRE LA SANGRE E. ESTEFAN, JR., A. PENAL (N. TOVAR, S. ORTIZ)	Shalim CRESCENT MOON/SONY DISCOS	38
43	43	39	25		ME CANSE DE MORIR POR TU AMOR L. E. PAVAN, M. SANCHEZ (M. MASS)	Adan Chalino Sanchez UNIVISION	18
44	35	20	24		TE NECESITO L. MIGUEL (J. L. GUERRA)	Luis Miguel WARNER LATINA	1
45	39	33	12		LOCA CONMIGO R. CAMASTA (W. BRAZOBAN)	Los Toros Band UNIVERSAL LATIN	33
HOT SHOT DEBUT							
46	NEW	1			VANIDOSA A. MACIAS (S. MORALES)	Cuisillos MUSART/BALBOA	46
47	RE-ENTRY	21			UN AMOR PARA LA HISTORIA A. JAEN (Y. HENRIQUEZ)	Gilberto Santa Rosa SONY DISCOS	24
48	RE-ENTRY	22			CAUSAME LA MUERTE LOS TIGRES DEL NORTE (J. MEZA)	Los Tigres Del Norte FONOVISA	16
49					UN TE AMO L. MIGUEL (A. MANZANERO)	Luis Miguel WARNER LATINA	34
50					EN EL SILENCIO NEGRO DE LA NOCHE J. REYES (ESTEFANO)	Alexandre Pires ARIELA/BMG LATIN	24

Compiled from a national sample of airplay supplied by Nielsen Broadcast Data Systems' Radio Track service. A panel of 98 stations (40 Latin Pop, 16 Tropical, 50 Regional Mexican) are electronically monitored 24 hrs. a day, 7 days a week. Songs ranked by Audience Impressions. Records showing an increase in audience over the previous week, regardless of chart movement. A record which has been on the chart for more than 20 weeks will generally not receive a bullet, even if it registers an increase in audience. Greatest Gainer indicates song with largest audience growth. If two records are tied in audience size, the record being played on more stations is placed first. Records below the top 20 are removed from the chart after 26 weeks. Videoclip availability. ©2004, VNU Business Media, Inc. All rights reserved.

LATIN POP AIRPLAY

THIS WEEK	LAST WEEK	Airplay monitored by Nielsen Broadcast Data Systems		TITLE IMPRINT/PROMOTION LABEL	ARTIST	THIS WEEK	LAST WEEK	TITLE IMPRINT/PROMOTION LABEL	ARTIST
		WEEKS ON CHART	WEEKS ON CHART						
1	1	1		TE QUISE TANTO UNIVERSAL LATIN	PAULINA RUBIO	21	28	AGUANTA AHI ARIELA/BMG LATIN	ROSARIO
2	2	2		CUIDARTE EL ALMA SONY DISCOS	CHAYANNE	22	20	TE NECESITO WARNER LATINA	LUIS MIGUEL
3	3	3		CERCA DE TI VIRGIN/EMI LATIN	THALIA	23	24	TU FOTOGRAFIA EPIC/SONY DISCOS	GLORIA ESTEFAN
4	5	4		Y TODO QUEDA EN NADA EMI LATIN	RICKY MARTIN	24	25	A FUEGO LENTO UNIVISION	JENNIFER PENA
5	4	4		ME CANSE DE TI SONY DISCOS	OBIE BERMUDEZ	25	27	UN AMOR PARA LA HISTORIA SONY DISCOS	GILBERTO SANTA ROSA
6	6	6		TE LLAME ARIELA/BMG LATIN	CRISTIAN	26	29	DONDE CORRE LA SANGRE CRESCENT MOON/SONY DISCOS	SHALIM
7	9	7		QUE LLORO SONY DISCOS	SIN BANDERA	27	23	EN EL SILENCIO NEGRO DE LA NOCHE ARIELA/BMG LATIN	ALEXANDRE PIRES
8	8	8		LA PAGA SURCO/UNIVERSAL LATIN	JUANES	28	26	UN TE AMO WARNER LATINA	LUIS MIGUEL
9	7	7		ROSAS SONY DISCOS	LA OREJA DE VAN GOGH	29	32	COMO FUÍ A ENAMORARME DE TI SONY DISCOS	LOS TRI-O
10	12	10		MAS QUE TU AMIGO FONOVISA	MARCO ANTONIO SOLIS	30	30	HASTA QUE ME OLVIDE DE TI RPE/UNIVISION	AREA 305
11	11	11		MIENTES TAN BIEN SONY DISCOS	SIN BANDERA	31	31	ADICTO INTERSCOPE/UNIVERSAL LATIN	ENRIQUE IGLESIAS
12	10	10		QUIEN TE DIJO ESO? UNIVERSAL LATIN	LUIS FONSI	32	33	INOCENTE DE TI ARIELA/BMG LATIN	JUAN GABRIEL
13	14	13		BULERIA VALE/UNIVERSAL LATIN	DAVID BISBAL	33	34	POR QUE NO LIBERES LIBERES	TISUBY & GEORGINA
14	13	14		ANTES EMI LATIN	OBIE BERMUDEZ	34	—	TENGO GANAS SONY DISCOS	VICTOR MANUELLE
15	15	15		UN SIGLO SIN TI SONY DISCOS	CHAYANNE	35	—	CORAZON DE PAPEL SONY DISCOS	JULIO IGLESIAS
16	17	17		AUNQUE NO TE PUEDA VER WARNER LATINA	ALEX UBAGO	36	—	ECHALE LENA MEGAMUSIC/UNIVERSAL LATIN	VICTORIA
17	18	18		DUELE VERTE SONY DISCOS	RICARDO ARJONA	37	37	A PIERNA SUELTA UNIVISION	PEPE AGUILAR
18	19	19		TE LLEVARE AL CIELO WARNER LATINA	MANA	38	—	SOLO POR TI EMI LATIN	SORAYA
19	16	16		QUIERO PERDERME EN TU CUERPO VALE/UNIVERSAL LATIN	DAVID BISBAL	39	40	SIN MIEDO A NAOA WARNER LATINA	ALEX UBAGO
20	22	22		A QUE NO TE VAS SONY DISCOS	EDNITA NAZARIO	40	38	YA NO ME DUELE MEGAMUSIC/UNIVERSAL LATIN	VICTORIA

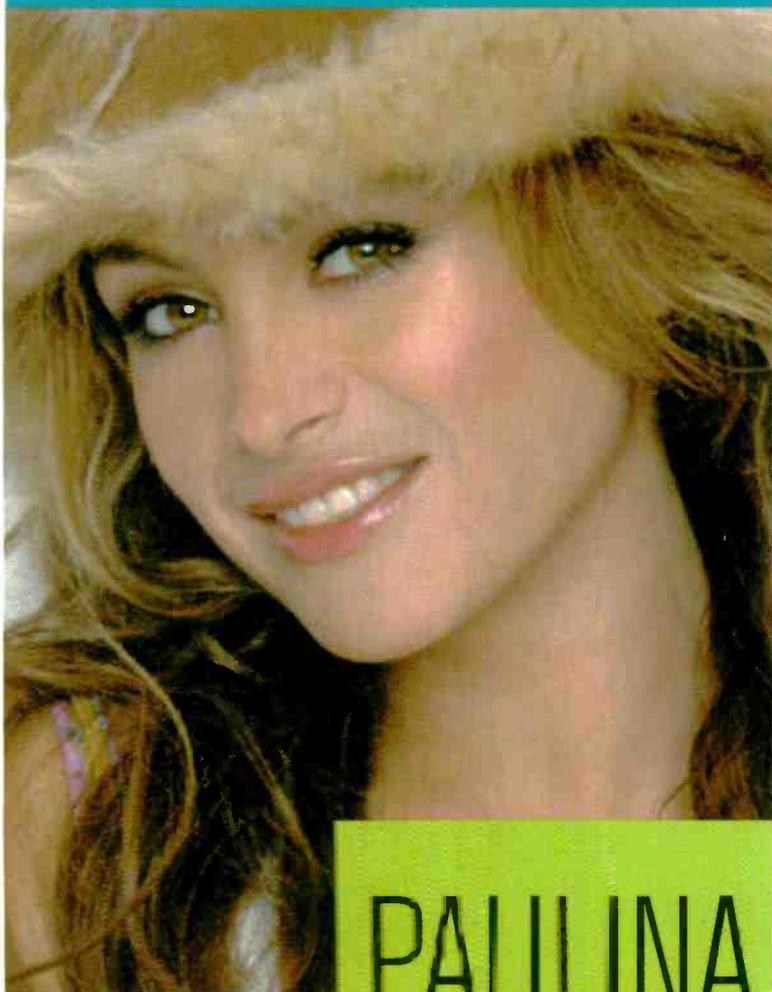
TROPICAL AIRPLAY

THIS WEEK	LAST WEEK	Airplay monitored by Nielsen Broadcast Data Systems		TITLE IMPRINT/PROMOTION LABEL	ARTIST	THIS WEEK	LAST WEEK	TITLE IMPRINT/PROMOTION LABEL	ARTIST
		WEEKS ON CHART	WEEKS ON CHART						
1	1	1		TENGO GANAS SONY DISCOS	VICTOR MANUELLE	21	20	EL GALLO NO OLVIDA M.P.	TITO ROJAS
2	4	2		ELLA TIENE FUEGO SONY DISCOS	CELIA CRUZ	22	—	Y TODO QUEDA EN NADA SONY DISCOS	RICKY MARTIN
3	2	2		LOCA CONMIGO UNIVERSAL LATIN	LOS TOROS BANDO	23	—	SÍ TU ESTUVIERAS UNIVERSAL LATIN	LOS TOROS BANDO
4	6	3		CERCA DE TI VIRGIN/EMI LATIN	THALIA	24	24	NOCHE DE ESTRELLAS OLE	YANI CAMARENA
5	8	8		LA PAGA UNIVERSAL LATIN	TONNY TUN TUN	25	22	SUBE SUBE UNIVERSAL LATIN	GRUPO MANIA
6	18	18		AMIGO MIO WEACARIBE/WARNER LATINA	TONO ROSARIO WITH TEGO CALDERON	26	—	NAVEGANDOTE NUEVA VIDA	N'KLABE
7	3	3		HERMANITA PREMIUM LATIN	AVENTURA	27	26	CURAME WEACARIBE/WARNER LATINA	CHARLIE CRUZ
8	5	5		QUITEMONOS LA ROPA SONY DISCOS	NG2	28	23	QUE LE DEN BAM BAM M.P.	SALSA FEVER
9	29	29		TE QUISE TANTO UNIVERSAL LATIN	PAULINA RUBIO	29	21	ENAMORAME J&N	PAPI SANCHEZ
10	12	12		MI LIBERTAD ARIELA/BMG LATIN	JERRY RIVERA	30	25	CUIDARTE EL ALMA SONY DISCOS	CHAYANNE
11	7	7		EL REFRAN SE TE OLVIDO SONY DISCOS	GILBERTO SANTA ROSA	31	27	DOCTOR J&N	PUERTO RICAN POWER
12	13	13		TU FOTOGRAFIA EPIC/SONY DISCOS	GLORIA ESTEFAN	32	37	POR QUE NO LIBERES LIBERES	TISUBY & GEORGINA
13	11	11		VOY A TENER QUE OLVIDARTE SONY DISCOS	ANDY ANDY	33	30	DONDE CORRE LA SANGRE CRESCENT MOON/SONY DISCOS	SHALIM
14	16	16		INTENTALO TU J&N	JOE VERAS	34	31	VEN M.P.	ANTHONY CRUZ
15	15	15		ANTES EMI LATIN	OBIE BERMUDEZ	35	—	AGUANTA AHI ARIELA/BMG LATIN	ROSARIO
16	17	17		EL NO ES MEJOR QUE YO M.P.	TITO ROJAS	36	—	JUANA LA CUBANA FIRST TAKE	MARITO RIVERA
17	9	9		ME CANSE DE TI SONY DISCOS	OBIE BERMUDEZ	37	32	MERIANDO LA COLA J&N	SEXAPPEAL
18	14	14		SUENA M.P.	JOSE PENA SUAZO Y LA BANDA GORDA	38	36	EL MARIACHI LOCO MUSIC ART	LA MAQUINA
19	19	19		DILE M.P.	DON OMAR	39	38	SOLAMENTE ELLA M.P.	WILLIE GONZALEZ & EDDIE SANTIAGO
20	10	10		HOY EPIC/SONY DISCOS	GLORIA ESTEFAN	40	34	SE ME OLVIDO TU NOMBRE CRESCENT MOON/SONY DISCOS	SHALIM

REGIONAL MEXICAN AIRPLAY

THIS WEEK	LAST WEEK	Airplay monitored by Nielsen Broadcast Data Systems		TITLE IMPRINT/PROMOTION LABEL	ARTIST	THIS WEEK	LAST WEEK	TITLE IMPRINT/PROMOTION LABEL	ARTIST
		WEEKS ON CHART	WEEKS ON CHART						
1	1	1		LAGRIMAS DE CRISTAL DISA	GRUPO MONTEZ DE DURANGO	21	22	CAUSAME LA MUERTE FONOVISA	LOS TIGRES DEL NORTE
2	4	2		HAZME OLVIDARLA FONOVISA	CONJUNTO PRIMAVERA	22	21	POR UN RATO FONOVISA	AROMA
3	2	2		NOMAS POR TU CULPA UNIVISION	LOS HURACANES DEL NORTE	23	—	TE QUISE TANTO UNIVERSAL LATIN	PAULINA RUBIO
4	3	3		SOY UN NOVATO EMI LATIN	INTOCABLE	24	28	YO TE ENSENE UNIVERSAL LATIN	CONJUNTO ATARDECER
5	7	7		QUE TE RUEGUE QUIEN TE QUIERA FONOVISA	BANDA EL RECODO	25	15	A PIERNA SUELTA UNIVISION	PEPE AGUILAR
6	10	10		AMOR DESCARADO UNIVERSAL LATIN	LOS TUCANES DE TIJUANA	26	23	LA HOJA Y YO FREDDIE	RAMON AYALA Y SUS BRAVOS DEL NORTE
7	13	13		MI FUNERAL SONY DISCOS	VICTOR GARCIA	27	27	EN REALIDAD DISA	JORGE LUIS CABRERA
8	6	6		COMO PUDE ENAMORARME DE TI DISA	PATRULLA 81	28	26	QUE ME LLEVE EL DIABLO PLATINO/FONOVISA	ADOLFO URIAS Y SU LOBO NORTEVO
9	12	12		PARA QUE ME HACES LLORAR PLATINO/FONOVISA	BRISEYDA Y LOS MUCHACHOS	29	24	ME VOY A IR EMI LATIN	EL COYOTE Y SU BANDA TIERRA SANTA
10	9	9		ESTOY ENAMORADA FONOVISA	YOLANDA PEREZ WITH DON CHETO	30	36	MAS TERCO QUE UNA MULA DISA	GERMAN LIZARRAGA

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Latin Act Unplugs For HOB Set

BY LEILA COBO

In what may be a first for a regional Mexican act, Texas-based band Intocable is releasing an intimate acoustic album recorded live at the House of Blues in Chicago.

"Intimamente" is due to hit stores Feb. 24 in three formats: CD, DVD and a CD/DVD pack.

its *norteño* sound.

"They're different from other, more traditional regional bands in that their sound isn't hardcore *norteño*," EMI Latin regional Mexican division VP Miguel Trujillo says. "Their advantage is they attract a younger generation and their parents. They attract people who are 100% Mexican, as well as Mexican-Americans."

says Mary Clare Bourjaily, artist relations manager for HOB in Chicago. But, she adds, "we would definitely bring them back, because it was huge. It was an eye-opener."

The marketing for "Intimamente," Trujillo says, will closely mimic that of last year's "La Historia," a greatest-hits collection that debuted at No. 1 on the *Billboard* Top Latin



INTOCABLE: 'WORKING IN A MORE MAINSTREAM FASHION'

The departure is not the live album itself, which is standard fare for acts in this genre. Rather, it is the acoustic format and the choice of venue, as House of Blues (HOB) is better-known for booking Latin alternative acts than regional Mexican acts.

Intocable's label, EMI Latin, is banking on these unique factors to take Intocable—one of regional Mexican music's most popular acts—to an even broader audience.

STYLISTIC MELANGE

"We want to open up the genre a bit," EMI Latin USA president/CEO Jorge Pino says. "And Intocable is one of the few regional Mexican groups that appeals to a broad spectrum of people."

Intocable is known as a cutting-edge band that incorporates a wide variety of genres and influences into

Trujillo says that the notion of recording an acoustic show came from several sources. EMI wanted to record a live Intocable concert. Chicago radio station WOJO (105.1 FM), which programs regional Mexican music, was promoting an Intocable concert as part of Budweiser's One Night Stand series.

The date—Oct. 28, 2003—fit in with EMI's plans. And the venue was ideal for a more intimate setup.

WOJO gave away tickets for the show, which was sold out and drew more than 1,000 people to the venue.

Although Chicago is a hub for Latin music in general and regional Mexican music in particular, House of Blues' forte in the Latin field is Latin rock and alternative music. It had never had a regional act there before.

"I would say it's the most different type of musical act we've presented,"

Albums chart.

Like "La Historia," "Intimamente" will benefit from a TV direct-response campaign that kicked off the week of Feb. 9.

Intocable is also in the midst of its "Intimamente" tour, which began early this month and will include 30 U.S. dates through June.

"Intimamente" features ballad versions of three Intocable hits. But Trujillo stresses that Intocable is not crossing over into pop.

"Because the stage is more sophisticated doesn't mean they're moving away from regional Mexican," he says. "We're simply working in a more mainstream fashion."

"The focus and the target continues to be regional Mexican," Trujillo adds. "Everything else is simply icing on the cake."

Cárdenas

Continued from page 38

Aside from his work with various artists, Child is also working with the **Miami Light Project** to develop his first musical.

Titled "Jazzage," it is a tale of ex-pat Americans in 1920s Paris that features fictional characters as well as historical figures, like Gertrude Stein and Alice B. Toklas. A first reading is scheduled to take place in Miami in March. Child co-wrote the book, lyrics and music to "Jazzage" together with Davitt Sigerson, who has produced for **Tori Amos** and the **Bangles**, among others.

FOR THE RECORD: Sales of Chayanne's albums have cumulatively sold almost double that quoted in the *Billboard* dated Feb. 21, according to label **Sony Music**. The sales include club and Latin retail sales.



Univision Records artist Jennifer Peña was in Minneapolis this month shooting the video for "Vivo y Muero en Tu Piel," the first single from her upcoming album, "Seducion." Pictured, from left, are UMVD/Minneapolis national account representative Kendra Harrison, Peña and Target Corp. Latin music buyer Jessica Phillips. "Seducion" is due in May.

Prommer/Caroline Deal Offers New Distrib Option

Last year, **Michael Prommer** launched the New York-based **Prommer Inc.** to manage the U.S. interests of indie labels. Now, Prommer has made a distribution deal with **Caroline**.

In this way, Prommer acts as a sales manager for small, independent label clients that want to travel through Caroline's U.S. distribution network. "I see myself as a service provider," Prommer says, "with Prommer Inc. being the intermediary."

DJ/producer **Trevor Jackson's** U.K. imprint **Output Recordings** and Brooklyn, N.Y.-based **Daptone** are the first labels to work within the Prommer/Caroline network. The distribution agreement includes new releases and catalog.

Output will issue "Again," by Parisian graphic designer/video producer **Marc Nguyen Tan**—who records as **Colder**—April 9. **Sharon Jones**, who records for Daptone, should have an album ready by summer.

Prommer has also assisted in placing several of his clients' songs in TV shows and commercials, including **Rima's** "Modern Times" ("CSI: Miami") and **Fauna Flash's** "Ten" (Nissan commercial).

FIRED UP: **Carmen Electra** will host **DanceStar USA's** third annual American Dance Music Awards March 9 at Miami's Bayfront Park. Confirmed presenters for the show include **Paris Hilton**, **Perry Farrell**, **Moby**, **Roger Sanchez**, **David Morales**, **Frankie Knuckles**, **Pete Tong** and **Maurice Joshua**.

For this year's event, **DanceStar USA** is debuting a mini-magazine of the same name. The 100-page pocket-sized publication is being produced by **DanceStar's Ben Turner**. More than 60,000 copies will be distributed free in **Borders Books & Music** stores nationwide from March 1.

An additional 20,000 copies will be distributed March 5-11 in South Florida, when the 19th annual Winter Music Conference, the inaugural M3 Summit, the Ultra Music Festival and hundreds of other events will be taking place.

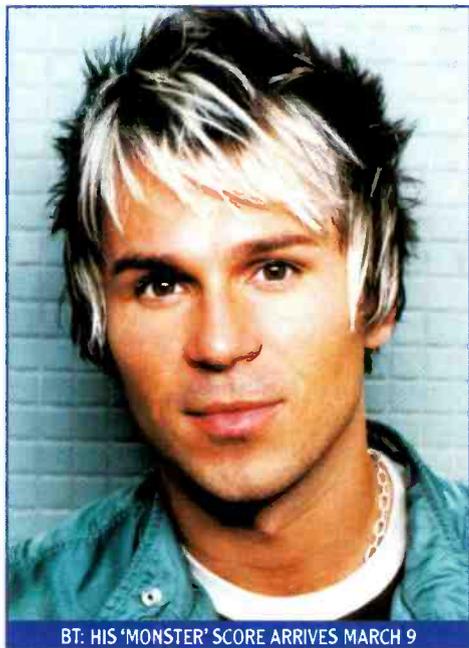
Beat Box™

By Michael Paoletta
mpaoletta@billboard.com



THIS'N'THAT: **Jason Nevins'** "I'm the Main Man," which is featured in **Coors'** international ad campaign for its Fine Light Beer, has been signed to **Sanctuary** for Europe. **Tommy Boy** has the **T. Rex**-sampling track for North America, Southeast Asia, South Africa and Australia. Both deals include a full-length from Nevins.

On April 6, **Peter Rauhofer's Star 69** label will release a best-of collection from Rauhofer's much-missed alter ego, **Club 69**. The set is preceded by **Airmale** and **Andrea Doria** remixes of the classic track "Unique." Forthcoming singles from the label include **Amuka's** "U Ain't That Good" and



BT: HIS 'MONSTER' SCORE ARRIVES MARCH 9

Stacy Burket's "Luv Me Right."

Metromixradio.com has launched "The Revolution," a biweekly show hosted by New York scribe **Gregory T. Angelo** and produced by **Michael D'R**. Every other Wednesday at 9 p.m. EST, Angelo spends 30 minutes interviewing a singular talent. Recent guests have included **Steve Lawler** and **Victor Calderone**.

MONSTER INC.: At last year's **Billboard Dance Music Summit**, DJ/producer **BT** was the focus of the Q&A. During the hour-long chat,

Brian "BT" Transeau touched on many topics, including the original score he did for the film "Monster," which stars **Charlize Theron** and **Christina Ricci**.

Recorded and mixed over a period of four months at BT's Buddha Room studio, the "Monster" score arrives March 9 from **DTS Entertainment**. The two-disc set houses a CD and a DVD.

The latter includes an extended version of the score in 5.1 surround sound. Additionally, the DVD features remix software that enables enthusiasts to remix theme song "Ferris Wheel."

BT—who has scored such films as "The Fast and the Furious" and "Driven"—says he worked closely with "Monster" director **Patty Jenkin** and Theron. This may help to explain why his melodic, complex soundscapes—dark and seductive, too—are in perfect sync with the film's mood shifts.

Elements of blues, Americana and electronic are present. Also here are a range of emotions, from yearning to loss.

During the Q&A, BT mentioned that this was the most difficult film he has yet to work on; he credited this to the subject matter. "I felt I had this great responsibility to honor a very misunderstood life," he said, referring to **Aileen Wuornos**, the focus of the film.

AT THE MOVIES: At a recent screening of "Maestro"—a documentary that explores the roots of the underground dance music scene—we couldn't help but feel nostalgic for yesterday's vital club scene.

Directed and produced by **Josell Ramos**, "Maestro" casts much-needed light on such pioneering DJs and producers as **David Mancuso**, **Larry Levan**, **François Kevorkian**, **Frankie Knuckles**, **Nicky Siano** and **Francis Grasso**.

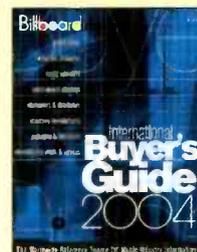
Along the way, thanks to (well-worn) archival film footage, viewers are transported to several crucial clubs, including **the Loft**, **Paradise Garage** and **the Gallery**.

Though personal and candid, the film itself lacks direction. A more chronological storyline would have been helpful, too. Also, the music was an integral ingredient of the era. So why is the soundtrack loaded with new recordings and not classics? Still, the sense of unity that permeated club culture rings loud and clear.

"Maestro" opens March 12 in New York, followed by Miami, Los Angeles, Chicago and Europe.

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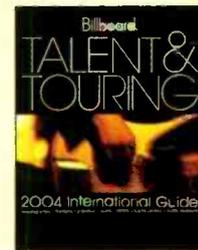


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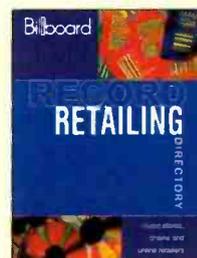


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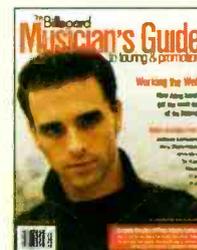
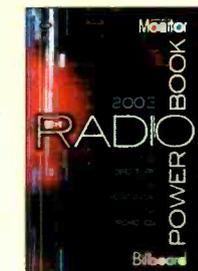


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Sales data compiled by Nielsen SoundScan					
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON	TITLE	Artist
IMPRINT & NUMBER/DISTRIBUTING LABEL					
1	1	1	15	NUMBER 1 ME AGAINST THE MUSIC	Britney Spears Featuring Madonna
2	2	2	10	NOTHING FAILS/NOBODY KNOWS ME	Madonna
3	NEW	1	1	TOXIC (REMIXES)	Britney Spears
4	3	5	14	YOU PROMISED ME (TU ES FOUTU)	In-Grid
5	4	3	24	(THERE'S GOTTA BE) MORE TO LIFE	Stacie Orrico
6	7	8	22	SYMPATHY FOR THE DEVIL (REMIXES)	The Rolling Stones
7	6	4	23	RUBBERNECKIN' (PAUL OAKENFOLD REMIX)	Elvis Presley
8	NEW	1	1	TRULY	Delerium Featuring Nerina Pallot
9	10	—	2	LOVE'S DIVINE (DEEPSKY, MURK, & PASSENGERZ MIXES)	Seal
10	5	7	31	OFFICIALLY MISSING YOU (REMIXES)	Tamia
11	11	11	15	HAREM (CANCAO DO MAR) (M. LEHMAN, R. RIVERA & H. HECTOR REMIXES)	Sarah Brightman
12	9	10	32	THE DISTRICT SLEEPS ALONE TONIGHT	The Postal Service
13	8	6	12	BREATHE (REMIXES)	Michelle Branch
14	13	13	30	I'M GLAD (REMIXES)	Jennifer Lopez
15	12	9	9	BORN TOO SLOW	The Crystal Method
16	14	19	54	THROUGH THE RAIN (HEX HECTOR/MAC QUAYLE REMIX)	Mariah Carey
17	20	16	32	HOLLYWOOD (REMIXES)	Madonna
18	22	—	2	DICE	Finley Quayle Featuring William Orbit & Beth Orton
19	18	20	23	PAVEMENT CRACKS (REMIXES)	Annie Lennox
20	16	12	10	ROCK YOUR BODY, ROCK	Ferry Corsten
21	25	—	11	A TOAST TO MEN (F**K THE MEN)	Willa Ford Featuring May
22	19	19	19	TIME OF OUR LIVES/CONNECTED	Paul Van Dyk Featuring Vega 4
23	16	16	16	WAITING FOR YOU (REMIXES)	Seal
24	19	21	11	LIMBO ROCK (REMIXES)	Chubby C & OD Featuring Inner Circle
25	RE-ENTRY	20	20	GET IT TOGETHER (REMIXES)	Seal

FEBRUARY 28 2004				Billboard® HOT DANCE RADIO AIRPLAY ™	
Airplay compiled by Nielsen Broadcast Data Systems					
THIS WEEK	LAST WEEK	WEEKS ON	TITLE	Artist	
IMPRINT & PROMOTION LABEL					
1	8	3	NUMBER 1 TOXIC	Britney Spears	
2	1	14	GIA	Despina Vandi	
3	3	29	ALONE	Lasgo	
4	4	29	SOMETHING HAPPENED ON THE WAY TO HEAVEN	Deborah Cox	
5	9	11	AS THE RUSH COMES	Motorcycle	
6	2	15	HEY YA!	OutKast	
7	5	12	IT'S MY LIFE	No Doubt	
8	6	29	NEVER (PAST TENSE)	The Roc Project Featuring Tina Arena	
9	11	3	LOVE ME RIGHT (OH SHEILA)	Angel City Featuring Lara McAllen	
10	7	8	ALL THINGS (JUST KEEP GETTING BETTER)	Widelife With Simone Denny	
11	14	4	THE WAY YOU MOVE	OutKast Featuring Sleepy Brown	
12	17	11	WHEREVER YOU ARE (I FEEL LOVE)	Laava	
13	10	18	SLOW	Kylie Minogue	
14	16	5	IF I WERE YOU	Candee Jay	
15	12	12	MILKSHAKE	Kelis	
16	19	2	CRUISING	N&K Vs. Denis The Menace Feat. Alex Prince	
17	13	12	DEEPEST BLUE	Deepest Blue	
18	22	2	JUST A LITTLE WHILE	Janet Jackson	
19	23	2	I FEEL LOVE	Blue Man Group Featuring Venus Hum	
20	21	3	ROCK YOUR BODY, ROCK	Ferry Corsten	
21	NEW	1	LOVE'S DIVINE	Seal	
22	20	3	JUST A LITTLE MORE LOVE	David Guetta Featuring Chris Willis	
23	RE-ENTRY	1	SUNRISE	Simply Red	
24	25	10	SUNLIGHT	DJ Sammy	
25	NEW	1	DEJA VU (IT'S HARD TO BELIEVE)	The Roc Project Featuring Tina Novak	

FEBRUARY 28 2004				Billboard® TOP ELECTRONIC ALBUMS ™	
Sales data compiled by Nielsen SoundScan					
THIS WEEK	LAST WEEK	WEEKS ON	ARTIST	Title	
IMPRINT & NUMBER/DISTRIBUTING LABEL					
1	17	2	NUMBER 1	Queer Eye For The Straight Guy	
2	1	7	VARIOUS ARTISTS	Fired Up!	
3	2	3	AIR	Talkie Walkie	
4	3	5	THE CRYSTAL METHOD	Legion Of Boom	
5	5	45	THE POSTAL SERVICE	Give Up	
6	4	3	JOHNNY VICIOUS	Ultra.Trance:3	
7	6	9	SARAH MCLACHLAN	Remixed	
8	7	18	MARIAH CAREY	The Remixes	
9	8	20	ENIGMA	Voyageur	
10	14	5	VARIOUS ARTISTS	This Is Trance!: 17 Euphoric Dance Floor Anthems!	
11	11	3	VARIOUS ARTISTS	Best Of Trance Volume Four	
12	9	13	LOUIE DEVITO	N.Y.C. Underground Party 6	
13	10	3	DAFT PUNK	Daft Club	
14	15	20	THE CHEMICAL BROTHERS	Singles '93 - '03	
15	13	15	THE HAPPY BOYS	Dance Party (Like It's 2004)	
16	18	17	BASEMENT JAXX	Kish Kash	
17	12	2	SANDRA COLLINS	Perfecto Presents... Sandra Collins	
18	16	5	VARIOUS ARTISTS	Verve/Remixed2	
19	21	19	PRAFUL	One Day Deep	
20	20	25	LOUIE DEVITO	Louie DeVito Presents: Ultra.Dance 04	
21	23	44	VARIOUS ARTISTS	30th Anniversary Collection: Ultimate Disco	
22	19	3	VOODOO CHILD	Baby Monkey	
23	24	13	VARIOUS ARTISTS	Ministry Of Sound: The Annual 2004	
24	RE-ENTRY	1	EINSTURZENDE NEUBAUTEN	Perpetuum Mobile	
25	RE-ENTRY	1	PAUL VAN DYK	Reflections	

• Dance Airplay titles showing an increase in detections over the previous week, regardless of chart movement. Compiled from a national sample of airplay supplied by Nielsen Broadcast Data Systems' radio track service. 6 dance stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. A title which has been on the chart for more than 20 weeks will generally receive a bullet, even if it registers an increase in detections. Titles below the top 15 are removed from the chart after 26 weeks. ©2004, VNU Business Media, Inc. and Nielsen SoundScan, Inc. All rights reserved. • Electronic Albums with the greatest sales gains this week. • Recording Industry Assn. of America (RIAA) certification for net shipment of 500,000 album units (Gold). • RIAA certification for net shipment of 1 million units (Platinum). • RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. *Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. [M] indicates past or present Heatseeker title. ©2004, VNU Business Media, Inc. and Nielsen SoundScan, Inc. All rights reserved.

FEBRUARY 28 2004 Billboard® **HOT DANCE CLUB PLAY**™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON	TITLE	Artist
IMPRINT & NUMBER/PROMOTION LABEL					
1	2	4	11	NUMBER 1 SLOW	Kylie Minogue
2	3	6	5	LOVE'S DIVINE (DEEPSKY, MURK, & PASSENGERZ MIXES)	Seal
3	4	5	7	ME, MYSELF AND I (JUNIOR MIXES)	Beyonce
4	6	7	8	BURNING	Robbie Rivera & Axwell Feat. Suzan Brittan
5	7	11	5	JANET MEGAMIX 04 (CHRIS COX REMIX)	Janet Jackson
6	9	14	7	FACE TO FACE	Daft Punk
7	1	2	11	GIVE IT UP	Kevin Aviance
8	10	15	8	HARU (WIDELIFE, J. VASQUEZ, & DEMARKO MIXES)	Haru
9	12	19	7	SLIPPIN' AWAY	Sweet Rains
10	5	1	11	FAKE	Simply Red
11	16	21	6	BORN TOO SLOW (E. MORILLO, DEEPSKY, & NUBREED MIXES)	The Crystal Method
12	8	3	11	NOTHING FAILS (REMIXES)	Madonna
13	18	23	6	POWERLESS (SAY WHAT YOU WANT) [WIDELIFE, JUNIOR, & CHAB MIXES]	Nelly Furtado
14	17	22	5	ALL THINGS (JUST KEEP GETTING BETTER)	Widelife With Simone Denny
15	21	31	5	WHERE LOVE IS	Trinity Featuring Revi
16	11	8	13	FALLEN (REMIXES)	Sarah McLachlan
17	15	16	10	JUST A LITTLE MORE LOVE	David Guetta Featuring Chris Willis
18	23	33	5	WHERE DID LOVE GO	Sun
19	13	10	12	BREATHE (REMIXES)	Michelle Branch
20	22	28	8	INTO THE LIGHT (DAVE AUDE REMIXES)	Cause And Effect
21	29	35	4	GOD IS A DJ	Pink
22	14	9	10	BORN SLIPPY NUXX (P. OAKENFOLD & R. SMITH MIXES)	Underworld
23	33	40	3	FREE (S.A.F. & NEMO MIXES)	Sarah Brightman
24	35	—	2	POWER PICK NOT IN LOVE (D. AUDE, MINGE BINGE, & R.H. VISSION MIXES)	Enrique Iglesias Featuring Kelis
25	32	36	4	SIGNED, SEALED, DELIVERED	Colton Ford And Pepper Mashay

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON	TITLE	Artist
IMPRINT & NUMBER/DISTRIBUTING LABEL					
26	34	41	3	IT'S MY LIFE (REMIXES)	No Doubt
27	20	17	12	GET IT OFF (THAT KID CHRIS REMIX)	Monica
28	24	27	10	ROCK YOUR BODY, ROCK	Ferry Corsten
29	36	—	2	TRULY	Delerium Featuring Nerina Pallot
30	28	24	11	1000 YEARS	Arthur Baker Featuring Astrid Williamson
31	31	25	10	KISS MY EYES	Bob Sinclair
32	25	18	13	WALK ON BY (S.A.F. & EDDIE X MIXES)	Cyndi Lauper
33	37	45	3	GOOD BOYS	Blondie
34	NEW	1	1	HOT SHOT DEBUT TOXIC (REMIXES)	Britney Spears
35	19	13	15	WONDERFUL (S. KLEINBERG & D. AUDE MIXES)	Annie Lennox
36	30	32	6	SIGH	Praful
37	38	44	3	GET YOURSELF HIGH	The Chemical Brothers Featuring K-OS
38	41	48	13	I TRY (RAUHOFFER, PILIUVIN & ZIMBARDO MIXES)	Made By Monkeys Featuring Maria Matto
39	27	20	13	THE HURTING	Mac Quayle Featuring Donna Delory
40	40	46	3	PASS THAT DUTCH (SCUMFROG REMIX)	Missy Elliott
41	49	—	2	LOVE PROFUSION	Madonna
42	26	12	16	STONED (DEEP DISH REMIX)	Dido
43	NEW	1	1	FRIDAY MARSHMALLOW	Samba La Casa
44	NEW	1	1	MAKE ME DANCE ALL NIGHT	3 Speaker High
45	44	39	6	GIA	Despina Vandi
46	46	42	12	AS THE RUSH COMES	Motorcycle
47	42	38	6	DEJA VU (IT'S HARD TO BELIEVE)	The Roc Project Featuring Tina Novak
48	NEW	1	1	FIND MYSELF	Presta + Stakey
49	45	37	10	ONENESS (FRED JORIO REMIXES)	Damian Featuring Sasha Lazard
50	39	29	15	A THOUSAND BEAUTIFUL THINGS (RAUHOFFER, G&D, BIMBO JONES)	Annie Lennox

• Titles with the greatest sales or club play increases this week. Power Pick on Club Play is awarded for the largest point increase among singles below the top 20. The Club Play chart is compiled from a national sample of reports from club DJs. • Videoclip availability. Catalog number is for vinyl maxi-single, or CD maxi-single, or CD single respectively, based upon availability. On Dance Singles Sales chart: • CD Single available. • CD Maxi-Single available. • Vinyl Maxi-Single available. • Cassette Maxi-Single available. ©2004, VNU Business Media, Inc. and Nielsen SoundScan, Inc. All rights reserved.

Despite Many Changes, BR549 Endures

BY JIM BESSMAN

BR549, the acclaimed hardcore roots country band that transformed Nashville's longtime hole-in-the-wall Lower Broadway club scene beyond mere tourist-trap stature, recently underwent its own transformation.

The group has a new label, a new lineup and new management. It also has a new album, "Tangled in the Pines," which will be issued March 9 on Dualtone Records.

After releasing its last album, "This is BR549" on Lucky Dog/Sony in 2001, co-founder and co-lead vocalist/guitarist Gary Bennett left the quintet along with bassist Jay McDowell.

With the group's status in limbo, co-lead vocalist/guitarist Chuck Mead, who co-founded BR549 with Bennett in 1993, brought remaining group members Don Herron (a multi-instrumentalist) and Shaw Wilson (drums/vocals) back to Lower Broadway.

But this time the band was playing weekly at Jim & Layla's Bluegrass Inn, just next door to Robert's Western World, the bar/boot store it had made famous with the nightly high-energy, four-hour sets immortalized on its 1996 Arista Nashville EP, "Live From Robert's."

The success of that disc and the self-titled debut album that followed—together with a huge media buzz—quickly took BR549 out of Lower Broadway and into concert venues around the world.

"We stopped playing there on a regular basis in April 1996, and after Gary and Jay left in January 2002, we didn't know what to do," Mead recalls.

"So we just went down to Lower Broadway and started playing again with rotating characters from the scene and calling ourselves the Hill-billy All-Stars—because we didn't know what would happen with BR549," he says.

Deciding to return to the road with Seat-

tle/Nashville punkabilly bassist Geoff Firebaugh and pedigreed Nashville vocalist/guitarist Chris Scruggs (son of Gary Scruggs and Gail Davies), Mead says the new lineup revived the BR549 moniker "because we remembered it was fun."

THE 'WEIRD MAGIC'

After touring the U.S. and Europe, the band returned to the studio, co-producing a set of original material with its road engineer, "Cowboy" Keith Thompson. (BR549's initial reputation was built on classic country covers.)

Ray Kennedy mixed the album, which Mead calls "organic, just like how the Lower Broadway thing developed. And while you can never try to replicate the weird magic between the five of us originals, you can take the energy and re-create a new energy—which is what we've done."

Mead says the optimal quality of "Tangled in the Pines" comes from "being left to our own devices because we were in between labels."

This changed when the group signed with RED-distributed Dualtone, for which Mead had co-produced tribute albums to Johnny Cash and Waylon Jennings and whose principals had previously worked with BR549 at Arista.

David Macias of the group's new management

company, Nashville-based Merrick-Macias Management, had also worked with BR549 at Arista.

Former Arista exec and current Dualtone co-president Dan Herrington feels that "Tangled in the Pines" is "the record they've needed to make since Arista."

He notes, "There was a lot of pushing and pulling in the production of previous records, whereas this one was the one they always wanted to make and is a great example of what they're doing live on the road today."

FINDING THE FAN BASE

The first step on the marketing side will be to capitalize on BR549's fan base, Herrington says.

"Go back to the last two Arista studio records ["Big Backyard Beat Show" and "Bonus Beats" from 1998], and they sold well over 300,000 units combined," he continues. "The live record [2000's Arista entry "Coast to Coast"] and the Sony record tapered off a bit, so we have to find those fans and re-educate and reinvigorate them."

A "huge media campaign" headed by Nashville publicity firm Commotion PR and featuring coverage in varied publications including Country Weekly, Blender, Esquire and No Depression commenced a couple of months ago, Herrington notes. "They have a lot of friends in the media."

The band also has a fan base at country radio, which he says will be worked "market by market and station by station" according to tour dates and past programming history. Americana, triple-A and college formats are being plied with lead track "That's What I Get," which was co-written by Mead and the Mavericks' Raul Malo and will be further supported by a video.

Mead says the project "retains our hardcore roots. That's never going to leave us—that stone-pure honky-tonk/hillbilly lifestyle—with more of the spirit of the old songs coming through. We're never going to be Grady Martin and Johnny Horton or any of those guys, but we're still going to try."

At Portland, Ore.'s Music Millennium, owner Terry Currier observes that "Tangled in the Pines" indeed "harks back to the old country music days of the '40s and '50s—that Hank Thompson sound."

Label retail efforts will be supported by "tons of advertising" in consumer publications, Herrington says, with a focus on independent retailer coalitions as well as the major chains. The band will make an in-store appearance next month at Waterloo Records & Video in Austin as part of the South by Southwest Music Conference, corresponding with showcases there for Dualtone and the Americana Music Assn.

"For a small indie like we are, it's always great to work with an act with BR549's kind of history," Herrington says. "The majors spent a lot of money marketing and branding them over the years, and it's nice not to start at zero."

Because of BR549's international appeal, Herrington says there will be a major overseas push to coincide with the band's six-week European tour in June and July. The group remains a client of Darin Murphy at Creative Artists Agency and is slated to team with the Mavericks on the road domestically this month through March.



BR549: CREATING A NEW ENERGY WITH NEW MEMBERS

Goldstone Moves To Emergent Music Marketing

Bob Goldstone joins **Emergent Music Marketing** in Nashville March 1 in the newly created position of VP of sales and marketing. He is currently community relations director for **Tower Records'** two Nashville stores and previously was GM of **Eminent Records**. He has also held sales and marketing positions at **Mercury**, **Capricorn** and **I.R.S. Records**.

Wade Hunt is promoted from senior director to VP of creative services at **RCA Label Group**.

Kim Markovchick joins **Sony Music Nashville** as senior director of marketing. She previously held a senior marketing position at Mercury Records, where she worked for 17 years.

Dean Miller joins **Bluewater Music Services** as creative director. Miller, the son of country legend **Roger Miller**, previously had recording contracts on **Capitol Records** and, more recently, **Universal South**.

Donica Christensen joins **Com-**

motion PR in Nashville as a publicist. She previously handled artist relations and publicity for Virginia-based **Doobie Shea Records**.

Producer/engineer/musician **Jay Lillagore** has opened **Groove Productions** and **Groovehaus Publishing** in Nashville.

ARTIST NEWS: **Rebecca Lynn Howard** exits the MCA Nashville artist roster after two albums. The more recent of the two, "Forgive" (from 2002) debuted at No. 5 on the Top Country Albums chart and spawned the most successful of her six charting singles, "Forgive," which peaked at No. 12 on the Hot Country Singles & Tracks chart.

Former **Reprise** artist **Michael Peterson** has signed with **AGR/Universal Music International** in Germany for worldwide distribution of his album, "Modern Man," due Feb. 23. Peterson is now managed by **Sharon Dennis** of **Dennis Management** in Nashville.

Cruzan Rum has signed on to

sponsor **Kenny Chesney's** Guitars, Tiki Bars & A Whole Lotta Love tour.

Former **Warner Bros.** act **Little Texas** has re-formed after a six-year hiatus with new lead singer **Steven Troy**. He previously toured as a musician/vocalist in **Lee Ann Womack's** band.

Alison Krauss + **Union Station** and **Sheryl Crow** have been confirmed to perform at the CMT

2004 Flame Worthy Video Music Awards, set for a live telecast from Nashville April 21 on CMT. Both also performed on last year's show.

Trisha Yearwood will voice a character in the new **Disney** animated film "Home on the Range," due in theaters April 2. **Tim McGraw**, **Bonnie Raitt** and **k.d. lang** are providing

songs for the soundtrack.

Buddy Jewell has signed with **Alison Auerbach Public Relations** in Nashville for publicity representation.

Nashville
Scene™
By Phyllis Stark
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HONORS: **Kasey Chambers** has been selected as the recipient of the **Country Music Assn.'s** Global Country Artist award. The award recognizes an artist who has furthered country's popularity internationally. It is expected to be presented in June during the CMA Music Festival in Nashville. Australian country

star **Slim Dusty** will be posthumously honored with a Global Country Artist Award.

Also, **Meryl Gross** was recently presented with the CMA's Jo Walker-Meador International Award at Australia's Tamworth Country Music Festival. The award recognizes a person or company for supporting country music's marketing development outside of North America. Gross is a director of **Vital Entertainment Solutions** in Australia.

BMI president/CEO **Frances W. Preston** will receive the **Cystic Fibrosis Foundation's** Heart of Country Award during the foundation's annual fundraiser, Sizzlin' Country, set for May 25 at the **House of Blues** in Las Vegas. The award recognizes an individual or company that has given a tremendous amount of time and energy to the community and charitable causes. **Tracy Lawrence** will host Sizzlin' Country, which marks its 10th year this year.

FEBRUARY 28
2004

Billboard® TOP COUNTRY ALBUMS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WEEKS ON	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION
1	1	1	2	KENNY CHESNEY BNA 58801/RLG (12.98/18.98)	When The Sun Goes Down	1
2	2	1	15	TOBY KEITH ▲ ³ DREAMWORKS 450435/INTERSCOPE (12.98/18.98)	Shock'n Y'all	1
3	3	2	9	ALAN JACKSON ▲ ² ARISTA NASHVILLE 54860/RLG (18.98 CD)	Greatest Hits Volume II	2
4	4	4	18	JOSH TURNER ● MCA NASHVILLE 000974/UMGN (4.98/9.98) [M]	Long Black Train	4
5	7	7	43	SHANIA TWAIN ◆ ³ MERCURY 170314/UMGN (12.98 CD)	Up!	1
6	6	5	20	MARTINA MCBRIDE ▲ RCA 54207/RLG (11.98/18.98)	Martina	1
\$ GREATEST GAINER \$						
7	18	17	31	BROOKS & DUNN ● ARISTA NASHVILLE 67070/RLG (12.98/18.98)	Red Dirt Road	1
8	5	6	42	TOBY KEITH ▲ ⁴ DREAMWORKS 450254/INTERSCOPE (11.98/18.98)	Unleashed	1
9	9	11	11	TRACE ADKINS CAPITOL 40517 (12.98/18.98)	Comin' On Strong	3
10	8	8	11	KEITH URBAN ▲ CAPITOL 52936 (10.98/18.98)	Golden Road	3
11	11	3	78	ALAN JACKSON ▲ ² ARISTA NASHVILLE 53097/RLG (12.98/19.98)	Greatest Hits Volume II And Some Other Stuff	1
12	10	9	99	KENNY CHESNEY ▲ ³ BNA 67038/RLG (12.98/18.98)	No Shoes, No Shirt, No Problems	1
13	12	12	20	GARY ALLAN MCA NASHVILLE 000111/UMGN (8.98/12.98)	See If I Care	2
14	14	13	64	TIM MCGRAW ▲ ² CURB 78746 (12.98/18.98)	Tim McGraw And The Dancehall Doctors	2
15	15	14	58	RASCAL FLATTS ▲ LYRIC STREET 165031/HOLLYWOOD (12.98/18.98)	Melt	1
16	13	10	18	DIXIE CHICKS ● MONUMENT/COLUMBIA 90794/SONY MUSIC (13.98 EQ CD)	Top Of The World Tour Live	3
17	19	18	30	BRAD PAISLEY ● ARISTA NASHVILLE 50605/RLG (12.98/18.98)	Mud On The Tires	1
18	16	15	3	LEANN RIMES ● CURB 78829 (18.98 CD)	Greatest Hits	3
19	17	16	26	DIERKS BENTLEY CAPITOL 39814 (12.98/18.98)	Dierks Bentley	4
20	20	20	44	SOUNDTRACK WARNER BROS. 48424/WARN (18.98 CD)	Blue Collar Comedy Tour: The Movie	16
21	25	29	67	ALISON KRAUSS + UNION STATION ▲ ROUNDER 610515 (19.98 CD)	Live	9
22	23	19	67	JOHNNY CASH ▲ AMERICAN 063339*/LOST HIGHWAY (12.98 CD)	American IV: The Man Comes Around	2
23	21	21	73	ELVIS PRESLEY ▲ ³ RCA 68079*/RMC (12.98/19.98)	Elvis: 30 #1 Hits	1
24	24	24	37	LONESTAR ▲ BNA 67076/RLG (12.98/18.98)	From There To Here: Greatest Hits	1
25	29	28	36	GEORGE STRAIT ● MCA NASHVILLE 000114/UMGN (8.98/12.98)	Honkytonkville	1
26	30	27	46	CHRIS CAGLE ● CAPITOL 40516 (11.98/18.98)	Chris Cagle	1
27	22	22	82	JOE NICHOLS ● UNIVERSAL SOUTH 170285 (8.98/12.98) [M]	Man With A Memory	9
28	27	23	13	REBA MCENTIRE ● MCA NASHVILLE 000451/UMGN (8.98/12.98)	Room To Breathe	4
29	26	25	77	MONTGOMERY GENTRY ● COLUMBIA 86520/SONY MUSIC (11.98 EQ/17.98)	My Town	3
30	31	31	14	RANDY TRAVIS WORD-CURB 86273/WARNER BROS. (18.98 CD)	Worship & Faith	9
31	28	26	32	TRACE ADKINS ● CAPITOL 81512 (10.98/18.98)	Greatest Hits Collection, Volume I	1
32	34	33	32	BUDDY JEWELL ● COLUMBIA 90131/SONY MUSIC (12.98 EQ/18.98)	Buddy Jewell	1
33	32	34	26	SARA EVANS RCA 67074/RLG (12.98/18.98)	Restless	3
🎵 HOT SHOT DEBUT 🎵						
34	NEW	1	1	KEITH URBAN CAPITOL 97847 (19.98/17.98)	Keith Urban In The Ranch	34
35	33	37	34	JIMMY WAYNE DREAMWORKS 450255/INTERSCOPE (17.98 CD)	Jimmy Wayne	7
36	37	36	9	RON WHITE PARALLEL/HP-O 001582/UME (12.98 CD) [M]	Drunk In Public	36
37	43	41	99	GEORGE STRAIT ● MCA NASHVILLE 170280/UMGN (8.98/12.98)	The Best Of George Strait: 20th Century Masters The Millennium Collection	8

THIS WEEK	LAST WEEK	2 WKS. AGO	WEEKS ON	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION
38	35	32	33	TRACY BYRD RCA 67073/RLG (11.98/18.98)	The Truth About Men	5
39	36	30	39	JO DEE MESSINA CURB 78790 (18.98 CD)	Greatest Hits	1
40	38	38	31	PAT GREEN REPUBLIC 000562/UNIVERSAL SOUTH (8.98/12.98)	Wave On Wave	2
41	41	44	44	TOBY KEITH MERCURY 170351/UMGN (12.98 CD)	The Best Of Toby Keith: 20th Century Masters The Millennium Collection	5
42	40	40	30	LYLE LOVETT CURB 001162*/LOST HIGHWAY (12.98 CD)	My Baby Don't Tolerate	7
🚀 PACESETTER 🚀						
43	56	55	28	WYNONNA CURB 78811 (12.98/18.98)	What The World Needs Now Is Love	1
44	47	53	12	VARIOUS ARTISTS UNIVERSAL SOUTH 000456* (18.98 CD)	Livin' Lovin' Losin': Songs Of The Louvin Brothers	44
45	45	43	21	VARIOUS ARTISTS WARNER BROS./BMG/CURB/SONY MUSIC 73955/WARNER STRATEGIC MARKETING (18.98 CD)	Totally Country Vol. 3	2
46	42	39	18	VARIOUS ARTISTS SUGAR HILL 3980 (17.98 CD)	Just Because I'm A Woman: Songs Of Dolly Parton	6
47	46	45	24	JEFF FOXWORTHY WARNER BROS. 73903/RHINO (18.98 CD/DVD)	The Best Of Jeff Foxworthy: Double Wide, Single Minded	10
48	44	42	19	ALABAMA RCA 54371/RLG (14.98 CD)	The American Farewell Tour	6
49	48	46	47	TERRI CLARK MERCURY 170325/UMGN (11.98/18.98)	Pain To Kill	5
50	39	35	3	THE FLATLANDERS NEW WEST 6049 (18.98 CD) [M]	Wheels Of Fortune	35
51	57	51	15	VARIOUS ARTISTS GAITHER MUSIC GROUP 42459 (18.98 CD)	Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume One	37
52	63	—	25	WILLIE NELSON & FRIENDS LOST HIGHWAY 000453/UMGN (12.98 CD)	Live And Kickin'	4
53	49	49	18	CLAY WALKER RCA 67068/RLG (11.98/18.98)	A Few Questions	3
54	51	56	10	RANDY TRAVIS ● WORD-CURB 86236/WARNER BROS. (11.98/18.98)	Rise And Shine	8
55	50	47	11	EMMYLOU HARRIS NONESUCH 79805/AG (18.98 CD)	Stumble Into Grace	6
56	53	61	44	JOHN MICHAEL MONTGOMERY WARNER BROS. 73918/WARN (18.98 CD)	The Very Best Of John Michael Montgomery	11
57	55	62	50	GEORGE STRAIT ● MCA NASHVILLE 170319/UMGN (12.98/18.98)	For The Last Time: Live From The Astrodome	2
58	59	59	77	DIXIE CHICKS ▲ ⁵ MONUMENT/COLUMBIA 86840*/SONY MUSIC (12.98 EQ/18.98)	Home	1
59	52	52	14	BILL ENGVALL WARNER BROS. 48534/WARN (18.98 CD)	Here's Your Sign: Reloaded	37
60	62	64	18	PATTY LOVELESS EPIC 86620/SONY MUSIC (11.98 EQ/18.98)	On Your Way Home	7
61	NEW	1	1	CLEDUS T. JUDD RAZOR & TIE 82902 (18.98 CD)	The Essenshul Cledus T. Judd	61
62	54	48	20	VARIOUS ARTISTS CAPITOL 93186 (18.98 CD)	CMT Presents: Most Wanted, Volume 1	11
63	60	58	13	HANK WILLIAMS JR. CURB 78830 (18.98 CD)	I'm One Of You	24
64	RE-ENTRY	12	12	VARIOUS ARTISTS GAITHER MUSIC GROUP 42460 (18.98 CD)	Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume Two	42
65	64	63	49	RODNEY CARRINGTON CAPITOL 36579 (18.98 CD)	Nut Sack	14
66	NEW	1	1	JOHN DENVER BMG SPECIAL PRODUCTS 0283/MADACY (16.98 CD)	The Essential John Denver	66
67	67	66	45	WILLIE NELSON LEGACY/COLUMBIA 86740/SONY MUSIC (25.98 EQ CD)	The Essential Willie Nelson	24
68	74	68	79	NICKEL CREEK ● SUGAR HILL 3941 (18.98 CD)	This Side	2
69	RE-ENTRY	62	62	FAITH HILL ▲ ² WARNER BROS. 48001/WARN (12.98/18.98)	Cry	1
70	61	57	15	BILLY CURRINGTON MERCURY 000164/UMGN (4.98/9.98) [M]	Billy Currington	17
71	71	65	78	DIAMOND RIO ● ARISTA NASHVILLE 67046/RLG (11.98/17.98)	Completely	3
72	65	54	14	RODNEY CROWELL DMZ/EPIC 89082/SONY MUSIC (12.98 EQ CD) [M]	Fate's Right Hand	29
73	66	—	2	VARIOUS ARTISTS MADACY 5683 (12.98 CD)	Country Favorites	66
74	68	—	15	BILLY RAY CYRUS WORD-CURB 86274/WARNER BROS. (18.98 CD)	The Other Side	18
75	RE-ENTRY	42	42	DARRYL WORLEY ● DREAMWORKS 000640/INTERSCOPE (11.98/17.98)	Have You Forgotten?	1

● Albums with the greatest sales gains this week. ● Recording Industry Assn. Of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. RIAA Latin awards: ○ Certification for net shipment of 100,000 units (Oro). △ Certification of 200,000 units (Platino). △ Certification of 400,000 units (Multi-Platino). *Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. Greatest Gainer shows chart's largest unit increase. Pacesetter indicates biggest percentage growth. Heatseeker Impact shows albums removed from Heatseekers this week. [M] indicates past or present Heatseeker title. © 2004, VNU Business Media, Inc., and Nielsen SoundScan, Inc. All rights reserved.

FEBRUARY 28
2004

Billboard® TOP COUNTRY CATALOG ALBUMS™

THIS WEEK	LAST WEEK	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	TOTAL CHART WKS
1	1	MARTINA MCBRIDE ▲ ² RCA 67012/RLG (12.98/18.98)	Greatest Hits	126
2	2	KENNY CHESNEY ▲ ³ BNA 67976/RLG (12.98/18.98)	Greatest Hits	177
3	3	TIM MCGRAW ▲ ⁴ CURB 77978 (12.98/18.98)	Greatest Hits	169
4	4	JOHNNY CASH ▲ LEGACY/COLUMBIA 69739/SONY MUSIC (7.98 EQ/11.98)	16 Biggest Hits	254
5	5	SHANIA TWAIN ◆ MERCURY 536003/UMGN (8.98/12.98)	Come On Over	328
6	7	BROOKS & DUNN ▲ ARISTA NASHVILLE 18852/RLG (12.98/18.98)	The Greatest Hits Collection	335
7	6	ALAN JACKSON ▲ ⁵ ARISTA NASHVILLE 18801/RLG (12.98/18.98)	The Greatest Hits Collection	434
8	11	WILLIE NELSON ▲ LEGACY/COLUMBIA 69322/SONY MUSIC (7.98 EQ/11.98)	16 Biggest Hits	283
9	8	LARRY THE CABLE GUY ARK 21 810076 (18.98 CD)	Lord, I Apologize	35
10	9	TOBY KEITH ▲ ² MERCURY 558862/UMGN (8.98/12.98)	Greatest Hits Volume One	272
11	10	TOBY KEITH ▲ ² DREAMWORKS 450297/INTERSCOPE (12.98/18.98)	Pull My Chain	129
12	12	SOUNDTRACK ▲ LOST HIGHWAY/MERCURY 170069/UMGN (8.98/12.98)	O Brother, Where Art Thou?	167

THIS WEEK	LAST WEEK	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	TOTAL CHART WKS
13	13	RASCAL FLATTS ▲ LYRIC STREET 165011/HOLLYWOOD (8.98/12.98) [M]	Rascal Flatts	193
14	25	GEORGE JONES ● LEGACY/EPIC 69319/SONY MUSIC (7.98 EQ/11.98)	16 Biggest Hits	141
15	16	DIXIE CHICKS ◆ ¹² MONUMENT 68195/SONY MUSIC (10.98 EQ/17.98) [M]	Wide Open Spaces	315
16	—	MERLE HAGGARD ▲ LEGACY/EPIC 69321/SONY MUSIC (7.98 EQ/11.98)	16 Biggest Hits	63
17	23	ROY ORBISON LEGACY/MONUMENT 69738/SONY MUSIC (7.98 EQ/11.98)	16 Biggest Hits	74
18	14	SOUNDTRACK ▲ ³ CURB 78703 (11.98/17.98)	Coyote Ugly	179
19	—	ALISON KRAUSS ▲ ² ROUNDER 61025* (11.98/17.98) [M]	Now That I've Found You: A Collection	294
20	15	HANK WILLIAMS JR. ▲ ⁵ CURB 77638 (5.98/9.98)	Greatest Hits, Vol. 1	493
21	—	ALISON KRAUSS + UNION STATION ● ROUNDER 610495 (11.98/17.98)	New Favorite	107
22	19	GARTH BROOKS ◆ ¹⁵ CAPITOL 97424 (19.98/26.98)	Double Live	225
23	17	JOHNNY CASH ▲ LEGACY/COLUMBIA 69773/SONY MUSIC (5.98 EQ/9.98)	Super Hits	161
24	20	PATSY CLINE ▲ ³ DECCA/MCA NASHVILLE 000012/UMGN (6.98/11.98)	12 Greatest Hits	818
25	21	JOHN DENVER ▲ MADACY 4750 (5.98/9.98)	The Best Of John Denver	282

● Albums with the greatest sales gains this week. Catalog albums are 2-year-old titles that have fallen below No. 100 on the Billboard 200 or reissues of older albums. Total Chart Weeks column reflects combined weeks title has appeared on Top Country Albums and Top Country Catalog. ● Recording Industry Assn. Of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. *Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. [M] indicates past Heatseeker title. © 2004, VNU Business Media, Inc., and Nielsen SoundScan, Inc. All rights reserved.

FEBRUARY 28 2004

Billboard® HOT COUNTRY SINGLES & TRACKS

THIS WEEK	LAST WEEK	2 WKS. AGO	WEEKS ON CHART	Airplay monitored by Nielsen Broadcast Data Systems		PEAK POSITION	THIS WEEK	LAST WEEK	2 WKS. AGO	WEEKS ON CHART	Nielsen Broadcast Data Systems		PEAK POSITION					
				TITLE	PRODUCER (SONGWRITER)						Artist	IMPRINT & NUMBER/PROMOTION LABEL		TITLE	PRODUCER (SONGWRITER)	Artist	IMPRINT & NUMBER/PROMOTION LABEL	
				NUMBER 1		2 Weeks At Number 1	31	31	33	12	HOT SHOT DEBUT							
1	1	2	1	AMERICAN SOLDIER		J. STROUD, T. KEITH (T. KEITH, C. CANNON)	Toby Keith	DREAMWORKS 002046	1	32	34	41	4	PASSENGER SEAT	D. HUFF, S. HEDDAISY (K. OSBORN, C. HARRINGTON)	SheDaisy	LYRIC STREET ALBUM CUT	32
2	2	1	1	REMEMBER WHEN		K. STEGALL (A. JACKSON)	Alan Jackson	ARISTA NASHVILLE ALBUM CUT	1	33	36	35	7	LOCO	D. L. MURPHY, K. TRIBBLE (D. L. MURPHY, K. TRIBBLE)	David Lee Murphy	AUDIUM ALBUM CUT/KOCH	33
3	4	5	1	I WANNA DO IT ALL		B. GALLIMORE (T. NICHOLS, R. GILES, G. GODARD)	Terri Clark	MERCURY 001257	3	34	33	34	10	A GUY LIKE ME	D. MORRIS, T. BROWN (P. GREEN, D. NEUHAUSER, THE PAT GREEN BAND)	Pat Green	REPUBLIC ALBUM CUT/UNIVERSAL SOUTH	33
4	3	4	6	WATCH THE WIND BLOW BY		B. GALLIMORE, T. MCGRAW, D. SMITH (A. OSBORNE, D. ALTMAN)	Tim McGraw	CURB ALBUM CUT	3	35	41	50	3	THAT'S WHAT SHE GETS FOR LOVING ME	K. BROOKS, R. DUNN, M. WRIGHT (R. DUNN, T. MCBRIDE)	Brooks & Dunn	ARISTA NASHVILLE ALBUM CUT	35
5	5	6	1	LITTLE MOMENTS		F. ROGERS (C. DUBOIS, B. PAISLEY)	Brad Paisley	ARISTA NASHVILLE ALBUM CUT	5	36	38	38	6	LAST ONE STANDING	R. MARX (R. MARX, F. WAYBILL)	Emerson Drive	DREAMWORKS 001894	36
6	7	15	1	IN MY DAUGHTER'S EYES		M. MCBRIDE, P. WORLEY (J. T. SLATER)	Martina McBride	RCA ALBUM CUT	6	37	37	37	12	THIS LOVE	D. HUFF (L. RIMES, M. BEESON, J. COLLINS)	LeAnn Rimes	ASYLUM-CURB ALBUM CUT	37
7	8	9	2	HOT MAMA		S. HENDRICKS, T. BRUCE (C. BEATHARD, T. SHAPIRO)	Trace Adkins	CAPITOL ALBUM CUT	7	38	40	44	7	I GOT A FEELIN'	C. CHAMBERLAIN (B. CURRINGTON, C. CHAMBERLAIN, C. BEATHARD)	Billy Currington	MERCURY 001563	38
8	9	10	2	I LOVE YOU THIS MUCH		C. LINDSEY, J. STROUD (J. WAYNE, C. DUBOIS, D. SAMPSON)	Jimmy Wayne	DREAMWORKS 001239	8	39	42	43	6	I WANNA MAKE YOU CRY	K. BEARD, D. MALLORY (K. BEARD, J. BATES)	Jeff Bates	RCA ALBUM CUT	39
9	10	11	2	PERFECT		S. EVANS, P. WORLEY (S. EVANS, T. SHAPIRO, T. MARTINI)	Sara Evans	RCA ALBUM CUT	9	40	39	36	15	NO REGRETS YET	D. HUFF (S. ISAACS, D. BROWN)	Sonya Isaacs	LYRIC STREET ALBUM CUT	36
10	11	12	1	SWEET SOUTHERN COMFORT		C. BLACK (R. CLAWSON, B. CRISLER)	Buddy Jewell	COLUMBIA ALBUM CUT	10	41	43	47	6	FLIES ON THE BUTTER (YOU CAN'T GO HOME AGAIN)	D. HUFF, WYNNONA (C. CANNON, A. SHAMBLIN, A. CUNNINGHAM)	Wynonna With Naomi Judd	ASYLUM-CURB ALBUM CUT	41
11	12	14	1	YOU'LL THINK OF ME		D. HUFF, K. URBAN (D. BROWN, T. LACY, D. MATKOSKY)	Keith Urban	CAPITOL ALBUM CUT	11	42	47	49	6	TOUGHER THAN NAILS	L. WILSON, J. DIFFIE (P. DONNELL, K. MARVELL, M. T. BARNES)	Joe Diffie	BROKEN BOW ALBUM CUT	42
12	6	3	1	THERE GOES MY LIFE		B. CANNON, K. CHESNEY (W. MOBLEY, N. THRASHER)	Kenny Chesney	BNA ALBUM CUT	1	43	50	—	2	IT ONLY HURTS WHEN I'M BREATHING	R. J. LANGE (S. TWAIN, R. J. LANGE)	Shania Twain	MERCURY ALBUM CUT	43
13	17	23	1	WHEN THE SUN GOES DOWN		B. CANNON, K. CHESNEY (B. JAMES)	Kenny Chesney & Uncle Kracker	BNA ALBUM CUT	13	44	44	40	16	THAT'S A WOMAN	C. LINDSEY, M. WILLS (S. D. JONES, R. RUTHERFORD)	Mark Wills	MERCURY 001584	40
14	14	13	40	LONG BLACK TRAIN		M. WRIGHT, F. ROGERS (J. TURNER)	Josh Turner	MCA NASHVILLE 000976	13	45	46	45	10	DIDN'T I	C. LINDSEY (K. BERGSNES, B. NASH, M. POST)	Rachel Proctor	BNA ALBUM CUT	43
15	15	16	9	MAYBERRY		M. BRIGHT, M. WILLIAMS, RASCAL FLATTS (A. SMITH)	Rascal Flatts	LYRIC STREET ALBUM CUT	15	46	48	51	3	MEN DON'T CHANGE	L. MILLER (A. DALLEY, L. MILLER)	Amy Dalley	CURB ALBUM CUT	46
16	16	17	15	SONGS ABOUT RAIN		M. WRIGHT, G. ALLAN (L. ROSE, P. MCLAUGHLIN)	Gary Allan	MCA NASHVILLE ALBUM CUT	16	47	52	58	5	I'D BE LYING	C. CAGLE, R. WRIGHT (C. CAGLE, D. BANNING)	Chris Cagle	CAPITOL ALBUM CUT	47
17	18	18	18	SPEND MY TIME		C. BLACK (C. BLACK, H. NICHOLS)	Clint Black	EQUITY 003	17	48	49	52	4	WE ALL FALL DOWN	M. D. CLUTE, DIAMOND RIO (A. ALBRITTON, S. D. JONES)	Diamond Rio	ARISTA NASHVILLE ALBUM CUT	48
19	19	19	23	COOL TO BE A FOOL		B. ROWAN (J. NICHOLS, S. DEAN, W. NANCE)	Joe Nichols	UNIVERSAL SOUTH 001371	18					HOT SHOT DEBUT				
19	20	20	20	GOOD LITTLE GIRLS		D. HUFF, D. JOHNSON (T. SEALS, B. JONES)	Blue County	ASYLUM-CURB ALBUM CUT	19	49	NEW	1		I WON'T GO ON AND ON	M. WRIGHT, S. DECKER (C. PRATHER, T. LOONEY)	Colt Prather	EPIC ALBUM CUT/EMN	49
20	24	28	7	DESPERATELY		T. BROWN, G. STRAIT (B. ROBINSON, M. WARREN)	George Strait	MCA NASHVILLE 001982	20	50	45	42	18	THE FIRST CUT IS THE DEEPEST	J. SHANKS, G. FUNDIS (C. STEVENS)	Sheryl Crow	A&M ALBUM CUT/MERCURY	35
21	21	22	14	SIMPLE LIFE		D. HUFF, C. D. JOHNSON (C. LINDSEY, H. LINDSEY, A. MAYO, T. VERGES)	Carolyn Dawn Johnson	ARISTA NASHVILLE ALBUM CUT	21	51	57	—	2	THE WRONG GIRL	B. GALLIMORE (L. ROSE, P. MCLAUGHLIN)	Lee Ann Womack	MCA NASHVILLE ALBUM CUT	51
22	22	21	19	MY LAST NAME		B. BEAVERS (H. ALLEN, D. BENTLEY)	Dierks Bentley	CAPITOL ALBUM CUT	21	52	51	48	5	IF HEARTACHES HAD WINGS	D. VINCENT, R. VINCENT (J. A. SWEET)	Rhonda Vincent	ROUNDER 614615	48
23	27	30	5	LETTERS FROM HOME		B. GALLIMORE (T. LANE, D. LEE)	John Michael Montgomery	WARNER BROS. ALBUM CUT/WARN	23	53	NEW	1		WHY CAN'T WE ALL JUST GET A LONG NECK?	D. JOHNSON, H. WILLIAMS JR. (R. FAGAN, C. CLARK, M. SMOTHERMAN)	Hank Williams Jr.	ASYLUM-CURB ALBUM CUT	53
24	25	26	18	PAINT ME A BIRMINGHAM		J. STROUD (B. MOORE, G. DUFFY)	Tracy Lawrence	DREAMWORKS ALBUM CUT	24	54	54	57	3	THE COAST IS CLEAR	J. STROUD, T. KEITH (S. EMERICK, R. LANE)	Scotty Emerick	DREAMWORKS ALBUM CUT	54
25	26	24	21	TEXAS PLATES		D. HUFF (K. COFFEY, B. JAMES)	Kellie Coffey	BNA ALBUM CUT	24	55	59	60	10	I CAN ONLY IMAGINE	P. KIPLBY (B. MILLARD)	MercyMe	INO 73150/ASYLUM-CURB	52
26	28	29	9	WILD WEST SHOW		B. KENNY, J. RICH, P. WORLEY (B. KENNY, J. RICH, B. DALY)	Big & Rich	WARNER BROS. 16515/WARN	26	56	58	56	4	HORSEPOWER	M. MCANALLY, A. SCHULMAN (M. MCANALLY)	Chris LeDoux	CAPITOL ALBUM CUT	56
27	29	27	22	YOU'RE IN MY HEAD		L. REYNOLDS (S. MINOR, J. STELEC, WALLINI)	Brian McComas	LYRIC STREET ALBUM CUT	27	57	NEW	1		JOLENE	W. WILSON (M. OIMICHELE)	Mickey Dimichele	BROADBAND ALBUM CUT	57
28	30	32	7	SOMEBODY		R. MCENTIRE, B. CANNON, N. WILSON (D. BERG, S. TATE, A. TATE)	Reba McEntire	MCA NASHVILLE 001581	28	53	55	54	7	HONK IF YOU HONKY TONK	T. BROWN, G. STRAIT (D. DILLON, K. MELLONS, J. NORTHROP)	George Strait	MCA NASHVILLE 001982	45
29	32	31	17	ON YOUR WAY HOME		E. GORDY, JR. (R. SAMOSET, M. BERGI)	Patty Loveless	EPIC ALBUM CUT/EMN	29	59	60	—	2	BREAK DOWN HERE	B. ROWAN (J. BROWN, R. J. MATTHEWS)	Julie Roberts	MERCURY ALBUM CUT	59
30	35	46	4	IF YOU EVER STOP LOVING ME		R. RUTHERFORD (B. DIPIERO, T. SHAPIRO, R. RUTHERFORD)	Montgomery Gentry	COLUMBIA ALBUM CUT	30	60	NEW	1		SHE THINKS SHE NEEDS ME	R. SCRUGGS (S. LEMAIRE, C. MILLS, S. MINOR)	Andy Griggs	RCA ALBUM CUT	60

Records showing an increase in detections over the previous week, regardless of chart movement. Compiled from a national sample of airplay supplied by Nielsen Broadcast Data Systems' radio track service. 127 Country Stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. Airplay awarded to songs appearing in the top 20 on both the BDS Airplay and Audience charts for the first time with increases in both detections and audience. Titles below the top 15 are removed from the chart after 20 weeks. * Videoclip availability. Catalog number is for CD Single, or Vinyl Single if CD Single is unavailable. CD Single available. DVD Single available. M CD Maxi-Single available. C Cassette Single available. V Vinyl Maxi-Single available. VS Vinyl Single available. CS Cassette Maxi-Single available. © 2004, VNU Business Media, Inc. All rights reserved.

FEBRUARY 28 2004 Billboard® TOP BLUEGRASS ALBUMS

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	Title
1	1	67	ALISON KRAUSS + UNION STATION	ROUNDER 610515	64 Weeks At Number 1 Live
2	2	15	VARIOUS ARTISTS	GAITHER MUSIC GROUP 42459	Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume One
3	4	11	VARIOUS ARTISTS	GAITHER MUSIC GROUP 42460	Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume Two
4	3	79	NICKEL CREEK	SUGAR HILL 3941	This Side O.C.M.S.
5	6	31	EARL SCRUGGS/DOC WATSON/RICKY SKAGGS	ROUNDER 610526	The Three Pickers
7	10	23	JUNE CARTER CASH	DUALTONE 01142	Wildwood Flower
8	5	45	VARIOUS ARTISTS	MADACY CHRISTIAN 3241/MADACY	Best Of Bluegrass Gospel
9	7	45	RHONDA VINCENT	ROUNDER 610497 [H]	One Step Ahead
10	8	45	RICKY SKAGGS & KENTUCKY THUNDER	SKAGGS FAMILY/LYRIC STREET 901/004/HOLLYWOOD [H]	Live At The Charleston Music Hall
11	14	25	VARIOUS ARTISTS	WARNER SPECIAL PRODUCTS 13828/TIME LIFE	Bluegrass Today
12	11	26	VARIOUS ARTISTS	SMCMG 18940/TIME LIFE	Heaven Bound: The Best Of Bluegrass Gospel
13	9	27	THE DEL MCCOURY BAND	MCCOURY MUSIC 0001/SUGAR HILL [H]	It's Just The Night
14	NEW		VARIOUS ARTISTS	CMH 8773	Pickin' On Montgomery Gentry: A Bluegrass Tribute
15	13	10	VARIOUS ARTISTS	CMH 8705	Pickin' On Toby Keith: Red, White And Bluegrass

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

FEBRUARY 28 2004 Billboard® HOT COUNTRY SINGLES SALES

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	IMPRINT & NUMBER/DISTRIBUTING LABEL	Artist
			NUMBER 1		9 Weeks At Number 1
1	2	53	HURT	AMERICAN 009770/LOST HIGHWAY	Johnny Cash
2	1	64	PICTURE	UNIVERSAL SOUTH 1172274	Kid Rock Featuring Allison Moorer
3	3	17	I CAN'T TAKE YOU ANYWHERE	DREAMWORKS 001581/INTERSCOPE	Scotty Emerick With Toby Keith
4	5	34	BROKENHEARTSVILLE	UNIVERSAL SOUTH 000782	Joe Nichols
5	4	60	THE IMPOSSIBLE	UNIVERSAL SOUTH 172241	Joe Nichols
6	—		WILD WEST SHOW	WARNER BROS. 16515/WARN	Big & Rich
7	6	1	LAST ONE STANDING	DREAMWORKS 001894/INTERSCOPE	Emerson Drive
8	7	7	STAY GONE	DREAMWORKS 000345/INTERSCOPE	Jimmy Wayne
9	8	4	IF HEARTACHES HAD WINGS	ROUNDER 614615	Rhonda Vincent
10	10	22	HONESTY (WRITE ME A LIST)	CURB 73149	Rodney Atkins

ALBUMS

Edited by Michael Paoletta

POP

ANATHEMA
A Natural Disaster
 PRODUCER: Anathema
 Koch Records/Music for Nations
 KOC-CD-9539
 RELEASE DATE: Feb. 24

If progressive rock and ambient music were a street that a doom-metal access road crossed at its northern end, "A Natural Disaster" would mark the intersection. The seventh full-length from Liverpool, England's Anathema delivers a sorrowful treatise that marries Type O Negative dirges and Pink Floyd atmospheres on "Harmonium," then slips into muted, Opeth-style urgency on "Balance." A vocoder transforms the lyrics to "Closer" into one long electro murmur. "Childhood Dream" brings a touch of warmth that "Pulled Under at 2000 Metres a Second" shatters when it bursts into energy. The piano-led "Violence," with its sparse tinklings, offers light—however dim—at the end of the tunnel. "Disaster" is morbid, it's draining, it's yearning. We can't wait to go home and brood in a corner with it.—**CLT**

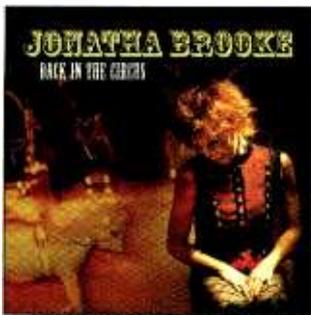
90 DAY MEN
Panda Park
 PRODUCER: John Congleton
 Southern 28102-1
 RELEASE DATE: Feb. 24

The piano work on "Panda Park," the third full-length from Chicago's 90 Day Men, serves as a sort of launching pad, lifting the band's dour guitars into more spaced-out, psychedelic territory. With each release, the experimental quartet has gradually come to rely more heavily on Andy Lansangan's piano artistry. His instrument zig-zags around the minimal guitars of "Even Time Ghost Can't Stop Wagner" and destroys the rhythmic tension of "Chronological Disorder" with a heartbreakingly classical arrangement. Lansangan tackles the group's instrumental deconstruction with astounding grace and positions 90 Day Men somewhere between Sonic Youth and Roxy Music. One downfall: The vocals of bassist Rob Lowe and guitarist Brian Case are sometimes so alien that they're distracting.—**TM**

LIARS
They Were Wrong, So We Drowned
 PRODUCER: David Sitek
 Mute 9235
 RELEASE DATE: Feb. 24

The sophomore release by the New York-based funk/art-rock quartet Liars marks a gigantic step backward. The group's late-2001 debut "They Threw Us All in a Trench and Stuck a Monument on Top" was a generally compelling and listenable (and, at times, danceable) take on the post-punk writhings of Gang of Four. Here, the band's influences remain just as obvious, but they now seem to be skewing toward the more abrasive and self-

ESSENTIAL REVIEWS



JONATHA BROOKE
Back in the Circus
 PRODUCERS: Jonatha Brooke, Ryan Freeland, Goffrey Moore, Eric Bazilian
 Bad Dog/Verve B0001754
 RELEASE DATE: Feb. 24

Jonatha Brooke's "Back in the Circus" is a literate, lyrical and luminous chef d'oeuvre. The CD opens with the title tune, a catchy waltz of heartbroken resignation. In the song, the artist revisits a carny character she introduced on "Grace in Gravity," the 1991 debut album by folk-pop duo the Story, which Brooke co-founded with singer Jennifer Kimball. Like most of these tunes, the leadoff number combines the intimacy of a first take with textured and multi-hued embellishments that are looped and layered into an evocative soundscape. Brooke's third release on homespun Bad Dog (given a distribution push from Verve), the album features the haunting "Sleeping With the Light On," the show-stopping ballad "No Net Below," the buoyant rocker "Everything I Wanted" and a stunning piano/mandolin rendition of the Alan Parsons Project radio hit "Eye in the Sky."—**DO**

indulgent sounds of the Pop Group and Public Image Ltd. The grooves are less compelling, and all too often the tracks are subsumed in a mire of noisy effects. Liars appear to be groping for their sound here. Let's hope their next move will be to return to the more accessible, beat-driven music they made on their bow.—**CM**

R&B/HIP-HOP

EN VOGUE
Soulflower
 PRODUCERS: various
 33rd Street Records/Bayside Entertainment
 Distribution 80640333262
 RELEASE DATE: Feb. 24

Before Destiny's Child, there was En Vogue. The female quartet from San Francisco's Bay Area ruled the R&B/pop airwaves in the early '90s, thanks to such hits as "Hold On," "My Lovin'" and "Whatta Man." Original Voguers Cindy Herron and Terry Ellis join new member Rhona Bennett ("The Jamie Foxx Show") on the group's first (non-holiday) studio album since the 2000 release "Masterpiece Theater." The set, whose producers include En Vogue creators Denzil Foster and Thomas

TANTRIC
After We Go
 PRODUCER: Toby Wright
 Maverick/Warner Bros. 2-48351
 RELEASE DATE: Feb. 24
 Tantric's 2001 self-titled debut peaked at No. 71 on The Billboard 200 and spawned three hits, including "Breakdown," that garnered spins at modern and mainstream radio stations. With new single "Hey Now" already No. 11 at mainstream, "After We Go" doesn't waste any time in trying to repeat its predecessor's success. The album isn't a sophomore slump, but it does stum-



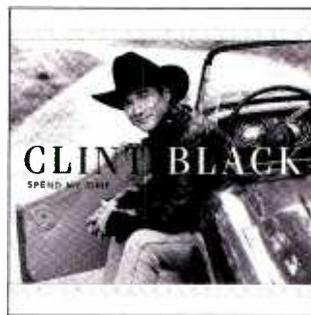
ble. The quartet does stretch somewhat by adding wah-wah licks here and there ("Chasing After," "Awake") and stepping into bluegrass territory ("The Chain" and "Before"). But Tantric should have pushed more to differentiate this set from "Tantric," which established the band as one that can rock with midtempo, acoustic-laced tunes. Though the plucky "Change the World" and "Alright" fall into this category, they remain winners.—**CLT**

McElroy, attempts to put a new-millennium sheen on the group's signature mix of R&B, new jack swing, hip-hop, pop and rock. On "All U See" and "Dissed Him," the hipness factor sounds forced and unnatural. But En Vogue's trademark shimmering harmonies roar back into play on the sultry, sassy "Ooh Lala" and "Stop." The rock-flavored "New Day Callin'" and a cover of Guy's "Piece of My Love" (here titled "I Do Love You") are also worth checking out.—**GM**

DANCE/ELECTRONIC

CESARIA EVORA
Club Sodade
 PRODUCERS: various
 Bluebird/Arista Associated Labels
 82876 529 572
 RELEASE DATE: Feb. 10

The tiny nation of Cape Verde claims one international star: Cesaria Evora, who earned international renown in the 1990s. Now comes a fleet of DJs to pay homage to Evora, the "queen of *morna*" (the melancholy songs of her native land), with a set of 12 house and lounge remixes. The wittiest and most worthwhile tracks



CLINT BLACK
Spend My Time
 PRODUCER: Clint Black
 Equity Music Group 3001
 RELEASE DATE: March 2

Clint Black emerges here with his first studio record in four years and his debut for his own Equity Music Group imprint. A vocalist with range and passion, Black is a better songwriter than he is often given credit for. Here, Black is better-served by soulful country funk ("We All Fall Down," "The Boogie Man") and sweeping ballads ("She's Leaving") than more schmaltzy fare ("My Imagination," "Just Like You and Me"). The title cut is a subtle, tender beauty, and steel, organ, mandolin and other producer's touches bring life to top-shelf cuts like "What Ever Happened" and the atmospheric "A Lover's Clown." There are some truly inspired moments: "Everything I Need" is Black at the top of his game, and he flaunts his creative freedom with the soulful commentary "Haywire." Without question, "Spend My Time" more than solidifies Black's stature as a cornerstone country artist.—**RW**

include Château Flight's "Petit Pays"—whose underwater sound is a sly nod to the geographical reality of Evora's island home—and an ebullient take on the chestnut "Besame Mucho," courtesy of Señor Coconut, who spikes the song with instantly recognizable samples of 1950s mambo king Pérez Prado. Also noteworthy is François K.'s soulful mix of "Sangue de Beirona." The energy of several tracks lags, however, and no fewer than three selections are remixes of one tune, "Angola." But most important, all these thick settings veil the power and beauty of Evora's whiskey-dark voice, and she doesn't need the intercession.—**AT**

COUNTRY

CROSS CANADIAN RAGWEED
Soul Gravy
 PRODUCERS: Mike McClure, Cross
 Canadian Ragweed
 Universal South 02488
 RELEASE DATE: March 2

CCR's Universal South follow-up to 2002's killer disc "Purple" evokes sawdust floors, cold beer and sweaty, ear-ringing roadhouse nights. "Number"

has a nonchalant groove a mile wide, and the band cranks up the Southern rock quotient considerably on "Again," the hard-driving "Hammer Down" and the Skynyrd-esque "Cold Hearted Woman." The band's no one-trick pony, though: "Sick and Tired" and the introspective "Flowers" find the band in a more melodic, laid-back mode, and the shuffling "Won't Get Me Down" taps into the act's more country-styled tendencies. Still, CCR is at its best when it rocks out, like on a completely satisfying cover of Ray Wylie Hubbard's mean-streak anthem "Wanna Rock & Roll." Tracks like "Alabama" and "Pay" are rugged yet commercial enough to perhaps slip into country radio like a thief. Like the best gravy, this stuff sticks to your ribs.—**RW**

LATIN

★ **SUPERLITIO**
Tripping Tropicana
 PRODUCER: Tweety González
 Cielo Music/BMG 49900
 RELEASE DATE: Feb. 24

Colombian band Superlitio belongs to that generation of alternative Latin acts that is more concerned with rhythm, texture and layering than with lyrical or melodic content. But the "interesting" adjective, the kiss of death for so many experimenting bands, is offset by irresistible grooves and a penchant for good, basic fun. The tracks on "Tripping Tropicana," the band's U.S. debut album, mix Colombian rhythms—from *cumbia* to *champeta*—with rock guitars, funk and electronic for a mix that has far more musical depth and sophistication than that of many of the group's counterparts. Like Kinky (which it resembles in intent but not in sound), Superlitio uses English liberally, especially in the more repetitive dance tracks (like the forgettable "House.era"). Hard to say if it's a ploy. Regardless, it doesn't benefit the music. The fact is, this group needs no gimmicks to be heard.—**LC**

★ **VICTOR SOLEIL**
Victor Soleil
 PRODUCERS: Jorge Espino, Victor Soleil
 Catalina CRO42
 RELEASE DATE: Jan. 27

Not all Latin music coming out of Texas is Tejano or regional Mexican. Victor Soleil, a brand-new artist on indie Catalina, plays acoustic, melodic pop and boasts a soulful, velvety voice that he places well upfront in the mix. But the true strength of this unassuming debut is its catchy, well-crafted pop songs that immediately sound familiar, not out of triteness but strong melody lines. Soleil leans toward soft pop/rock, as with the opening "Cuando Estoy Contigo," with its country rock guitars and feel, which are prevalent throughout. The single "Te Extraño"—also included in its English version, "I Need You"—can work easily on Latin pop radio, although it has rock-ballad undertones. In contrast, "Soñar" is a dance track that doesn't really jibe with the down-to-earth feel of this disc. It is a small glitch on a wonderful debut that deserves to be heard.—**LC**

(Continued on next page)

CONTRIBUTORS: Susanne Ault, Leila Cobo, Gordon Ely, Deborah Evans Price, Rashaun Hall, Jill Kipnis, Todd Martens, Gail Mitchell, Chris Morris, Dan Ouellette, Chuck Taylor, Bram Teitelman, Christa L. Titus, Anastasia Tsioulcas, Philip van Vleck, Ray Waddell, Christopher Walsh. **ESSENTIALS:** Releases deemed by the review editors to deserve special attention on the basis of musical merit and/or *Billboard* chart potential. **VITAL REISSUES:** Rereleased albums of special artistic, archival and commercial interest and outstanding collections of works by one or more artists. **PICKS (►):** New releases predicted to hit the top half of the chart in the corresponding format. **CRITICS' CHOICES (★):** New releases, regardless of chart potential, highly recommended because of their musical merit. All albums commercially available in the U.S. are eligible. Send album review copies and singles review copies to Michael Paoletta (*Billboard*, 770 Broadway, 6th floor, New York, N.Y. 10003) or to the writers in the appropriate bureaus.

(Continued from preceding page)

JAZZ

TAKASHI
Storm Zone
PRODUCER: Takashi
Blue Note 7087 6 18308
RELEASE DATE: Feb. 10

Takashi Matsunaga is a 17-year-old jazz pianist/prodigy, and "Storm Zone" is his Blue Note debut. Takashi appears here in a trio setting, with Daiki Yasukagawa on bass and Junji Hirose on drums. The three-piece configuration is always a superb opportunity for a jazz pianist to shine, and Takashi doesn't disappoint. He's a fluent player and a very promising composer. All nine songs on "Storm Zone" are Takashi originals, and there are notable emotional and stylistic variations from tune to tune. Especially strong tracks include the Iberian flavor of "Southern Cross," the truly stormy soul of the title track, the pop-like energy of "Blues for Whales" and Takashi's wonderfully melodic homage to the late Michel Petruccianni, "New Morning." "Storm Zone" is a fine U.S. debut for Takashi, showcasing an artist whose creative output should invigorate the jazz world for many years to come.—**PVV**

BLUES

► **ERIC BIBB, RORY BLOCK & MARIA MULDAUR**
Sisters & Brothers
PRODUCER: Randy Labbe
Telarc 83588
RELEASE DATE: Feb. 24

"Sisters & Brothers" brings together three exceptionally talented blues artists—Eric Bibb, Rory Block and Maria Muldaur—and backs them with another trio: Chris Burns (piano, Wurlitzer), Michael "Mudcat" Ward (upright bass) and Per Hanson (drums). The result is 13 cool tracks—some gospel, some blues—that are as soulful as Sunday morning in a country church. Particularly fresh moments begin with Muldaur's rendition of "Bessie's Advice" (penned by Muldaur and Bibb) and her swinging cover of "Get Up Get Ready." Bibb contributes a fine version of Dylan's "Gotta Serve Somebody," while Block does a superb job with the country blues "Rolling Log" and combines with Muldaur on her original "Travelin' Woman Blues." When the trio joins together on the gospel numbers "Rock Daniel" and "My Sisters and Brothers," well, that sweet vibe is what this CD is all about.—**PVV**

GOSPEL

► **NEW DIRECTION**
Rain
PRODUCERS: Percy Gray, Jeral Gray
Gospo Centric 7575170056
RELEASE DATE: Feb. 24

Brothers Percy and Jeral Gray, along with their 40-plus vocal ensemble and band, make their Gospo Centric debut after two late-'90s efforts failed to attract serious attention. As songwriters and musical directors of the group, the twosome show themselves masters of an eclectic musical mix. "My Hands" is jumping, Sunday-

morning church music. "I'm Ready" is a funky mini-masterpiece. "I'm in Love With Jesus" is stirring, Quiet Storm R&B, while "Heal the Land" is a deeply moving ballad. The Grays and their protégés tie it all together with a thread of continuity and inspiration that is one of this year's most pleasant and promising surprises.—**GE**

VITAL REISSUES

GEORGE HARRISON
The Dark Horse Years, 1976-1992
PRODUCERS: various
Capitol 97051
RELEASE DATE: Feb. 24

Two-and-a-half years after his untimely death, the six albums that George Harrison recorded for his own Dark Horse label are reissued featuring digitally remastered audio and bonus tracks. The albums—"33 1/3," "George Harrison," "Somewhere in England," "Gone Troppo," "Cloud Nine" and "Live in Japan"—are available individually or as part of this deluxe boxed set, which also includes an exclusive DVD and booklet. While the work of the Beatles will forever overshadow its members' solo efforts, Harrison's late-1970s/1980s recordings contain several forgotten or overlooked gems. In addition to such hits as the whimsical "Crackerbox Palace," "Blow Away" and the "Cloud Nine" track "Got My Mind Set on You," deep cuts such as the beautiful "Your Love Is Forever" and "Dark Sweet Lady" (both from "George Harrison") are sprinkled throughout. Also in abundance is Harrison's outstanding guitar playing: The influence of Indian music and his unerring melodic sensibility created a unique style, particularly expressed in his tasteful slide work. Equally plentiful are his spiritually inclined lyrics, always yearning for existential understanding. The boxed set's DVD and booklet feature rare or previously unseen visuals.—**CW**

DVD

INTOLERABLE CRUELTY
Universal 22814
RELEASE DATE: Feb. 10

The back and forth verbal hooks and jabs that stars George Clooney and Catherine Zeta-Jones throw at each other in this film come across so realistically because of superb casting. This point and others are explored in the featurette "A Look Inside Intolerable Cruelty," which is a rather thin overview of the making of the film. A separate feature about the movie's wardrobe design reveals that Clooney's look was based on Cary Grant's in "Indiscreet." If viewers were jarred by the choice of Zeta-Jones' wedding dress in the film, that was intended. The disc includes several outtakes in which Clooney's comedic timing truly shines. Other extras are cast and filmmaker biographies and DVD-ROM features.—**JK**

Billboard.com

- Eamon, "I Don't Want You Back" (Jive)
- Indigo Girls, "All That We Let In" (Epic)
- Trans Am, "Liberation" (Thrill Jockey)

SINGLES

Edited by Michael Paoletta

POP

► **CLAY AIKEN** *The Way* (4:06)
PRODUCER: Steve Morales
WRITERS: S. Morales, E. Iglesias, K. DioGuardi, D. Siegel
PUBLISHERS: various
RCA 59353 (CD promo)

Radio was downright obstinate about adding Clay Aiken's "Invisible," but its undeniable hitworthy appeal at last earned the uptempo gem a place on the charts. Follow-up "The Way" more closely typifies the qualities that made Aiken an "American Idol" victor (if not a winner), with its dramatic, skyscraping vocal, lovesick thematic and classic pop production—truly a teen dream. As always, Aiken is a pro, singing as if he has been in the biz for decades. Reportedly, this is Aiken's favorite song on his double-platinum "Measure of a Man"; also note the co-writing credit by Enrique Iglesias. Radio is likely to resist play of Aiken, whose popularity is polarizing, but the young artist has certainly done his job. A total show-stopper.—**CT**

★ **GAVIN DeGRAW** *I Don't Want to Be* (3:38)
PRODUCER: Mark Endert
WRITER: G. DeGraw
PUBLISHER: G. DeGraw Music/Warner-Tamerlane Music, BMI
J Records J1D1-58848-2 (CD promo)

As the theme song for the WB teen TV soap "One Tree Hill," Gavin DeGraw's single will likely get pigeonholed as lightweight fluff. But who cares? "I Don't Want to Be," which is culled from DeGraw's debut album, "Chariot," is rousing and immediately catchy. Molding spirited piano and crunching guitar harmonies into a soaring chorus, the 26-year-old singer/songwriter has legitimate skills. Plus, his ballsy self-confidence in the chorus ("I don't want to be anything other than what I've been trying to be") is a strong, welcome departure from the genre's overwhelming number of sensitive-guy ballads. DeGraw's ego almost crosses the line when he sings, "All I have to do is think of me and I have peace of mind," but the overall effect is comical; it adds an appropriate amount of complication to the simple pleasure of it all.—**SA**

ROCK

► **311** *Love Song* (3:27)
PRODUCER: Nick Hexum
WRITERS: various
PUBLISHERS: Fiction Songs/BMG Songs, ASCAP
Maverick/Volcano 59957-2 (CD promo)

The soundtrack to the latest Adam Sandler/Drew Barrymore movie, "50 First Dates," features songs from the '80s reinterpreted with a reggae twist. No stranger to reggae rhythms during the course of its career, 311's take on the Cure's "Love Song" is a natural collaboration. With the exception of the tempo and some guitar accents, 311's version doesn't divert far from the original. Vocalist Nick Hexum channels the yearning vocals of Cure frontman Robert Smith perfectly, the guitar and

ESSENTIAL REVIEWS



SARAH McLACHLAN *Stupid* (3:26)
PRODUCER: Pierre Marchand
WRITER: S. McLachlan
PUBLISHER: Sony/ATV Songs, Tyde Music, SOCAN/BMI
Arista 82876-59146-2 (CD promo)

For those who think Sarah McLachlan's "Fallen" and Dido's "White Flag"—while beautiful—feel too much like the same soft-spoken song, here comes a distinctive rocker from the former's latest album, "Afterglow." McLachlan's "Stupid" starts innocently enough, as her trademark whispery yet startlingly crystal-clear voice eases into a quiet melody. After a minute, however, the drums previously marking time explode into crashes, and keyboards rise up into a glorious mania of sounds. But the song loses points with its lyrical familiarity. While sung with gusto, lines like "How stupid could I be . . . That you're no good for me/But you're the only one I see" are too expected coming from a such a master storyteller as McLachlan. Yet the fervor that she plows into the song gives it plenty of unique character to go around.—**SA**



N*E*R*D *She Wants to Move* (3:33)
PRODUCERS: the Neptunes
WRITERS: P. Williams, C. Hugo
PUBLISHERS: Waters of Nazareth Publishing/EMI-Blackwood Music/Careers-BMG Music Publishing/Raynchaser admin. by Careers-BMG Music Publishing, BMI
Virgin 18406 (CD promo)

The axiom "Those who can, do, those who can't, produce" does not apply to the Neptunes. The duo of Pharrell Williams and Chad Hugo steps from behind the boards (again) and picks up its instruments—as well as childhood friend Shay—to rock out as alternative hip-hop act N*E*R*D. "She Wants to Move" previews the act's forthcoming album, "Fly or Die"; the track has the power to take fans to outer space and back. Lead vocalist Williams, known for his Curtis Mayfield-esque falsetto, delivers a smooth whisper here, backed by dirty guitar licks and a steadfast drum track. The single's sole drawback—if it is indeed a drawback—is that it fails to fall into any particular radio format. Of course, that didn't stop OutKast's "Hey Ya!" from becoming a smash.—**RH**

bass lines remain intact and drummer Chad Sexton gives the song an easy-going flow that the 1989 original lacked. This new version remains faithful enough for Cure fans to accept, yet deviates just enough from 311's signature sound for the band's fans to embrace. Already a top 20 modern rock track, the song could easily play at AC and top 40 as well. "Love Song" will also be included on 311's greatest-hits set, due in June.—**BT**

COUNTRY

► **LEE ANN WOMACK** *The Wrong Girl* (3:00)
PRODUCER: Byron Gallimore
WRITERS: L. Rose, P. McLaughlin
PUBLISHERS: Sony/ATV Sounds, Hillsboro Valley Music, SESAC; Sony/ATV Songs, Cake Taker Music, Corn Country Music, BMI
MCA MCNR-02507-2 (CD promo)

Womack teams for the first time with producer Byron Gallimore (Tim McGraw, Faith Hill) on this single from her forthcoming greatest-hits package, due May 4. The result easily takes its place among the other gems on the collection. Written by Pat McLaughlin and Liz Rose, "The Wrong Girl" is a tale about a guy who seems to have it all, but Womack is not so sure. Witness these lines: "Does she like fishing, four wheelin' in the woods/Would she get

her hands greasy up underneath a hood/I bet she never listens to Merle." Womack has one of the most glorious country female voices to come along since Tammy Wynette and Loretta Lynn. Like those legendary predecessors, she has a knack for combining vulnerability and sassy strength. Womack is the right girl for country radio. And this is the right song.—**DEP**

AC

► **PHIL COLLINS** *No Way Out* (4:17)
PRODUCERS: Phil Collins, Chris Montan
WRITER: P. Collins
PUBLISHER: Walt Disney, ASCAP
Walt Disney Records/Hollywood 03M561100 (CD promo)

Phil Collins wrote the definitive AC ballad with his 1999 "Tarzan" anthem, "You'll Be in My Heart" and waved the wand again with the top five "Look Through My Heart," the first single from the 2003 Disney animated flick "Brother Bear." Follow-up "No Way Out," the main theme to that film, pulls similar punches, with its life-affirming lyric and bombastic chorus (complete with gospel choir). Formulaic it is, but altogether lovely—and few do it as convincingly as Collins. Adult contemporary radio remains a dedicated ally, so there's no reason not to expect this to be a bear of a hit.—**CT**

The Backbeat Fashion Spotlight

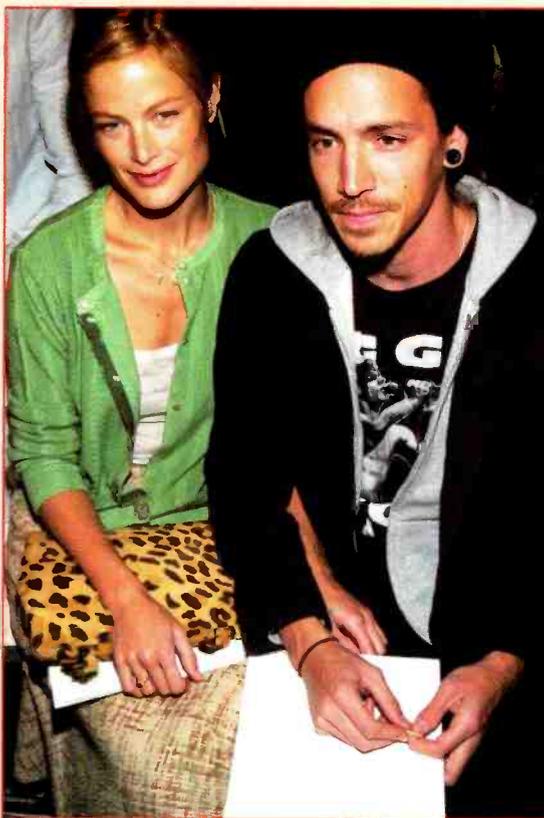
Olympus Fashion Week took New York by storm Feb. 6-13. Music stars were out in force for fashion-related events and runway shows for top designers' fall 2004 collections. The Feb. 9 Marc Jacobs show attracted stars like **Deborah Cox**, **Russell Simmons** and **Incubus** lead singer **Brandon Boyd**. On the same day, **Billy Joel** and **Joan Jett** were part of the scene at **Oscar de la Renta's** showcase.

On Feb. 11, **Baby Phat** attracted the likes of **Damon Dash**, **Ja Rule**, **Rev. Run** of **Run-D.M.C.** and hip-hop mogul **Simmons**, who is the husband of **Baby Phat** creative director **Kimora Lee Simmons**. **R.E.M.** lead singer **Michael Stipe** went to the Feb. 9 launch for **Alice Temperley's** shop at **Henri Bendel**, and he was in the front row of **Libertine's** Feb. 10 runway show.

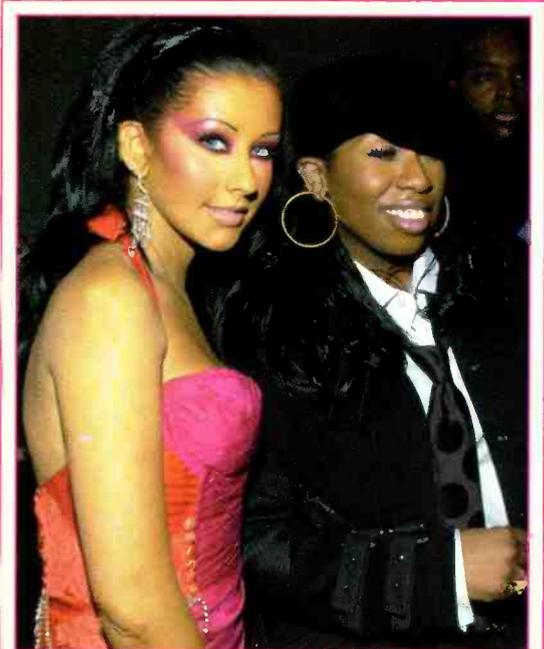
Mya took in shows by **Luca Luca** (also attended by **Ja Rule** and **Cox**), **Sass & Bide** and **Helen Yarmak**. **Eve** was also an event-hopping fashionista: She went to shows for **Donna Karan**, **Carlos Miele** (with **Cox** and **Maxwell** also attending) and **Heatherette**. **Vanessa Williams** checked out the new **Carmen Marc Valvo** collection Feb. 12, while **Patti LaBelle** stopped by the Feb. 13 **Zang Toi** showcase.

Foxy Brown mingled at the Feb. 12 **Fusha** show with **Wyclef Jean**, and she and **Mya** were among the partygoers at a Feb. 10 celebration for **Louis Vuitton's** 150th anniversary. **Ja Rule** checked out the latest collection from **Maurice Malone** Feb. 10, and **Kelis** was spotted Feb. 12 at shows for **Calvin Klein** and **Heatherette**.

CARLA HAY



Incubus vocalist **Brandon Boyd**, right, takes in a front-row view with his girlfriend, supermodel **Carolyn Murphy**, at the **Marc Jacobs** show. (Photo: Dimitrios Kambouris/WireImage.com)



Hot Fashion ... CHRISTINA AGUILERA and MISSY ELLIOTT

Christina Aguilera, left, and **Missy Elliott** partied Feb. 11 at New York's **Ace Gallery** to celebrate the launch of **M.A.C's** new **Viva Glam V** lip products, which arrive at retail in March. **Aguilera**, **Elliott**, **Boy George**, supermodel **Linda Evangelista** and actress **Chloë Sevigny** recently signed deals to be spokespersons for **Viva Glam V**. The new ad campaign debuts in April. Proceeds from **Viva Glam** products benefit the **M.A.C AIDS Fund**. (Photo: Kevin Mazur/WireImage.com)



Eve, left, and **Roc-a-Fella Records** co-founder **Damon Dash** are all smiles at the Feb. 11 opening of the **Louis Vuitton** store on **Fifth Avenue**. (Photo: Kevin Mazur/WireImage.com)



Piano man **Billy Joel**, left, arrives with fiancée **Kate Lee**, center, and daughter **Alexa Ray Joel** at the **Oscar de la Renta** show. (Photo: Dimitrios Kambouris/WireImage.com)

EXECUTIVE TURNTABLE

PEOPLE ON THE MOVE



JENSEN

PUBLISHING: **ASCAP** in New York names **Carolyn Jensen** VP of human resources. She was group human resources director for **HarperCollins Publishers U.K.**

HOME VIDEO: **First Look Home Entertainment** in Los Angeles names **Michael Katchman** VP of sales/sell-thru. He was VP of sales/sell-thru for **Lions Gate Home Entertainment**.

First Look in Los Angeles also appoints **Marty Battilo** sales manager/sell-thru. He was director of

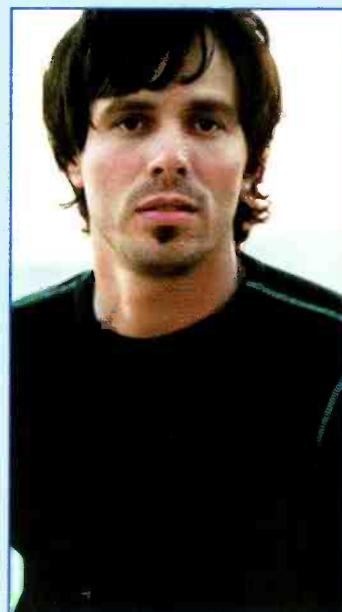


MOORE

sales/sell-thru at **Lions Gate Home Entertainment**.

CONCERT PROMOTION: **House of Blues Concerts** in San Diego names **Chris Moore** VP of talent. He was a concert promoter at **Frank Productions**.

INDEPENDENT PUBLICITY: **Dera, Roslan & Campion Public Relations** in New York ups **Christopher Roslan** and **Eileen Campion** to co-presidents and managing partners. They were associates.



Now, Hear This ...

JOHN GREGORY
Artists to Watch

Singer/songwriter **John Gregory** should strike just the right chord for fans of meaningful lyrics and guitar-based rock. His 11-track debut on **Atlantic Records**, "Pictures From Home" (due Feb. 24), is arresting in its over-arching realism. The album is chock-full of strong musical accompaniment, with **Paul Bushnell (Faith Hill, Jewel)** and **Chris Chaney (Jane's Addiction)** on bass, **Kenny Aronoff (John Mellencamp)** on drums and **Rami Jaffe (the Wallflowers)** on organ. The songs are largely autobiographical—dealing with relationships

and striving to reach goals—but universally relatable. Lead single "Ride of Your Life" was used for on-air promotion for **CBS' "The Amazing Race"** and the **WB's "One Tree Hill"** during May sweeps last year. The song was also featured on **Atlantic's** soundtrack to **Warner Bros. Pictures' 2003** film "What a Girl Wants." "Ride of Your Life" was introduced to select hot AC and modern AC radio stations last November, and Gregory will begin visiting such radio outlets in the next few weeks. He briefly toured with **Stevie Nicks** as a member of the 1990s band **California**, which was signed to two separate record deals before disbanding. Like the theme of his album's closing track, "Living Proof," Gregory hopes this is his time to make it.

JILL KIPNIS

John Fahey is one the artists who has had material released on the TOTE label



Eric Weisman discusses why Musicland is working with Deluxe Media Services



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

SpiritHouse Comes To Life

Roots-Music Label Debuts With Two Albums March 9

BY CARLA HAY

NEW YORK—The new SpiritHouse Records is aiming to stand out from other independent labels by offering music to audiences that are hungry for roots-oriented rock and world music.

The first two albums from the Easthampton, Mass.-based label are "The Q People: A Tribute to NRBQ" and "Cathedral" from Americana-influenced rock band Ware River Club. Both are due March 9.

Co-founded by Danny Bernini and Paul McNamara, SpiritHouse Records is distributed by Alternative Distribution Alliance (ADA). Landing a deal to release the NRBQ tribute album was a major coup for the label.

Veteran rock band NRBQ has been cited by dozens of musicians as a major influence. Acts featured covering NRBQ songs on "The Q People" include Bonnie Raitt, Los Lobos, Widespread Panic, Steve Earle and R.E.M. guitarist Mike Mills.

"The Q People" also features NRBQ covers by Yo La Tengo, Settie, Ware River Club, Ron Sexsmith, King Radio, J Mascis and the cast of Nickelodeon cartoon series "SpongeBob SquarePants." Tom Kenny, the voice of SpongeBob, was once an opening act for NRBQ as a stand-up comedian.

"Cathedral" is the third album from Easthampton-area band Ware River Club. The band's self-released previous two albums—"Don't Take It Easy" and its self-titled debut—have been re-

leased by SpiritHouse and can be purchased at spirithouserecords.com.

The label was born as a natural extension of SpiritHouse Productions, the Easthampton recording studio founded in 1995 and run by producer/engineer Bernini, who previously worked at the Hit Factory recording studio in New York.

Q-ING UP THE PROJECT

"NRBQ had hired me to mix one of their records, so I had a history with them," Bernini explains. "They were adamant about not being the ones to pick the artists who would be on this [tribute] album. They didn't want to throw their own party."

Bernini continues, "We went down a list of artists who were big NRBQ fans, and most of them said 'yes' right away."

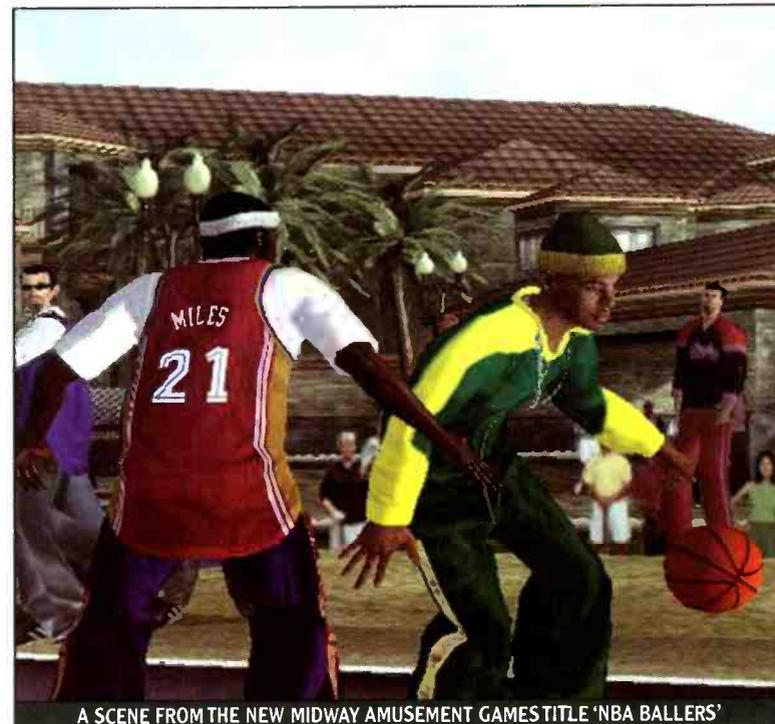
To help market the album, SpiritHouse hired independent promoter Michael Ehrenberger, who is working with the record label's in-house promotion staffer Dave Witthaus. "The Q People" and "Cathedral" are being serviced to college radio, public radio and triple-A formats.

For "The Q People," SpiritHouse will offer a promotional Q&A CD with Kenny. The label is also planning a 30-minute promotional radio show featuring interviews with artists on "The Q People."

ADA will provide digital distribution and
(Continued on page 53)



Ware River Club: Taking the independent label route



A SCENE FROM THE NEW MIDWAY AMUSEMENT GAMESTITLE 'NBA BALLERS'

'Ballers' Brings Plenty Of Music For Gameplay

BY STEVE TRAIMAN

Midway Amusement Games' "NBA Ballers" hits stores April 5 for the PlayStation 2 and Xbox console platforms, with Interscope's Jurassic 5 and 10 other developing artists contributing 19 original tracks.

A special "NBA Ballers" soundtrack CD will be exclusive to Wal-Mart as a gift with the purchase of the videogame. MTV taped a "Making of NBA Ballers" piece during the Feb. 13-15 National Basketball Assn. All-Star weekend in Los Angeles, where Midway sponsored Magic Johnson's gala at the Peterson Automotive Museum before the Feb. 15 game at Staples Center.

The game's bonus DVD section will feature a live-action performance video of the original "NBA Ballers Theme" by MC Supernatural, who is also the in-game announcer.

"I was introduced to the 'NBA Ballers' project while working with Jurassic 5 on a show in

[Chicago] and met Midway's Johnny Vignocchi," MC Supernatural recalls. "I had a ball writing a song and doing the game as the announcer."

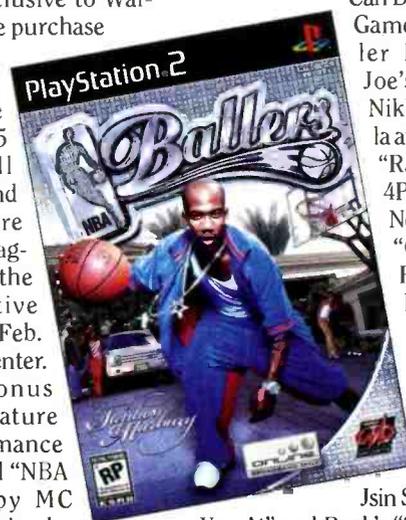
Jurassic 5 contributed the game's theme song, "We Love Those NBA Ballers." Some of the other tracks are Phife Dawg's "NBA Ballout," Jatis' "Skills Like This" and "Way Beyond the Court," Jax's "We Can Do This!," Point

Game's "You a Baller Right," Jelly Joe's "Floss Out," Nikki F.C.I.'s "Holla at Me," Big Guv's "Rags 2 Riches," 4Pound's "It's on Now," Iron Fist's "Getcha Game Face On," Kenny Knox's "Shake the Glass," Ness' "My House" and "It's the Life," Raskal's "Ballin Outta Control,"

Jsin Sinatra's "Where You At" and Buck's "So You Want to Be a Baller."

"This agreement [with Wal-Mart] will also further Midway's goal of
(Continued on page 52)

EXCLUSIVE



Elements Gets Experimental With New Vinyl Series

We weren't aware that polyvinyl chloride is part of the periodic table, but indie label **Table of the Elements** (TOTE) has set us straight.

As part of its 10th-anniversary celebration, TOTE is issuing a limited-edition series of one-sided vinyl LPs featuring some well-known names in experimental music.

Founded in Atlanta and currently based in Madison, Wis., TOTE has long specialized in left-field music.

It has released elaborate boxed sets devoted to the work of **Tony**

Conrad and Rhys Chatham and elegantly packaged single-disc collections by **John Fahey, Faust, Keiji Haino** and **Derek Bailey**, among others.

TOTE has also had ample experience in the release of vinyl, having issued **Revenant Records'** product in LP form.

Label founder **Jeff Hunt** says that TOTE will fete itself with two series of vinyl LPs named after rows in the table of the elements.

Inaugurated last November, the Lanthanides series will include single-sided, transparent, silk-screened albums, produced in editions of 800 to 2,000 units, by Fahey, Chatham, **Loren Connors, Mike Kelley** and others.

A second series, the Actinides, will kick off in November. It will be devoted to interpretations of works by such modern composers as **John Cage, Frederic Rzewski, Iannis Xenakis, Anthony Braxton** and **Steve Reich**.

Hunt says the performers will include new classical and rock artists.

This spring, TOTE will collaborate with **Dust-to-Digital**—the Atlanta label that issued last year's

splendid box "Goodbye, Babylon" (The Indies, *Billboard*, Sept. 13, 2003)—on "Sweet Morning, Infinite Day," a 10-CD/DVD compilation devoted to Southern "sacred harp" singing.

TOTE is handled by **SC Distribution** in Bloomington, Ind.

SOUTHERN-BOUND: **Southern Records** in Chicago has signed exclusive distribution agreements with four new labels.

Alien8 Recordings in Montreal is an experimental rock/electronic imprint whose acts include **Merzbow** and **Acid Mothers Temple**. Southern will cover U.S. distribution for Alien8.

The other three new labels will be handled exclusively in North America.

Chicago-based **Chocolate Industries** releases hip-hop and electronic music; it has put out titles by **Funkstörung, Prefuse 73, El-P, DJ Food, Atmosphere** and **Tortoise**.

Filmguerrero in Portland, Ore., features cinematic-style music by

Norfolk & Western, Tracker, Holy Sons and **Manta Ray**.

Flamethovel Records is a Chicago-based rock label that is home to **Viza-Noir, the Race, Judah Johnson** and **Low Skies**.

Mandell, who is currently touring the United States, will issue a new album later this year. Her releases were previously available through **Bayside**.

THE INDIE BOOKSHELF II: After we took a look a couple of weeks back at a pair of new books aimed at the indie-label neophyte (The Indies, *Billboard*, Feb. 7), we ran into industry veteran **Keith Holzman**, who alerted us to a new book of his own.

Holzman—the principal at management consulting firm **Solutions Unlimited** and a former executive at **ROM, Discovery** and **Elektra Records** (where he worked with his brother **Jac Holzman**)—has authored "The Complete Guide to Starting a Record Company."

Holzman's 235-page tome is a crisply written and comprehensive look at label basics, from creating a business plan to putting records on the street.

It is available for \$44.95 as a spiral-bound book or for \$29.95 as a downloadable e-book (in Adobe PDF form). For more information, check out recordcompanystartup.com.

The Indies™
By Chris Morris
cmorris@billboard.com



MANDELL MAKES A MOVE: **Redeye Distribution** in Graham, N.C., has picked up distribution of four albums by one of the Indies' favorite chanteuses, Los Angeles-based singer/songwriter **Eleni Mandell**.

Mandell's albums "Wishbone" (**Zedtone/Mr. Charles**, 1999), "Thrill" (**Zedtone**, 2000), "Snakebite" (**Zedtone**, 2002) and "Country for True Lovers" (**Zedtone**, 2003) are now out through Redeye.



FAHEY: COLLECTION CAN BE FOUND ON TOTE

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Gameplay

Continued from page 51

helping the up-and-coming music talent featured on the game's soundtrack," Midway marketing VP Mona Hamilton says.

"Although there is no current plan to cross-promote the soundtrack with the game," she adds, "this is an obvious attempt by Midway to personally extend an opportunity for a number of underground urban talents to display their work in the mass market of videogames."

As part of an extensive marketing plan, all 19 music tracks will be provided to MTV for use in its "Making Of" segment.

The music is being used in all of Midway's marketing materials, including the TV spot and trailers on the "NBA Ballers" segment of a gameplay demo disc to be distributed with OXM, the Official Xbox Magazine.

Officially licensed by the NBA and NBA Legends, "NBA Ballers" takes the game out of the arenas and lets players go one on one with 60 current NBA superstars and 24 all-time league legends in some of their most lavish "cribs."

The first ever "storymode" in a licensed sports game lets players live the fantasy life of an NBA superstar from rags to riches as they play their way to the top.

MUSIC A BIG PART OF GAMES

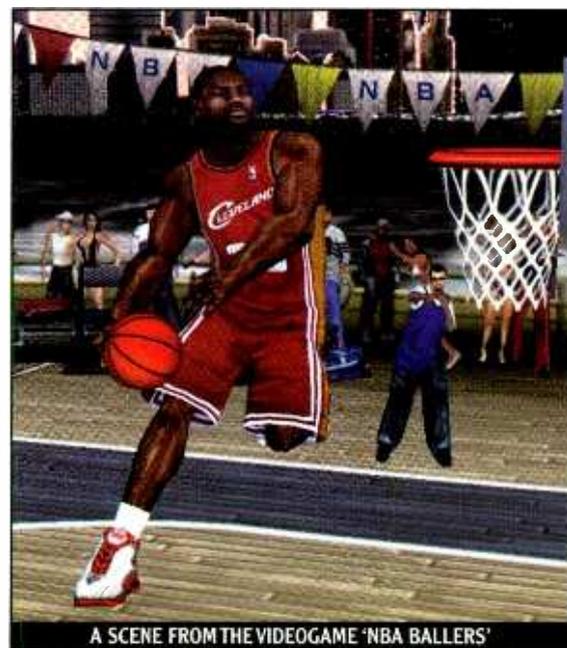
Midway's involvement with top bands began nearly four years ago with Island/Def Jam's Saliva doing a remake of the original "Peter Gunn" theme for "Spy Hunter," with an exclusive instrumental mix CD single for Target pre-sell orders.

Black Black Records' Trigger provided an original techno song for "Defender," a new, 3D version of the

popular '80s arcade classic.

On the Midway sports side, Roadrunner band Dry Kill Logic did its own twisted take on "Take Me out to the Ballgame" for "MLB SlugFest 2003," and the soundtrack to "NHL Hitz 2003" let players select tunes from the game's jukebox by such acts as Moby, Incubus and Rob Zombie.

Midway also scored with Arista's Adema, which gave a mini-concert at the 2002 E3 games expo featuring "Immortal," an original song penned for



A SCENE FROM THE VIDEOGAME 'NBA BALLERS'

"Mortal Kombat" that was released in early 2003.

At last May's E3, mini-concerts featured A&M/Interscope's Vanessa Carlton, who performed an original song she wrote for "Spy Hunter 2," and Flip/Geffen's Cold, which wrote an original track for "Psi-Ops," both due this spring.

Baker & Taylor Wants To Beef Up Its Music Biz

Baker & Taylor has created a music group in an apparent attempt to expand its smallest business segment.

Since Chicago-based investment firm **Willis Stein & Partners** acquired Baker & Taylor last July, the Charlotte, N.C.-based wholesaler has been streamlining operations and trying to expand its music business, which is significantly smaller than its book and video operations.

That is the word from Baker & Taylor's management team, which has been making the rounds to the majors to tell its story. Company executives were unavailable for comment.

Willis Stein bought Baker & Taylor for \$255 million from the **Carlyle Group**. According to Baker & Taylor documents, the company funded the acquisition with a \$115 million equity investment and \$140 million drawn down from the company's \$200 million revolving credit facility, provided by **LaSalle Bank Business Credit**.

Since the acquisition, Willis Stein has paid down \$20 million. The bal-

ance on the revolver now stands at \$120 million.

In 2003, Baker & Taylor generated \$42 million in earnings before interest, taxes, depreciation and amortization on sales of \$1.2 billion. That is up from the \$38.6 million in ebitda it had on sales of \$1.1 billion the previous year, according to the company handout it is providing at meetings with the majors.

Retail Track™
By Ed Christman
echristman@billboard.com



Gross margin in 2003 was 16.8%, while selling, general and administrative expenses were 13.2%.

In fiscal 2004, Baker & Taylor estimates that gross margin will be 16.5%, while SG&A expenses will be 12.4%, which will provide the company with \$51.6 million in ebitda on projected sales of \$1.28 billion.

Baker & Taylor does not break out revenue by product line, but *Billboard* estimates that the firm generated \$75 million of its \$1.2 billion in fiscal 2003 sales from music, with the significantly larger portion of sales coming from books and video. Overall, 2003 sales were up 7.9% from \$1.1 billion in 2002.

Baker & Taylor does break out revenue by distribution segment. The company's documents state that retailers accounted for \$641.1 million in sales in fiscal 2003, up 18.9% from the \$539.3 million it totaled in 2002.

Its institutional business—to libraries and schools—generated \$561.4 million, down 3.4% from \$575.2 million in fiscal 2002.

Baker & Taylor's current management team consists of chairman/president/CEO **Richard Willis**, executive VP/CFO **Robert Agres**, executive VP of distribution **Arnie Wight**, fulfillment services VP **Ralph Mondaux** and **George Coe**, president of institutional sales.

Steve Harkins, a longtime music industry and Baker & Taylor veteran, is VP of music. **Jim Ulsamer**, the president of the retail division, retired in January, and the company is seeking a replacement.

In focusing on its music business, the company is seeking to grow its business to independent stores, which was up 16% last year from the previous year. Also, Baker & Taylor saw 15% growth in its consumer-fulfillment sales for online retailers. It supplies the top 10 online retailers, including **amazon.com**.

The company also plans to expand its racking/category management business and boost music sales into its bookstore channel. Baker says increasing demand for music and video from its institutional customers is helping.

SPEAKING OF WAREHOUSES: The **Musicland Group** has chosen **Deluxe Media Services** to provide warehousing, fulfillment and returns processing for its 950 stores.

Musicland, which currently obtains those services from its old warehouse in Franklin, Ind., will transition to the new setup starting in April.

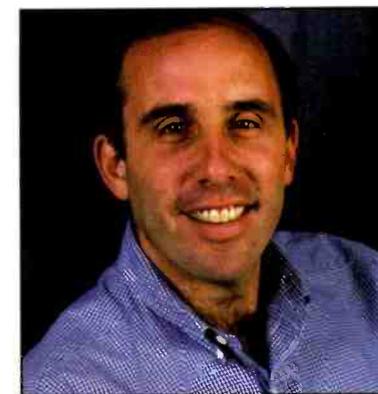
When **Best Buy** transferred ownership of Musicland to **Sun Capital**, it decided to keep the chain's warehouse to service its own stores.

Deluxe, owned by the **Rank Organization** in Europe, has a distribution

center in Pleasant Prairie, Wis., just outside of Chicago.

Musicland chairman **Eric Weisman** says that the chain chose **Deluxe Media** not only for its lower operating costs and better supply-line control but also for its ability to handle diverse product lines.

Musicland vice chairman **Danny**



WEISMAN: SEVERAL REASONS FOR CHOICE

Yarbrough directed a senior-level executive team and retained **Tompkins Associates**, a leading supply-chain consultancy, to conduct a search for a third-party logistics provider that would meet Musicland's service requirements.

SpiritHouse

Continued from page 51

retail marketing for the label. The SpiritHouse co-founders say they are in discussions with Internet radio sites for streaming of the label's releases.

SpiritHouse will host a record-release party March 8 for "The Q People" at the King King nightclub in Los Angeles. NRBQ will attend, and Kenny will host. Other acts were scheduled to appear but were not announced by press time.

McNamara admits that debuting a new label with two albums on the same day was a daunting idea.

"What we've learned is to go

with our instincts, in the tradition of [Arista Records founder] Clive Davis and [Sire Records founder] Seymour Stein. We have a real sense of belief in the artists. Our business model is to associate with genuine music and find a direct route to fans of this music."

In addition to Ware River Club, the label has signed world-music singer/songwriter Andrew Jones, reggae band Screaming Souls, American/country act the Lonesome Brothers and 17-year-old solo male singer Threads. Bernini and Mc-

Namara say they are open to signing more acts this year.

Originally the plan was for "The Q People" to be released before March 9, but because of licensing issues, the street date was delayed.

"We had already scheduled ["Cathedral"] to be released March 9, and we didn't want to put it off any longer," Bernini explains.

GOOD SPRITS

Ware River Club lead singer/songwriter Matt Hebert says the transition to SpiritHouse was easy.

"Danny Bernini produced our first record, so he's kind of been a sixth member of the band. When he said he was starting a label, we were excited because he's wonderful to work with, and we know about his work ethic and love for our songs."

McNamara comments, "We signed Ware River Club because it's a great live band, and Matt Hebert is one of the best songwriters around. They also tour like crazy."

Hebert explains that Ware River Club is taking the independent-label route because "major labels often take the artistry out of the artist. We get to make the albums we want to make."

Ware River Club will embark on a U.S. tour in March.

'Major labels often take the artistry out of the artist. We get to make the albums we want to make.'

—MATT HEBERT, WARE RIVER CLUB

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FEBRUARY 28 2004 Billboard TOP KID VIDEO™						
THIS WEEK	LAST WEEK	WEEKS ON CHART	Sales data compiled by Nielsen VideoScan		YEAR OF RELEASE	PRICE
			TITLE	PROGRAM SUPPLIER & NUMBER		
			<div style="text-align: center;"> NUMBER 1 2 Weeks At Number 1 </div>			
1	1	2	DORA THE EXPLORER-DORA'S PIRATE ADVENTURE	PARAMOUNT HOME ENTERTAINMENT 79583	2004	9.98
2	2	8	RUGRATS GO WILD	NICKELODEON VIDEO/PARAMOUNT HOME ENTERTAINMENT 34052	2003	19.98
3	4	1	SPONGEBOB SQUAREPANTS - THE SEASCAPE CAPERS	PARAMOUNT HOME ENTERTAINMENT 79553	2004	9.98
4	5	5	CHARLIE BROWN VALENTINE	PARAMOUNT HOME ENTERTAINMENT 79703	2004	12.98
5	6	2	BLUE'S CLUES: CLASSIC CLUES	PARAMOUNT HOME ENTERTAINMENT 79573	2004	9.98
6	7	20	DORA THE EXPLORER - RHYMES AND RIDDLES	PARAMOUNT HOME ENTERTAINMENT 79053	2003	9.98
7	NEW		ELMO'S WORLD - ELMO HAS TWO! HANDS, EARS & FEET	SONY WUNDER 57243	2004	12.98
8	3	3	POKEMON HEROES	WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 32758	2003	19.98
9	8	3	MICKEY & MINNIE'S SWEETHEART STORIES	WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 33829	2004	14.98
10	9	7	LEAPFROG: LETTER FACTORY VIDEO	WARNER HOME VIDEO 34354	2003	8.98
11	10	26	CITY OF LOST TOYS	PARAMOUNT HOME ENTERTAINMENT 875413	2003	12.98
12	13	19	BARBIE OF SWAN LAKE	ARTISAN HOME ENTERTAINMENT 14470	2003	19.98
13	11	10	THE LAND BEFORE TIME X: THE GREAT LONGNECK MIGRATION	UNIVERSAL STUDIOS HOME VIDEO 61408	2003	19.98
14	15	74	DORA THE EXPLORER: WISH ON A STAR	NICKELODEON VIDEO/PARAMOUNT HOME ENTERTAINMENT 874673	2001	9.98
15	20	15	DORA THE EXPLORER - MEET DIEGO!	PARAMOUNT HOME ENTERTAINMENT 79103	2003	12.98
16	25	4	WIGGLES TOP OF THE TOTS	HIT ENTERTAINMENT 02521	2004	14.98
17	14	34	CARE BEARS TO THE RESCUE	UNITED AMERICAN VIDEO 80149	2003	9.98
18	16	47	DORA'S BACKPACK ADVENTURE	NICKELODEON VIDEO/PARAMOUNT HOME ENTERTAINMENT 879853	2002	9.98
19	12	13	STRAWBERRY SHORTCAKE - GET WELL ADVENTURE	FOX VIDEO 08744	2003	12.98
20	23	20	STITCH! THE MOVIE	WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 27428	2003	22.98
21	NEW		FAIRLY ODD PARENTS: THE SUPERHERO SPECTACLE	PARAMOUNT HOME ENTERTAINMENT 79673	2004	9.98
22	18	14	TOM AND JERRY: WHISKER'S AWAY	WARNER FAMILY ENTERTAINMENT/WARNER HOME VIDEO 65718	2003	9.98
23	21	5	LEAPFROG: TALKING WORDS FACTORY	WARNER HOME VIDEO 34356	2003	8.98
24	17	25	JUNGLE BOOK 2	WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 22732	2003	24.98
25	RE-ENTRY		WINNIE THE POOH - A VALENTINE FOR YOU	WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 21427	1999	14.98

FEBRUARY 28 2004 Billboard RECREATIONAL SPORTS DVD™						
THIS WEEK	LAST WEEK	WEEKS ON CHART	Sales data compiled by Nielsen VideoScan		PROGRAM SUPPLIER & NUMBER	PRICE
			TITLE	PROGRAM SUPPLIER & NUMBER		
			<div style="text-align: center;"> NUMBER 1 3 Weeks At Number 1 </div>			
1	1	4	WWE: MICK FOLEY: GREATEST HITS AND MISSES	SONY MUSIC ENTERTAINMENT 56552	29.98	
2	2	14	PUMPING IRON - 25TH ANNIVERSARY SPECIAL EDITION	WARNER HOME VIDEO 91996	19.98	
3	4	19	WWE: THE ULTIMATE RIG FLAIR COLLECTION	SONY MUSIC ENTERTAINMENT 56550	29.98	
4	3	2	BILLABONG ODYSSEY	WARNER HOME VIDEO 34319	27.98	
5	7	6	ULTIMATE FIGHT CHAMPIONSHIP - ULTIMATE KNOCKOUTS 1 & 2	VENTURA DISTRIBUTION 64427	19.98	
6	5	3	WWE: ARMAGEDDON	SONY MUSIC ENTERTAINMENT 58226	24.98	
7	6	34	CKY4	VENTURA DISTRIBUTION 14197	19.98	
8	9	14	WWE: A FALL FROM GRACE - SURVIVOR SERIES	SONY MUSIC ENTERTAINMENT 58224	24.98	
9	8	27	CKY - THE TRILOGY	VENTURA DISTRIBUTION 14032	29.98	
10	10	2	WWE: UNDERTAKER: HE BURIES THEM ALIVE	SONY MUSIC ENTERTAINMENT 55909	9.98	
11	12	23	AND 1 MIX TAPE VOLUME 6	VENTURA DISTRIBUTION 14827	19.98	
12	11	12	ULTIMATE JORDAN	WARNER HOME VIDEO 34270	19.98	
13	14	15	WWE BLOODBATH - WRESTLING'S MOST INCREDIBLE STEEL CAGE MATCHES	SONY MUSIC ENTERTAINMENT 56548	24.98	
14	13	12	NFL DALLAS COWBOYS TEAM HISTORY	WARNER HOME VIDEO 34267	29.98	
15	NEW		DO YOU BELIEVE IN MIRACLES?	WARNER HOME VIDEO 91875	19.98	
16	15	17	NHL MINNESOTA WILD: STATE OF HOCKEY	WARNER HOME VIDEO 34923	19.98	
17	16	19	YEAH RIGHT! (UN-RATED VERSION)	RHINO HOME VIDEO 70247	19.98	
18	17	1	GRIP VIDEO 3	VENTURA DISTRIBUTION 95313	19.98	
19	RE-ENTRY		FIGHTING MAD	VENTURA DISTRIBUTION 92107	19.98	
20	17	9	MICHAEL JORDAN TO THE MAX	FOX VIDEO 01286	19.98	

FEBRUARY 28 2004 Billboard HEALTH & FITNESS™						
THIS WEEK	LAST WEEK	WEEKS ON CHART	Sales data compiled by Nielsen VideoScan		PROGRAM SUPPLIER & NUMBER	PRICE
			TITLE	PROGRAM SUPPLIER & NUMBER		
			<div style="text-align: center;"> NUMBER 1 6 Weeks At Number 1 </div>			
1	1	17	BILLY BLANKS' TAE-BO CARDIO	GOODTIMES HOME VIDEO 02945	19.98	
2	2	20	CRUNCH - FAT BURNING PILATES	ANCHOR BAY ENTERTAINMENT 12585	9.98	
3	4	15	THE METHOD PILATES: TARGET SPECIFICS	CURRENT WELLNESS 30840	12.98	
4	3	11	PILATES FOR DUMMIES	ANCHOR BAY ENTERTAINMENT 10948	9.98	
5	5	17	LESLIE SANSONE: GET UP & GET STARTED	GOODTIMES HOME VIDEO 390210	9.98	
6	12	7	WALKING AWAY THE POUND EXPRESS	GOODTIMES HOME VIDEO 02835	19.98	
7	7	66	CRUNCH: PICK YOUR SPOT PILATES	ANCHOR BAY ENTERTAINMENT 12273	9.98	
8	8	17	THE FIRM - COMPLETE AEROBICS & WEIGHT TRAINING (2003)	GOODTIMES HOME VIDEO 02903	19.98	
9	9	27	LESLIE SANSONE: WALK AWAY THE POUNDS	GOODTIMES HOME VIDEO 02842	19.98	
10	6	17	WALK AWAY THE POUND EXPRESS - 2 MILE BRISK WALK	GAIAM VIDEO 02899	12.98	
11	10	17	15-MINUTE WORKOUTS FOR DUMMIES	ANCHOR BAY ENTERTAINMENT 12581	14.98	
12	13	17	CRUNCH - CARDIO SALSAS	ANCHOR BAY ENTERTAINMENT 12583	14.98	
13	11	14	BASIC YOGA FOR DUMMIES	ANCHOR BAY ENTERTAINMENT 11586	9.98	
14	14	7	TAE-BO FLEX	GOODTIMES HOME VIDEO 02946	12.98	
15	16	16	FAT BLASTING YOGA-21 DAYS TO A HEALTHY BODY	ARTISAN HOME ENTERTAINMENT 13166	14.98	
16	15	11	LESLIE SANSONE: WALK AWAY THE POUNDS EXPRESS - 2 MILE BRISK WALK	GOODTIMES HOME VIDEO 02898	14.98	
17	17	14	LEISA HART'S FIT MAMA - PRENATAL WORKOUT	GOLDHILL HOME VIDEO 00756	14.98	
18	18	5	PREVENTION FITNESS SYSTEMS - WALK YOUR WAY SLIM	ANCHOR BAY ENTERTAINMENT 12563	12.98	
19	19	14	PILATES - BEGINNING MAT WORKOUT	GAIAM VIDEO 63134	14.98	
20	20	2	WALK AWAY THE POUNDS-EXPRESS 03 MILE ADVENTURE	GOODTIMES HOME VIDEO 02900	12.98	

Top Kid Video and Health & Fitness video refers to VHS sales. Recreational Sports refers to DVD sales. ♦ IRMA gold certification for sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, 25,000 units and \$1 million at suggested retail for nontheatrical titles. ♦ IRMA platinum certification for sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, or 50,000 units or \$2 million at suggested retail for nontheatrical titles. ©2004, VNU Business Media, Inc. and Nielsen VideoScan Inc. All rights reserved.

Home Video

Spanish DVD Titles In Demand

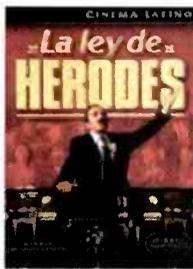
BY JILL KIPNIS

LOS ANGELES—*Nosotros queremos películas en español en DVD.*

The Hispanic community is saying “we want more Spanish-language films on DVD,” and major and independent distributors are complying.

Twentieth Century Fox Home Entertainment just released three critically acclaimed Spanish-language films on DVD in the second wave of its Cinema Latino line, while Ventura Distribution is adding to its 1-year-old, Spanish-language Studio Latino arm through a new deal with Spain's Lola Films.

“Disproportionately, the Hispanic community spends more on home entertainment [than other communities],” says Steve Feldstein, senior VP of marketing communications for Fox. “The Hispanic film community is also churning out very creative films that appeal to the art-house crowd.



This represents a huge opportunity for us.”

Indeed, 34% of Hispanic households owned DVD players by 2002, according to Menlo Park, Calif., research

firm Knowledge Networks. In that period, 30% of white households owned DVD players.

The Hispanic community spent \$3.4 billion on video rentals and purchases in 2002, Knowledge Networks says. That represents 14% of 2002's total video revenue.

Fox's Cinema Latino line came to fruition through a deal with Venevision last year. Venevision will release at least 10 films theatrically in the United States, which will then be distributed on video by Fox.

The Feb. 3 slate included “La Ley de Herodes,” “Por La Libre” and “Sin Dejar Huella.” All have English subtitles. A third wave is expected later this year.

While majors are investing in Spanish-language films, independents like Ventura Distribution have far heavier release schedules.

Chris Lynch, senior VP of business development for Ventura, says that 180 Spanish-language films from its Studio Latino line have been released within the past year. The first Lola release is May 11's “La Ninia de Tus Ojos,” directed by Academy Award winner Fernando Trueba and starring Penelope Cruz.

Lynch and Fox say that retail interest in Spanish-language films is still largely regional. “The problem is getting consistent shelf space,” Lynch says. “It's a question of the Anglo retail base waking up to the fact that a significant number of their audience is Hispanic.”

FEBRUARY 28 2004 Billboard TOP MUSIC VIDEOS™						
THIS WEEK	LAST WEEK	WEEKS ON CHART	Sales data compiled by Nielsen SoundScan		Principal Performers	TAPE/DVD PRICE
			TITLE	PROGRAM SUPPLIER & NUMBER		
			<div style="text-align: center;"> NUMBER 1 2 Weeks At Number 1 </div>			
1	1	2	FIRST U.S. VISIT	CAPITOL VIDEO 98349	The Beatles	24.98 DVD
2	3	13	LIVE IN TEXAS	WARNER MUSIC VIDEO 48563	Linkin Park	21.98 CD/DVD
3	2	2	WHEN THE SUN GOES DOWN	BMG VIDEO 57200	Kenny Chesney	6.98 DVD
4	NEW		THIS LEFT FEELS RIGHT LIVE	ISLAND VIDEO/UNIVERSAL MUSIC & VIDEO DIST 02409	Bon Jovi	16.98 DVD
5	4	12	PART II	TVT RECORDS 02378	Lil Jon & The East Side Boyz	11.98 CD/DVD
6	5	15	COLDPLAY LIVE 2003	CAPITOL VIDEO 99014	Coldplay	24.98 DVD/CD
7	NEW		GREATEST HITS VOLUME 2 - DISC 2	ARISTA RECORDS INC./BMG VIDEO 82876	Alan Jackson	6.98 DVD
8	6	20	PAST, PRESENT & FUTURE	GEFFEN HOME VIDEO 001041	Rob Zombie	18.98 CD/DVD
9	10	14	AC/DC - LIVE AT DONINGTON	EPIC MUSIC VIDEO/SONY MUSIC ENTERTAINMENT 56963	AC/DC	14.98 DVD
10	9	18	THE BEST OF PANTERA: FAR BEYOND THE GREAT SOUTHERN COWBOYS' VULGAR HITS	ELSTRA ENTERTAINMENT/HOME VIDEO 7302	Pantera	18.98 CD/DVD
11	14	13	CONCERT FOR GEORGE	RHINO HOME VIDEO 70241	Various Artists	29.98 DVD
12	NEW		LIVE IN CONCERT - A 20 YEAR CELEBRATION	REUNION/BMG VIDEO 010014	Michael W. Smith	16.98 DVD
13	7	2	ARCOIRIS MUSICAL MEXICANO 2004	UNIVERSAL LATINO 210231	Various Artists	16.98 CD/DVD
14	15	38	LED ZEPPELIN	ATLANTIC VIDEO 970198	Led Zeppelin	29.98 DVD
15	NEW		VIDEO HITS	CAPITOL VIDEO 99273	Trace Adkins	5.98 DVD
16	11	13	THE REEL ME	EPIC MUSIC VIDEO/SONY MUSIC ENTERTAINMENT 90767	Jennifer Lopez	13.98 DVD/CD
17	25	18	LIVE AND SWINGIN'	REPRISE MUSIC VIDEO/WARNER MUSIC VIDEO 7382	Frank Sinatra, Dean Martin & Sammy Davis Jr.	25.98 CD/DVD
18	20	13	THE CENTRAL PARK CONCERT	BAMA RAGS/RCA/BMG VIDEO 57501	Dave Matthews Band	24.98 DVD
19	22	15	LA HISTORIA CONTINUA...	FONOVISA/UNIVERSAL MUSIC & VIDEO DIST. 35050	Marco Antonio Solis	16.98 CD/DVD
20	8	13	NUMBER ONES	EPIC MUSIC VIDEO/SONY MUSIC ENTERTAINMENT 56989	Michael Jackson	14.98 DVD
21	30	56	JOSH GROBAN IN CONCERT	143/REPRISE MUSIC VIDEO/WARNER MUSIC VIDEO 48413	Josh Groban	27.98 CD/DVD
22	29	8	THE VIDEOS	ARISTA RECORDS INC./BMG VIDEO 54643	OutKast	15.98 DVD
23	16	15	THE COMPLETE MASTERWORKS	EPIC MUSIC VIDEO/SONY MUSIC ENTERTAINMENT 56972	Tenacious D	19.98 DVD
24	19	13	UP! LIVE IN CHICAGO	MERCURY NASHVILLE VIDEO/UNIVERSAL MUSIC & VIDEO DIST. 001589	Shania Twain	19.98 DVD
25	28	23	THE BEST OF JEFF FOXWORTHY: DOUBLE WIDE, SINGLE MINDED	RHINO HOME VIDEO 7380	Jeff Foxworthy	18.98 CD/DVD
26	18	13	TALES OF A LIBRARIAN: A TORI AMOS COLLECTION	ATLANTIC VIDEO 83668	Tori Amos	19.98 CD/DVD
27	17	11	TRIBUTO AL AMOR	FONOVISA 51005	Los Temerarios	17.98 CD/DVD
28	27	10	LIVE AT THE GRAND OLYMPIC AUDITORIUM	EPIC MUSIC VIDEO/SONY MUSIC ENTERTAINMENT 38012	Page Against The Machine	14.98 DVD
29	21	13	FLOACISM "LIVE"	DREAMWORKS/DREAMWORKS HOME ENTERTAINMENT 001438	Floetry	18.98 CD/DVD
30	32	12	TOP OF THE WORLD TOUR: LIVE	COLUMBIA MUSIC VIDEO/SONY MUSIC ENTERTAINMENT 56386	Dixie Chicks	14.98 DVD
31	NEW		VIDEO HITS	CAPITOL VIDEO 98271	Keith Urban	5.98 DVD
32	23	9	GREATEST HITS 1978-1997	COLUMBIA MUSIC VIDEO/SONY MUSIC ENTERTAINMENT 56022	Journey	14.98 DVD
33	24	15	ALL ACCESS PASS	HOLLYWOOD RECORDS MUSIC VIDEO/BUENA VISTA HOME ENTERTAINMENT 880594	Hilary Duff	9.98 DVD
34	NEW		LIVE & UNWRAPPED	EPIC MUSIC VIDEO/SONY MUSIC ENTERTAINMENT 57218	Gloria Estefan	14.98 DVD
35	26	17	RUSH IN RIO	ANTHEM/ZOE VISION VIDEO/UNIVERSAL MUSIC & VIDEO DIST. 431040	Rush	29.98 DVD
36	31	14	MINIMATINEE #1	MAILBOAT 02500	Jimmy Buffett	9.98 DVD
37	NEW		20 GREATEST HITS	UNIVERSAL LATINO 10235	Grupo Mojado	17.98 CD/DVD
38	NEW		VH1 (INSIDE) OUT: KEEP ME IN YOUR HEART	ARTEMIS 51262	Warren Zevon	19.98 DVD
39	RE-ENTRY		LIVE IN NEW ORLEANS	2 BLUE NOTE/EMM HOME VIDEO 90427	Norah Jones	14.98 DVD
40	33	13	GO HOME: LIVE FROM SLANE CASTLE, IRELAND	ISLAND VIDEO/UNIVERSAL MUSIC & VIDEO DIST. 001689	U2	19.98 DVD

♦ RIAA gold cert. for sales of 25,000 units for video singles; ♦ RIAA gold cert. for sales of 50,000 units for SF or LF videos; ♦ RIAA platinum cert. for sales of 50,000 units for video singles; ♦ RIAA platinum cert. for sales of 100,000 units for SF or LF videos; ♦ RIAA gold cert. for 25,000 units for SF or LF videos certified prior to April 1, 1991; ♦ RIAA platinum cert. for 50,000 units for SF or LF videos certified prior to April 1, 1991. © 2004, VNU Business Media, Inc. and Nielsen SoundScan Inc. All rights reserved.

FEBRUARY 28 2004 **Billboard** **TOP DVD SALES**™

Sales data compiled by Nielsen VideoScan

THIS WEEK	LAST WEEK	TITLE LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	RATING	PRICE
		NUMBER 1 1 Week At Number 1			
1		UNDER THE TUSCAN SUN (PAN & SCAN) WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 32058	Diane Lane	PG-13	29.98
2	NEW	LOST IN TRANSLATION (WIDESCREEN) UNIVERSAL STUDIOS HOME VIDEO 23957	Bill Murray Scarlett Johansson	R	26.98
3		SECONDHAND LIONS NEW LINE HOME ENTERTAINMENT/WARNER HOME VIDEO 06904	Michael Caine Robert Duvall	PG	27.98
4	3	OPEN RANGE WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 32055	Kevin Costner Robert Duvall	R	29.98
5	NEW	FIGHTING TEMPTATIONS (PAN & SCAN) PARAMOUNT HOME ENTERTAINMENT 51264	Cuba Gooding, Jr. Beyonce Knowles	PG-13	29.98
6		UNDER THE TUSCAN SUN (WIDESCREEN) WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 34858	Diane Lane	PG-13	29.98
7	1	RADIO COLUMBIA TRISTAR HOME ENTERTAINMENT 60130	Cuba Gooding, Jr. Ed Harris	PG	28.98
8	NEW	FIGHTING TEMPTATIONS (WIDESCREEN) PARAMOUNT HOME ENTERTAINMENT 37814	Cuba Gooding, Jr. Beyonce Knowles	PG-13	29.98
9	2	ALICE IN WONDERLAND (MASTERPIECE EDITION) WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 33225	Animated	G	29.98
10	N W	MY BOSS'S DAUGHTER WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 34741	Ashton Kutcher Tara Reid	R	29.98
11		LOST IN TRANSLATION (PAN & SCAN) UNIVERSAL STUDIOS HOME VIDEO 24686	Bill Murray Scarlett Johansson	R	26.98
12	4	ONCE UPON A TIME IN MEXICO COLUMBIA TRISTAR HOME ENTERTAINMENT 08717	Antonio Banderas Johnny Depp	R	28.98
13	10	FINDING NEMO WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 62155	Animated	G	29.98
14	9	FREDDY VS. JASON NEW LINE HOME ENTERTAINMENT/WARNER HOME VIDEO 06821	Robert Englund	R	29.98
15	5	FRIENDS: COMPLETE SIXTH SEASON WARNER HOME VIDEO 24267	Jennifer Aniston Matthew Perry	NR	44.98
16	7	PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 31680	Johnny Depp Orlando Bloom	PG-13	29.98
17	6	HOUSE OF THE DEAD ARTISAN HOME ENTERTAINMENT 14889	Jonathan Cherry	R	26.98
18	11	OUT OF TIME MGM HOME ENTERTAINMENT 05949	Denzel Washington Dean Cain	PG-13	27.98
19	30	BARBERSHOP MGM HOME ENTERTAINMENT 1004104	Ice Cube	PG-13	14.98
20	NEW	RAIN MAN (SPECIAL EDITION) MGM HOME ENTERTAINMENT 04334	Dustin Hoffman Tom Cruise	R	19.98
21	8	CABIN FEVER LIONS GATE HOME ENTERTAINMENT 01108	Rider Strong Cera Vincent	R	26.98
22	NEW	THORN BIRDS (MINISERIES) WARNER HOME VIDEO 31624	Richard Chamberlain Rachel Ward	NR	29.98
23	14	UNDERWORLD (WIDESCREEN) COLUMBIA TRISTAR HOME ENTERTAINMENT 03152	Kate Beckinsale Scott Speedman	R	28.98
24	13	AMERICAN WEDDING (WIDESCREEN UNRATED EXTENDED PARTY EDITION) UNIVERSAL STUDIOS HOME VIDEO 023799	Jason Biggs Alyson Hannigan	NR	26.98
25	23	TITANIC PARAMOUNT HOME ENTERTAINMENT 155227	Leonardo DiCaprio Kate Winslet	PG-13	14.98
26	19	FREAKY FRIDAY WALT DISNEY HOME ENTERTAINMENT/WALT DISNEY HOME VIDEO 031852	Jamie Lee Curtis Lindsay Lohan	PG-13	29.98
27	16	UPTOWN GIRLS MGM HOME ENTERTAINMENT 05885	Brittany Murphy Dakota Fanning	PG-13	26.98
28	NEW	AMERICAN SPLENDOR HBO HOME VIDEO/WARNER HOME VIDEO 93031	Paul Giamatti Hope Davis	R	27.98
29	21	UNDERWORLD (PAN & SCAN) COLUMBIA TRISTAR HOME ENTERTAINMENT 00702	Kate Beckinsale Scott Speedman	R	28.98
30	15	S.W.A.T. (WIDESCREEN SPECIAL EDITION) COLUMBIA TRISTAR HOME ENTERTAINMENT 00624	Colin Farrell Samuel L. Jackson	PG-13	28.98
31	20	SEABISCUIT (WIDESCREEN) UNIVERSAL STUDIOS HOME VIDEO 023287	Jeff Bridges Tobey McGuire	PG-13	26.98
32	NEW	GILLIGAN'S ISLAND (SEASON ONE) WARNER HOME VIDEO 06734	Bob Denver Alan Hale	NR	39.98
33	29	RESERVOIR DOGS: SPECIAL EDITION ARTISAN HOME ENTERTAINMENT 12050	Harvey Keitel Tim Roth	R	14.98
34	32	NOTTING HILL UNIVERSAL STUDIOS HOME VIDEO 20640	Julia Roberts Hugh Grant	PG-13	14.98
35	NEW	GODS MUST BE CRAZY 1 & 2 COLUMBIA TRISTAR HOME ENTERTAINMENT 10649	Marius Weyers Sandra Prinsloo	PG-13	29.98
36	25	AMERICAN WEDDING (PAN & SCAN UNRATED EXTENDED PARTY EDITION) UNIVERSAL STUDIOS HOME VIDEO 023800	Jason Biggs Alyson Hannigan	NR	26.98
37	17	DORA THE EXPLORER: DORA'S PIRATE ADVENTURE PARAMOUNT HOME ENTERTAINMENT 79584	Animated	NR	16.98
38	27	BAD BOYS II: SPECIAL EDITION COLUMBIA TRISTAR HOME ENTERTAINMENT 00619	Will Smith Martin Lawrence	R	28.98
39	NEW	WHAT'S HAPPENING! COMPLETE FIRST SEASON COLUMBIA TRISTAR HOME ENTERTAINMENT 01634	Fred Berry Shirley Hemphill	NR	29.98
40	NEW	GOOD TIMES (SEASON TWO) COLUMBIA TRISTAR HOME ENTERTAINMENT 01610	Jimmie Walker Esther Rolle	NR	29.98

FEBRUARY 28 2004 **Billboard** **TOP VHS SALES**™

Sales data compiled by Nielsen VideoScan

THIS WEEK	LAST WEEK	TITLE LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	YEAR OF RELEASE	RATING	PRICE
		NUMBER 1 1 Week At Number 1				
1	NEW	UNDER THE TUSCAN SUN WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 32058	Diane Lane	2003	PG-13	24.98
2	NEW	SECONDHAND LIONS NEW LINE HOME ENTERTAINMENT/WARNER HOME VIDEO 06842	Michael Caine Robert Duvall	2003	PG	22.98
3	1	DORA THE EXPLORER-DORA'S PIRATE ADVENTURE PARAMOUNT HOME ENTERTAINMENT 79583	Animated	2004	NR	9.98
4	2	OPEN RANGE WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 07603	Kevin Costner Robert Duvall	2003	R	24.98
5	3	FINDING NEMO WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 30081	Animated	2003	G	24.98
6	5	SEABISCUIT UNIVERSAL STUDIOS HOME VIDEO 061427	Jeff Bridges Tobey McGuire	2003	PG-13	22.98
7	8	RUGRATS GO WILD NICKELODEON VIDEO/PARAMOUNT HOME ENTERTAINMENT 34052	Animated	2003	PG	19.98
8	4	FREAKY FRIDAY WALT DISNEY HOME ENTERTAINMENT/WALT DISNEY HOME VIDEO 318710	Jamie Lee Curtis Lindsay Lohan	2003	PG-13	24.98
9	10	SPONGEBOB SQUAREPANTS - THE SEASCAPE CAPERS PARAMOUNT HOME ENTERTAINMENT 79553	Animated	2004	NR	9.98
10	6	PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 31680	Johnny Depp Orlando Bloom	2003	PG-13	24.98
11	12	EVER AFTER: A CINDERELLA STORY (REPACKAGED EDITION) FOX VIDEO 06753	Drew Barrymore Anjelica Huston	1998	PG	6.98
12	15	CHARLIE BROWN VALENTINE PARAMOUNT HOME ENTERTAINMENT 79103	Animated	2004	NR	12.98
13	18	THE LION KING (PLATINUM EDITION) WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 30420	Animated	1994	G	24.98
14	7	FREDDY VS. JASON NEW LINE HOME ENTERTAINMENT/WARNER HOME VIDEO 06829	Robert Englund	2003	R	22.98
15	NEW	DRAGON BALL GT 11: EVOLUTION FUNIMATION 04962	Animated	2004	NR	24.98
16	NEW	DRAGON BALL GT 12: REVOLUTION FUNIMATION 04973	Animated	2004	NR	24.98
17	17	BLUE'S CLUES: CLASSIC CLUES PARAMOUNT HOME ENTERTAINMENT 79573	Animated	2004	NR	9.98
18	13	BILLY BLANKS' TAE-BO CARDIO GOODTIMES HOME VIDEO 02945	Billy Blanks	2003	NR	19.98
19	11	BRING IT ON AGAIN UNIVERSAL STUDIOS HOME VIDEO 61046	Anne Judson-Yager Bree Turner	2004	PG-13	22.98
20	21	DORA THE EXPLORER - RHYMES AND RIDDLES PARAMOUNT HOME ENTERTAINMENT 79053	Animated	2003	NR	9.98
21	24	THE HULK (SPECIAL EDITION) UNIVERSAL STUDIOS HOME VIDEO 60843	Eric Bana Jennifer Connelly	2003	PG-13	22.98
22	20	MOULIN ROUGE FOX VIDEO 2003425	Nicole Kidman Ewan McGregor	2001	PG-13	6.98
23	19	SINBAD: LEGEND OF THE SEVEN SEAS UNIVERSAL STUDIOS HOME VIDEO 090840	Animated	2003	PG	24.98
24	16	BRUCE ALMIGHTY UNIVERSAL STUDIOS HOME VIDEO 061278	Jim Carrey Jennifer Aniston	2003	PG-13	22.98
25	23	SHREK DREAMWORKS HOME ENTERTAINMENT 83670	Mike Myers Eddie Murphy	2001	PG	14.98

● RIAA gold cert. for sales of 50,000 units or \$1 million in sales at suggested retail. ▲ RIAA platinum cert. for sales of 100,000 units or \$2 million in sales at suggested retail. ◆ IRMA gold certification for a minimum of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units and \$1 million at suggested retail for nontheatrical titles. IRMA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. © 2004, VNU Business Media, Inc. and Nielsen VideoScan. All rights reserved.

FEBRUARY 28 2004 **Billboard** **TOP VIDEO RENTALS**™

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THIS WEEK	LAST WEEK	TITLE LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	RATING
		NUMBER 1 2 Weeks At Number 1		
1	1	RADIO COLUMBIA TRISTAR HOME ENTERTAINMENT 60130	Cuba Gooding, Jr. Ed Harris	PG
2	NEW	SECONDHAND LIONS NEW LINE HOME ENTERTAINMENT/WARNER HOME VIDEO 06904	Michael Caine Robert Duvall	PG
3	3	OPEN RANGE WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 32055	Kevin Costner Robert Duvall	R
4	NEW	UNDER THE TUSCAN SUN WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 34858	Diane Lane	PG-13
5	2	ONCE UPON A TIME IN MEXICO COLUMBIA TRISTAR HOME ENTERTAINMENT 08717	Antonio Banderas Johnny Depp	R
6	NEW	LOST IN TRANSLATION UNIVERSAL STUDIOS HOME VIDEO 23957	Bill Murray Scarlett Johansson	R
7	NEW	MY BOSS'S DAUGHTER WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 34741	Ashton Kutcher Tara Reid	R
8	4	CABIN FEVER LIONS GATE HOME ENTERTAINMENT 01108	Rider Strong Cera Vincent	R
9	NEW	FIGHTING TEMPTATIONS PARAMOUNT HOME ENTERTAINMENT 37814	Cuba Gooding, Jr. Beyonce Knowles	PG-13
10	5	OUT OF TIME MGM HOME ENTERTAINMENT 05949	Denzel Washington Dean Cain	PG-13

◆ IRMA gold certification for a minimum of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units and \$1 million at suggested retail for nontheatrical titles. ◆ IRMA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. © 2004, VNU Business Media, Inc. All rights reserved.

FEBRUARY 28 2004 **Billboard** **TOP VIDEO GAME RENTALS**™

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THIS WEEK	LAST WEEK	TITLE	Manufacturer	RATING
		NUMBER 1 1 Week At Number 1		
1	NEW	PS2-MAFIA	Take 2 Interactive	M
2	1	PS2-NEED FOR SPEED: UNDERGROUND	Electronic Arts	E
3	2	PS2-NFL STREET	Electronic Arts	E
4	3	PS2-TRUE CRIME: STREETS OF LA	Activision	M
5	4	PS2-DRAGON BALL Z: BUDOKAI 2	Atari, Inc.	T
6	8	PS2-MEDAL OF HONOR: RISING SUN	Electronic Arts	T
7	6	PS2-SOCOM II: U.S. NAVY SEALS	Sony Computer Ent. America	M
8	7	PS2-TONY HAWK'S UNDERGROUND	Activision	T
9	5	PS2-MADDEN NFL 2004	Electronic Arts	E
10	9	PS2-WWE SMACKDOWN: HERE COMES THE PAIN	Electronic Arts	T

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At 90, ASCAP Celebrates

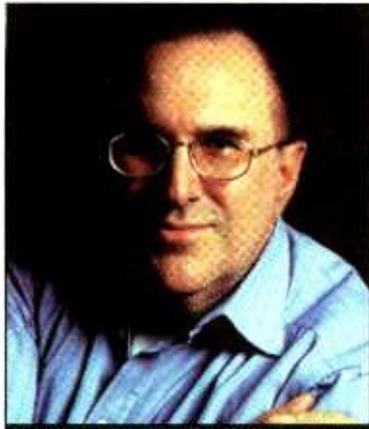
BY JIM BESSMAN

ASCAP helped celebrate its 90th year by reporting record revenue reaching \$668 million in 2003, up 5.2% from 2002.

"2003 revenues were the best ever in the company's history, beating the previous all-time high of \$646 million reported in 2001," ASCAP CEO John LoFrumento said, announcing the figures Feb. 10 during the performing rights organization's annual West Coast membership meeting at the Beverly Hilton Hotel.

It was further reported that ASCAP's operating expense ratio hit an all-time low of 13.9%.

"The development of new cutting-edge technology, our continued focus on cost reduction and



LoFRUMENTO: 2003 WAS ASCAP'S BEST YEAR

our commitment to negotiating the best licensing deals for our members have contributed to our success," LoFrumento said, citing

distributions of more than \$1.6 billion to members during the past three years.

Also at the meeting, LoFrumento and ASCAP president/chairman Marilyn Bergman outlined important legislative developments, technological innovations and the growth of ASCAP licensing efforts. A screening of a commemorative video tracing ASCAP's history commemorated the society's 90th anniversary.

Prior to the meeting, a seminar titled "ASCAP Innovations for Member Success" included a demonstration of ASCAP's performance-tracking service Mediaguide. It also highlighted new Web tools, an update on MusicPro Insurance and career-building initiatives.

They Wrote That? We Loved It

Confidential to Cynthia Weil: Veteran New York air personality **Scott Shannon** kindly called in to confess that he, too, considers **the Diamonds'** 1959 hit "She Say (Oom Dooby Doom)," co-cleffed by your husband **Barry Mann**, "a classic—no matter what his wife says!" (Words & Music, *Billboard*, Jan. 17) and likewise, indeed, "a part of my childhood." But don't worry, I won't tell anyone.

CONFIDENTIAL TO CYNTHIA WEIL, TOO: I just loved "They Wrote That? The Songs of Barry Mann & Cynthia Weil," now playing at the **McGinn/Cazale Theatre**.

Featuring such an incredibly broad range of **Mann-Weil** hits, like



MANN & WEIL: SHOW STARS HITMAKING DUO

Eydie Gorme's "Blame It on the Bossa Nova," **the Drifters'** "On Broadway," **the Ronettes'** "Walking in the Rain," **Paul Revere & the Raiders'** "Kicks," **Dolly Parton's** "Here You Come Again" and **James Ingram's** "Just Once," the songs-and-stories revue stars the pair.

They serve up a veritable survey of post-1950s pop music, though Brill Building pop queen Weil was in fact a self-proclaimed "Broadway baby," who had been mentored in songwriter-

ing by **Frank Loesser**.

I especially enjoyed the striking Weil's astute account of how many elements—both musical and promotional—have to fall into place to make a song a hit. Mann demonstrated as much with his opening riff for **the Animals'** "We Gotta Get out of This Place," upon which he composed the song.

Weil notes that the song was originally intended as a more serious springboard for Mann's long-held singer/songwriter ambitions: He had previously scored with his fun 1961 doo-wop tribute "Who Put the Bomp (in the Bomp, Bomp, Bomp)" and was set to record his own version for the legendary girl-group label **Red Bird**.

Then, their then-rep **Allen Klein** passed the song on to **Mickie Most**, who had discovered the Animals and produced them. Mann and Weil actually wanted the Animals' 1965 version to fail, but **Don Kirshner**, head of their **Aldon Music** publishing company (and who happened to be in the audience at the performance I attended), told them the good/bad news: The Animals' cut was a No. 2 hit in England.

Mann never did get a chance to record "We Gotta Get out of This Place," but he sings his slightly different original in "They Wrote That?" That it and other classics written by Mann and Weil have endured was later demonstrated when Weil acknowledged the puzzling use of "Sometimes When We Touch," which

Mann wrote with **Dan Hill**, as a current love theme for a human/lizard romance in a **Geico** commercial.

But no Mann-Weil song has lasted longer, of course, than "You've Lost That Lovin' Feeling," **BMI's** most-performed song of the 20th century. Mann credited **Phil Spector**, who co-wrote the song and produced **the Righteous Brothers'** immortal 1964 original, with retaining what Mann felt was its unwieldy demo title. He

Words & Music
By Jim Bessman
jbessman@billboard.com



then tacked on another performance of it to the tally before playing "Who Put the Bomp."

Lyrics like "When my baby heard 'Bomp bah bomp bah bomp bomp bomp,' every word went straight into her heart!" "set the bar" for the likes of **Bob Dylan**, **Lennon-McCartney** and **Bruce Springsteen**, Weil joked, before she gamely sang backup.

The penultimate song was "Close to Heaven," a new song from the **Wixen Music Publishing**-administered **Dyad Music** (BMI) songwriting team's forthcoming musical adaptation of the movie "Mask." (Forty years later, Weil joked, her Broadway career was finally back on track).

"Make Your Own Kind of Music," **Mama Cass'** 1969 hit, was the perfect end to an unforgettable evening. And again, Cynthia, don't worry: I will tell everyone.



REED: PLATINUM STUDIO SETS GOLD STANDARD

Rock'n'roll Animal Reed Roars Again

"From a recording point of view, it sets the bar for what a live show can sound like, recorded." So says **Lou Reed**, discussing his upcoming "Animal Serenade," due March 23 from **Sire/Reprise**.

Recorded at the **Wiltern Theater** in Los Angeles during his 2003 world tour, "Animal Serenade" is a sort of 30th anniversary sequel to Reed's revered "Rock'n'Roll Animal" live album. A working title, he notes, had been "Rock'n'Roll Animal 2: Gimme Some Sugar."

Reed considered releasing "Animal Serenade" in other configurations. "I had wanted to put a DVD on the other side of the CD," he recalls. "But that caused more problems than we could deal with right now, so we didn't do a 5.1 [channel mix]. But we have done the entire show; it's like two hours [and] 30 minutes."

The concert was recorded to a pair of **RADAR 24** hard-disk recorders through the **Westwood One** mobile recording studio's **Euphonix CS3000** console, says Westwood One's **Biff Dawes**, who served as recording engineer.

Engineer/producer **Nick Launay** mixed "Animal Serenade" on a **Solid State Logic (SSL) XL 9000 K** Series console at **Platinum Sound** in New York, Reed says.

"We had a great time at Platinum," Reed recalls of the studio owned by **Wyclef Jean**. "I would have normally opted for a **Neve** [console], but because of the live recording and all the inputs [involved], we were there. That board was really great for this particular kind of thing."

"The K is really the SSL of choice," Reed continues. "For a live project, with this much going on and very little time [to

mix], you want to have flexibility. We never would have gotten it done if we had used something else. That kind of automation was really necessary to keep track of all of it."

Often, Reed says, "you do a mix, then another, then another and then figure something out on the

Studio Monitor
By Christopher Walsh
cwalsh@billboard.com



fourth mix and say, 'Shit, we should have done that on the first, second and third.' But you can't always go back. Here, you can, because the recall is really accurate. So you go back and say, 'Notch that bass over there,' and that's that."

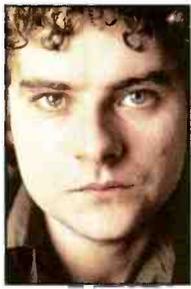
Likewise, Reed, a veteran of recording studios and sessions, gives high marks to **Platinum Sound**.

"It's set up for musicians," he says. "They really worked hard to make it a great experience for us. Beautiful room—five stars."

ANALOG LIVES: The **Hit Factory** in New York and **Crescent Moon Studios** in Miami have purchased **Ampex ATR-102** tape machines in the one-inch, two-track format. Each machine was modified and rebuilt by **Michael Spitz** of **ATR Services** in York, Penn.

The one-inch, two-track format, known as "wide-track" (analog mixdown tape recorders are typically in a half-inch, two-track configuration), has gained a following among recording professionals for its sonic characteristics, particularly as digital audio workstations have become a common multi-track recording format.

Five years after his debut, former Dublin street performer Paddy Casey is back



Carla Bruni's debut album boosted French music export levels in 2003

UNITED KINGDOM / EUROPE / ASIA / JAPAN / AUSTRALIA / AFRICA / CANADA

'Mad World' Appeals To International Audience

BY PAUL SEXTON

LONDON—The U.K.'s surprise Christmas No. 1 hit is speeding around the world this quarter, fueled by the perfect marriage of two independent partners.

"Mad World" by Michael Andrews featuring Gary Jules, the stark piano/vocal cover of Tears for Fears' 1982 British hit, catapulted the long-time friends and low-key industry veterans to a new commercial plane.

Released in Europe as a joint venture by London-based independents Sanctuary and Adventure, "Mad World" has shipped 650,000 units in the U.K. through distributor Pinnacle, according to the labels.

"I could not say enough about [Adventure] and Sanctuary," Jules says. "They were so smart about getting out of the way and letting [the song] do whatever it was going to do, and they just supported it

where it needed it."

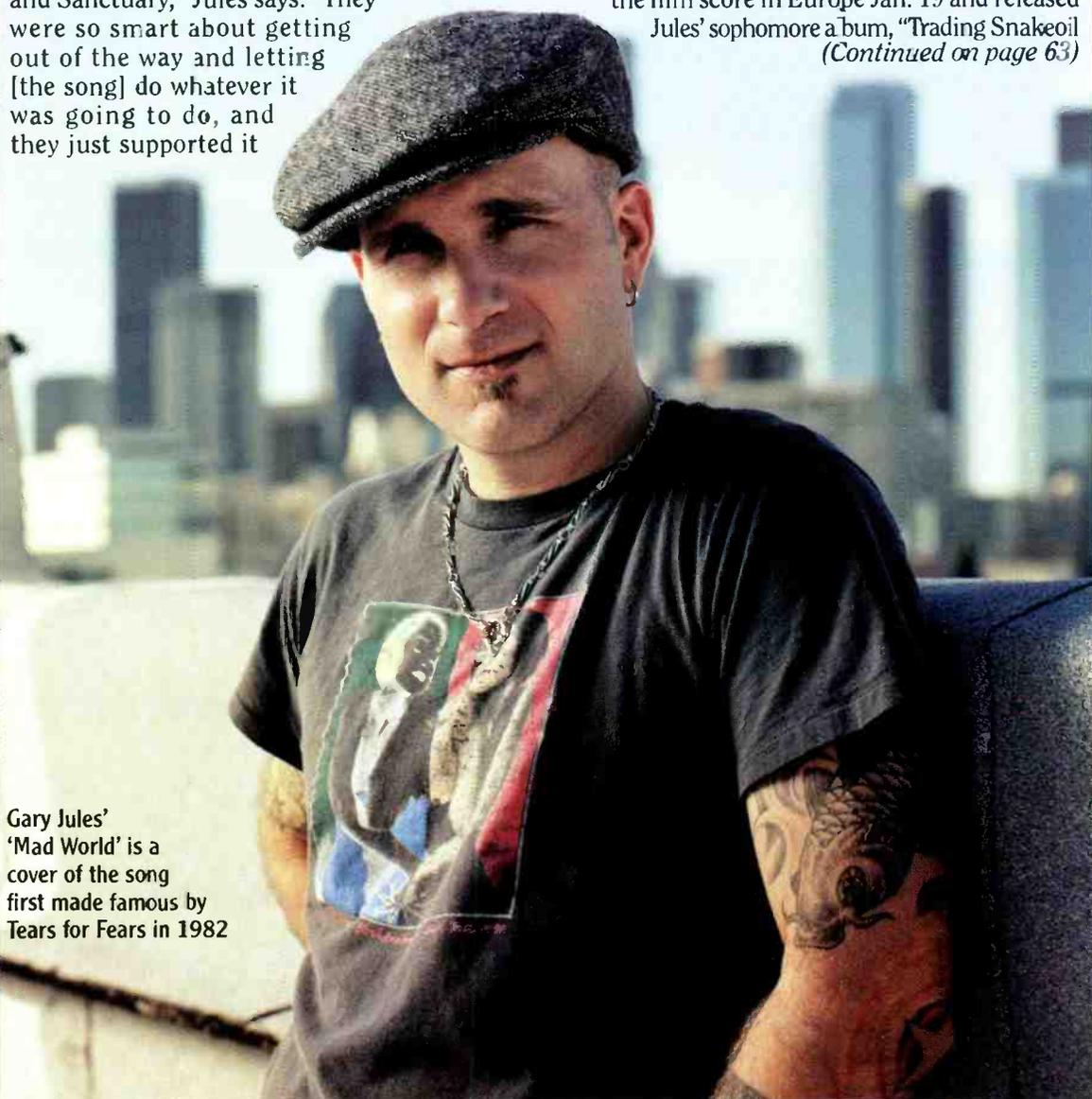
As it begins to chart through Europe, "Mad World" is about to revive Jules' dormant U.S. career, through a licensing deal there with Universal.

The song was featured in the cult 2001 movie hit "Donnie Darko" and on its soundtrack. The music for the movie was otherwise composed by Andrews, who, like Jules, hails from San Diego.

The score was first released by U.S. independent label Enjoy in 2002. The soundtrack brought the song to the attention of Adventure CEO Paul Conroy, formerly president of Virgin Records U.K.

Conroy describes the subsequent liaison with Sanctuary as a "perfect marriage." The tie-up was "the result of an 'aside' conversation" with Sanctuary senior VP of A&R John Williams, he adds.

Adventure/Sanctuary simultaneously reissued the film score in Europe Jan. 19 and released Jules' sophomore album, "Trading Snakeoil" (Continued on page 63)



Gary Jules' 'Mad World' is a cover of the song first made famous by Tears for Fears in 1982



PRAGA KHAN: FIRST ACT SIGNED TO STELLA ARTOIS

Belgian Brewer Launches Label

BY MARC MAES

LEUVEN, Belgium—Local artists may feel like raising a glass to celebrate the debut of a new label in Belgium later this month.

After six years of involvement with the live-music scene in Belgium, global brewer Interbrew is bowing a record label that will carry the name of its leading international brand, Stella Artois.

Based in Leuven, Belgium, Interbrew is one of the world's top three brewers, with operations in 21 countries and 2002 sales of 7 billion euros (\$8.95 billion). Its other brands include Labatt's, Beck's, Staropramen and Bass.

The company had previously con-

fined its music activities in Belgium to sponsoring live-events under the Stella Artois Music banner. In 2003, it sponsored 72 live-music events here, including major festivals like Rock Werchter, Dour Music and the Markrock.

"The Stella Artois Music label takes us a step further than the sponsorship of festivals," Interbrew corporate media relations director Marianne Amssoms says. However, she adds, "it is not our goal to compete with major players on the market."

Amssoms says the launch of the label is partly an Interbrew marketing strategy to "dynamize" the brand and is also a way to "offer some support to our local

(Continued on page 60)

Egan's 'Distraction' Canadian Jazzer Makes Pop Bid

BY LARRY LeBLANC

TORONTO—Though she's known mainly in Quebec as a jazz vocalist, Coral Egan may well be Canada's next adult-based pop star.

Montreal-based Justin Time, Canada's premier jazz label, released Egan's solo adult contemporary debut, "My Favorite Distraction," Feb. 10.

Justin Time owner Jim West,

who discovered and developed Canadian singer/pianist Diana Krall's international career a decade ago on the label, says, "Coral's a great singer. She's got a personality onstage second to none, and her writing is good. That is a serious package. I'm not used to that in the jazz world."

Tom McAuliffe, national new release buyer at HMV Canada, agrees. (Continued on page 60)



EGAN: 'I'VE COMMITTED TO A SOUND'



JAPAN		UNITED KINGDOM		FRANCE		GERMANY	
THIS WEEK	LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK	LAST WEEK
(JEMPA PUBLICATIONS INC.) 02/18/04		(THE OFFICIAL UK CHARTS CO.) 02/16/04		(SNEP/IFOP/TITE-LIVE) 02/17/04		(MEDIA CONTROL) 02/18/04	
SINGLES		SINGLES		SINGLES		SINGLES	
1	NEW	1	NEW	1	1	1	1
2	2	2	NEW	2	2	2	3
3	NEW	3	1	3	3	3	2
4	1	4	2	4	4	4	NEW
5	4	5	NEW	5	5	5	5
6	NEW	6	3	6	6	6	NEW
7	8	7	5	7	8	7	4
8	NEW	8	4	8	10	8	6
9	7	9	NEW	9	17	9	10
10	6	10	7	10	9	10	8
ALBUMS		ALBUMS		ALBUMS		ALBUMS	
1	1	1	NEW	1	NEW	1	NEW
2	NEW	2	1	2	4	2	1
3	NEW	3	NEW	3	2	3	16
4	NEW	4	2	4	1	4	3
5	7	5	3	5	3	5	4
6	4	6	5	6	6	6	7
7	5	7	NEW	7	7	7	6
8	6	8	9	8	20	8	5
9	8	9	12	9	15	9	8
10	9	10	10	10	10	10	13
CANADA		ITALY		SPAIN		AUSTRALIA	
(SOUNDSCAN) 02/28/04		(FIMI/NIELSEN) 02/16/04		(AFYVE/MEDIA CONTROL) 02/18/04		(ARIA) 02/16/04	
SINGLES		SINGLES		SINGLES		SINGLES	
1	1	1	1	1	NEW	1	1
2	2	2	2	2	1	2	2
3	3	3	4	3	3	3	3
4	4	4	NEW	4	2	4	NEW
5	5	5	9	5	7	5	4
6	6	6	5	6	5	6	8
7	8	7	3	7	4	7	5
8	NEW	8	6	8	8	8	6
9	10	9	7	9	20	9	7
10	9	10	NEW	10	15	10	12
ALBUMS		ALBUMS		ALBUMS		ALBUMS	
1	NEW	1	NEW	1	NEW	1	NEW
2	2	2	3	2	1	2	NEW
3	3	3	1	3	7	3	1
4	4	4	NEW	4	10	4	3
5	6	5	6	5	5	5	4
6	5	6	2	6	3	6	7
7	8	7	4	7	NEW	7	5
8	7	8	NEW	8	6	8	6
9	RE	9	9	9	2	9	12
10	1	10	10	10	11	10	23
THE NETHERLANDS		SWEDEN		NORWAY		SWITZERLAND	
(MEGA CHARTS BV) 02/16/04		(GLF) 02/13/04		(VERDENS GANG NORWAY) 02/16/04		(MEDIA CONTROL) 02/17/04	
SINGLES		SINGLES		SINGLES		SINGLES	
1	NEW	1	30	1	1	1	1
2	1	2	33	2	2	2	3
3	2	3	1	3	3	3	4
4	5	4	6	4	4	4	2
5	3	5	2	5	12	5	5
ALBUMS		ALBUMS		ALBUMS		ALBUMS	
1	NEW	1	1	1	NEW	1	1
2	45	2	2	2	1	2	5
3	1	3	4	3	2	3	2
4	2	4	3	4	NEW	4	3
5	6	5	6	5	4	5	4

'Happy Ending' Gets Tears Rolling

Last December, Gary Jules went to No. 1 in the United Kingdom with a cover of "Mad World." Now, with perfect timing, **Tears for Fears**, which had the original hit with the song in 1982, has re-formed for the first album in 15 years with founding members **Roland Orzabal** and **Curt Smith**. "Everybody Loves a Happy Ending!" arrives April 6 on **Arista** and will be preceded March 29 by the single "Closest Thing to Heaven." The duo's last album together as Tears for Fears was "The Seeds of Love," which topped the U.K. chart in 1989 and hit No. 8 in the United States. In the

rhythm end of things, with a few tracks people can dance to." **NICK KELLY**

ETERNAL PIAF: "Her great voice will not be lost," author **Jean Cocteau** said on the passing of legendary French singer **Edith Piaf** in October 1963. To mark the 40th anniversary of her

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1990s, Orzabal issued two further albums under the band's name, which were, in effect, solo releases, while Smith also concentrated on solo projects. The pair denies the reunion is inspired by Jules' hit and says it started recording the album prior to his success. "The time just felt right," Orzabal says. **MAGALI WILD**

LIVING AGAIN: One-time Dublin street performer **Paddy Casey** created a stir when he burst onto the scene five years ago with a major-label deal and U2's management company, **Principle**, behind him.



CASEY: SECOND TIME AROUND

His debut set, "Amen (So Be It)," was well-received, and there were support tours with **R.E.M.** and **the Pretenders**. Then when it came to the second album, there were a few false starts, and Casey faded from view. But Sony kept the faith, and it has paid off. Casey's sophomore album, "Living," was released in Ireland in late 2003 and was kept from the No. 1 spot only by **Dido**—and by a mere 86 copies, according to sales figures. The single "Saints & Sinners" also went top 10. The album gets a U.K. and European release March 15. "I think it's more dynamic than the first record," Casey says. "I went more for the

death, **Capitol/EMI France** last year issued "Eternelle," a collection of 40 of her greatest songs, including four previously unreleased titles. Having sold 150,000 copies in France, "Eternelle" arrives Feb. 24 in the United States through **Angel Records**. The album is the start of a Piaf deluge that will include "Hymn to Love" (a collection of her songs in English), "Carnegie Hall" (a 1956 live recording) and "La Môme de Paris." **JAMES MARTIN**

FROM INDIA WITH LOVE: Noted Indian singer **Shubha Mudgal** has collaborated with painter **Haku Shah** for a unique project that blends music with art. The result is an exhibition and album titled "Haman Hain Ishq." Released on **Sony Music India**, the songs are inspired by the poetry of Indian mystic **Kabir**. For the exhibition, which opened in Mumbai in January, Shah created works of art inspired by Kabir's verse, several of them digitally generated. **Sony Music India** managing director **Shridhar Subramaniam** says, "By reviving the art of Bhakti [spiritual] poetry and manifesting its ideals into music, this project revisits a deeply rooted part of our culture." **NYAY BHUSHAN**

THOSE WERE THE DAYS: With a name like the **Blue Van**, the Danish quartet sounds as if it were hatched in a grease-laden garage housing a beat-up, flower-painted VW camper van. "The Beat You Can't Beat," an **Iceberg Records** demo of the bands' upcoming album, reveals **Kinks**-style guitar riffs and retro flower-power innocence tainted by a new millennium. One track, "I Remember the Days," has been put in rotation by Danish public broadcaster **P3**, and the demo is also getting airtime on U.S. college radio. "We're in advanced talks with a U.S. indie label," **Iceberg** managing director **Manfred Zähringer** says. **CHARLES FERRO**

Billboard EUROCHARTS

Eurocharts are compiled by Billboard from the national singles and album sales charts of 18 European countries.
 02/18/04

THIS WEEK	LAST WEEK	TITLE	ARTIST
1	1	SHUT UP	BLACK EYED PEAS INTERSCOPE
2	2	HEY YA!	OUTKAST ARISTA
3	3	TURN ME ON	KEVIN LYTTLE ATLANTIC
4	7	SUPERSTAR	JAMELIA PARLOPHONE
5	5	SI DEMAIN... (TURN AROUND)	ANTONN KAREEN & BONNIE TYLER EPIC
6	4	MILKSHAKE	KELUS VIRGIN
7	NEW	WITH A LITTLE HELP FROM MY FRIENDS	SAM & MARK 19/RC/A
8	NEW	SHE BELIEVES (IN ME)	ROMAN KEATING POLYDOR
9	68	TOXIC	BRITNEY SPEARS JIVE
10	8	AUGEN AUF	OOMPH! GUN SUPERS
11	9	COMME DES CONNARDS	LES CONNARDS UP MUSIC
12	6	TAKE ME TO THE CLOUDS ABOVE	LMC VS. U2 ALL AROUND THE WORLD
13	10	ON N'OUBLIE JAMAIS RIEN	HELENE SEGARA ORLANDO/EAST WEST
14	11	OOOPS—WE ARE IN THE JUNGLE	DSCHUNGELSTARS POLYDOR
15	18	SEXY POUR MOI	TRAGEDIE UP MUSIC
16	14	IN THE SHADOWS	THE RASMUS PLAYGROUND/UNIVERSAL
17	13	BEHIND BLUE EYES	LIMP BIZKIT INTERSCOPE
18	16	I'M STILL IN LOVE WITH YOU	SEAN PAUL FT. SASHA VP/ATLANTIC
19	15	MY IMMORTAL	EVANESCENCE WIND-UP/WIND-UP/EPIC
20	19	RUNNIN' (DYING TO LIVE)	Z PACT FT. NOTORIOUS B.I.G. INTERSCOPE/DEF JAM

THIS WEEK	LAST WEEK	TITLE	ARTIST
1	NEW	NORAH JONES	FEELS LIKE HOME BLUE NOTE
2	2	EVANESCENCE	FALLEN WIND-UP/EPIC
3	1	DIDO	LIFE FOR RENT CHEEKY/ARISTA
4	8	NORAH JONES	COME AWAY WITH ME BLUE NOTE
5	3	BLACK EYED PEAS	ELEPHUNK INTERSCOPE
6	5	AIR	TALKIE WALKIE SOURCE/VIRGIN
7	6	SEAL	IV WARNER BROS.
8	22	JOSS STONE	THE SOUL SESSIONS VIRGIN
9	11	LEANN RIMES	THE BEST OF CURB/LONDON
10	7	KATIE MELUA	CALL OFF THE SEARCH DRAMATICO
11	9	DICK BRAVE & THE BLACKBEATS	DICK THIS! WEA
12	12	BRITNEY SPEARS	IN THE ZONE JIVE
13	4	INCUBUS	A CROW LEFT OF THE MURDER EPIC
14	NEW	FRANZ FERDINAND	FRANZ FERDINAND DOMINO
15	16	OUTKAST	SPEAKERS XXX/THE LDVE BELOW ARISTA
16	10	NO DOUBT	THE SINGLES 1992-2003 INTERSCOPE
17	19	ROBBIE WILLIAMS	LIVE AT KNEBWORTH CHRYSALIS
18	14	RED HOT CHILI PEPPERS	GREATEST HITS WARNER BROS.
19	13	SNOW PATROL	FINAL STRAW FICTION/POLYDOR
20	20	KYO	LE CHEMIN JIVE

THIS WEEK	LAST WEEK	TITLE	ARTIST
1	NEW	NORAH JONES	FEELS LIKE HOME BLUE NOTE
2	2	EVANESCENCE	FALLEN WIND-UP/EPIC
3	1	DIDO	LIFE FOR RENT CHEEKY/ARISTA
4	8	NORAH JONES	COME AWAY WITH ME BLUE NOTE
5	3	BLACK EYED PEAS	ELEPHUNK INTERSCOPE
6	5	AIR	TALKIE WALKIE SOURCE/VIRGIN
7	6	SEAL	IV WARNER BROS.
8	22	JOSS STONE	THE SOUL SESSIONS VIRGIN
9	11	LEANN RIMES	THE BEST OF CURB/LONDON
10	7	KATIE MELUA	CALL OFF THE SEARCH DRAMATICO
11	9	DICK BRAVE & THE BLACKBEATS	DICK THIS! WEA
12	12	BRITNEY SPEARS	IN THE ZONE JIVE
13	4	INCUBUS	A CROW LEFT OF THE MURDER EPIC
14	NEW	FRANZ FERDINAND	FRANZ FERDINAND DOMINO
15	16	OUTKAST	SPEAKERS XXX/THE LDVE BELOW ARISTA
16	10	NO DOUBT	THE SINGLES 1992-2003 INTERSCOPE
17	19	ROBBIE WILLIAMS	LIVE AT KNEBWORTH CHRYSALIS
18	14	RED HOT CHILI PEPPERS	GREATEST HITS WARNER BROS.
19	13	SNOW PATROL	FINAL STRAW FICTION/POLYDOR
20	20	KYO	LE CHEMIN JIVE

RADIO AIRPLAY
 Monitored Radio Airplay information from 17 European countries as monitored and tabulated by Music Control.
 02/18/04 music control

THIS WEEK	LAST WEEK	TITLE	ARTIST
1	1	SHUT UP	BLACK EYED PEAS INTERSCOPE
2	2	HEY YA!	OUTKAST ARISTA
3	4	SUPERSTAR	JAMELIA PARLOPHONE
4	3	LIFE FOR RENT	DIDO BMG
5	5	IT'S MY LIFE	NO DOUBT MCA
6	8	TURN ME ON	KEVIN LYTTLE ATLANTIC
7	6	TOO LOST IN YOU	SUGABABES ISLAND
8	10	BEHIND BLUE EYES	LIMP BIZKIT INTERSCOPE
9	7	IN THE SHADOWS	THE RASMUS PLAYGROUND/UNIVERSAL
10	20	GEORGE MICHAEL	AMAZING COLUMBIA
11	9	LOVE'S DIVINE	SEAL EAST WEST
12	13	GOD IS A DJ	PINKY ARISTA
13	11	POWERLESS (SAY WHAT YOU WANT)	NELLY FURTADO DREAMWORKS
14	17	RED BLOODED WOMAN	KYLIE MINOGUE PARLOPHONE
15	12	PARCE QU'ON VIENT DE LOIN	CORNELLE WAGRAM
16	14	MILKSHAKE	KELUS VIRGIN
17	16	SIGNED, SEALED, DELIVERED	BLUE FT. STEVIE WONDER INNOCENT
18	27	MY IMMORTAL	EVANESCENCE WIND-UP/EPIC
19	23	I'M STILL IN LOVE WITH YOU	SEAN PAUL ATLANTIC
20	24	WHERE IS THE LOVE?	BLACK EYED PEAS INTERSCOPE

AUSTRIA		(AUSTRIAN IFPI/AUSTRIA TOP 40) 02/16/04
THIS WEEK	LAST WEEK	
1	3	AUGEN AUF
2	1	SHUT UP
3	2	BEDS ARE BURNING
4	5	HEY YA!
5	4	BEHIND BLUE EYES
1	NEW	NORAH JONES
2	1	EVANESCENCE
3	2	RICARDO MUTI & WIENER PHILHARMONIKER
4	4	STARMANIA NG
5	3	DIE LOLLIPOPS

BELGIUM/WALLONIA		(PROMUVI) 02/18/04
THIS WEEK	LAST WEEK	
1	1	SI DEMAIN... (TURN AROUND)
2	2	ON N'OUBLIE JAMAIS RIEN
3	3	SHUT UP
4	4	SEXY POUR MOI
5	6	COMME DES CONNARDS
1	1	LORIE
2	18	NORAH JONES
3	3	KYO
4	2	INDOCHINE
5	4	DIDO

DENMARK		(IFPI/NIELSEN MARKETING RESEARCH) 02/17/04
THIS WEEK	LAST WEEK	
1	1	TURN ME ON
2	2	BEHIND BLUE EYES
3	3	TAKING BACK MY HEART
4	4	TOXIC
5	6	THE MAGIC KEY
1	NEW	NORAH JONES
2	NEW	VARIOUS ARTISTS
3	19	NORAH JONES
4	2	KANDIS
5	1	KIM LARSEN & KJUKKEN

PORTUGAL		(AFP) 02/17/04
THIS WEEK	LAST WEEK	
1	2	MY IMMORTAL
2	1	LOOKING FOR SOMETHING
3	8	KA-CHING
4	3	LOSE YOURSELF
5	6	IT'S MY LIFE
1	NEW	NORAH JONES
2	1	EVANESCENCE
3	2	MARIA RITA
4	10	SEAL
5	15	SIMPLY RED

IRELAND		(IRMA/CHART TRACK) 02/13/04
THIS WEEK	LAST WEEK	
1	1	MILKSHAKE
2	2	HEY YA!
3	5	TAKE ME TO THE CLOUDS ABOVE
4	4	LEAVE RIGHT NOW
5	6	ALL THIS TIME
1	NEW	NORAH JONES
2	5	NORAH JONES
3	NEW	HOTHOUSE FLOWERS
4	2	PADDY CASEY
5	4	BRITNEY SPEARS

NEW ZEALAND		(RECORD PUBLICATIONS LTD.) 02/16/04
THIS WEEK	LAST WEEK	
1	4	SUPERSTAR
2	1	SUGA SUGA
3	7	MILKSHAKE
4	11	ANGELS BROUGHT ME HERE
5	8	HOLIDAE INN
1	NEW	INCUBUS
2	1	HAYLEY WESTENRA
3	NEW	THE BLACK SEEDS
4	2	SCRIBE
5	3	EVANESCENCE

GREECE		(IFPI GREECE/DELOITTE & TOUCHE) 02/13/04
THIS WEEK	LAST WEEK	
1	NEW	TRIA TRAGOUDIA
2	NEW	THU THUCA
3	1	MY IMMORTAL
4	3	TURN ME ON
5	8	ANAPANTITES KLISIS/TRELI KARDIA
1	1	EVANESCENCE
2	3	SERTAB ERERER
3	9	SOUNDTRACK
4	2	SOUNDTRACK
5	NEW	AIR

CZECH REPUBLIC		(IFPI) 02/13/04
THIS WEEK	LAST WEEK	
1	1	LUCIE
2	2	CHINASKI
3	18	KAREL GOTT
4	5	DANIEL LANDA
5	3	JAROMIR NOHAVICA
6	4	LUCIE BILA
7	6	LEOS MARES
8	19	KABAT
9	8	MARIE ROTTROVA
10	12	TEZKEJ POKONDR

COMMON CURRENCY

A weekly scorecard of albums simultaneously attaining top 10 chart status in three or more leading world markets.

Repertoire owner: B: BMG, E: EMI, I: Independent, S: Sony, U: Universal, W: Warner

ARTIST	USA	JPN	UK	GER	FRA	CAN	SPN	AUS	ITA	NTH
NORAH JONES Feels Like Home (E)	1	6	1	1	1	1	7	2	1	1
NORAH JONES Come Away With Me (U)				3	8					3
EVANESCENCE Fallen (S)	7			4	9	4		3		6
BLACK EYED PEAS Elephunk (U)			10		5	9		8		1
DIDO Life for Rent (B)			9	5	10			7		3

French Export Office Targets Turnaround

BY JAMES MARTIN

PARIS—The French Music Export Office (FMEO) expects a sales revival in 2004, despite a disappointing 2002 and 2003.

FMEO president Eric Morand says 2003 was "a year of transition" for the local music business, following a weak 2002, when overseas shipment volumes fell 17% to 33 million album units. According to newly published FMEO figures, 4.43 million of those were finished product and 28.7 million were licensed repertoire.

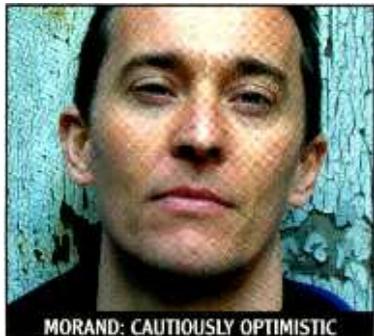
Morand is cautiously optimistic that there will be an upturn in exports this year, thanks to several album releases with sizable international potential.

The first of those, electronica duo Air's "Talkie Walkie" (Source/Virgin), shipped 450,000 copies outside France within two weeks of its Jan. 26 release, according to the label. The album entered the *Billboard* European Top 100 albums chart at No. 1 (*Billboard*, Feb. 14).

Albums from a number of other French acts with established international profiles, including Phoenix (Virgin/EMI), Télépopmusik (Catalogue/EMI) and Patricia Kaas (Columbia/Sony), are also in the pipeline.

The FMEO was set up in 1993 with funding from the local music industry and the French government. The initiative has since been copied by other European countries eager to boost their domestic repertoire's profile overseas.

The 2002 figures are based on infor-



MORAND: CAUTIOUSLY OPTIMISTIC

mation for the full year supplied by French labels bodies SNEP and UPFI, both of which help fund the FMEO. The complexities of collecting full shipment details from around the globe—particularly where licensing deals are involved—mean that annual figures from the FMEO are published 12 months after the calendar year in question.

Morand heads French dance/electronica label F Communications, which he co-founded. A climate of declining sales in 2002 resulted in an "inevitable conservatism" in French A&R in 2003, he says.

"The notion of signing 'global' artists such as [Virgin France dance/electronica act] Daft Punk significantly diminished in 2003," Morand suggests. As a result, the downward trend of 2002 is expected to have continued in 2003.

However, FMEO provisional figures for Jan. 1, 2002, to Oct. 30, 2003, exhibit strong export performances by individual albums. Multi-instrumentalist

Yann Tiersen shipped more than 900,000 copies of his 2001 score for Academy Award-nominated film "Amelie" (Labels/EMI) outside France during that period.

FRENCH BOOM

Former supermodel Carla Bruni, signed to French indie Naïve, was another success story during the 21-month period studied by FMEO.

She shipped more than 300,000 copies of her 2002 debut album, "Quelqu'un M'a Dit," outside France, building on domestic shipments during the same period in excess of 1 million units.

The success of Bruni's set—recorded entirely in French—shows that French-language recordings are now considered "world music" in their own right, Morand claims. The album performed particularly well in Italy and Germany.

"Quelqu'un M'a Dit" will be released in the United Kingdom, the United States, Japan and Scandinavia this spring on V2. Naïve international sales and licensing manager Laure Duhard says V2 U.K. managing director Tony Harlow "heard the album, fell in love with it and immediately asked [Naïve president] Patrick Zelnik which territories were still free."

Duhard says language is unlikely to be a barrier to further international success for Bruni.

"You don't have to understand the lyrics to appreciate the music," she says. "Just [appreciate] a certain je ne sais quoi."

The Stella Artois Music label's operations will be limited to Belgium. Interest from overseas in specific releases will be dealt with according to the nature of the deal with each act.

"In Belgium, we have elaborated [on] a specific sponsorship platform for Stella Artois," Amssoms explains. "Overseas, this brand has a premium positioning, which requires a totally different strategy." The label will not open overseas offices, she adds.

The launch of the label has received qualified approval from the local affiliate of labels body the International Federation of the Phonographic Industry (IFPI).

"Every initiative that supports our music industry in these tough times is very welcome, [especially] if they support local artists," IFPI Belgium director Marcel Heymans says.

"On the other hand," Heymans adds, "we must be cautious that initiatives like this don't harm the regular/traditional business—the support of [a leading brand like] Stella Artois Music could result in unfair competition as well."

search for "a strong financial partner." He says the label will sign three or four Belgian acts this year.

The first act to be signed to the new label is dance outfit Praga Khan, one of several music projects fronted by Belgian DJ Maurice Engelen. Dance pioneer Engelen has an international profile with Praga Khan and his band Lords of Acid. He will also work as A&R consultant for the new label.

A new Praga Khan album, "Electric Religion," is set for domestic release April 17 on Stella Artois Music, preceded by a single, "2004 (Life)."

The single will be released before the end of this month, the label says. Promotional copies have already been shipped to radio stations and music TV outlets.

DOMESTIC FOCUS

A domestic sales and distribution deal with Sony Music Belgium for the label was nearing completion at press time. Sony Music Belgium managing director Koen Van Bockstal declined to comment on the pending deal.

NEWSLINE

THE INTERNATIONAL WEEK IN BRIEF

Net music shipment figures from the Recording Industry Assn. of Japan confirm the decline indicated in its recent production statistics for 2003 (*Billboard*, Feb. 7). The RIAJ says shipments of audio product net of returns to retailers in 2003 fell 4% to 292.9 million units. Value at retail prices was down 11% to 516.9 billion yen (\$4.9 billion). Japanese labels are able to calculate retail values from shipment levels because they operate the government-approved *saihan* fixed retail price system. Domestic repertoire also fared poorly, falling 5% to 22.6 million units for a retail value of 370.8 billion yen (\$3.5 billion), down 14%. Shipments of international product declined 3% to 71.3 million units, with value down 4% to 146.1 billion yen (\$1.4 billion). A total of 20.1 million music videos and DVDs were shipped—a 58% rise—with a retail value of 69.6 billion yen (\$659 million). **STEVE MCCLURE**

Kate Fulton has resigned as director general of British Music Rights (BMR), the London-based lobbying body for author/publisher interests. Fulton says she quit because she "does not have the time to effectively deliver the [organization's] planned program." Fulton replaced outgoing BMR director general Frances Lowe in September 2003. Fulton previously was chief legal counsel for Europe/U.K. at advertising agency Young & Rubicam. BMR chairman Alistair Hunter confirms the board is considering its options regarding Fulton's replacement. BMR GM Henrietta Yoxall has been named acting director general. **LARS BRANDLE**



FULTON

BMG Music Publishing has launched a dedicated consultancy service in Europe for companies that use music in films and TV programming. The new London-based division, Synctank, will offer a comprehensive music-sourcing service that includes a free online "search and listen" facility at bmgmusicsearch.com. In addition, tailor-made CD samplers will provide ideas for specific projects at the client's request, full project management support and fast-track licensing. Although centrally coordinated from London, Synctank will have representatives in all BMG Music Publishing's European offices to handle local licensing issues. Users will have direct access to a catalog of nearly 1 million songs. Synctank is jointly headed by BMG Music Publishing U.K. media and marketing manager Dave Bartram and U.K. film and TV manager Chris Graves. Both report to Steve Levy, London-based BMG Music Publishing International head of global marketing. **SAM ANDREWS**

French CD manufacturer MPO has acquired German company EMTEC Consumer Media, a manufacturer of audio and video cassettes, floppy disks and recordable CDs and DVDs. MPO paid an undisclosed sum to the manufacturer's former parent, German chemical group BASF. The deal widens MPO's previously business-to-business customer base to include the consumer sector, EMTEC's target market. MPO produces CD-Rs, DVD-Rs and Mini Discs under the Hi-Space brand name. It also makes such storage devices as memory cards. MPO chairman Loic de Poix says, "This operation will allow us to increase our presence in the sort of developing markets which would otherwise have been difficult to approach." **JAMES MARTIN**

Brewer

Continued from page 57

music industry in tough times."

Interbrew's other core lager brand in the Belgian market, Jupiler, has strong links with soccer. It sponsors both the national soccer league and the Belgian national team.

Launched Feb. 1, the Stella Artois Music record label is headed by managing director Len Doens and backed by two other full-time staffers.

Doens was previously program director of Netherlands-based music TV channel TMF, an MTV Networks Europe affiliate. Before that, he was promotion and A&R manager with BMG in the Netherlands and at indie CNR/Arcade.

"Some promising bands and artists are without a record deal these days," Doens says, "because the industry is at quite a low ebb." With that thought in mind, Doens says he took the idea for a label start-up to Interbrew, as part of a

Egan

Continued from page 57

"Coral has an incredible voice. She has a steady following in Montreal. We tried to grow on that with her previous [jazz] release, and we did OK. But this is the album that is going to break her."

Egan admits to being "terrified" of what has become a quickly accelerating career but says, "I've been trying to prepare myself for this my whole young-adult life. I'm so happy it is happening. I can see that I will not fall from the edge of the world. I've committed to music; I've committed to a sound."

HYBRID STYLE

While rooted in jazz, Egan's album is an appetizing hybrid of

pop, folk, soul and Quebecois influences, reflecting Montreal's diverse cultural lineage.

Bilingual Egan describes the mostly French-speaking city as "the cultural Mecca of Canada." She adds, "The incredible thing about the Quebecois culture is that [the French] want to keep their authenticity. I'm an English Montrealer, but I'm connected to that drive."

Following her first appearance onstage at 11 with her mother, celebrated Montreal jazz singer Karen Young, Egan has worked extensively in Quebec, performing with her mother, working as a solo singer since she was 16 and collaborating with such top Quebec artists as Luc de Larochelière and DJ Ram.

(Continued on page 63)

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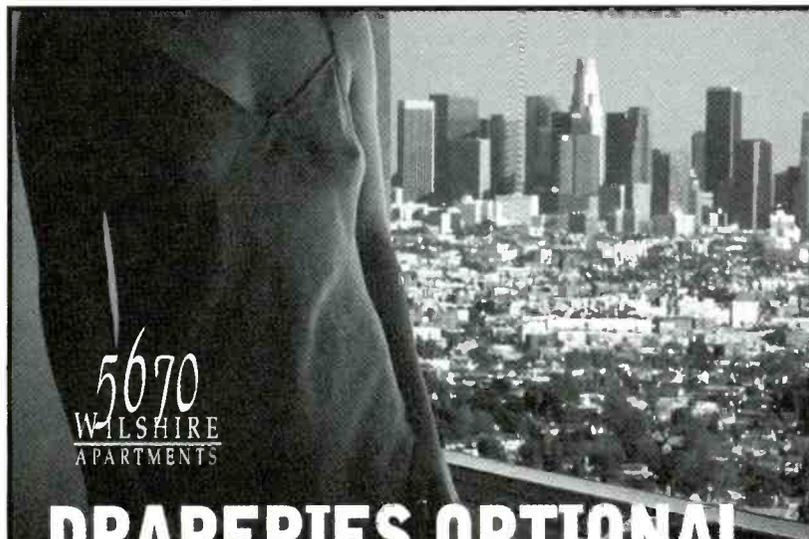
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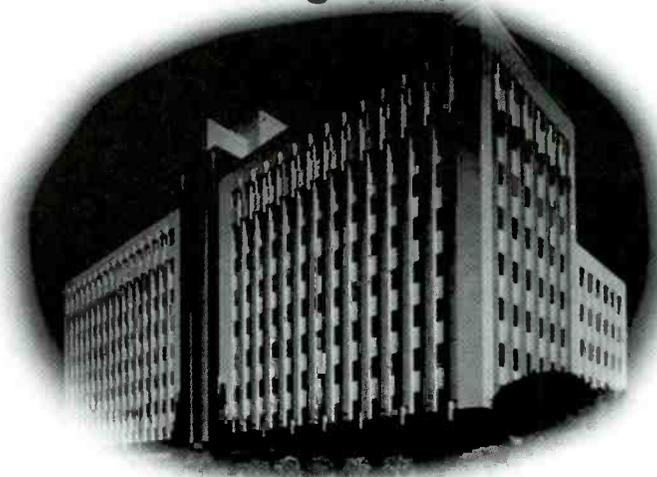
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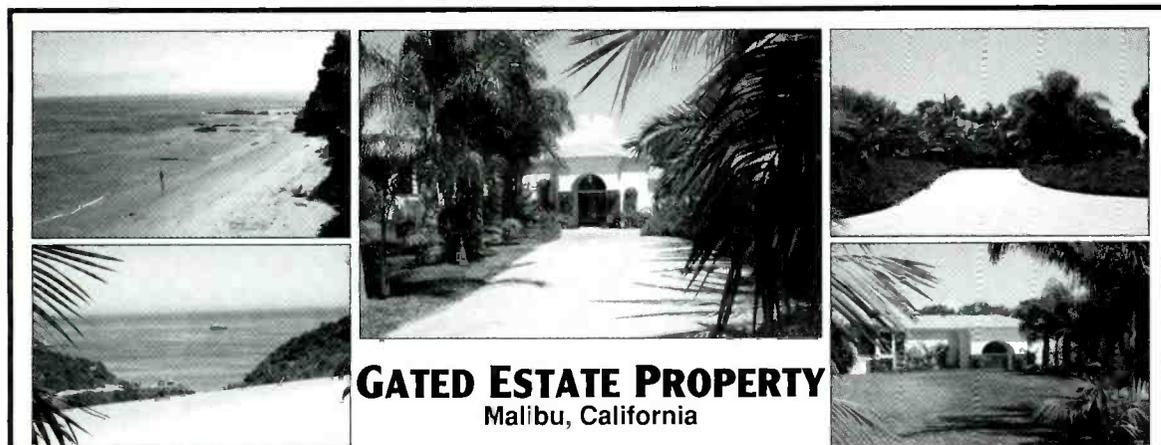
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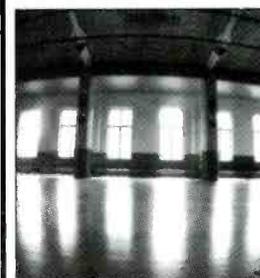
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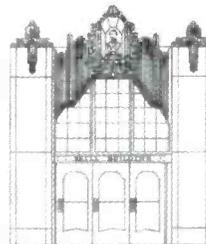
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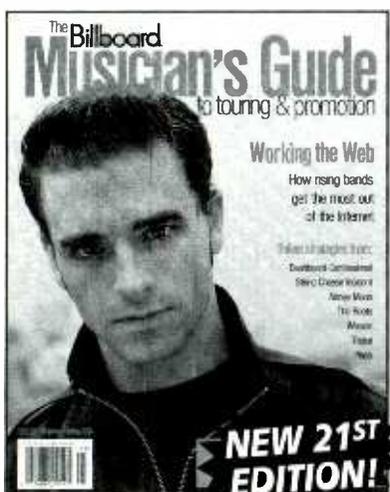
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'Mad World'

Continued from page 57

for Wolf tickets," which debuted on the Official U.K. Charts Co. album listing dated Jan. 31 at No. 12. The album has sold 25,000 units across the counter in the United Kingdom, Conroy says.

Jules lived in the United Kingdom before embarking on a European promotional tour of Sweden, the Netherlands, Germany, Belgium, France and Portugal, leading up to the Feb. 12 start of a nine-date British and Irish tour. Jules is booked in Europe by ITB and managed by Los Angeles-based Bill Silva Management.

"Mad World" has made the top five of the Mega Charts Top 100 singles sales listing in the Netherlands, one of several territories where the single has been released on Adventure/Sanctuary through BMG. Other territories covered by BMG include Denmark, Finland, France and the Benelux markets (Belgium, Luxembourg and the Netherlands).

In Germany, Switzerland and Australia, the single is distributed through Rough Trade, by PIAS in Spain, Edel in Italy, VMW in Norway and Showtime in Sweden.

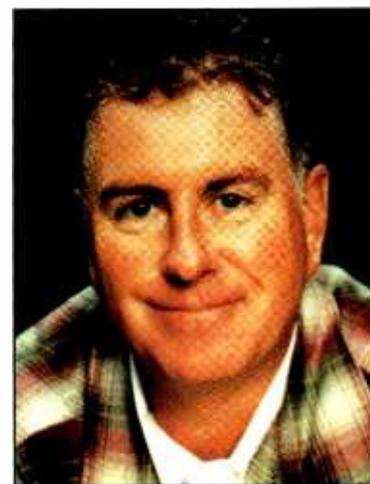
"The single has captured the imagination of the international market exactly as it did the U.K.'s prior to Christmas," Sanctuary VP of international marketing and promotion Julian Wall says.

The single has now been released

throughout Europe and the album is available everywhere except France, Italy and Spain, where it is due in March.

March 16 sees the U.S. release of "Wolf tickets" by Universal; the album first appeared in America in 2001 as a self-issued project by Jules, before the recording of "Mad World" gave it new momentum.

Under the one-album Universal



CONROY: JULES HELPED PUT ADVENTURE ON MAP

deal, Jules also won ownership of his debut album "Greetings From the Side," released there by A&M in 1998 shortly before the Seagram/PolyGram deal terminated the old label.

"The contract stack that the lawyers [were] going to go through started with Sheryl Crow and worked its way down to Gary Jules after about a year," he says.

Responding to the idea that he has effectively put his head back into the "major lion's mouth," he says: "It's

always the same lion, but I learned a few tricks since the last time. I got a chair and a whip, finally."

Conroy says Jules' success has "helped no end in putting Adventure on the map." He runs the company with his wife, Katie Conroy, the former EMI director of international promotions.

Adventure recently confirmed the worldwide signing of former Fleetwood Mac member Christine McVie. She has an album due in May.

A Japanese deal with Avex has been secured for Adventure's Danish rock band Nu, and the company will soon launch U.K. female rapper Verbalicious.

Ahead of the planned U.K. release of Jules' "Broke Window" as a follow-up single in late March, there is no shortage of onlookers ready to dismiss him as a one-hit wonder. "It's a huge hit for the sort of musician I consider myself to be," the artist says.

"That's not making any more claims to legitimacy than anybody else," he adds, "but my album cost 100 bucks; I made it in a basement with my best friend. 'Mad World' went to the top of the charts, and if that didn't happen again for a while, that would be OK with me."

Egan

Continued from page 60

In 2002, Egan and guitarist Alex Cattaneo released the album "The Path of Least Resistance" independently. Produced by longtime collaborator Charles Papasoff, the album featured mostly pop standards, spanning Irving Berlin's "How Deep Is the Ocean" to Van Morrison's "Moondance." Licensed the same year by Justin Time, West says the album has sold 4,000 units to date, a respectable figure for a jazz release in Canada.

Following the independent release of the album, Egan received numerous offers from major labels. But she opted to sign with Justin Time.

Egan explains, "Justin Time offered me artistic liberty. You won't find that with a major." West, however, is currently looking at several offers from major labels to distribute the album outside Canada.

Produced by Papasoff, "My Favorite Distraction" was recorded at Studio Frisson in Montreal. Unlike her debut—which was completed in three weeks—the new album took six weeks of pre-production and nearly two months to record. Egan and Papasoff approached each song as its own entity, using vocals and melodies to link the songs overall.

Although writing, arranging and recording her own material was challenging, Egan enjoyed the process. "I feel like I've married, divorced and found my new love," Egan says. "Recording is so trying but so incredible."

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Tuned In: Radio

By Marc Schiffman
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CC stations in about 50 markets

will promote the contest for three weeks on-air, on-line and at remotes. Each week, participating stations select an entrant to submit to Sony Music's panel of judges.

Beginning in March, Ryan Seacrest, host of "American Idol" and mornings on KIIS, will join Z100 morning jock Elvis Duran in hosting a weekly, one-hour Radio Star special on CC stations nationwide for 10 weeks.

Listeners can vote for their favorite artists through a dedicated Web site. Radio Star judges will select three finalists, before choosing a winner.

DEES' BOOTS MADE FOR WALKIN': Longtime top 40 KIIS Los Angeles morning man Rick Dees has left the building. Dees, a fixture at KIIS since 1982, will continue to host countdown show "Rick Dees' Weekly Top 40," which Clear Channel's Premiere Networks syndicates to 350 stations nationwide. The aforementioned Ryan Seacrest takes over Dees' seat at KIIS.

ALLIED FORCES: Sirius Satellite Radio, EchoStar and RadioShack announced Feb. 12 the formation of the Satellite Entertainment Alliance.

Sirius president/CEO Joseph P. Clayton says the alliance will bring new outlets to the service. Sirius com-

mercial-free programming will be part of the service available to EchoStar Dish Network's 9 million subscribers. A base of 6 million will automatically get the service; the remainder must upgrade to receive the programming.

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Billboard® VIDEO MONITOR

THE MOST-PLAYED CLIPS AS MONITORED BY NIELSEN BROADCAST DATA SYSTEMS
"New Ons" are those clips with six or more plays for the first time in the chart week.

For week ending
FEBRUARY 15, 2004

BET	CMT	MUSIC TELEVISION	VH1
1234 W. Street, NE, Washington, D.C. 20018	330 Commerce Street, Nashville, TN 37201	1515 Broadway, New York, NY 10036	1515 Broadway, New York, NY 10036
<p>1 TWISTA, SLOW JAMZ</p> <p>2 G-UNIT, POPPIN' THEM THANGS</p> <p>3 CHINGY, ONE CALL AWAY</p> <p>4 LUDACRIS, SPLASH WATERFALLS</p> <p>5 WESTSIDE CONNECTION, GANGSTA NATION</p> <p>6 MISSY ELLIOTT, I'M REALLY HOT</p> <p>7 RICKY MARTIN, Y TODO QUEDA EN NADA</p> <p>8 MASTER P, THEM JEANS</p> <p>9 RUBEN STUDDARD, SORRY 2004</p> <p>10 YING YANG TWINS, SALT SHAKER</p> <p>11 ALICIA KEYS, YOU DON'T KNOW MY NAME</p> <p>12 YOUNG GUNZ, NO BETTER LOVE</p> <p>13 JOE, MORE & MORE</p> <p>14 PETEY PABLO, FREEK-A-LEEK</p> <p>15 R. KELLY, STEP IN THE NAME OF LOVE</p> <p>16 MURPHY LEE, LUV ME BABY</p> <p>17 KANYE WEST, THROUGH THE WIRE</p> <p>18 OUTKAST, THE WAY YOU MOVE</p> <p>19 CASSIOW, HOTEL</p> <p>20 JAY-Z, ENCORE</p> <p>21 BEYONCE, ME MYSELF AND I</p> <p>22 JUVENILE, IN MY LIFE</p> <p>23 AVANT, READ YOUR MIND</p> <p>24 T.I., RUBBER BAND MAN</p> <p>25 JIN, LEARN CHINESE</p> <p>26 SLEEPY BROWN, I CAN'T WAIT</p> <p>27 TRILLVILLE, NEVA EVA</p> <p>28 KELIS, MILKSHAKE</p> <p>29 CARL THOMAS, SHE IS</p> <p>30 SEAN PAUL, I'M STILL IN LOVE WITH YOU</p> <p>31 MARY J. BLIGE, NOT TODAY</p> <p>32 OUTKAST, HEY YA</p> <p>33 GLENN LEWIS, BACK FOR MORE</p> <p>34 BIG TYMERS, GANGSTA GIRL</p> <p>35 AVANT, DON'T TAKE YOUR LOVE AWAY</p> <p>36 MARQUES HOUSTON, POP THAT BOOTY</p> <p>37 CAM'RON, GET 'EM GIRLS</p> <p>38 F-30, FIGHTING IN THE CLUB</p> <p>39 DAVID BANNER, CRANK IT UP</p> <p>NEW ONS</p> <p>SLEEPY BROWN, I CAN'T WAIT</p> <p>CAM'RON, GET 'EM GIRLS</p>	<p>1 ALAN JACKSON, REMEMBER WHEN</p> <p>2 KENNY CHESNEY, THERE GOES MY LIFE</p> <p>3 JOSH TURNER, LONG BLACK TRAIN</p> <p>4 TOBY KEITH, AMERICAN SOLDIER</p> <p>5 CLAY WALKER, I CAN'T SLEEP</p> <p>6 BUDDY JEWELL, SWEET SOUTHERN COMFORT</p> <p>7 RICKY MARTIN, Y TODO QUEDA EN NADA</p> <p>8 SARA EVANS, PERFECT</p> <p>9 SHANIA TWAIN, SHE'S NOT JUST A PRETTY FACE</p> <p>10 MINDY SMITH, JOLENE</p> <p>11 TRACE ADKINS, HOT MAMA</p> <p>12 JIMMY WAYNE, I LOVE YOU THIS MUCH</p> <p>13 GARY ALLAN, SONGS ABOUT RAIN</p> <p>14 KEITH URBAN, YOU'LL THINK OF ME</p> <p>15 SHEDAISSY, PASSENGER SEAT</p> <p>16 JOE NICHOLS, COOL TO BE A FOOL</p> <p>17 RODNEY CROWLEY, EARLY MORNINGS</p> <p>18 BRIAN MCCOMAS, YOU'RE IN MY HEAD</p> <p>19 SHERYL CROW, THE FIRST CUT IS THE DEEPEST</p> <p>20 TOBY KEITH, BEER FOR MY HORSES</p> <p>21 MARTY STUART/MERLE HAGGARD, FARMER'S BLUES</p> <p>22 CLINT BLACK, SPEND MY TIME</p> <p>23 ALISON KRAUSS & UNION KRAUSS, EVERYTIME YOU SAY GOODBYE</p> <p>24 OOLY PARTON, WELCOME HOME</p> <p>25 MONTGOMERY GENTRY, HELL YEAH</p> <p>26 DIERKS BENTLEY, WHAT WAS I THINKIN'</p> <p>27 ROSANNE CASH, SEPTEMBER WHEN IT COMES</p> <p>28 DIXIE CHICKS, SWISS CHEESE ON MY MIND</p> <p>29 DIERKS BENTLEY, MY LAST NAME</p> <p>30 BILLY CURRINGTON, I GOT A FEELIN'</p> <p>31 BROOKS & DUNN, YOU CAN'T TAKE THE HONKY-TONK OUT OF THE GIRL</p> <p>32 TOBY KEITH, I LOVE THIS BAR</p> <p>33 ALAN JACKSON & JIMMY, IT'S FIVE O'CLOCK SOMEWHERE</p> <p>34 EMERSON DRIVE, LAST ONE STANDING</p> <p>35 TERRI CLARK, I WANNA DO IT ALL</p> <p>36 JAMES TAYLOR & ALISON KRAUSS, HOWS THE WORLD TREATING YOU</p> <p>37 DEL MCCURRY BAND, MY LOVE WILL NOT CHANGE</p> <p>38 KENNY CHESNEY, NO SHIRTS, NO PROBLEMS</p> <p>39 RASCAL FLATTS, I MELT</p> <p>40 GARY ALLAN, TOUGH LITTLE BOYS</p> <p>NEW ONS</p> <p>SHEDAISSY, PASSENGER SEAT</p> <p>DOLLY PARTON, WELCOME HOME</p>	<p>1 TWISTA, SLOW JAMZ</p> <p>2 CHINGY, ONE CALL AWAY</p> <p>3 HILARY DUFF, COME CLEAN</p> <p>4 BEYONCE, ME MYSELF AND I</p> <p>5 JESSICA SIMPSON, WITH YOU</p> <p>6 MISSY ELLIOTT, I'M REALLY HOT</p> <p>7 KANYE WEST, THROUGH THE WIRE</p> <p>8 THE DARKNESS, I BELIEVE IN A THING CALLED LOVE</p> <p>9 MAROONS, THIS LOVE</p> <p>10 BRITNEY SPEARS, TOXIC</p> <p>11 BLINK-182, I MISS YOU</p> <p>12 JOSS STONE, FELL IN LOVE WITH A BOY</p> <p>13 NICKELBACK, SOMEDAY</p> <p>14 THE OFFSPRING, HIT THAT</p> <p>15 311, LOVE SONG</p> <p>16 SEAN PAUL, I'M STILL IN LOVE WITH YOU</p> <p>17 CAM'RON, GET 'EM GIRLS</p> <p>18 EVANESCENCE, MY IMMORTAL</p> <p>19 ALICIA KEYS, YOU DON'T KNOW MY NAME</p> <p>20 BLACK EYED PEAS, HEY MAMA</p> <p>21 OUTKAST, THE WAY YOU MOVE</p> <p>22 KATY ROSE, OVERDRIVE</p> <p>23 INCUBUS, MEGALOMANIAC</p> <p>24 LINKIN PARK, NUMB</p> <p>25 THREE DAYS GRACE, I HATE EVERYTHING ABOUT YOU</p> <p>26 SWITCHFOOT, MEANT TO LIVE</p> <p>27 YEAH YEAH YEAHS, MAPS</p> <p>28 GOOD CHARLOTTE, HOLD ON</p> <p>29 JASON MRAZ, YOU AND I BOTH</p> <p>30 FEFÉ DOBSON, EVERYTHING</p> <p>31 RUBEN STUDDARD, SORRY 2004</p> <p>32 NICK CANNON, GIGOLO</p> <p>33 WESTSIDE CONNECTION, GANGSTA NATION</p> <p>34 LOSTPROPHETS, LAST TRAIN HOME</p> <p>35 G-UNIT, WANNA GET 2 KNOW U</p> <p>36 YING YANG TWINS, SALT SHAKER</p> <p>37 CASSIOW, HOTEL</p> <p>38 A.F.I., SILVER AND COLD</p> <p>39 LUDACRIS, SPLASH WATERFALLS</p> <p>NEW ONS</p> <p>311, LOVE SONG</p> <p>SEAN PAUL, I'M STILL IN LOVE WITH YOU</p> <p>BLACK EYED PEAS, HEY MAMA</p> <p>THREE DAYS GRACE, I HATE EVERYTHING ABOUT YOU</p> <p>LOSTPROPHETS, LAST TRAIN HOME</p> <p>G-UNIT, WANNA GET 2 KNOW U</p> <p>CASSIOW, HOTEL</p> <p>DIZZEE RASCAL, FIX UP, LOOK SHARP</p>	<p>1 NORAH JONES, SUNRISE</p> <p>2 OUTKAST, THE WAY YOU MOVE</p> <p>3 NO DOUBT, IT'S MY LIFE</p> <p>4 NICKELBACK, SOMEDAY</p> <p>5 ALICIA KEYS, YOU DON'T KNOW MY NAME</p> <p>6 SHERYL CROW, THE FIRST CUT IS THE DEEPEST</p> <p>7 EVANESCENCE, MY IMMORTAL</p> <p>8 JESSICA SIMPSON, WITH YOU</p> <p>9 BRITNEY SPEARS, TOXIC</p> <p>10 MAROONS, THIS LOVE</p> <p>11 JET, ARE YOU GONNA BE MY GIRL</p> <p>12 FIVE FOR FIGHTING, 100 YEARS</p> <p>13 MELISSA ETHERIDGE, BREATHE</p> <p>14 THE DARKNESS, I BELIEVE IN A THING CALLED LOVE</p> <p>15 JOHN MAYER, CLARITY</p> <p>16 JOSS STONE, FELL IN LOVE WITH A BOY</p> <p>17 BEYONCE, ME MYSELF AND I</p> <p>18 FUEL, FALLS ON ME</p> <p>19 GOOD CHARLOTTE, HOLD ON</p> <p>20 PINK, 600 IS A DJ</p> <p>21 WIDE LIFE, ALL THINGS MUST KEEP GETTING BETTER</p> <p>22 BLACK EYED PEAS, HEY MAMA</p> <p>23 FOUNTAINS OF WAYNE, STACY'S MOM</p> <p>24 JACK JOHNSON, TAYLOR</p> <p>25 KELLY CLARKSON, THE TROUBLE WITH LOVE IS</p> <p>26 TRAIN, WHEN I LOOK TO THE SKY</p> <p>27 COURTNEY LOVE, MOND</p> <p>28 BLACK EYED PEAS, HEY MAMA</p> <p>29 SEAL, LOVE'S DIVINE</p> <p>30 EVANESCENCE, BRING ME TO LIFE</p> <p>31 KELIS, MILKSHAKE</p> <p>32 BEYONCE, BABY BOY</p> <p>33 OUTKAST, HEY YA</p> <p>34 3 DOORS DOWN, HERE WITHOUT YOU</p> <p>35 JOSH GROBAN, YOU RAISE ME UP</p> <p>36 KYLIE MINOGUE, RED</p> <p>37 KID ROCK, FEEL LIKE MAKIN' LOVE</p> <p>38 MAROONS, HARDER TO BREATHE</p> <p>39 RUBEN STUDDARD, SORRY 2004</p> <p>40 OAVE MATTHEWS BAND, EVERYDAY</p> <p>NEW ONS</p> <p>JOHN MAYER, CLARITY</p> <p>COURTNEY LOVE, MOND</p> <p>BLACK EYED PEAS, HEY MAMA</p> <p>SEAL, LOVE'S DIVINE</p>
<p>200 Jench Quadrangle, Jericho, NY 11753</p> <p>1 A.F.I., SILVER AND COLD</p> <p>2 BLINK-182, I MISS YOU</p> <p>3 THE OFFSPRING, HIT THAT</p> <p>4 LOSTPROPHETS, LAST TRAIN HOME</p> <p>5 THREE DAYS GRACE, I HATE EVERYTHING ABOUT YOU</p> <p>6 STORY OF THE YEAR, UNTIL THE DAY I DIE</p> <p>7 INCUBUS, MEGALOMANIAC</p> <p>8 SWITCHFOOT, MEANT TO LIVE</p> <p>9 EVANESCENCE, MY IMMORTAL</p> <p>10 TRAPT, STILL FRAME</p> <p>11 THRICE, STARE AT THE SUN</p> <p>12 GOOD CHARLOTTE, HOLD ON</p> <p>13 BRAND NEW, SIC TRANSIT GLORIA... GLORY FADES</p> <p>14 HOOBASTANK, OUT OF CONTROL</p> <p>15 PUDDLE OF MUDD, AWAY FROM ME</p> <p>16 FINGER ELEVEN, ONE THING</p> <p>17 SIMPLE PLAN, PERFECT</p> <p>18 SMILE EMPTY SOUL, NOWHERE KIDS</p> <p>19 NO DOUBT, IT'S MY LIFE</p> <p>20 PHANTOM PLANET, BIG BROT</p> <p>21 THE DARKNESS, I BELIEVE IN A THING CALLED LOVE</p> <p>22 JET, ARE YOU GONNA BE MY GIRL</p> <p>23 YELLOWCARD, OCEAN AVENUE</p> <p>24 P.D., CHANGE THE WORLD</p> <p>25 OUTKAST, HEY YA</p> <p>26 COURTNEY LOVE, MOND</p> <p>27 FUEL, FALLS ON ME</p> <p>28 MISSY ELLIOTT, I'M REALLY HOT</p> <p>29 3 DOORS DOWN, HERE WITHOUT YOU</p> <p>30 CHEVELLE, SEND THE PAIN BELOW</p> <p>NEW ONS</p> <p>YELLOWCARD, OCEAN AVENUE</p> <p>P.D., CHANGE THE WORLD</p> <p>COURTNEY LOVE, MOND</p> <p>MISSY ELLIOTT, I'M REALLY HOT</p> <p>LUDACRIS, SPLASH WATERFALLS</p>	<p>9687 E. Mineral Ave., Englewood, CO 80112</p> <p>1 ALAN JACKSON, REMEMBER WHEN</p> <p>2 BRAD PAISLEY, LITTLE MOMENTS</p> <p>3 KENNY CHESNEY, THERE GOES MY LIFE</p> <p>4 TRACE ADKINS, HOT MAMA</p> <p>5 TOBY KEITH, AMERICAN SOLDIER</p> <p>6 SARA EVANS, PERFECT</p> <p>7 JIMMY WAYNE, I LOVE YOU THIS MUCH</p> <p>8 KEITH URBAN, YOU'LL THINK OF ME</p> <p>9 BUDDY JEWELL, SWEET SOUTHERN COMFORT</p> <p>10 JOSH TURNER, LONG BLACK TRAIN</p> <p>11 BLUE COUNTY, GOOD LITTLE GIRLS</p> <p>12 BILLY CURRINGTON, I GOT A FEELIN'</p> <p>13 GARY ALLAN, SONGS ABOUT RAIN</p> <p>14 JOE NICHOLS, COOL TO BE A FOOL</p> <p>15 BROOKS & DUNN, YOU CAN'T TAKE THE HONKY-TONK OUT OF THE GIRL</p> <p>16 EMERSON DRIVE, LAST ONE STANDING</p> <p>17 SHANIA TWAIN, SHE'S NOT JUST A PRETTY FACE</p> <p>18 DIERKS BENTLEY, MY LAST NAME</p> <p>19 CLAY WALKER, I CAN'T SLEEP</p> <p>20 JAMES TAYLOR & ALISON KRAUSS, HOWS THE WORLD TREATING YOU</p> <p>21 PATTY LOVELESS, ON YOUR WAY HOME</p> <p>22 SHANIA TWAIN, IT ONLY HURTS WHEN I'M BREATHING</p> <p>23 BRIAN MCCOMAS, YOU'RE IN MY HEAD</p> <p>24 RHONDA VINCENT, IF HEARTACHES HAD WINGS</p> <p>25 KELLIE COFFEY, TEXAS PLATES</p> <p>26 CRAIG MORGAN, EVERY FRIDAY AFTERNOON</p> <p>27 PINK, GOD IS A DJ</p> <p>28 GEORGE STRAIT, SHE'LL LEAVE YOU WITH A SMILE</p> <p>29 TIM MCGRAW, REAL GOOD MAN</p> <p>30 BUDDY JEWELL, HEAL POUR OUT THE RAIN (LACEY'S SONG)</p> <p>NEW ONS</p> <p>SHANIA TWAIN, IT ONLY HURTS WHEN I'M BREATHING</p>	<p>1515 Broadway, New York, NY 10036</p> <p>1 KANYE WEST, THROUGH THE WIRE</p> <p>2 THE OFFSPRING, HIT THAT</p> <p>3 THE DARKNESS, I BELIEVE IN A THING CALLED LOVE</p> <p>4 TWISTA, SLOW JAMZ</p> <p>5 CHINGY, ONE CALL AWAY</p> <p>6 YOUNG GUNZ, NO BETTER LOVE</p> <p>7 TRILLVILLE, NEVA EVA</p> <p>8 SEAN PAUL, I'M STILL IN LOVE WITH YOU</p> <p>9 MISSY ELLIOTT, I'M REALLY HOT</p> <p>10 BEYONCE, ME MYSELF AND I</p> <p>11 PHANTOM PLANET, BIG BROT</p> <p>12 LOSTPROPHETS, LAST TRAIN HOME</p> <p>13 JOSS STONE, FELL IN LOVE WITH A BOY</p> <p>14 EVANESCENCE, MY IMMORTAL</p> <p>15 YELLOWCARD, OCEAN AVENUE</p> <p>16 SHINES, SO SAYS I</p> <p>17 BRAND NEW, SIC TRANSIT GLORIA... GLORY FADES</p> <p>18 DIZZEE RASCAL, FIX UP, LOOK SHARP</p> <p>19 RYAN ADAMS, SO ALIVE</p> <p>20 POLYPHONIC SPREE, LIGHT & DAY</p> <p>21 CAM'RON, GET 'EM GIRLS</p> <p>22 FINGER ELEVEN, ONE THING</p> <p>23 JAY-Z, ENCORE</p> <p>24 DASHBOARD CONFESSIOANAL, RAPID HOPE LOSS</p> <p>25 SWITCHFOOT, MEANT TO LIVE</p> <p>26 BEYONCE, COME CLEAN</p> <p>27 STORY OF THE YEAR, UNTIL THE DAY I DIE</p> <p>28 ALICIA KEYS, YOU DON'T KNOW MY NAME</p> <p>29 LINKIN PARK, NUMB</p> <p>30 EVANESCENCE, BRING ME TO LIFE</p> <p>NEW ONS</p> <p>JOSS STONE, FELL IN LOVE WITH A BOY</p> <p>YELLOWCARD, OCEAN AVENUE</p> <p>DASHBOARD CONFESSIOANAL, RAPID HOPE LOSS</p> <p>NICKELBACK, FIGURED YOU OUT</p> <p>LIMP BIZKIT, BEHIND BLUE EYES</p> <p>311, LOVE SONG</p> <p>MYA, FALLEN</p> <p>LIL SCRAPPY, HEAD BUSSA</p>	<p>299 Queen St West, Toronto, Ontario M5V2Z5</p> <p>1 THREE DAYS GRACE, JUST LIKE YOU</p> <p>2 BRITNEY SPEARS, TOXIC</p> <p>3 EVANESCENCE, MY IMMORTAL</p> <p>4 BLINK-182, I MISS YOU</p> <p>5 FEFÉ DOBSON, EVERYTHING</p> <p>6 KELIS, MILKSHAKE</p> <p>7 YVONNE CATTERFELD, DU HAST MEIN HERZ GEBROCHEN</p> <p>8 DEFAULT, TAKING MY LIFE AWAY</p> <p>9 NELLY FURTADO, POWERLESS (ISAY WHAT YOU WANT)</p> <p>10 LUDACRIS, SPLASH WATERFALLS</p> <p>11 NICKELBACK, FIGURED YOU OUT</p> <p>12 SAM ROBERTS, HARD ROAD</p> <p>13 INCUBUS, MEGALOMANIAC</p> <p>14 BRAND NEW, SIC TRANSIT GLORIA... GLORY FADES</p> <p>15 JET, ARE YOU GONNA BE MY GIRL</p> <p>16 KATY ROSE, OVERDRIVE</p> <p>17 HILARY DUFF, COME CLEAN</p> <p>18 GOOD CHARLOTTE, HOLD ON</p> <p>19 OUTKAST, HEY YA</p> <p>20 CHINGY, ONE CALL AWAY</p> <p>21 JAY-Z, CHANGE CLOTHES</p> <p>22 FINGER ELEVEN, ONE THING</p> <p>23 NO DOUBT, IT'S MY LIFE</p> <p>24 THE DARKNESS, I BELIEVE IN A THING CALLED LOVE</p> <p>25 DASHBOARD CONFESSIOANAL, RAPID HOPE LOSS</p> <p>26 G-UNIT, POPPIN' THEM THANGS</p> <p>27 EVANESCENCE, GOING UNDER</p> <p>28 FEFÉ DOBSON, TAKE ME AWAY</p> <p>29 MISSY ELLIOTT, I'M REALLY HOT</p> <p>30 LINKIN PARK, NUMB</p> <p>31 EVANESCENCE, BRING ME TO LIFE</p> <p>NEW ONS</p> <p>MUDMEN, ANY GIVEN DAY</p> <p>MICRO MAUREEN, EVERYDAY</p>
<p>404 Washington Ave., Miami Beach, FL 33139</p> <p>1 SIN BANDERA, MIENTES TAN BIEN</p> <p>2 THALIA, CERCA DE TI</p> <p>3 NELLY FURTADO, POWERLESS (ISAY WHAT YOU WANT)</p> <p>4 RICKY MARTIN, Y TODO QUEDA EN NADA</p> <p>5 JUANES, LA PAGA</p> <p>6 LA DREJA DE VAN GOGH, ROSAS</p> <p>7 CHAYANNE, UN SIGLO SIN TI</p> <p>8 PAULINA RUBIO, TE QUISE TANTO</p> <p>9 DAVID BISBAL, BULERIA</p> <p>10 LUIS FONSI, QUIEN TE DIJO ESO?</p> <p>11 ENRIQUE IGLESIAS, ADDICTED</p> <p>12 JUSTIN TIMBERLAKE, SENORITA</p> <p>13 CHRISTINA AGUILERA, THE VOICE WITHIN</p> <p>14 VOZ VEIS, AUNQUE SEA POCO</p> <p>15 TRIBALISTAS, JA SEI NAMORAR</p> <p>16 TIZIANO FERRO, PERVERSO</p> <p>17 OBIE BERMUDEZ, ME CANSE DE TI</p> <p>18 ANDRES CEPEDA, CACION NOTA</p> <p>19 LA MOSCA, LOS AMORES SE VAN</p> <p>20 THALIA, BABY, I'M IN LOVE</p> <p>21 OBIE BERMUDEZ, ANTES</p>	<p>Continuous programming</p> <p>404 Washington Ave., Miami Beach, FL 33139</p> <p>1 BLACK EYED PEAS, SHUT UP</p> <p>2 DIDD, LIFE FOR RENT</p> <p>3 EVANESCENCE, MY IMMORTAL</p> <p>4 NO DOUBT, IT'S MY LIFE</p> <p>5 NELLY FURTADO, POWERLESS (ISAY WHAT YOU WANT)</p> <p>6 BRITNEY SPEARS, TOXIC</p> <p>7 PINK, GOD IS A DJ</p> <p>8 FRANK POPP ENSEMBLE, LOVE IS ON OUR SIDE</p> <p>9 RED HOT CHILI PEPPERS, FORTUNE FADED</p> <p>10 CHRISTINA AGUILERA, THE VOICE WITHIN</p> <p>11 ROBBIE WILLIAMS, SEXED UP</p> <p>12 KEVIN LYTTLE, TURN ME ON</p> <p>13 OUTKAST, HEY YA</p> <p>14 KYLIE MINOGUE, RED BLOODED WOMAN</p> <p>15 LIMP BIZKIT, BEHIND BLUE EYES</p> <p>16 KELIS, MILKSHAKE</p> <p>17 BEYONCE, ME MYSELF AND I</p> <p>18 JUSTIN TIMBERLAKE, I'M LOVIN' IT</p> <p>19 ALICIA KEYS, YOU DON'T KNOW MY NAME</p> <p>20 INCUBUS, MEGALOMANIAC</p>	<p>Continuous programming</p> <p>1111 Lincoln Rd., Miami Beach, FL 33139</p> <p>1 SEAN PAUL, I'M STILL IN LOVE WITH YOU</p> <p>2 CAFE TACUBA, ERES</p> <p>3 EVANESCENCE, MY IMMORTAL</p> <p>4 JULIETA VENEGAS, ANDAR CONMIGO</p> <p>5 NELLY FURTADO, POWERLESS (ISAY WHAT YOU WANT)</p> <p>6 BRITNEY SPEARS, TOXIC</p> <p>7 GOOD CHARLOTTE, HOLD ON</p> <p>8 BLINK-182, FEELING THIS</p> <p>9 SIMPLE PLAN, PERFECT</p> <p>10 AFI, SILVER AND COLD</p> <p>11 CARTEL DE SANTA, LA PELOTONA</p> <p>12 THE OFFSPRING, HIT THAT</p> <p>13 ALEJANDRO SANZ, RESALAME LA SILLA DONDE TE ESPERE</p> <p>14 ODD, LIFE FOR RENT</p> <p>15 CHINGY, HOLIDAE IN</p> <p>16 OUTKAST, THE WAY YOU MOVE</p> <p>17 FOUNTAINS OF WAYNE, STACY'S MOM</p> <p>18 PLASTINA ROSA, ENZO</p> <p>19 JUNIOR SENIOR, SHAKE YOUR COCONUTS</p> <p>20 JUSTIN TIMBERLAKE, I'M LOVIN' IT</p>	<p>Continuous programming</p> <p>Im Miedo Park 2, 50670 Köln, Germany</p> <p>1 GOMPH, AUGEN AUF</p> <p>2 KEVIN LYTTLE, TURN ME ON</p> <p>3 TOTEN HÖHNEN, FRISS ODER STIRB</p> <p>4 BLACK EYED PEAS, SHUT UP</p> <p>5 JAMELIA, SUPERSTAR</p> <p>6 YVONNE CATTERFELD, DU HAST MEIN HERZ GEBROCHEN</p> <p>7 LIMP BIZKIT, BEHIND BLUE EYES</p> <p>8 KYLIE MINOGUE, RED BLOODED WOMAN</p> <p>9 ROSENSTILT, LIEBE IST ALLES</p> <p>10 HIM, SOLITARY MAN</p>
<p>424 Washington Ave., Miami Beach, FL 33139</p> <p>1 SIN BANDERA, MIENTES TAN BIEN</p> <p>2 THALIA, CERCA DE TI</p> <p>3 NELLY FURTADO, POWERLESS (ISAY WHAT YOU WANT)</p> <p>4 RICKY MARTIN, Y TODO QUEDA EN NADA</p> <p>5 JUANES, LA PAGA</p> <p>6 LA DREJA DE VAN GOGH, ROSAS</p> <p>7 CHAYANNE, UN SIGLO SIN TI</p> <p>8 PAULINA RUBIO, TE QUISE TANTO</p> <p>9 DAVID BISBAL, BULERIA</p> <p>10 LUIS FONSI, QUIEN TE DIJO ESO?</p> <p>11 ENRIQUE IGLESIAS, ADDICTED</p> <p>12 JUSTIN TIMBERLAKE, SENORITA</p> <p>13 CHRISTINA AGUILERA, THE VOICE WITHIN</p> <p>14 VOZ VEIS, AUNQUE SEA POCO</p> <p>15 TRIBALISTAS, JA SEI NAMORAR</p> <p>16 TIZIANO FERRO, PERVERSO</p> <p>17 OBIE BERMUDEZ, ME CANSE DE TI</p> <p>18 ANDRES CEPEDA, CACION NOTA</p> <p>19 LA MOSCA, LOS AMORES SE VAN</p> <p>20 THALIA, BABY, I'M IN LOVE</p> <p>21 OBIE BERMUDEZ, ANTES</p>	<p>Continuous programming</p> <p>Havley Crescent, London NW18TT</p> <p>1 BLACK EYED PEAS, SHUT UP</p> <p>2 DIDD, LIFE FOR RENT</p> <p>3 EVANESCENCE, MY IMMORTAL</p> <p>4 NO DOUBT, IT'S MY LIFE</p> <p>5 NELLY FURTADO, POWERLESS (ISAY WHAT YOU WANT)</p> <p>6 BRITNEY SPEARS, TOXIC</p> <p>7 PINK, GOD IS A DJ</p> <p>8 FRANK POPP ENSEMBLE, LOVE IS ON OUR SIDE</p> <p>9 RED HOT CHILI PEPPERS, FORTUNE FADED</p> <p>10 CHRISTINA AGUILERA, THE VOICE WITHIN</p> <p>11 ROBBIE WILLIAMS, SEXED UP</p> <p>12 KEVIN LYTTLE, TURN ME ON</p> <p>13 OUTKAST, HEY YA</p> <p>14 KYLIE MINOGUE, RED BLOODED WOMAN</p> <p>15 LIMP BIZKIT, BEHIND BLUE EYES</p> <p>16 KELIS, MILKSHAKE</p> <p>17 BEYONCE, ME MYSELF AND I</p> <p>18 JUSTIN TIMBERLAKE, I'M LOVIN' IT</p> <p>19 ALICIA KEYS, YOU DON'T KNOW MY NAME</p> <p>20 INCUBUS, MEGALOMANIAC</p>	<p>Continuous programming</p> <p>1111 Lincoln Rd., Miami Beach, FL 33139</p> <p>1 SEAN PAUL, I'M STILL IN LOVE WITH YOU</p> <p>2 CAFE TACUBA, ERES</p> <p>3 EVANESCENCE, MY IMMORTAL</p> <p>4 JULIETA VENEGAS, ANDAR CONMIGO</p> <p>5 NELLY FURTADO, POWERLESS (ISAY WHAT YOU WANT)</p> <p>6 BRITNEY SPEARS, TOXIC</p> <p>7 GOOD CHARLOTTE, HOLD ON</p> <p>8 BLINK-182, FEELING THIS</p> <p>9 SIMPLE PLAN, PERFECT</p> <p>10 AFI, SILVER AND COLD</p> <p>11 CARTEL DE SANTA, LA PELOTONA</p> <p>12 THE OFFSPRING, HIT THAT</p> <p>13 ALEJANDRO SANZ, RESALAME LA SILLA DONDE TE ESPERE</p> <p>14 ODD, LIFE FOR RENT</p> <p>15 CHINGY, HOLIDAE IN</p> <p>16 OUTKAST, THE WAY YOU MOVE</p> <p>17 FOUNTAINS OF WAYNE, STACY'S MOM</p> <p>18 PLASTINA ROSA, ENZO</p> <p>19 JUNIOR SENIOR, SHAKE YOUR COCONUTS</p> <p>20 JUSTIN TIMBERLAKE, I'M LOVIN' IT</p>	<p>Continuous programming</p> <p>Im Miedo Park 2, 50670 Köln, Germany</p> <p>1 GOMPH, AUGEN AUF</p> <p>2 KEVIN LYTTLE, TURN ME ON</p> <p>3 TOTEN HÖHNEN, FRISS ODER STIRB</p> <p>4 BLACK EYED PEAS, SHUT UP</p> <p>5 JAMELIA, SUPERSTAR</p> <p>6 YVONNE CATTERFELD, DU HAST MEIN HERZ GEBROCHEN</p> <p>7 LIMP BIZKIT, BEHIND BLUE EYES</p> <p>8 KYLIE MINOGUE, RED BLOODED WOMAN</p> <p>9 ROSENSTILT, LIEBE IST ALLES</p> <p>10 HIM, SOLITARY MAN</p>

THE CLIP LIST

A SAMPLING OF PLAYLISTS SUBMITTED BY NATIONAL VIDEO OUTLETS FOR THE WEEK ENDING FEBRUARY 28, 2004

EUROPE	MUSIC TELEVISION	MUSIC TELEVISION	VIVA
<p>404 Washington Ave., Miami Beach, FL 33139</p> <p>1 SIN BANDERA, MIENTES TAN BIEN</p> <p>2 THALIA, CERCA DE TI</p> <p>3 NELLY FURTADO, POWERLESS (ISAY WHAT YOU WANT)</p> <p>4 RICKY MARTIN, Y TODO QUEDA EN NADA</p> <p>5 JUANES, LA PAGA</p> <p>6 LA DREJA DE VAN GOGH, ROSAS</p> <p>7 CHAYANNE, UN SIGLO SIN TI</p> <p>8 PAULINA RUBIO, TE QUISE TANTO</p> <p>9 DAVID BISBAL, BULERIA</p> <p>10 LUIS FONSI, QUIEN TE DIJO ESO?</p> <p>11 ENRIQUE IGLESIAS, ADDICTED</p> <p>12 JUSTIN TIMBERLAKE, SENORITA</p> <p>13 CHRISTINA AGUILERA, THE VOICE WITHIN</p> <p>14 VOZ VEIS, AUNQUE SEA POCO</p> <p>15 TRIBALISTAS, JA SEI NAMORAR</p> <p>16 TIZIANO FERRO, PERVERSO</p> <p>17 OBIE BERMUDEZ, ME CANSE DE TI</p> <p>18 ANDRES CEPEDA, CACION NOTA</p> <p>19 LA MOSCA, LOS AMORES SE VAN</p> <p>20 THALIA, BABY, I'M IN LOVE</p> <p>21 OBIE BERMUDEZ, ANTES</p>	<p>Continuous programming</p> <p>Havley Crescent, London NW18TT</p> <p>1 BLACK EYED PEAS, SHUT UP</p> <p>2 DIDD, LIFE FOR RENT</p> <p>3 EVANESCENCE, MY IMMORTAL</p> <p>4 NO DOUBT, IT'S MY LIFE</p> <p>5 NELLY FURTADO, POWERLESS (ISAY WHAT YOU WANT)</p> <p>6 BRITNEY SPEARS, TOXIC</p> <p>7 PINK, GOD IS A DJ</p> <p>8 FRANK POPP ENSEMBLE, LOVE IS ON OUR SIDE</p> <p>9 RED HOT CHILI PEPPERS, FORTUNE FADED</p> <p>10 CHRISTINA AGUILERA, THE VOICE WITHIN</p> <p>11 ROBBIE WILLIAMS, SEXED UP</p> <p>12 KEVIN LYTTLE, TURN ME ON</p> <p>13 OUTKAST, HEY YA</p> <p>14 KYLIE MINOGUE, RED BLOODED WOMAN</p> <p>15 LIMP BIZKIT, BEHIND BLUE EYES</p> <p>16 KELIS, MILKSHAKE</p> <p>17 BEYONCE, ME MYSELF AND I</p> <p>18 JUSTIN TIMBERLAKE, I'M LOVIN' IT</p> <p>19 ALICIA KEYS, YOU DON'T KNOW MY NAME</p> <p>20 INCUBUS, MEGALOMANIAC</p>	<p>Continuous programming</p> <p>1111 Lincoln Rd., Miami Beach, FL 33139</p> <p>1 SEAN PAUL, I'M STILL IN LOVE WITH YOU</p> <p>2 CAFE TACUBA, ERES</p> <p>3 EVANESCENCE, MY IMMORTAL</p> <p>4 JULIETA VENEGAS, ANDAR CONMIGO</p> <p>5 NELLY FURTADO, POWERLESS (ISAY WHAT YOU WANT)</p> <p>6 BRITNEY SPEARS, TOXIC</p> <p>7 GOOD CHARLOTTE, HOLD ON</p> <p>8 BLINK-182, FEELING THIS</p> <p>9 SIMPLE PLAN, PERFECT</p> <p>10 AFI, SILVER AND COLD</p> <p>11 CARTEL DE SANTA, LA PELOTONA</p> <p>12 THE OFFSPRING, HIT THAT</p> <p>13 ALEJANDRO SANZ, RESALAME LA SILLA DONDE TE ESPERE</p> <p>14 ODD, LIFE FOR RENT</p> <p>15 CHINGY, HOLIDAE IN</p> <p>16 OUTKAST, THE WAY YOU MOVE</p> <p>17 FOUNTAINS OF WAYNE, STACY'S MOM</p> <p>18 PLASTINA ROSA, ENZO</p> <p>19 JUNIOR SENIOR, SHAKE YOUR COCONUTS</p> <p>20 JUSTIN TIMBERLAKE, I'M LOVIN' IT</p>	<p>Continuous programming</p> <p>Im Miedo Park 2, 50670 Köln, Germany</p> <p>1 GOMPH, AUGEN AUF</p> <p>2 KEVIN LYTTLE, TURN ME ON</p> <p>3 TOTEN HÖHNEN, FRISS ODER STIRB</p> <p>4 BLACK EYED PEAS,</p>

CBS show sparks Michael McDonald's first entry on catalog chart



In Singles Minded: Third Day overtakes MercyMe on Christian list

SALES / AIRPLAY / TRENDS / ANALYSIS

Valentine Sales Set Record

I cannot wait to see how the business and entertainment press reacts to the huge album sales that rang in the week that began with the Grammy Awards and ended with a long Valentine's Day weekend (see story, page 3).

Declines in album sales during the past three years, brought on in part by file sharing and CD burners, enticed the consumer press to spell doom for not only music stores, but record labels, too. **Tower Records'** recent prepackaged bankruptcy filing got played too harshly as an exclamation mark in that storyline (Retail Track, *Billboard*, Feb. 21).



How, then, will these naysayers react to the blatantly good news that album volume for the Feb. 9-15 tracking week was larger than any week outside of a November or December in the past 13 years?

Not only do the 17 million copies sold for the frame beat any previous Valentine's week in **Nielsen SoundScan** history, it also beats album volume for the Thanksgiving weeks of 1994, 1995 and 1996.

Some will dismiss this fat Grammy/Valentine frame as an aberration, stoked by huge first-week sales for **Norah Jones** and **Kanye West**, and indeed, this splash has the earmarks of a moment in time. That said, the accomplishment should not be dismissed as either a fluke or mirage, because this fat week is not the only good news the trade has enjoyed lately.

Over the Counter

By Geoff Mayfield
gmayfield@billboard.com



Album sales beat those of the same week of the prior year in 13 out of the past 16 weeks of 2003 and have done so in each of the seven weeks of this still-young year. The fourth quarter of 2003 beat album sales from the same three months of either 2002 or 2001. Volume this year stands 13% ahead of the pace in 2003.

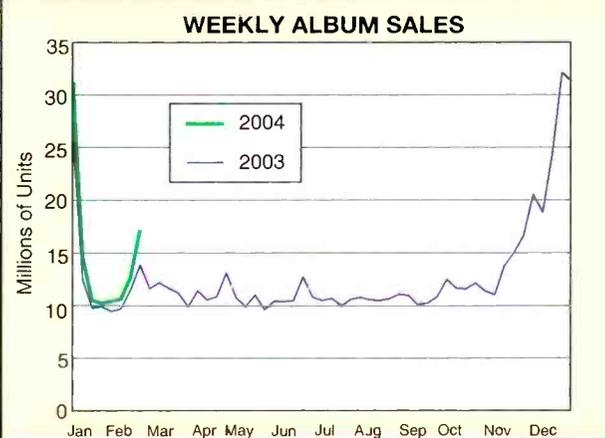
It would be naïve to suggest that record companies and music stores are out of the woods. There will be more pain as consolidation continues to play out. That said, the successes of the past five months suggest that the seeds for a comeback have already been planted.

HOMEWARD BOUND: While the Grammy Awards, Valentine's Day and the long Presidents Day weekend fielded bands for music's parade, the drum leader for the march was absolutely **Norah Jones'** "Feels Like Home," which made its way to 1.02 million homes, the ninth-best opening week in **Nielsen SoundScan** history.

It is the first album to enjoy a million-plus week since the first full week that **Eminem's** "The Eminem Show" spent in (Continued on page 68)

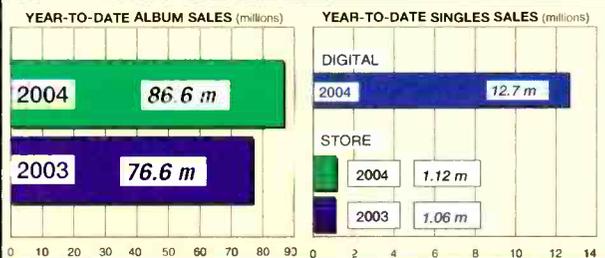
Market Watch

A Weekly National Music Sales Report



WEEKLY UNIT SALES

	Albums	Store Singles	Digital Singles
This Week	17,265,000	164,000	2,116,000
Last Week	12,707,000	164,000	1,975,000
Change	↗35.9%	↔0.0%	↘7.1%
This Week 2003	13,861,000	166,000	—
Change	↗24.6%	↘1.2%	—



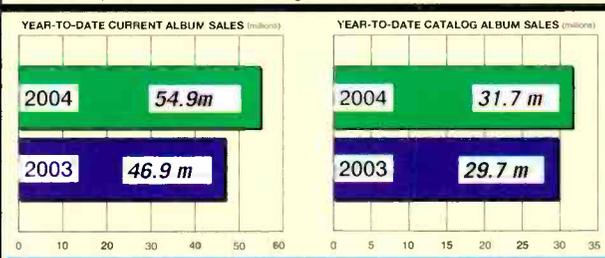
YEAR-TO-DATE OVERALL UNIT SALES

	2003	2004	Change
Total	77,706,000	100,377,000	↗29.2%
Albums	76,547,000	86,600,000	↗13.0%
Store Singles	1,059,000	1,121,000	↗5.9%
Digital Singles	—	12,656,000	—

YEAR-TO-DATE SALES BY ALBUM FORMAT

	2003	2004	Change
CD	73,673,000	84,459,000	↗14.6%
Cassette	2,733,000	1,863,000	↘31.8%
Other*	241,000	278,000	↗15.4%

*Includes vinyl albums, mini-discs and digital downloads of full albums



YEAR-TO-DATE SALES BY ALBUM CATEGORY

	2003	2004	Change
Current	46,906,000	54,900,000	↗17.0%
Catalog	29,742,000	31,700,000	↗6.6%
Deep Catalog	21,054,000	22,334,000	↗6.1%

Nielsen SoundScan counts as current only sales within the first 18 months of an album's release (12 months for classical and jazz albums). Titles that stay in the top half of The Billboard 200, however, remain as current. Titles older than 18 months are catalog. Deep catalog is a subset of catalog for titles out more than 36 months.

For week ending 2/15/04. Rounded figures. Compiled from a national sample of retail store and rack sales reports collected and provided by Nielsen SoundScan

Screening The Hits

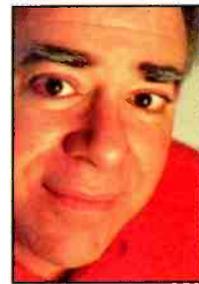
Unlike in 1984, when all five Academy Award nominees for best original song were No. 1 on The Billboard Hot 100 ("I Just Called to Say I Love You," "Footloose," "Let's Hear It for the Boy," "Ghostbusters" and "Against All Odds [Take a Look at Me Now]"), none of this year's candidates could be called a hit song—yet.

Still, the parent soundtrack albums have charted, and using highest position reached on any *Billboard* chart as a guide, you would have to hand the statuette to "Belleville Rendez-Vous." That's because the soundtrack album, "The Triplets of Belleville" (**Higher Octave**), peaked two weeks ago at No. 2 on Top World Albums. This issue, "Triplets" rebounds to No. 4.

Next in line would be the soundtracks to "Cold Mountain" (**DMZ/Columbia**) and "The Lord of the Rings: The Return of the King" (**Reprise/WMG Soundtracks**). The former includes two nominated songs, "Scarlet Tide" and "You Will Be My Ain True Love," while the latter contains "Into the West," sung by **Annie Lennox**. Both albums peaked at No. 5 on Top Soundtracks.

In fifth place, by chart position, is the soundtrack to "A Mighty Wind." The CD, also on DMZ/Columbia, includes the charming "A Kiss at the End of the Rainbow," meant to be a parody of a 1960s folk song. The album went as high as No. 12 on Top Soundtracks.

Chart Beat™
By Fred Bronson
fbronson@billboard.com



GRAMMAR GOT RUN OVER: There's a new No. 1 on The Billboard Hot 100! And it's the second chart-topper in the past few weeks to end in an exclamation mark!

"Yeah!" (**Arista**) by **Usher Featuring Lil Jon & Ludacris** ends with the same grammatical mark as "Hey Ya!" by **OutKast**. "Ya!" finished its nine-week reign just three issues ago.

When "Hey Ya!" captured pole position, it was the first No. 1 song to have a title end with an exclamation point in slightly more than 38 years, since **the Byrds** topped the chart in December 1965 with "Turn! Turn! Turn!"

There were three No. 1 songs with exclamation marks in the titles in 1965. In addition to "Turn!" there was "Stop! In the Name of Love" by **the Supremes** and "Help!" by **the Beatles**. The year before, there were two: "There! I've Said It Again" by **Bobby Vinton** and "Hello, Dolly!" by **Louis Armstrong**.

"Yeah!" is the fourth No. 1 for Usher, following "Nice & Slow" (1998), "U Remind Me" (2001) and "U Got It Bad" (2001). It's Lil Jon's first time at No. 1, and it's the second go-round for Ludacris, whose own "Stand Up" was on top two months ago.

Three of the last four No. 1 songs spent only one week at the summit. Aside from "Hey Ya!," "Stand Up," "The Way You Move" (by **OutKast Featuring Sleepy Brown**) and "Slow Jamz" (by **Twista Featuring Kanye West & Jamie Foxx**) each had one frame on top. That's the highest concentration of one-week chart-toppers since summer 2000, when "Try Again" by **Aaliyah**, "Everything You Want" by **Vertical Horizon** and "Bent" by **Matchbox Twenty** each spent only seven days on top.

Billboard® THE BILLBOARD® 200®

Sales data compiled by Nielsen SoundScan

THIS WEEK	LAST WEEK	WKS. AGO	WEEKS ON	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION	THIS WEEK	LAST WEEK	WKS. AGO	WEEKS ON	ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION
				NUMBER 1/HOT SHOT DEBUT 1 Week At Number 1									
1	NEW	1		NORAH JONES BLUE NOTE 84600 (18.98 CD)	Feels Like Home	1	50	32	20	10	WESTSIDE CONNECTION ● HOD-BANGIN' 240307/CAPITOL (17.98/18.98)	Terrorist Threats	16
2	NEW	1		KANYE WEST ROC-A-FELLA/DEF JAM 002030*/IDJMG (8.98/12.98)	The College Dropout	2	51	37	14	3	VARIOUS ARTISTS RAZOR & TIE 89077 (18.98 CD)	Fired Up!	14
3	1	—	3	KENNY CHESNEY BNA 58801/RLG (12.98/18.98)	When The Sun Goes Down	1	52	114	105	34	BLACK EYED PEAS ● A&M 000699/INTERSCOPE (12.98 CD)	Elephunk	26
				GREATEST GAINER									
4	6	2	21	OUTKAST ▲ ⁸ ARISTA 50133* (12.98 CD)	Speakerboxxx/The Love Below	1	53	NEW	1		COURTNEY LOVE VIRGIN 91459 (18.98 CD)	America's Sweetheart	53
5	4	12	14	JOSH GROBAN ▲ ² 143/REPRISE 48450/WARNER BROS. (18.98 CD)	Closer	1	54	111	107	20	STING ▲ A&M 001141/INTERSCOPE (12.98 CD)	Sacred Love	3
6	5	—	2	HARRY CONNICK, JR. COLUMBIA 90551/SONY MUSIC (18.98 EQ CD)	Only You	5	55	71	65	11	SHANIA TWAIN ◆ ¹⁰ MERCURY 170314/UMGM (12.98 CD)	Up!	1
7	7	4	50	EVANESCENCE ▲ ⁴ WIND-UP 13063 (18.98 CD)	Fallen	3	56	68	56	20	MARTINA MCBRIDE ▲ RCA NASHVILLE 54207/RLG (11.98/18.98)	Martina	7
8	3	1	3	TWISTA ATLANTIC 83598*/AG (10.98/13.98)	Kamikaze	1					PACESETTER		
9	2	—	2	INCUBUS IMMORTAL/EPIC 90890*/SONY MUSIC (18.98 EQ CD)	A Crow Left Of The Murder...	2	57	135	139	31	BROOKS & DUNN ● ARISTA NASHVILLE 67070/RLG (12.98/18.98)	Red Dirt Road	4
10	13	8		VARIOUS ARTISTS GRAMMY 58022/BMG STRATEGIC MARKETING GROUP (18.98 CD)	2004 Grammy Nominees	4	58	76	70	69	ROD STEWART ▲ ² J 20039/RMG (12.98/18.98)	It Had To Be You ... The Great American Songbook	4
11	8	3	15	SHERYL CROW ▲ ² A&M 001521/INTERSCOPE (12.98 CD)	The Very Best Of Sheryl Crow	2	59	55	48	17	EAGLES ▲ ² WARNER STRATEGIC MARKETING 73971 (25.98 CD)	The Very Best Of	3
12	23	21	34	BEYONCE ▲ ³ COLUMBIA 86386*/SONY MUSIC (12.98 EQ/18.98)	Dangerously In Love	1	60	53	41	19	JET ELEKTRA 62892/EEG (12.98 CD)	Get Born	40
13	9	7	15	TOBY KEITH ▲ ³ DREAMWORKS (NASHVILLE) 450435/INTERSCOPE (12.98/18.98)	Shock'n Y'all	1	61	45	35	5	KEITH SWEAT ELEKTRA 73954 RHINO (18.98 CD)	The Best Of Keith Sweat: Make You Sweat	31
14	34	47	30	MICHAEL MCDONALD ● MOTOWN 000651/UMRG (12.98 CD)	Motown	14	62	44	43	22	YING YANG TWINS ● COLLIPARK 2480*/TVT (17.98 CD)	Me & My Brother	11
15	NEW	1		MELISSA ETHERIDGE ISLAND 001822/IDJMG (12.98 CD)	Lucky	15	63	35	28	8	JUVENILE CASH MONEY 001718*/UMRG (12.98 CD)	Juve The Great	28
16	10	5	10	RUBEN STUDDARD ▲ J 54639*/RMG (12.98/18.98)	Soulful	1	64	48	39	27	SOUNDTRACK ▲ WALT DISNEY 860126 (6.98 CD)	The Cheetah Girls (EP)	33
17	14	11	11	ALICIA KEYS ▲ ² J 55712*/RMG (15.98/18.98)	The Diary Of Alicia Keys	1	65	56	67	54	50 CENT ▲ ⁵ SHADY/AFTERMATH 493544*/INTERSCOPE (8.98/12.98)	Get Rich Or Die Tryin'	1
18	27	25	103	NORAH JONES ▲ ⁸ BLUE NOTE 32088* (17.98 CD) [M]	Come Away With Me	1	66	80	72	68	CHRISTINA AGUILERA ▲ ³ RCA 68037*/RMG (12.98/18.98)	Stripped	2
19	17	17	26	JESSICA SIMPSON ▲ COLUMBIA 86560/SONY MUSIC (12.98 EQ CD)	In This Skin	10	67	49	57	82	TOBY KEITH ▲ ⁴ DREAMWORKS (NASHVILLE) 450254/INTERSCOPE (11.98/18.98)	Unleashed	1
20	11	9	31	CHINGY ▲ DISTURBING THA PEACE 82976*/CAPITOL (11.98/18.98)	Jackpot	2	68	NEW	1		PROBOT ROSWELL 30*/SOUTHERN LORD (15.98 CD)	Probot	68
21	12	6	13	BRITNEY SPEARS ▲ ² JIVE 53748/ZOMBA (12.98/18.98)	In The Zone	1	69	62	84	12	MISSY ELLIOTT ▲ THE GOLD MIND/ELEKTRA 62905*/EEG (12.98/18.98)	This Is Not A Test!	13
22	16	15	21	NICKELBACK ▲ ROADRUNNER 618400/IDJMG (18.98 CD)	The Long Road	6	70	58	44	13	RED HOT CHILI PEPPERS ● WARNER BROS. 48545 (18.98 CD)	Greatest Hits	18
23	19	32	9	ALAN JACKSON ▲ ² ARISTA NASHVILLE 54860/RLG (18.98 CD)	Greatest Hits Volume II	19	71	60	64	65	AUDIOSLAVE ▲ ² INTERSCOPE/EPIC 86968*/SONY MUSIC (18.98 EQ CD)	Audioslave	7
24	15	10	15	VARIOUS ARTISTS ▲ COLUMBIA/UNIVERSAL/EMI/ZOMBA 90753/SONY MUSIC (18.98 EQ CD)	Now 14	3	72	51	53	14	KID ROCK ▲ TOP DOG/ATLANTIC 83685*/AG (18.98 CD)	Kid Rock	8
25	21	13	12	NO DOUBT ▲ INTERSCOPE 001495 (12.98 CD)	The Singles 1992-2003	2	73	33	—	2	LOSTPROPHETS COLUMBIA 86554/SONY MUSIC (12.98 EQ CD)	Start Something	33
26	30	26	15	SARAH MCLACHLAN ▲ ² ARISTA 50150 (12.98/18.98)	Afterglow	2	74	RE-ENTRY	16		WARREN ZEVON ARTEMIS 51156 (18.98 CD)	The Wind	12
27	22	16	14	JAY-Z ▲ ² ROC-A-FELLA/DEF JAM 001528*/IDJMG (8.98/12.98)	The Black Album	1	75	79	89	11	TRACE ADKINS CAPITOL (NASHVILLE) 40517 (12.98/18.98)	Comin' Dn Strong	31
28	61	83	36	LUTHER VANDROSS ▲ J 51885/RMG (12.98/18.98)	Dance With My Father	1	76	50	46	12	NELLY ▲ FD REEL/UNIVERSAL 001865*/UMRG (8.98/12.98)	Da Derry Versions - The Reinvention	12
29	36	33	17	ROD STEWART ▲ ² J 55710*/RMG (15.98/18.98)	As Time Goes By ... The Great American Songbook Vol. II	2	77	52	29	3	VARIOUS ARTISTS WALT DISNEY 891004 (18.98 CD)	Disneymania 2: Music Stars Sing Disney ... Their Way!	29
30	25	19	19	LUDACRIS ▲ DISTURBING THA PEACE/DEF JAM SOUTH 000930*/IDJMG (8.98/12.98)	Chicken*N*Beer	1	78	78	80	71	KEITH URBAN ▲ CAPITOL (NASHVILLE) 32936 (10.98/18.98)	Golden Road	11
31	28	23	25	HILARY DUFF ▲ ³ BUENA VISTA 861206/HOLLYWOOD (18.98 CD)	Metamorphosis	1	79	59	58	68	LIL JON & THE EAST SIDE BOYZ ▲ BME 2370*/TVT (13.98/17.98)	Kings Of Crunk	14
32	26	22	40	MAROONS ▲ OCTONE/J 50007/RMG (11.98 CD) [M]	Songs About Jane	22	80	NEW	1		SOUNDTRACK MAVERICK 48675/WARNER BROS. (18.98 CD)	50 First Dates	80
33	24	18	14	G-UNIT ▲ ² G-UNIT 001593*/INTERSCOPE (8.98/12.98)	Beg For Mercy	2	81	54	27	3	VARIOUS ARTISTS WORD/EMI CMG/VERITY 57494/ZOMBA (19.98 CD)	WOW Gospel 2004	27
34	31	24	47	LINKIN PARK ▲ ³ WARNER BROS. 48186* (18.98 CD)	Meteora	1	82	77	73	13	LINKIN PARK ● WARNER BROS. 48563 (12.98 CD/DVD)	Live In Texas	23
35	29	36	18	JOSH TURNER ● MCA NASHVILLE 000974/UMGM (4.98/9.98) [M]	Long Black Train	29	83	69	60	72	GOOD CHARLOTTE ▲ ² DAYLIGHT/EPIC 85486/SONY MUSIC (18.98 EQ CD)	The Young And The Hopeless	7
36	18	—	2	SOUNDTRACK INTERSCOPE 001945* (8.98/12.98)	Barbershop 2: Back In Business	18	84	64	55	63	SIMPLE PLAN ▲ LAVA 83534/AG (7.98/12.98) [M]	No Pads, No Helmets...Just Balls	35
37	39	30	20	DIDO ▲ ARISTA 50137 (18.98 CD)	Life For Rent	4	85	85	34	27	ALAN JACKSON ▲ ² ARISTA NASHVILLE 53097/RLG (12.98/18.98)	Greatest Hits Volume II And Some Other Stuff	1
38	NEW	1		DAMAGEPLAN ELEKTRA 62939/EEG (18.98 CD)	New Found Power	38	86	46	50	8	SOUNDTRACK T.U.G./EPIC 90744/SONY MUSIC (18.98 EQ CD)	You Got Served	34
39	NEW	1		SOUNDTRACK CAPITOL 95912 (18.98 CD)	Queer Eye For The Straight Guy	39	87	103	140	17	JUSTIN TIMBERLAKE ▲ ³ JIVE 41823/ZOMBA (12.98/18.98)	Justified	2
40	47	42	77	COLDPLAY ▲ ³ CAPITOL 40504* (12.98/18.98)	A Rush Of Blood To The Head	5	88	81	82	95	KENNY CHESNEY ▲ ³ BNA 67038/RLG (12.98/18.98)	No Shoes, No Shirt, No Problems	1
41	40	38	18	CLAY AIKEN ▲ ² RCA 54638/RMG (18.98 CD)	Measure Of A Man	1	89	131	141	32	MICHAEL BUBLE ● 143/REPRISE 48376/WARNER BROS. (18.98 CD) [M]	Michael Buble	47
42	NEW	1		KYLIE MINOGUE CAPITOL 95645 (18.98 CD)	Body Language	42	90	96	90	23	JOHN MAYER ▲ AWARE/COLUMBIA 86185*/SONY MUSIC (18.98 EQ CD)	Heavier Things	1
43	20	—	2	FIVE FOR FIGHTING AWARE/COLUMBIA 86186/SONY MUSIC (12.98 EQ CD)	The Battle For Everything	20	91	66	62	13	KORN ▲ IMMORTAL/EPIC 90335*/SONY MUSIC (18.98 EQ CD)	Take A Look In The Mirror	9
44	105	102	46	THE WHITE STRIPES ▲ THIRD MAN 27148*/V2 (18.98 CD)	Elephant	6	92	70	101	37	TRAIN ● COLUMBIA 86553/SONY MUSIC (18.98 EQ CD)	My Private Nation	6
45	38	31	66	3 DOORS DOWN ▲ ³ REPUBLIC/UNIVERSAL 064396/UMRG (8.98/12.98)	Away From The Sun	8	93	74	59	10	MUSIQ ● DEF SOUL 001616*/IDJMG (8.98/12.98)	soulstar	13
46	41	45	10	AVANT ● MAGIC JOHNSON/GEFFEN 001567*/INTERSCOPE (8.98/12.98)	Private Room	18	94	74	81	47	SWITCHFOOT ● COLUMBIA 71083/RED INK (9.98 CD)	The Beautiful Letdown	57
47	NEW	1		DRAG-ON RUFF RYDERS 83583*/VIRGIN (12.98/18.98)	Hell And Back	47	95	75	79	10	HOOBASTANK ISLAND 001488/IDJMG (12.98 CD)	The Reason	45
48	43	52	9	THE DARKNESS ATLANTIC 60817*/AG (12.98 CD) [M]	Permission To Land	39	96	82	77	21	LIMP BIZKIT ● FLIP 001235*/INTERSCOPE (12.98 CD)	Results May Vary	3
49	42	37	13	BLINK-182 ▲ Geffen 001334/INTERSCOPE (12.98 CD)	Blink-182	3	97	65	66	21	R. KELLY ▲ JIVE 55077/ZOMBA (18.98 CD)	The R. In R&B Collection: Volume One	4
							98	92	93	20	GARY ALLAN MCA NASHVILLE 000111/UMGM (18.98/12.98)	See If I Care	17
							99	73	63	9	JOE JIVE 53707/ZOMBA (18.98 CD)	And Then...	26

THIS WEEK	LAST WEEK	2 WKS. AGO	WEEKS ON CHART	ARTIST	Title	PEAK POSITION	THIS WEEK	LAST WEEK	2 WKS. AGO	WEEKS ON CHART	ARTIST	Title	PEAK POSITION
100	112	104	66	SEAN PAUL ▲ ²	Dutty Rock	9	151	158	—	6	YEAH YEAH YEAHS	Fever To Tell	67
				VP/ATLANTIC 83620*/AG (12.98/18.98)							INTERSCOPE 000349* (9.98 CD)		
101	63	49	14	SOUNDTRACK ▲	Tupac: Resurrection	2	152	101	61	3	AIR	Talkie Walkie	61
				AMARU 001533*/INTERSCOPE (12.98 CD)							SOURCE 96632*/ASTRALWERKS (11.98 CD)		
102	NEW	1	1	JEREMY CAMP	Carried Me: The Worship Project	102	153	139	121	34	JAMES TAYLOR ●	The Best Of James Taylor	11
				BEC 39613 (18.98 CD) [M]							WARNER BROS. 73837/WARNER STRATEGIC MARKETING (18.98 CD)		
103	88	71	10	THE OFFSPRING ●	Splinter	30	154	133	96	7	SOUNDTRACK	Cold Mountain	94
				COLUMBIA 89026*/SONY MUSIC (18.98 EQ CD)							DMZ/COLUMBIA 86843/SONY MUSIC (18.98 EQ CD)		
104	57	40	5	VARIOUS ARTISTS	WWE Originals	12	155	150	158	6	SOUNDTRACK	Blue Collar Comedy Tour: The Movie	132
				WWE RECORDS/COLUMBIA 90881/SONY MUSIC (18.98 EQ CD)							WARNER BROS. (NASHVILLE) 48424/WRN (18.98 CD)		
105	NEW	1	1	PAULINA RUBIO	Pau-Latina	105	156	194	—	48	ALISON KRAUSS + UNION STATION ▲	Live	36
				UNIVERSAL LATIN 002036 (17.98 CD)							ROUNDER 610515 (19.98 CD)		
106	67	54	10	KELIS ●	Tasty	27	157	124	112	5	AMICI FOREVER	The Opera Band	74
				STAR TRAK 52132*/ARISTA (12.98/18.98)							VICTOR 52739/AAL (18.98 CD) [M]		
107	102	87	29	SOUNDTRACK ●	Freaky Friday	19	158	145	133	46	CHER ▲ ²	The Very Best Of Cher	4
				HOLLYWOOD 162404 (18.98 CD)							GEFFEN/MCA/WARNER BROS. 73852/WARNER STRATEGIC MARKETING (18.98 CD)		
108	83	51	12	SOUNDTRACK ●	The Lord Of The Rings: The Return Of The King	36	159	RE-ENTRY	49	FOO FIGHTERS ▲	One By One	3	
				REPRISE/WMG SOUNDTRACKS 48521/WARNER BROS. (19.98 CD)							RDSWELL/RCA 68068*/RMG (18.98 CD)		
109	97	110	64	TIM MCGRAW ▲ ²	Tim McGraw And The Dancehall Doctors	2	160	149	148	8	CASTING CROWNS	Casting Crowns	148
				CURB 78746 (12.98/18.98)							BEACH STREET 10723/REUNION (18.98 CD) [M]		
110	87	86	24	T.I. ●	Trap Muzik	4	161	141	137	36	JACK JOHNSON ●	On And On	3
				GRAND HUSTLE/ATLANTIC 83650*/AG (9.98/14.98)							JACK JOHNSON 075012*/UMRG (18.98 CD)		
111	104	114	68	RASCAL FLATTS ▲	Melt	5	162	143	150	44	KELLY CLARKSON ▲ ²	Thankful	1
				LYRIC STREET 165031/HOLLYWOOD (12.98/18.98)							RCA 68159/RMG (18.98 CD)		
112	123	125	23	SEAL ●	Seal IV	3	163	169	154	57	JOHNNY CASH ▲	American IV: The Man Comes Around	22
				WARNER BROS. 47947 (18.98 CD)							AMERICAN 063339*/LDSST HIGHWAY (12.98 CD)		
113	90	76	12	PUDDLE OF MUDD ●	Life On Display	20	164	117	97	8	DAVID BANNER	MTA2: Baptized In Dirty Water	69
				GEFFEN 001080/INTERSCOPE (8.98/12.98)							SRC/UNIVERSAL 001720*/UMRG (12.98 CD)		
114	113	94	65	MATCHBOX TWENTY ▲ ²	More Than You Think You Are	6	165	147	170	9	FINGER ELEVEN	Finger Eleven	147
				MELISSA/ATLANTIC 83612/AG (12.98/18.98)							WIND-UP 13058 (16.98 CD) [M]		
115	89	69	21	BABY BASH	Tha Smokin' Nephew	48	166	137	123	35	STAIND ▲	14 Shades Of Grey	1
				UNIVERSAL 001258/UMRG (12.98 CD)							FLIPELEKTRA 62882/EEG (18.98 CD)		
116	93	95	10	STORY OF THE YEAR	Page Avenue	93	167	159	160	68	ELVIS PRESLEY ▲ ³	Elvis: 30 #1 Hits	1
				MAVERICK 48438/WARNER BROS. (12.98 CD) [M]							RCA 68079*/RMG (12.98/19.98)		
117	95	88	13	DIXIE CHICKS ●	Top Of The World Tour Live	27	168	127	—	2	BRONCO/LOS BUKIS	Cronica De Dos Grandes	127
				MONUMENT/COLUMBIA 90794/SONY MUSIC (13.98 EQ CD)							FONOVISA 351279/UG (17.98 CD/DVD)		
118	142	152	30	BRAD PAISLEY ●	Mud On The Tires	8	169	138	142	4	SOUNDTRACK	Pixel Perfect (EP)	133
				ARISTA NASHVILLE 50605/RLG (12.98/18.98)							WALT DISNEY 861056 (17.98 CD)		
119	NEW	1	1	THE CARPENTERS	Carpenters Gold: 35th Anniversary Edition	119	170	183	189	37	LONESTAR ▲	From There To Here: Greatest Hits	7
				A&M/UTV 001777/UME (21.98)							BNA 67076/RLG (12.98/18.98)		
120	116	117	52	R. KELLY ▲ ²	Chocolate Factory	1	171	136	127	21	OBIE TRICE ●	Cheers	5
				JIVE 41812/ZOMBA (18.98 CD)							SHADY 001105*/INTERSCOPE (12.98 CD)		
121	110	103	56	TRAPT ▲	Trapt	42	172	155	155	91	EMINEM ▲ ⁸	The Eminem Show	1
				WARNER BROS. 48296 (18.98 CD) [M]							WEB/AFTEMATH 493290*/INTERSCOPE (8.98/12.98)		
122	98	78	13	MICHAEL JACKSON ●	Number Ones	13	173	182	182	27	YELLOWCARD	Ocean Avenue	99
				MJJ/EPIC 88998/SONY MUSIC (12.98/18.98)							CAPITOL 39844 (12.98 CD)		
123	115	92	19	THREE DAYS GRACE	Three Days Grace	76	174	154	146	22	A PERFECT CIRCLE ●	Thirteenth Step	2
				JIVE 53479/ZOMBA (12.98 CD) [M]							VIRGIN 80918* (18.98 CD)		
124	NEW	1	1	PITCH BLACK	Pitch Black Law	124	175	156	145	47	STACIE ORRICO ●	Stacie Orrico	59
				TRAVIO 001664*/UMRG (8.98/12.98) [M]							FDREFRONT 32589/VIRGIN (12.98/18.98) [M]		
125	86	68	9	MEMPHIS BLEEK	M.A.D.E.	35	176	189	198	3	JOE COCKER	Ultimate Collection	122
				RCA-A-FELLA/DEF JAM 003220*/DJJMG (8.98/12.98)							A&M/HIP-O 001572/UME (12.98 CD)		
126	146	—	14	JOSS STONE	The Soul Sessions (EP)	126	177	175	159	7	SOUNDTRACK	Something's Gotta Give	132
				S-CURVE 42234 (9.98 CD) [M]							COLUMBIA 90811/SONY MUSIC (18.98 EQ CD)		
127	122	—	11	SOUNDTRACK	The Fighting Temptations	19	178	177	175	27	KIDZ BOP KIDS ●	Kidz Bop 4	14
				MUSIC WORLD/COLUMBIA 90286/SONY MUSIC (18.98 EQ CD)							RAZOR & TIE 89074 (11.98/18.98)		
128	NEW	1	1	THALIA	Greatest Hits	128	179	130	129	22	DMX ▲	Grand Champ	1
				EMI SPECIAL MARKETS 93043/EMI LATIN (16.98 CD)							RUFF RYDERS/DEF JAM 063369*/DJJMG (8.98/12.98)		
129	119	116	19	VARIOUS ARTISTS	WOW Hits 2004	51	180	160	132	14	PINK ▲	Try This	9
				PROVIDENT/WORD-CURB/EMI CHRISTIAN 90652/SPARROW (21.98 CD)							ARISTA 52138 (18.98 CD)		
130	108	113	20	ANTHONY HAMILTON	Comin' From Where I'm From	33	181	RE-ENTRY	27	GEORGE STRAIT ●	Honkytonkville	5	
				SO SO DEF 52107/ARISTA (12.98 CD)							MCA NASHVILLE 000114/UMGN (8.98/12.98)		
131	106	111	15	BOB SEGER ●	Greatest Hits 2	23	182	185	165	13	CYNDI LAUPER	At Last	38
				CAPITOL 52772 (17.98 CD)							DAYLIGHT/EPIC 90760/SONY MUSIC (18.98 EQ CD)		
132	118	115	13	LEANN RIMES ●	Greatest Hits	24	183	RE-ENTRY	12	BON JOVI	This Left Feels Right	14	
				CURB 78829 (18.98 CD)							ISLAND 001540/DJMG (8.98/12.98)		
133	94	85	12	LIL JON & THE EAST SIDE BOYZ	Part II	37	184	RE-ENTRY	3	ROBERT RANDOLPH & THE FAMILY BAND	Unclassified	145	
				BME 2378/TVT (11.98 CD/DVD)							DARE 48472/WARNER BROS. (18.98 CD) [M]		
134	99	100	12	COUNTING CROWS ●	Films About Ghosts: The Best Of...	32	185	184	166	13	DAVE MATTHEWS BAND ▲	The Central Park Concert	14
				GEFFEN 001676/INTERSCOPE (12.98 CD)							BAMA RAGS/RCA 57501/RMG (19.98 CD)		
135	129	135	26	DIERKS BENTLEY	Dierks Bentley	26	186	RE-ENTRY	35	CHRIS CAGLE ●	Chris Cagle	15	
				CAPITOL (NASHVILLE) 39814 (12.98/18.98)							CAPITOL (NASHVILLE) 40516 (11.98/18.98)		
136	120	91	48	JASON MRAZ ●	Waiting For My Rocket To Come	55	187	164	171	50	JOE NICHOLS ●	Man With A Memory	72
				ELEKTRA 62829/EEG (12.98 CD) [M]							UNIVERSAL SOUTH 170285 (8.98/12.98) [M]		
137	132	130	13	THE BEATLES ▲	Let It Be... Naked	5	188	RE-ENTRY	18	BRUCE SPRINGSTEEN ▲	The Essential Bruce Springsteen	14	
				APPLE 95713/CAPITOL (18.98 CD)							LEGACY/COLUMBIA 90773/SONY MUSIC (25.98 EQ CD)		
138	125	118	36	THE BEACH BOYS ●	The Very Best Of The Beach Boys: Sounds Of Summer	16	189	161	168	24	MARY J. BLIGE ▲	Love & Life	1
				CAPITOL 82710 (18.98 CD)							GEFFEN 000596*/INTERSCOPE (8.98/12.98)		
139	134	126	20	BETTE MIDLER ●	Bette Midler Sings The Rosemary Clooney Songbook	14	190	151	153	13	112	Hot & Wet	22
				COLUMBIA 90350/SONY MUSIC (18.98 EQ CD)							BAD BOY/DEF SOUL 000927*/UMRG (8.98/12.98)		
140	140	119	21	DAVE MATTHEWS ▲	Some Devil	2	191	148	138	10	VARIOUS ARTISTS	The Source Presents Hip Hop Hits Vol. 7	89
				RCA 55167/RMG (18.98 CD)							DEF JAM 001614/DJMG (12.98 CD)		
141	109	98	18	JAGGED EDGE ●	Hard	3	192	RE-ENTRY	9	TOM JONES	Reloaded: Greatest Hits	127	
				COLUMBIA 87017/SONY MUSIC (12.98 EQ/18.98)							DECCA/UTV 001421/UME (12.98 CD)		
142	107	108	21	MURPHY LEE ●	Da Skool Boy Presents Murphy's Law	8	193	179	190	44	GODSMACK ▲	Faceless	1
				FD*/REU/UNIVERSAL 001132/UMRG (12.98 CD)							REPUBLIC/UNIVERSAL 067854/UMRG (8.98/12.98)		
143	121	99	14	3 DOORS DOWN	Another 700 Miles (EP)	21	194	176	181	42	KEM	Kemistry	90
				REPUBLIC/UNIVERSAL 001603/UMRG (9.98 CD)							MOTOWN 067516/UMRG (8.98/12.98) [M]		
144	100	74	10	FEFE DOBSON	Fefe Dobson	67	195	167	179	12	GERALD LEVERT	Stroke Of Genius	6
				ISLAND 001244/DJMG (12.98 CD) [M]							ELEKTRA 62903/EEG (11.98/18.98)		
145	91	75	10	BIG TYMERS	Big Money Heavyweight	21	196	180	167	43	SOUNDTRACK ▲	The Lizzie McGuire Movie	6
				CASH MONEY 000915*/UMRG (12.98 CD)							WALT DISNEY 86080 (18.98 CD)		
146	RE-ENTRY	6	6	MANNHEIM STEAMROLLER	Romantic Melodies	41	197	RE-ENTRY	2	SIMPLY RED	Home	188	
				AMERICAN GRAMAPHONE 214 (16.98 CD)							SIMPLYRED.COM 0001/RED INK (18.98 CD)		
147	72	—	2	DIANA ROSS & THE SUPREMES	The No. 1's	72	198	200	177	14	SOUNDTRACK ●	Love Actually	

THIS WEEK		LAST WEEK		WEEKS ON CHART		Sales data and internet sales reports compiled by Nielsen SoundScan		BILLBOARD 200 RANK	
						ARTIST IMPRINT & NUMBER/DISTRIBUTING LABEL		Title	
1	21					NUMBER 1		1 Week At Number 1	
						NORAH JONES BLUE NOTE 84800		Feels Like Home 1	
2						MELISSA ETHERIDGE ISLAND 001822/IDJMG		Lucky 15	
3	2					JOSH GROBAN 143/REPRISE 48450/WARNER BROS.		Closer 5	
4	8					HARRY CONNICK, JR. COLUMBIA 96551/SONY MUSIC		Only You 6	
5	10					OUTKAST 8 ARISTA 50133*		Speakerboxxx/The Love Below 4	
6	22					MICHAEL MCDONALD MOTOWN 000651/UMRG		Motown 14	
7	15					SOUNDTRACK CAPITOL 95912		Queer Eye For The Straight Guy 39	
8	9					EVANESCENCE 4 WIND-UP 13063		Fallen 7	
9	7					SHERYL CROW 2 A&M 00152/INTERSCOPE		The Very Best Of Sheryl Crow 11	
10	12					SARAH MCLACHLAN 2 ARISTA 50150		Afterglow 26	
11	17					NORAH JONES 8 BLUE NOTE 32088* [M]		Come Away With Me 18	
12	4					KENNY CHESNEY BNA 58801/RLG		When The Sun Goes Down 3	
13	13					VARIOUS ARTISTS GRAMMY 58022/BMG STRATEGIC MARKETING GROUP		2004 Grammy Nominees 10	
14	20					JOSH GROBAN 3 143/REPRISE 48154/WARNER BROS. [M]		Josh Groban -	
15						BIG HEAD TODD AND THE MONSTERS SANCTUARY 84672		Crimes Of Passion -	
16	1					INCUBUS IMMORTAL/EPIC 90890*/SONY MUSIC		A Crow Left Of The Murder... 9	
17	16					NO DOUBT 4 INTERSCOPE 001495		The Singles 1992-2003 25	
18						KEB' MO' OKEH/EPIC 86408/SONY MUSIC [M]		Keep It Simple 149	
19	6					MINDY SMITH VANGUARD 79736 [M]		One Moment More -	
20	11					FIVE FOR FIGHTING AWARE/COLUMBIA 86186/SONY MUSIC		The Battle For Everything 43	
21						KANYE WEST ROC-A-FELLA/DEF JAM 002030*/IDJMG		The College Dropout 2	
22	18					DIDO 4 ARISTA 50137		Life For Rent 37	
23	14					SOUNDTRACK 2 REPRISE/WMG SOUNDTRACKS 48521/WARNER BROS.		The Lord Of The Rings: The Return Of The King 108	
24						THE WHITE STRIPES 4 THIRD MAN 27148*/V2		Elephant 44	
25						CLAY AIKEN 2 RCA 54838/RMG		Measure Of A Man 41	

THIS WEEK		LAST WEEK		WEEKS ON CHART		Sales data compiled by Nielsen SoundScan		TITLE		IMPRINT & NUMBER/DISTRIBUTING LABEL	
1	1					NUMBER 1		2 Weeks At Number 1		INTERSCOPE 001945*	
						BARBERSHOP 2: BACK IN BUSINESS				CAPITOL 95912	
2						QUEER EYE FOR THE STRAIGHT GUY				MAVERICK 48675/WARNER BROS.	
3	3					THE CHEETAH GIRLS (EP) 4				T.U.G./EPIC 90744/SONY MUSIC	
4	14					50 FIRST DATES				AMARU 001533*/INTERSCOPE	
5	2					YOU GOT SERVED				HOLLYWOOD 162404	
6	4					TUPAC: RESURRECTION 4				REPRISE/WMG SOUNDTRACKS 48521/WARNER BROS.	
7	6					FREAKY FRIDAY 6				MUSIC WORLD/COLUMBIA 90286/SONY MUSIC	
8	5					THE LORD OF THE RINGS: THE RETURN OF THE KING 8				DMZ/COLUMBIA 88843/SONY MUSIC	
9	7					THE FIGHTING TEMPTATIONS				WARNER BROS. (NASHVILLE) 48424/WRN	
10	8					COLD MOUNTAIN				WALT DISNEY 861056	
11	10					BLUE COLLAR COMEDY TOUR: THE MOVIE				COLUMBIA 90911/SONY MUSIC	
12	9					PIXEL PERFECT (EP)				WALT DISNEY 861046	
13	11					SOMETHING'S GOTTA GIVE				EMPEROR NORTON 7068*	
14	12					THE LIZZIE MCGUIRE MOVIE 4				EPIC 87018/SONY MUSIC	
15	13					LOVE ACTUALLY 6				WALT DISNEY 860080	
16						THE LION KING 1 1/2 (EP)				J 56760/RMG	
17	17					LOST IN TRANSLATION				WALT DISNEY 861046	
18	16					CHICAGO 2				EMPEROR NORTON 7068*	
19	15					PIRATES OF THE CARIBBEAN: THE CURSE OF THE BLACK PEARL				EPIC 87018/SONY MUSIC	
20	20					O BROTHER, WHERE ART THOU? 7				WALT DISNEY 860089	
21	19					DIRTY DANCING: ULTIMATE DIRTY DANCING				LOST HIGHWAY/MERCURY 170069/IDJMG	
22	18					BAD BOYS II 4				RCA 55525/BMG STRATEGIC MARKETING GROUP	
23	22					THE LORD OF THE RINGS: THE TWO TOWERS 8				BAO BOY 000716*/UMRG	
24						CONCERT FOR GEORGE				WMG SOUNDTRACKS/REPRISE 48379/WARNER BROS.	
25	24					A WALK TO REMEMBER 6				WARNER STRATEGIC MARKETING 74546	

Top Internet Album Sales reflects physical albums ordered through Internet merchants, based on data collected by Nielsen SoundScan. Unlike most Billboard album charts, catalog titles are included on the Internet and Soundtrack charts. ● Albums with the greatest sales gain this week. ● Recording Industry Assn. Of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numerical following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. RIAA Latin awards: ○ Certification for net shipment of 100,000 units (Oro). △ Certification of 200,000 units (Platino). ▲ Certification of 400,000 units (Multi-Platino). * Asterisk indicates vinyl available. [M] indicates past or present Heatseeker title © 2004, VNU Business Media, Inc. and Nielsen SoundScan, Inc. All rights reserved.

THE BILLBOARD 200 A-Z (LISTED BY ARTISTS)

112 190	Chris Cagle 186	Melissa Etheridge 15	R. Kelly 97, 120	Martina McBride 56	184	Pixel Perfect (EP) 169	Twista 8
3 Doors Down 45, 143	Jeremy Camp 102	Evanescence 7	Kem 194	Michael McDonald 14	Rascal Flatts 111	Queer Eye For The Straight Guy 39	Keith Urban 78
50 Cent 65	The Carpenters 119	Finger Eleven 165	Alicia Keys 17	Tim McGraw 109	Red Hot Chili Peppers 70	Something's Gotta Give 177	Luther Vandross 28
Trace Adkins 75	Johnny Cash 163	Five For Fighting 43	Kid Rock 72	Sarah McLachlan 26	LeAnn Rimes 132	Tupac: Resurrection 101	VARIOUS ARTISTS
AFI 150	Casting Crowns 160	Foo Fighters 159	Kidz Bop Kids 178	Memphis Bleek 125	Diana Ross & The Supremes 147	You Got Served 86	2004 Grammy Nominees 10
Christina Aguilera 66	Cher 158	Godsmack 193	Beyonce 12	Bette Midler 139	Paulina Rubio 105	Britney Spears 21	Disneymania 2: Music Stars Sing
Clay Aiken 41	Kenny Chesney 3, 88	Good Charlotte 83	Kom 91	Kylie Minogue 42	Seal 112	Rod Stewart 29, 58	Disney...Their Way! 77
Air 152	Chingy 20	Josh Groban 5	Alison Krauss + Union Station 156	KeB' Mo' 149	Sean Paul 100	Sting 54	Fired Up! 51
Gary Allan 98	Kelly Clarkson 162	G-Unit 33	Cyndi Lauper 182	Jason Mraz 136	Bob Seger 131	Joss Stone 126	The Source Presents Hip-Hop Hits
Amici forever 157	Joe Cocker 176	Anthony Hamilton 130	Avril Lavigne 200	MusiQ 93	Simply Red 197	Story Of The Year 116	Vol. 7 191
Audioslave 71	Coldplay 40, 148	Hoobastank 95	Murphy Lee 142	Nelly 76	Jessica Simpson 19	George Strait 181	WOW Gospel 2004 81
Avant 46	Harry Connick, Jr. 6	Incubus 9	Gerald Levert 195	Joe Nichols 187	SOUNDTRACK	Keith Sweat 61	WOW Hits 2004 129
Baby Bash 115	Counting Crows 134	Alan Jackson 23, 85	Lil Jon & The East Side Boyz 79, 133	Nickelback 22	50 First Dates 80	Switchfoot 94	WWE Originals 104
David Banner 164	Sheryl Crow 11	Michael Jackson 122	Limp Bizkit 96	No Doubt 25	Barbershop 2: Back In Business 36	James Taylor 153	Kanye West 2
The Beach Boys 138	damageplan 38	Jagged Edge 141	Linkin Park 34, 82	The Offspring 103	Blue Collar Comedy Tour: The Movie 155	Thalia 128	Westside Connection 50
The Beatles 137	Dido 37	Jay-Z 27	Lonestar 170	Stacie Orrico 175	The CheetaH Girls (EP) 64	Three Days Grace 123	The White Stripes 44
Dierks Bentley 135	Dixie Chicks 117	Jet 60	Lostprophets 73	OutKast 4	Cold Mountain 154	T.I. 110	Yeah Yeah Yeahs 151
Big Tymers 145	DMX 179	Joe 99	Courtney Love 53	Brad Paisley 118	The Fighting Temptations 127	Justin Timberlake 87	Yellowcard 173
Black Eyed Peas 52	Fefe Dobson 144	Jack Johnson 161	Ludacris 30	A Perfect Circle 174	Freaky Friday 107	Train 92	Ying Yang Twins 62
Mary J. Blige 189	Will Downing 199	Norah Jones 1, 18	Mannheim Steamroller 146	Pink 180	The Lizzie McGuire Movie 196	Trapt 121	Warren Zevon 74
Blink-182 49	Drag-On 47	Tom Jones 192	Maroon 5 32	Pitch Black 124	The Lord Of The Rings: The Return Of The King 108	Obie Trice 171	
Bon Jovi 183	Hilary Duff 31	Juvenile 63	matchbox twenty 114	Elvis Presley 167	Of The King 108	Josh Turner 35	
Bronco/Los Bukis 168	Eagles 59	Toby Keith 13, 67	Dave Matthews Band 185	Probot 68	Love Actually 198	Shania Twain 55	
Brooks & Dunn 57	Missy Elliott 69	Kelis 106	Dave Matthews 140	Puddle Of Mudd 113			
Michael Buble 89	Eminem 172		John Mayer 90	Robert Randolph & The Family Band			

Over The Counter

Continued from page 65

stores in June 2002. Jones' tally also shows that her album sold handsomely through the weekend, as first-day numbers cited by chains put the album on course for a start in the range of 600,000 to 700,000.

The album initially shipped 2.3 million. Reorders since its Feb. 10 release through press time have added about 500,000 to that total.

VH1 jumped on the video for lead track "Sunrise" early and often, making it that station's most-played clip during release week, and Jones played "The Tonight Show With Jay Leno" Feb. 10. Blue Note did a national spot

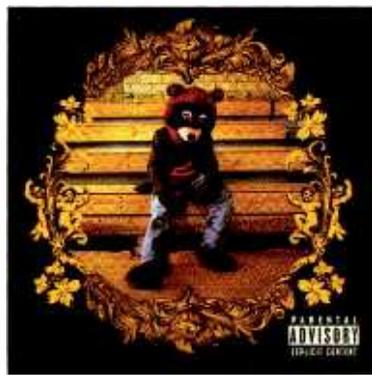
during the Grammys' Feb. 8 telecast and backed that up with morning-show TV ads in 10 major markets, along with spots on talk radio stations.

Aside from triple-A rock and adult contemporary stations, radio pretty much missed Jones' party. Only four mainstream top 40 stations gave "Sunrise" any play for the tracking period through Feb. 17, and the song's audience for the week stood at 13.1 million from 74 stations at all monitored formats.

The label ran TV spots in 20 markets during the album's second week, and upcoming visits to "Late Night With Conan O'Brien" and "The Daily Show" should help it stay afloat. Figure, too, that the older demographic to whom Jones appeals will help her to avoid the declines of 50% to 60% or more that big rap or rock records often see in week two.

STANDING IN THE SHADOW: Any other week this year, producer-turned-artist

Kanye West would have ruled The Billboard 200. His 441,000-unit start for "The College Dropout" represents the second-largest sales by any album in 2004, surpassed only by Norah Jones' fast start.



West's album includes an extended version of the chart-topping track "Slow Jamz" that recently made Twista the No. 1 act on The Billboard 200 when his "Kamikaze" opened at a career-best

week of 312,000 copies.

"Dropout" also includes "Through the Wire," modeled on Chaka Khan's "Through the Fire," which bullets at No. 10 on the Hot R&B/Hip-Hop Airplay chart.

Melissa Etheridge launches at No. 15 with 91,500 sold, a bigger week than her previous album saw when it bowed at No. 9 in 2001.

TROPHIES AND HEARTS: With two performances on the telecast and one of the night's biggest awards, OutKast sees the biggest unit increase among Grammy Award beneficiaries (see story, page 3).

The telecast's tributes also cause sales to almost quadruple for the latest by the late Warren Zevon (a re-entry at No. 74) and to almost triple for Luther Vandross (61-28, up 192%). Awards for both men were announced on-air.

The Grammys' funk segment cooks a 384% rise for Robert Randolph & the Family Band, a rally

that has it re-entering Top Christian Albums (No. 6), Top Heatseekers (No. 7) and The Billboard 200 (No. 184), its first ink on the big chart since August.

Grammy presenter Michael McDonald rides 34-14 on the big chart (up 166%) for his highest rank since 1982 and also makes his first appearance ever on Top Pop Catalog (No. 19, up 140%). His catalyst was another show earlier that day on the same network, "CBS News Sunday Morning," which sparked an immediate reaction.

Meanwhile, you can smell Valentine's Day on most of the sales charts. Among those who Cupid pumps on the big chart are Josh Groban (No. 5, up 34%), Harry Connick Jr. (No. 6, up 58%), Rod Stewart (36-29, up 83% and 76-58, up 76%), Michael Bubl  (131-89, up 113%) and a re-entry for the Valentine album released last year by Mannheim Steamroller (No. 146, up 309%).

FEBRUARY 28 2004
Billboard **TOP POP CATALOG**

THIS WEEK	LAST WEEK	2 WKS. AGO	Sales data compiled by Nielsen SoundScan	
			ARTIST	Title
			IMPRINT & NUMBER/DISTRIBUTING LABEL	
1	1	5	NUMBER 1 2 Weeks At Number 1	
			JOSH GROBAN [▲] 143/REPRISE 48154/WARNER BROS. (18.98 CD) [M]	Josh Groban
2	2	1	GREATEST GAINER [Ⓢ]	
			THE BEATLES [▲] APPLE 29325/CAPITOL (12.98/18.98)	1
3	7	7	MARTINA MCBRIDE [▲] RCA NASHVILLE 67012/RMG (12.98/18.98)	Greatest Hits
4	5	3	MERCYME [▲] IND 85133/CURB (16.98 CD) [M]	Almost There
5	4	2	LINKIN PARK [▲] WARNER BROS. 47755 (12.98/18.98)	[Hybrid Theory]
6	12	13	JOHN MAYER [▲] AWARE/COLUMBIA 85293*/SONY MUSIC (7.98 EQ/18.98) [M]	Room For Squares
7	3	4	KID ROCK [▲] LAVA 83482*/AG (12.98/18.98)	Cocky
8	6	6	BOB SEGER & THE SILVER BULLET BAND [▲] CAPITOL 30334 (10.98/15.98)	Greatest Hits
9	10	11	BOB MARLEY AND THE WAILERS [◆] TUFF GONG/ISLAND 548904/IDJMG (8.98/12.98)	Legend
10	16	16	ROD STEWART [●] The Very Best Of Rod Stewart WARNER BROS. 78328 (12.98/18.98)	
11	14	14	FRANK SINATRA [●] Classic Sinatra: His Great Performances 1953-1960 CAPITOL 23502 (11.98/17.98)	
12	8	8	KENNY CHESNEY [▲] BNA 67976/RMG (12.98/18.98)	Greatest Hits
13	32	46	FRANK SINATRA [●] Greatest Love Songs REPRISE 78295/WARNER BROS. (12.98/18.98)	
14	11	10	TIM MCGRAW [▲] CURB 77978 (12.98/18.98)	Greatest Hits
15	18	18	JOHNNY CASH [▲] 16 Biggest Hits LEGACY/COLUMBIA (NASHVILLE) 69739/SONY MUSIC (7.98 EQ/11.98)	
16	23	25	BARRY WHITE [▲] All Time Greatest Hits MERCURY 522459/IDJMG (8.98/12.98)	
17	17	15	PINK FLOYD [◆] Dark Side Of The Moon CAPITOL 46001* (10.98/18.98)	
18	15	17	CELINE DION [▲] All The Way...A Decade Of Song 550 MUSIC/EPIC 63760/SONY MUSIC (12.98 EQ/18.98)	
19	NEW	1	HOT SHOT DEBUT MICHAEL McDONALD The Very Best Of Michael McDonald WARNER BROS. 76649/RHINO (12.98 CD)	
20	20	21	SHANIA TWAIN [◆] MERCURY 536003/UMG (8.98/12.98)	Come On Over
21	22	22	COLDPLAY [▲] Parachutes NETTWERK 30162/CAPITOL (11.98/17.98) [M]	
22	13	12	AC/DC [▲] LEGACY/EPIC 80207*/SONY MUSIC (18.98 EQ CD)	Back In Black
23	9	23	KID ROCK [▲] Devil Without A Cause TOP DOG/LAVA 83119*/AG (12.98/18.98) [M]	
24	24	24	AL GREEN [▲] Greatest Hits HIT THE RIGHT STUFF 30800/CAPITOL (10.98/17.98)	
25	21	20	QUEEN [▲] Greatest Hits HOLLYWOOD 151265 (11.98/17.98)	
26	19	19	METALLICA [▲] Metallica ELEKTRA 61113*/EEG (11.98/17.98)	
27	NEW	26	PRINCE [●] The Very Best Of Prince WARNER BROS. 74272 (18.98 CD)	
28	26	26	BROOKS & DUNN [▲] The Greatest Hits Collection ARISTA NASHVILLE 18852/RMG (12.98/18.98)	
29	27	28	JOURNEY [◆] Journey's Greatest Hits COLUMBIA 44493/SONY MUSIC (12.98 EQ/18.98)	
30	25	27	ALAN JACKSON [▲] The Greatest Hits Collection ARISTA NASHVILLE 18807/RMG (12.98/18.98)	
31	RE-ENTRY	28	WILLIE NELSON [▲] 16 Biggest Hits LEGACY/COLUMBIA (NASHVILLE) 69322/SONY MUSIC (7.98 EQ/11.98)	
32	34	31	ABBA [▲] Gold - Greatest Hits POLYDOR/UNIVERSAL 517007/UMRG (12.98/18.98)	
33	30	29	LARRY THE CABLE GUY Lord, I Apologize ARK 21 810076 (18.98 CD)	
34	44	48	JOHN LENNON [●] Lennon Legend - The Very Best Of John Lennon PARLOPHONE 21954*/CAPITOL (10.98/16.98)	
35	RE-ENTRY	16	LUTHER VANDROSS [●] Greatest Hits LEGACY/EPIC 66068/SONY MUSIC (10.98 EQ/17.98)	
36	35	30	PHIL COLLINS [▲] ...Hits FACE VALUE/ATLANTIC 83139/AG (10.98/17.98)	
37	RE-ENTRY	35	THE BEATLES [◆] Sgt. Pepper's Lonely Hearts Club Band APPLE 46442*/CAPITOL (11.98/17.98)	
38	33	33	ALICIA KEYS [▲] Songs In A Minor J 20042/RMG (12.98/18.98)	
39	28	44	VARIOUS ARTISTS The Most Relaxing Classical Album In The World...Ever! CIRCA 44890/VIRGIN (19.98/22.98)	
40	41	—	AEROSMITH [◆] Aerosmith's Greatest Hits COLUMBIA 57367/SONY MUSIC (7.98 EQ/11.98)	
41	50	35	DEAN MARTIN [●] Greatest Hits CAPITOL 94691 (17.98 CD)	
42	36	36	NICKELBACK [▲] Silver Side Up ROADRUNNER 818485/IDJMG (12.98/18.98)	
43	RE-ENTRY	101	POISON [▲] Greatest Hits 1986-1996 CAPITOL 53375 (7.98/11.98)	
44	RE-ENTRY	104	SYSTEM OF A DOWN [▲] Toxicity AMERICAN/COLUMBIA 62240*/SONY MUSIC (12.98 EQ/18.98)	
45	49	47	EMINEM [▲] The Marshall Mathers LP WEB/AFTERMATH 490629*/INTERSCOPE (8.98/12.98)	
46	42	—	TOBY KEITH [▲] Greatest Hits Volume One MERCURY 558962/UMRG (8.98/12.98)	
47	38	34	SADE [▲] The Best Of Sade EPIC 85287/SONY MUSIC (12.98 EQ/18.98)	
48	RE-ENTRY	207	MICHAEL JACKSON [◆] Thriller EPIC 66073/SONY MUSIC (12.98 EQ/18.98)	
49	45	32	GUNS N' ROSES [◆] Appetite For Destruction GEPFFEN 424148/INTERSCOPE (12.98/18.98)	
50	RE-ENTRY	193	THE BEATLES [◆] Abbey Road APPLE 46446*/CAPITOL (12.98/18.98)	

FEBRUARY 28 2004
Billboard **TOP HEATSEEKERS**

THIS WEEK	LAST WEEK	2 WKS. AGO	Sales data compiled by Nielsen SoundScan	
			ARTIST	Title
			IMPRINT & NUMBER/DISTRIBUTING LABEL	
1	NEW	1	NUMBER 1 / HOT SHOT DEBUT 1 Week At Number 1	
			JEREMY CAMP Carried Me: The Worship Project BEC 39613 (18.98 CD)	
2	NEW	1	PITCH BLACK Pitch Black Law TRAVIO 001664*/UMRG (8.98/12.98)	
3	1	13	GREATEST GAINER [Ⓢ]	
			JOSS STONE The Soul Sessions (EP) S-CURVE 42234 (9.98 CD)	
4	NEW	1	KEB' MO' Keep It Simple OKE/EPIC 86406/SONY MUSIC (18.98 EQ CD)	
5	3	3	CASTING CROWNS Casting Crowns BEACH STREET 10733/FEUNION (18.98 CD)	
6	2	5	FINGER ELEVEN Finger Eleven WIND-UP 13058 (18.98 CD)	
7	RE-ENTRY	19	ROBERT RANDOLPH & THE FAMILY BAND Unclassified DARE 48472/WARNER BROS. (18.98 CD)	
8	4	1	GAVIN DEGRAW Chariot J 20058/RMG (11.98 CD)	
9	16	19	FOUNTAINS OF WAYNE Welcome Interstate Managers S-CURVE 90875 (18.98 CD)	
10	12	12	LOS LONELY BOYS Los Lonely Boys DR 80395 (13.98 CD)	
11	5	2	MINDY SMITH One Moment More VANGUARD 79736 (16.98 CD)	
12	6	4	ROONEY Rooney GEPFFEN 000242/INTERSCOPE (9.98 CD)	
13	RE-ENTRY	1	DAVID BISBAL Buleria VALE 002031/UNIVERSAL LATINO (15.98 CD)	
14	13	15	JOSHUA BELL Romance Of The Violin SONY CLASSICAL 87994/SONY MUSIC (18.98 EQ CD)	
15	15	18	RON WHITE Drunk In Public PARALLEL/IMP-D 001582/UME (12.98 CD)	
16	14	10	DAMIEN RICE O DRM/VECTOR 46507/WARNER BROS. (18.98 CD)	
17	10	9	HIM Razorblade Romance JIMMY FRANKS/UNIVERSAL 001429/UMRG (12.98 CD)	
18	17	20	JUANES Un Dia Normal SURCO 017532/UNIVERSAL LATINO (16.98 CD)	
19	11	16	THE POSTAL SERVICE Give Up SUB POP 595 (14.98 CD)	
20	NEW	1	GOUT OF EDEN Love, Peace & Happiness OUTEE 72898 (18.98 CD)	
21	7	6	STEREOLAB Margarine Eclipse ELEKTRA 62526/EEG (18.98 CD)	
22	9	14	JOHNNY VICIOUS Ultra.Trance:3 ULTRA 1180 (19.98 CD)	
23	26	43	LA OREJA DE VAN GOGH Lo Que Te Conte Mientras Te Hacias La Dormida SONY DISCOS 70451* (15.98 EQ CD)	
24	22	26	SHINEDOWN Leave A Whisper ATLANTIC 83568/AG (12.98 CD)	
25	33	33	SIN BANDERA De Viaje SONY DISCOS 70633 (16.98 EQ CD)	
26	NEW	1	DELIRIOUS? World Service FURIOUS? 95492/SPARROW (18.98 CD)	
27	24	23	JEREMY CAMP Stay BEC 40456 (16.98 CD)	
28	18	21	THE THRILLS So Much For The City VIRGIN 84968* (9.98 CD)	
29	NEW	1	GRUPO MOJADO 20 Greatest Hits UNIVISION 310235/UG (17.98 CD/OVD)	
30	8	—	THE WALKMEN Bows & Arrows RECORD COLLECTION 48680* (14.98 CD)	
31	29	31	VICENTE Y ALEJANDRO FERNANDEZ En Vivo: Juntos Por Ultima Vez SONY DISCOS 91089 (17.98 EQ CD)	
32	19	17	THE FLATLANDERS Wheels Of Fortune NEW WEST 6049 (18.98 CD)	
33	NEW	1	LADYSMITH BLACK MAMBAZO Raise Your Spirit Higher: Wenyukela HEADS UP 3083 (15.98 CD) [M]	
34	NEW	1	K1 Nuestro Turno OLE 197107 (14.98 CD)	
35	30	29	DIZZEE RASCAL Boy In Da Corner XL 10600*/MATADOR (16.98 CD)	
36	21	11	STARSAILOR Silence Is Easy CAPITOL 90007 (18.98 CD)	
37	23	25	VICKIE WINANS Bringing It All Together VERITY 43214/ZOMBA (11.98/18.98)	
38	NEW	1	DESCENDENTS 'Merican (EP) FAT WRECK CHORDS 671 (6.98 CD)	
39	NEW	1	LOS TRI-O Canciones Del Alma De Marco Antonio Solis SONY DISCOS 70486 (18.98 EQ CD)	
40	34	30	JOAN SEBASTIAN Coleccion De Oro MUSART 12887/BALBOA (8.98/13.98)	
41	31	24	TEGO CALDERON El Enemy De Los Guasibiri WHITE LION 56625/BMG LATIN (15.98 CD)	
42	RE-ENTRY	3	MATTHEW WEST Happy ACROBAT/CHERRY 000977/UMRG (12.98 CD)	
43	39	36	TAKING BACK SUNDAY Tell All Your Friends VICTORY 176 (12.98 CD)	
44	28	27	ICED EARTH The Glorious Burden STEAMHAMMER/HUNTER 74970/SPV (17.98 CD)	
45	45	38	JOSH KELLEY For The Ride Home HOLLYWOOD 162377 (12.98 CD)	
46	38	32	THE WIGGLES Yummy Yummy KDCB 8626 (11.98 CD)	
47	RE-ENTRY	5	MANNY MANUEL Serenata UNIVERSAL LATINO 001626 (13.98 CD)	
48	50	45	DAVE KOZ Saxophonic CAPITOL 34226 (18.98 CD)	
49	20	8	ELBOW Cast Of Thousands V2 27189 (14.98 CD)	
50	35	35	BYRON CAGE Byron Cage GOSPO CENTRIC 70047/ZOMBA (18.98 CD)	

FEBRUARY 28 2004
Billboard **TOP INDEPENDENT ALBUMS**

THIS WEEK	LAST WEEK	2 WKS. AGO	Sales data compiled by Nielsen SoundScan	
			ARTIST	Title
			IMPRINT & NUMBER/DISTRIBUTING LABEL	
1	1	1	NUMBER 1 5 Weeks At Number 1	
			YING YANG TWINS Me & My Brother COLLIPARK 2480*/TVT (17.98 CD)	
2	NEW	1	HOT SHOT DEBUT	
			PROBOT Probot ROSSELL 307/SOUTHERN LORD (15.98 CD)	
3	8	16	GREATEST GAINER [Ⓢ]	
			WARREN ZEVON The Wind ARTEMIS 51156 (18.98 CD)	
4	2	2	LIL JON & THE EAST SIDE BOYZ Kings Of Crunk BME 2370*/TVT (13.98/17.98)	
5	3	4	LIL JON & THE EAST SIDE BOYZ Part II BME 2378*/TVT (11.98 CD/OVD)	
6	26	49	MANNHEIM STEAMROLLER Romantic Melodies AMERICAN GRAMAPHONE 214 (16.98 CD)	
7	4	3	AIR Talkie Walkie SOURCE 96632*/ASTRALWERKS (19.98 CD)	
8	15	8	SIMPLY RED Home SIMPLYRED.COM 0001/RED INK (18.98 CD)	
9	5	5	ANI DIFRANCO Educated Guess RIGHTeous BARE 034 (16.98 CD)	
10	7	9	VARIOUS ARTISTS Crunk And Disorderly TVT 2500 (17.98 CD)	
11	14	11	LOS LONELY BOYS Los Lonely Boys DR 80395 (13.98 CD) [M]	
12	6	6	MINDY SMITH One Moment More VANGUARD 79736 (16.98 CD) [M]	
13	17	19	MICHAEL BOLTON Vintage PMG 73973 (18.98 CD)	
14	16	21	SOUNDTRACK Lost In Translation EMPEROR NORTON 7068* (17.98 CD)	
15	12	10	DASHBOARD CONFSSIONAL A Mark, A Mission, A Brand, A Scar VAGRANT 0385 (18.98 CD)	
16	13	15	THE POSTAL SERVICE Give Up SUB POP 595 (14.98 CD) [M]	
17	11	12	THE SHINS Chutes Too Narrow SUB POP 70625* (15.98 CD)	
18	10	13	JOHNNY VICIOUS Ultra.Trance:3 ULTRA 1180 (19.98 CD) [M]	
19	19	18	VARIOUS ARTISTS Just Because I'm A Woman: Songs Of Dolly Parton SUGAR HILL 3980 (17.98 CD)	
20	20	14	AMEL LARRIEUX Bravebird BLISSLIFE 0001 (16.98 CD)	
21	45	—	VARIOUS ARTISTS More Ultimate Power Of Love: 32 Greatest Love Songs MADACY 5483 (18.98 CD)	
22	21	27	DEATH CAB FOR CUTIE Transatlanticism BARSUK 32 (16.98 CD)	
23	9	—	THE WALKMEN Bows & Arrows RECORD COLLECTION 48680* (14.98 CD) [M]	
24	18	17	THE FLATLANDERS Wheels Of Fortune NEW WEST 6049 (18.98 CD) [M]	
25	NEW	1	LADYSMITH BLACK MAMBAZO Raise Your Spirit Higher: Wenyukela HEADS UP 3083 (15.98 CD) [M]	
26	24	24	SEVENDUST Seasons TVT 5993 (17.98 CD)	
27	29	25	DIZZEE RASCAL Boy In Da Corner XL 10600*/MATADOR (16.98 CD) [M]	
28	25	22	DEFAULT Elocation TVT 8000 (15.98 CD)	
29	NEW	1	DESCENDENTS 'Merican (EP) FAT WRECK CHORDS 671 (6.98 CD) [M]	
30	22	28	2PAC Nu-Mixx Klazzics DEATH ROW 9530*/KOCH (18.98 CD)	
31	30	26	JOAN SEBASTIAN Coleccion De Oro MUSART 12887/BALBOA (8.98/13.98) [M]	
32	35	38	THE PETER MALICK GROUP FEATURING NORAH JONES New York City KDCB 8678 (13.98 CD)	
33				

FEBRUARY 28 2004 **Billboard** TOP BLUES ALBUMS™

Sales data compiled by Nielsen SoundScan

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	Title
1	NEW	1	KEB' MO'	OKEH/EPIC 86408/SONY MUSIC [M]	1 Week At Number 1 Keep It Simple
2	1	25	SOUNDTRACK	UTV 000704/UME	Martin Scorsese Presents The Best Of The Blues
3	2	77	STEVIE RAY VAUGHAN AND DOUBLE TROUBLE	LEGACY/EPIC 86423/SONY MUSIC	The Essential Stevie Ray Vaughan And Double Trouble
4	6	64	SUSAN TEDESCHI	TONE-CDOL 751148/ARTEMIS [M]	Wait For Me
5	3	39	VARIOUS ARTISTS	NARM 50009	Get The Blues Vol. 2
6	5	25	KEB' MO'	OKEH/LEGACY 90496/SONY MUSIC [M]	Martin Scorsese Presents The Blues: Keb' Mo'
7	4	11	JOHN LEE HOOKER	EAGLE 20023	Face To Face
8	15	10	BUDDY GUY	SILVERTONE 41843/ZOMBA [M]	Blues Singer
9	10	23	STEVIE RAY VAUGHAN	LEGACY/EPIC 90495/SONY MUSIC	Martin Scorsese Presents The Blues: Stevie Ray Vaughan
10	7	5	THE HOLMES BROTHERS	ALLIGATOR 4893	Simple Truths
11	8	29	TYRONE DAVIS	FUTURE 1005	Come To Daddy
12	12	7	JOHN MAYALL AND THE BLUESBREAKERS	John Mayall & The Blues Breaker And Friends: 70th Birthday Concert	EAGLE 20017
13	9	11	ROBBEN FORD	CONCORD 2187	Keep On Running
14	13	23	JIMI HENDRIX	EXPERIENCE HENDRIX/MCA 000698/UME	Martin Scorsese Presents The Blues: Jimi Hendrix
15	11	3	MEL WAITERS	WALDOXY 7835/MALACO	A Nite Out

FEBRUARY 28 2004 **Billboard** TOP REGGAE ALBUMS™

Sales data compiled by Nielsen SoundScan

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	Title
1	2	2	SOUNDTRACK	MAVERICK 48675/WARNER BROS.	1 Week At Number 1 50 First Dates
2	1	5	SEAN PAUL ▲	VP/ATLANTIC 83620/AG	Dutty Rock
3	3	11	ELEPHANT MAN	VP/ATLANTIC 83681/AG	Good 2 Go
4	5	17	VARIOUS ARTISTS	VP 1699*	Strictly The Best Volume 31
5	4	38	VARIOUS ARTISTS	VP 83654*	Reggae Gold 2003
6	6	10	VARIOUS ARTISTS	RED STAR/DEF JAMAICA 001195*/DJMG	Red Star Sounds Presents Def Jamaica
7	11	46	ZIGGY MARLEY	TUFF GONG/PRIVATE MUSIC 11536/AAL	Dragonfly
8	8	50	WAYNE WONDER	VP/ATLANTIC 83628/AG	No Holding Back
9	NEW	1	VARIOUS ARTISTS	TROJAN 80446/SANCTUARY	Reggae Pulse 3: Love Songs
10	9	34	BOB MARLEY AND THE WAILERS	TUFF GONG/ISLAND 000519/DJMG	Bob Marley & The Wailers Live At The Roxy
11	10	31	VARIOUS ARTISTS	RAZOR & TIE 89062	Rasta Jamz
12	12	10	BERES HAMMOND	The Ultimate Collection: Beres Hammond - Can't Stop A Man	VP 1684*
13	14	47	BUJU BANTON	VP 83634*/[M]	Friends For Life
14	13	44	SIZZLA	VP 1649*	Da Real Thing
15	15	10	VARIOUS ARTISTS	GREENSLEEVES 4005*	The Biggest Ragga Dancehall Anthems 2003

FEBRUARY 28 2004 **Billboard** TOP WORLD ALBUMS™

Sales data compiled by Nielsen SoundScan

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	Title
1	8	3	LADYSMITH BLACK MAMBAZO	HEADS UP 3083 [M]	1 Week At Number 1 Raise Your Spirit Higher: Wenyukela
2	1	11	VARIOUS ARTISTS	WINDHAM HILL 54888/AAL	Celtic Circle
3	2	2	MOYA BRENNAN	DECCA 001915/UNIVERSAL CLASSICS GROUP	Two Horizons
4	5	3	SOUNDTRACK	HIGHER OCTAVE SOUNDTRACKS 96811/HIGHER OCTAVE	The Triplets Of Belleville
5	4	44	SOUNDTRACK	MILAN 36010	Bend It Like Beckham
6	3	1	KEALI'I REICHEL	PUNAHOLE 11229 [M]	Ke'alaokamaile
7	6	14	VARIOUS ARTISTS	PUTUMAYO 219	Putumayo Presents: French Cafe
8	7	4	VARIOUS ARTISTS	PUTUMAYO 220	Putumayo Presents: Sahara Lounge
9	9	61	SOUNDTRACK	DG 474150/UNIVERSAL CLASSICS GROUP	Frida
10	10	23	THE CHIEFTAINS	VICTOR 52897/AAL	Further Down The Old Plank Road
11	13	47	RY COODER MANUEL GALBAN	PERRO VERDE/NONESUCH 79691/AG	Mambo Sinuendo
12	11	21	CESARIA EVORA	BLUEBIRD 54380/AAL	Voz D'Amor
13	NEW	1	VARIOUS ARTISTS	ULTRA 6501	Hecho En Cuba Vol. 2
14	14	51	DANIEL O'DONNELL	DPTV MEDIA 0904	The Daniel O'Donnell Show
15	15	42	DANIEL O'DONNELL	DPTV MEDIA 9550	Greatest Hits

FEBRUARY 28 2004 **Billboard** TOP CHRISTIAN ALBUMS™

Sales data compiled by Nielsen SoundScan

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	Title
1	1	51	SWITCHFOOT ●	SPARROW 1878/CHORDANT	7 Weeks At Number 1 The Beautiful Letdown
2	NEW	1	JEREMY CAMP	BEC 9613/CHORDANT [M]	Carried Me: The Worship Project
3	2	19	VARIOUS ARTISTS	PROVIDENT/WORD-CURB/SPARROW/EMI CHRISTIAN 0652/CHORDANT	WOW Hits 2004
4	4	5	CASTING CROWNS	BEACH STREET/REUNION 10723/PROVIDENT [M]	Casting Crowns
5	5	47	STACIE ORRICO ●	FOREFRONT/VIRGIN 2589/CHORDANT [M]	Stacie Orrico
6	NEW	1	ROBERT RANDOLPH & THE FAMILY BAND	DARE/WARNER BROS. 48472/WORD-CURB [M]	Unclassified
7	9	10	RANDY TRAVIS	WORD-CURB/WARNER BROS. 86273/WORD-CURB	Worship & Faith
8	6	6	CECE WINANS	PURE SPRINGS GOSPEL/INO 82685/WORD-CURB	Throne Room
9	3	11	VARIOUS ARTISTS ▲	EMI SPECIAL MARKETS/TIME LIFE 2010/CHORDANT	Worship Together: I Could Sing Of Your Love Forever
10	7	9	P.O.D. ●	ATLANTIC 83676*/WORD-CURB	Payable On Death
11	10	12	VARIOUS ARTISTS	WORSHIP TOGETHER 4172/CHORDANT	Here I Am To Worship
12	19	26	STEVEN CURTIS CHAPMAN	SPARROW 1762/CHORDANT	All About Love
13	16	17	THIRD DAY ●	ESSENTIAL 10709/PROVIDENT	Offerings II: All I Have To Give
14	20	20	MERCYME	INO 86218/WORD-CURB	Spoken For
15	8	3	MICHELLE WILLIAMS	MUSIC WORLD/INTEGRITY GOSPEL 82980/WORD-CURB	Do You Know
16	NEW	1	OUT OF EDEN	GOTEE 2898/CHORDANT [M]	Love, Peace & Happiness
17	17	19	VARIOUS ARTISTS ▲	EMI CMG/WORD-CURB 80198/PROVIDENT	WOW Worship (Yellow)
18	15	21	VARIOUS ARTISTS	FERVENT 30045/PROVIDENT	Absolute Worship
19	22	23	MICHAEL W. SMITH	REUNION 10080/PROVIDENT	The Second Decade: 1993-2003
20	NEW	1	DELIRIOUS?	FURIOUS7/SPARROW 5492/CHORDANT [M]	World Service
21	13	14	SMOKIE NORFUL	EMI GOSPEL 5086/CHORDANT	Smokie Norful: Limited Edition (EP)
22	14	16	SMOKIE NORFUL	EMI GOSPEL 0374/CHORDANT [M]	I Need You Now
23	18	18	JEREMY CAMP	BEC 0456/CHORDANT [M]	Stay
24	23	22	JARS OF CLAY	ESSENTIAL 10709/PROVIDENT	Who We Are Instead
25	24	25	NEWSBOYS	SPARROW 1763/CHORDANT	Adoration: The Worship Album
26	21	13	VARIOUS ARTISTS	SPARROW 3552/CHORDANT	In The Name Of Love: Artists United For Africa
27	39	36	VARIOUS ARTISTS	GAITHER MUSIC GROUP 2459/CHORDANT	Bill Gaither Presents: A Gospel Bluegrass Homecoming Volume One
28	38	37	MATTHEW WEST	ACROBAT/CHERRY/UNIVERSAL 000977/SPARROW [M]	Happy
29	32	40	RANDY TRAVIS ●	WORD-CURB/WARNER BROS. 86238*/WORD-CURB	Rise And Shine
30	26	27	VARIOUS ARTISTS ●	INTEGRITY 82336/WORD-CURB	iWorship! A Total Worship Experience
31	31	32	RELIENT K	GOTEE 2890/CHORDANT	Two Lefts Don't Make A Right... But Three Do
32	27	30	DONNIE MCCLURKIN	VERITY 43199/PROVIDENT	Donnie McClurkin... Again
33	30	29	VARIOUS ARTISTS ▲	MARANATHA/INO/INTEGRITY 82746/WORD-CURB	iWorship! A Total Worship Experience Vol. 2
34	29	—	VARIOUS ARTISTS	WARNER SPECIAL PRODUCTS 1879/TIME LIFE	Faith Hope And Love
35	25	24	BYRON CAGE	GOSPO CENTRIC 70047/PROVIDENT [M]	Byron Cage
36	NEW	1	CHRIS RICE	ROCKETOWN 2000/PROVIDENT [M]	Run The Earth, Watch The Sky
37	35	34	VARIOUS ARTISTS	INTEGRITY 18953/TIME LIFE	Songs 4 Worship: Platinum
38	NEW	1	ZOEGIRL	SPARROW 0666/CHORDANT [M]	Different Kind Of Free
39	NEW	1	TODD AGNEW	ARDENT 2519/CHORDANT	Grace Like Rain
40	NEW	1	JEFF DEYO	GOTEE 2897/CHORDANT	Light

FEBRUARY 28 2004 **Billboard** TOP GOSPEL ALBUMS™

Sales data compiled by Nielsen SoundScan

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	Title
1	1	3	VARIOUS ARTISTS	WORD/EMI CMG/VERITY 57494/ZOMBA	3 Weeks At Number 1 WOW Gospel 2004
2	2	11	SOUNDTRACK	MUSIC WORLD/COLUMBIA 90286/SONY MUSIC	The Fighting Temptations
3	3	23	CECE WINANS	PURE SPRINGS GOSPEL/INO 90361/SONY MUSIC	Throne Room
4	4	4	VARIOUS ARTISTS	INTEGRITY GOSPEL/GOSPO CENTRIC/EPIC 90671/SONY MUSIC	Gotta Have Gospel!
5	5	2	MICHELLE WILLIAMS	MUSIC WORLD/COLUMBIA 89081/SONY MUSIC	Do You Know?
6	6	5	SMOKIE NORFUL	EMI GOSPEL 95086	Smokie Norful: Limited Edition (EP)
7	7	7	SMOKIE NORFUL	EMI GOSPEL 20374 [M]	I Need You Now
8	40	—	LADYSMITH BLACK MAMBAZO	HEADS UP 3083 [M]	Raise Your Spirit Higher: Wenyukela
9	8	8	VICKIE WINANS	VERITY 43214/ZOMBA [M]	Bringing It All Together
10	10	9	VARIOUS ARTISTS ●	EMI CHRISTIAN/WORD/VERITY 43213/ZOMBA	WOW Gospel 2003
11	12	12	DONNIE MCCLURKIN	VERITY 43199/ZOMBA	Donnie McClurkin... Again
12	11	10	BYRON CAGE	GOSPO CENTRIC 70047/ZOMBA [M]	Byron Cage
13	13	14	KAREN CLARK-SHEARD	ELEKTRA 62894/EEG	The Heavens Are Telling
14	14	15	KIRK FRANKLIN ▲	GOSPO CENTRIC 70037/ZOMBA	The Rebirth Of Kirk Franklin
15	19	19	MARVIN SAPP	VERITY 43227/ZOMBA [M]	Diary Of A Psalmist
16	17	16	RAMIYAH	MUSIC WORLD/INTEGRITY GOSPEL 86952/SONY MUSIC [M]	Ramiyah
17	21	20	THE BROOKLYN TABERNAACLE CHOIR	M2.D/WORD-CURB 82502/WARNER BROS.	Live... This Is Your House
18	16	13	MARTHA MUNIZZI	MARTHA MUNIZZI 0001 [M]	The Best Is Yet To Come
19	15	18	DETRICK HADDON	TYSCOT/VERITY 43195/ZOMBA [M]	Lost And Found
20	22	23	SHIRLEY CAESAR	WORD-CURB 86006/WARNER BROS. [M]	Shirley Caesar And Friends
21	23	25	SHIRLEY CAESAR	WORD-CURB 73898/RHINO [M]	Greatest Gospel Hits
22	20	21	LEE WILLIAMS AND THE SPIRITUAL QC'S	MCG 7029/MALACO [M]	Right On Time
23	24	22	BISHOP PAUL S. MORTON & THE FBCF MASS CHOIR	TEHILLAH/LIGHT 5497/COMPENIOA [M]	Let It Rain
24	18	26	HEZEKIAH WALKER & THE LOVE FELLOWSHIP CRUSADE CHOIR	VERITY 43176/ZOMBA [M]	Family Affair II: Live At Radio City Music Hall
25	32	24	TONY HIBBERT II	SPIRIT IN MOTION 70852/RUBY ROSE	In His Presence
26	31	29	VARIOUS ARTISTS	OPHIR 8052/PGE	A Taste Of Ophir
27	25	30	THE WILLIAMS BROTHERS	BLACKBERRY 1643/MALACO	Still Here
28	26	33	DONALD LAWRENCE & THE TRI-CITY SINGERS	EMI GOSPEL 91802	The Best Of Donald Lawrence & The Tri-City Singers: Restoring The Years
29	27	37	MARY MARY ●	COLUMBIA 85690/SONY MUSIC	Incredible
30	37	34	JAMES BIGNON & THE DELIVERANCE MASS CHOIR	ZHANA 103	God Is Great
31	30	36	FRED HAMMOND	VERITY 53712/ZOMBA	Nothing But The Hits
32	28	27	VICKI YOHE	PURE SPRINGS GOSPEL 84230/EMI GOSPEL	I Just Want You
33	29	32	RICHARD SMALLWOOD	VERITY 53710/ZOMBA	The Praise & Worship Songs Of Richard Smallwood
34	36	31	TURKS & CAICOS MASS CHOIR	MEEK 4021	Behold! Live In Chicago
35	35	35	JOHNNY MO	SIERRA-PEARL 0001	A New Direction
36	9	6	LYNDA RANDLE	GAITHER MUSIC GROUP 2458 [M]	A Tribute To Mahalia Jackson
37	33	28	NATALIE WILSON & SOP	GOSPO CENTRIC 70053/ZOMBA	The Good Life
38	NEW	1	LUTHER BARNES & THE SUNSET JUBILAIRE	ATLANTA INT'L 10282	It's Your Time
39	34	40	HEZEKIAH WALKER & THE LOVE FELLOWSHIP CHOIR	VERITY 53714/ZOMBA	Hezekiah Walker & The Love Fellowship Choir: Nothing But The Hits
40	NEW	1	RIZEN	CHEZ MUSIQUE/LIGHT 5517/COMPENIOA	Rizen

● Albums with the greatest sales gains this week ● Recording Industry Assn. Of America (RIAA) certification for net shipment of 500,000 album units (Gold). ▲ RIAA certification for net shipment of 1 million units (Platinum). ◆ RIAA certification for net shipment of 10 million units (Diamond). Numeral following Platinum or Diamond symbol indicates album's multi-platinum level. For boxed sets, and double albums with a running time of 100 minutes or more, the RIAA multiplies shipments by the number of discs and/or tapes. RIAA Latin awards: ○ Certification for net shipment of 100,000 units (Oro). △ Certification of 200,000 units (Platino). △△ Certification of 400,000 units (Multi-Platino). *Asterisk indicates LP is available. Greatest Gainer shows chart's largest unit increase. Heatseeker Impact shows albums removed from Heatseekers this week. [M] indicates past or present Heatseeker title. © 2004, VNU Business Media, Inc., and Nielsen SoundScan, Inc. All rights reserved.

Chart Codes: CS (Hot Country Singles); H100 (Hot 100 Singles); LT (Hot Latin Tracks) and RBH (Hot R&B Hip/Hop Singles).

TITLE (Publisher - Licensing Org.) Sheet Music Dist. Chart Position.

100 YEARS (EMI Blackwood, BMI/Five For Fighting, BMI), HL, H100 55

-A-

AGUANTA AHI (Not Listed) LT 41
ALL FALLS DOWN (Sony/ATV Songs, BMI/EMI Blackwood, BMI/Gimme My Publishing, BMI), HL, RBH 62
ALONE (EMI Blackwood, BMI/Be's Songs, NV/A&S Productions, BVBA), HL, H100 84
AMERICAN SOLDIER (Tokeco Tunes, BMI/Wacissa River, BMI/BPI, BMI), HL, CS 1; H100 28
AMOR DESCARADO (Flamingo, BMI/Nuevo Mundo, BMI/Telemundo, BMI) LT 24
ANTES (EMI April, ASCAP) LT 10
ARE YOU GONNA BE MY GIRL (Copyright Control) H100 61
AUNQUE NO TE PUEDA VER (WB, ASCAP) LT 21
AVE CAUTIVA (Seg Son, BMI) LT 33
AWAY FROM ME (WB, ASCAP)/Jordan Rocks Music, ASCAP, WBM, H100 96

-B-

BABY BOY (Beyonce, ASCAP/Hitco South, ASCAP/Music Of Windswept, ASCAP/Scott Storch, ASCAP/Tuff Jew, ASCAP/EMI April, ASCAP/Black Owned Music, ASCAP/Carter Boys, ASCAP/TVT, ASCAP/Notting Dale, ASCAP/Irving, BMI/Hottis, We Do Hits Music, BMI), HL/WBM, H100 47
BABY I LOVE U (Sony/ATV Songs, BMI/Nuyorican, BMI/Cori Tiffani, BMI/Dan Shea, BMI/EMI U Catalog, ASCAP/Barwin, ASCAP/Zomba Songs, BMI/R.Kelly, BMI), HL/WBM, RBH 58
BACK FOR MORE (Universal, ASCAP/Dirty Dre, ASCAP/Polohz, ASCAP/Hitco South, ASCAP/Music Of Windswept, ASCAP/WB, ASCAP/Sounds From The Soul, ASCAP/Warner Chappell, SOCAN/One Man Music, ASCAP), WBM, RBH 93
BACK IN THE DAY (PUFF) (Divine, BMI/Tribes Of Kedar, ASCAP/JajaPo, ASCAP/I-N-I Vibrations, ASCAP/Sadiyah's, BMI/Janice Combs, BMI/EMI Blackwood, BMI/Jobete, ASCAP/Universal, ASCAP), HL, RBH 69
BADABOOM (Notting Hill, SESAC/Put It Down, SESAC/T. Scott Style, SESAC/Milo Stokes, ASCAP/EMI April, ASCAP/No Question Ent., ASCAP/J. Brasco, ASCAP/Lady Pegasus, ASCAP/Sony/ATV Cross Keys, ASCAP), HL, RBH 81
BARAJA DE ORO (Zomba, ASCAP) LT 32
BEAUTIFUL U R (First Avenue, ASCAP/BMG Songs, ASCAP/Demis Hot Songs, ASCAP/EMI April, ASCAP/E Two, ASCAP/Javier Cae, ASCAP), HL, RBH 76
BE EASY (Domani And Ya Majesty's Music, ASCAP/Toompstone, BMI) RBH 86
BREAK DOWN HERE (EMI April, ASCAP/Willow Lake, ASCAP), HL, CS 59
BREATHE (I'm Still With The Band, BMI/Warner-Tamerlane, BMI/Dylan Jackson, WB, ASCAP), WBM, H100 92
BULERIA (Kike Santander, BMI/Santander Melodies, ASCAP/Famous, ASCAP) LT 18

-C-

CAUSAME LA MUERTE (TN Ediciones, BMI/Los Compositores, BMI) LT 48
CERCA DE TI (Thaly Songs, BMI/Peermusic III, BMI/Warner-Tamerlane, BMI/Million Dollar Steve, BMI/Genina Di Marco, BMI/Jumping Bean, BMI), WBM, LT 1
CHANGE CLOTHES (EMI April, ASCAP/Carter Boys, ASCAP/Chase Chad, ASCAP/EMI Blackwood, BMI/The Waters Of Nazareth, BMI), HL, H100 89; RBH 44
CLOSER TO YOU (Zomba Songs, BMI/R.Kelly, BMI), WBM, RBH 80
CLUBBIN (R.Kelly, BMI/Zomba Songs, BMI/Joel Buden, ASCAP/On Top, ASCAP/Universal, ASCAP), WBM, RBH 45
THE COAST IS CLEAR (Sony/ATV Tree, BMI/Big Yellow Dog, BMI/Redairlane, BMI), HL, CS 54
COME CLEAN (K'Stuff, BMI/WB, ASCAP/Dylan Jackson, ASCAP), WBM, H100 53
COMO PUDE ENAMORARME DE TI (Universal Musica, ASCAP/Leo Musica, SACM) LT 27
COOL TO BE A FOOL (Foray, SESAC/MR2, SESAC/Bethar, BMI/Still Working For The Man, BMI/Wil Nance, BMI/ICG, BMI) CS 18
CRANK IT UP (EMI April, ASCAP/Black Fountain, ASCAP/N Da Trunk, ASCAP/Crump Tight, ASCAP/Herbicious, ASCAP), HL, RBH 88
CUIDARTE EL ALMA (Songs Of Castillo, BMI/WB, ASCAP/Universal-Musica Unica, BMI) LT 4

-D-

DALO POR HECHO (Designe, BMI) LT 31
DAME POR MUERTO (Sonora, ASCAP) LT 34
DAMN! (Drugstore, ASCAP/Lil Jon 00017 Music, BMI/White Rhino, BMI/Lit Buddy Dewberry, BMI) H100 48; RBH 24
DESPERATELY (Tiltawhirl, BMI/Moon Kiss, BMI) CS 20
DIAMOND IN DA RUFF (Invisible, BMI/Niahlist, BMI/Divine Mill, ASCAP/WB, ASCAP/I Want My Daddy's Records, ASCAP/Jahque Joints, SESAC/Universal Tunes, SESAC/Bridgeport, BMI), WBM, RBH 72
DIDN'T I (Warner-Tamerlane, BMI/Green Ivy, BMI/Nashville DreamWorks Songs, ASCAP/Brian Nash, ASCAP/Monkey Feet, ASCAP/Cherry Lane, ASCAP/Deston, ASCAP/Sony/ATV Cross Keys, ASCAP), CLM/HL/WBM, CS 45
DIRT OFF YOUR SHOULDER (EMI April, ASCAP/Carter Boys, ASCAP/Virginia Beach, ASCAP), HL, H100 20; RBH 11
DONDE CORRE LA SANGRE (Estefan, ASCAP) LT 42
DON'T TAKE YOUR LOVE AWAY (Tuff Huff, BMI/Zomba Songs, BMI/Grindtime, BMI), WBM, RBH 50
DRINKIN' BONE (Sony/ATV Acuff Rose, BMI/Zomba, ASCAP/Sufferin' Succotash, ASCAP), HL/WBM, H100 95
DUDE (EMI Blackwood, BMI), HL, H100 78; RBH 32
DUELE VERTE (Sony/ATV Discos, ASCAP/Arjona Musical, ASCAP) LT 22

-E-

ELLA TIENE FUEGO (Sir George, ASCAP/Universal Musica, ASCAP/Piloto, ASCAP) LT 37
ENCORE (Carter Boys, ASCAP/EMI April, ASCAP/Yes World Music, ASCAP), HL, RBH 37
EN EL SILENCIO NEGRO DE LA NOCHE (World Deep, BMI/Sony/ATV Latin, BMI) LT 50
ESTOY ENAMORADA (Arpa, BMI) LT 30

-F-

FALLEN (Sasqua, BMI/Nieze World Music, BMI/One Dynasty Music, ASCAP/Sony/ATV Cross Keys, ASCAP/Lanard Huggins, ASCAP/Edy Crabb, BMI/EMI

Blackwood, BMI/Bridges In Babylon Music, BMI), HL, RBH 92

FALLEN (Sony/ATV Songs, BMI/Tyde, BMI/Sony/ATV Canada, SOCAN), HL, H100 50
FALLS ON ME (Universal-Songs Of PolyGram International, BMI/Pener Pig, BMI), WBM, H100 60
FIGURED YOU OUT (Warner-Tamerlane, BMI/Arm Your Dillo, SOCAN/Zero-G, SOCAN/Black Diesel, SOCAN/Ladekiv, SOCAN), WBM, H100 69
THE FIRST CUT IS THE DEEPEST (Mainstay, BMI/Salafa, ASCAP/Universal-MCA, ASCAP), WBM, CS 50; H100 21
F**K IT (I DON'T WANT YOU BACK) (Hot Butter Milk, ASCAP/Bat Radar, ASCAP/Top Billin', ASCAP) H100 16; RBH 48
FLIES ON THE BUTTER (YOU CAN'T GO HOME AGAIN) (Wacissa River, BMI/Built On Rock, ASCAP/ICG, BMI/Famous, ASCAP/Song Matters, ASCAP/BPI Administration, ASCAP), HL, CS 41
FORTHENIGHT (Universal, ASCAP/Tetragrammaton, ASCAP/Soulchild, ASCAP/Nivrac Tyke, ASCAP), WBM, H100 99; RBH 55
FREEK-A-LEEK (Zomba, ASCAP/Kumbaya, ASCAP/Watch My Music, ASCAP/Lil Jon 00017 Music, BMI), WBM, H100 57; RBH 29
A FUEGO LENTO (Clear Mind, ASCAP/Famous, ASCAP/Clear Heart, BMI/Ensign, BMI) LT 38

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GAL YUH AH LEAD (X.C.A.R.R., ASCAP/Massive Sounds, ASCAP/STB, ASCAP) H100 86; RBH 40
GAME OVER (Neje, SESAC/Lucky, BMI) RBH 38
GANGSTA GIRL (Zomba Songs, BMI/R.Kelly, BMI), WBM, RBH 64
GANGSTA NATION (Gangsta Boogie, ASCAP/Hoo Bangin' Music, ASCAP/DreamWorks Songs, ASCAP/Bass Pipe, ASCAP/Karam's Kid, ASCAP/Nate Dogg, BMI/Universal, ASCAP/Cherry Lane, ASCAP), CLM/WBM, H100 58; RBH 31
GET IT ON THE FLOOR (Boomer X, ASCAP/Universal, ASCAP/Dead Game, ASCAP/EMI April, ASCAP/Swizz Beat, ASCAP), HL, RBH 95
GET LOW (TVT, ASCAP/Swole, ASCAP/Da Crippler, BMI/ColliPark, BMI/EWC, BMI/EMI Blackwood, BMI), HL, H100 36; RBH 35
GIGOLO (Zomba Songs, BMI/R.Kelly, BMI/Nickelodeon, ASCAP/N-Can-N, ASCAP/Famous, ASCAP), HL/WBM, H100 26; RBH 39
GOOD LITTLE GIRLS (Mike Curb, BMI/Kiss My Cash, BMI/Ensign, BMI/Fuzzy Dice, BMI), HL/WBM, CS 19
A GUY LIKE ME (Greenhorse, BMI/EMI Blackwood, BMI/Cooke's Trust, SESAC/Bug, BMI), HL, CS 34

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HAZME OLVIDARLA (Vander, ASCAP) LT 11
HELL YEAH (Gottahaveable, BMI/Songs Of Windswept Pacific, BMI/BMG Songs, ASCAP/Mrs. Lumpkins Poodle, ASCAP), HL/WBM, H100 98
HERE WITHOUT YOU (Escatawpa, BMI/Songs Of Universal, BMI), WBM, H100 17
HEY YAI (Gnat Booty, ASCAP/Chrysalis, ASCAP), WBM, H100 5; RBH 19
HIP HOP (Warner-Tamerlane, BMI/Ryan Montgomery, BMI/Gifted Pearl, ASCAP), WBM, RBH 99
HIT THAT (Underachiever, BMI/King, Puritch, Homes, Paterno & Berlinger, BMI), HL, H100 79
HOLD ON (EMI April, ASCAP/21:1, ASCAP), HL, H100 67
HONK IF YOU HONK TONK (Sony/ATV Tree, BMI/Curb, ASCAP/Justin John, ASCAP), HL/WBM, CS 58
HORSEPOWER (Wordfarmer, ASCAP) CS 56
HOTEL (Larsiny, BMI/EMI April, ASCAP/R.Kelly, BMI/Zomba Songs, BMI/Warner-Tamerlane, BMI/Sony/ATV Songs, BMI/EMI Blackwood, BMI/Dead Game, ASCAP/Bernard's Other, BMI/Universal, ASCAP/Swizz Beat, ASCAP), HL/WBM, H100 7; RBH 7
HOT MAMA (Sony/ATV Acuff Rose, BMI/Wenonga, BMI), HL, CS 7; H100 54
HYPHY (Cypherclief, ASCAP/Momma Dot Muzik, ASCAP/Your Momma Looks Like A Man, ASCAP/Yellow Twankie, ASCAP/EMI April, ASCAP/E-40, BMI/Zomba Songs, BMI), HL/WBM, RBH 98

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I AM THE HIGHWAY (Disappearing One, ASCAP/Melee Savvy Music, BMI/Me 3, BMI/LBV Songs, BMI), HL, H100 72
I CAN ONLY IMAGINE (Simpleville, ASCAP/Fun Attic, ASCAP) CS 55
I CAN'T SLEEP (Espirtu de Leon, BMI/Songs Of Universal, BMI/Mulligan, BMI), WBM, CS 31
I CAN'T WAIT (Organized Noise, BMI/Big Sexy, ASCAP/EMI April, ASCAP/Gnat Booty, ASCAP/Chrysalis, ASCAP), HL, H100 44; RBH 22
I'D BE LYING (Mark Hybner, ASCAP/Cagle Blue, ASCAP/BB3, BMI), WBM, CS 47
I DON'T WANNA KNOW (Justin Combs, ASCAP/EMI April, ASCAP/EMI Blackwood, BMI/Marsky, BMI/Janice Combs, BMI), HL, H100 63; RBH 41
IF HEARTACHES HAD WINGS (Son Of Gila Monster, BMI/Bug, BMI/Moon Catcher, BMI) CS 52
IF I AIN'T GOT YOU (Lellow, ASCAP/EMI April, ASCAP), HL, RBH 27
IF YOU EVER STOP LOVING ME (Sony/ATV Tree, BMI/Love Monkey, BMI/Wenonga, BMI/Universal, ASCAP/Memphisto, ASCAP), HL/WBM, CS 30
I GOT A FEELIN' (Major Bob, ASCAP/Universal-Songs Of PolyGram International, BMI/Everything I Love, BMI/Sony/ATV Tree, BMI), HL/WBM, CS 38
(I HATE) EVERYTHING ABOUT YOU (3 Days Grace, SOCAN/EMI April, ASCAP/Nooodles For Everyone, SOCAN), HL, H100 71
I'LL BE AROUND (God Given, BMI/Virginia Beach, ASCAP/WB, ASCAP), WBM, RBH 66
I LOVE YOU THIS MUCH (Nashville DreamWorks Songs, ASCAP/Paper Angels, ASCAP/Sunchaser, ASCAP/Cherry Lane, ASCAP/EMI April, ASCAP/Sea Gayle, ASCAP), CLM/HL, CS 8; H100 65
IMMACULATE (Unshacked, ASCAP/Freed Slave, BMI) RBH 96
I'M REALLY HOT (Mass Confusion, ASCAP/WB, ASCAP/Virginia Beach, ASCAP/Universal-PolyGram International, ASCAP/Universal, ASCAP), WBM, H100 62; RBH 26
I'M STILL IN LOVE WITH YOU (Sparta Florida, PRS/EMI Blackwood, BMI/EMI April, ASCAP), HL, H100 40; RBH 16
IN MY DAUGHTER'S EYES (Songs Of Nashville DreamWorks, BMI/Diversion, BMI/Cherry River, BMI), CLM, CS 6; H100 42
IN MY LIFE (Money Mack, BMI) H100 46; RBH 18
INVISIBLE (Desmundo, ASCAP/Deston,

ASCAP/Andreas Carlsson, STIM/WB, ASCAP/Warner Chappell, PRS), HL/WBM, H100 83

IT ONLY HURTS WHEN I'M BREATHING (Universal-Songs Of PolyGram International, BMI/Loon Echo, BMI/Out Of Pocket, ASCAP/Zomba, ASCAP), WBM, CS 43
IT'S MY LIFE (Universal-Songs Of PolyGram International, BMI/Zomba, ASCAP), WBM, H100 23
I WANNA DO IT ALL (EMI Blackwood, BMI/Ty Land, BMI/1808 Music, BMI/BPI, BMI/Mike Curb, BMI), HL/WBM, CS 3; H100 38
I WANNA MAKE YOU CRY (Big Red Tractor, ASCAP/Warner-Tamerlane, BMI/Smith Haven, BMI), WBM, CS 39
I WON'T GO ON AND ON (Peermusic, BMI/Ma Jane, BMI) CS 49

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JESUS WALKS (EMI Blackwood, BMI/Gimme My Publishing, BMI), HL, RBH 56
JOLENE (Donnin, BMI) CS 57
JUMBALAYA (Sony/ATV Songs, BMI) LT 40
JUST A LITTLE WHILE (Black Ice, BMI/Cypton, BMI/EMI Blackwood, BMI), HL, H100 45

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LAGRIMAS DE CRISTAL (Zomba, ASCAP) LT 9
LA PAGA (Peermusic III, BMI/Cameleon, BMI) LT 13
LAST ONE STANDING (Chi-Boy, ASCAP/Feesongs, BMI), WBM, CS 36
LETTERS FROM HOME (Famous, ASCAP/Ed And Lucille Songs, ASCAP/BMG Songs, ASCAP), HL, CS 23
LITTLE MOMENTS (EMI April, ASCAP/Sea Gayle, ASCAP), HL, CS 5; H100 41
LOCA CONMIGO (Premium Latin, ASCAP) LT 45
LOCO (Old Desperados, ASCAP/N2D, ASCAP/WB, ASCAP/Scott And Soda, ASCAP/Beechtree, ASCAP), WBM, CS 33
THE LONELINESS (ECAF, BMI/Sony/ATV Songs, BMI), HL, RBH 54
LONG BLACK TRAIN (Sony/ATV Cross Keys, ASCAP/Drivers Ed, ASCAP), HL, CS 14; H100 75
LOVE ANGEL (Zomba Songs, BMI/R.Kelly, BMI) RBH 89
LOVE'S DIVINE (Perfect Songs, BMI/Bat Future, BMI) H100 93
LUV ME BABY (Young Dude, ASCAP/Universal, ASCAP/Bubba Gee, BMI/Noontime Tunes, BMI/Warner-Tamerlane, BMI), WBM, RBH 67

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MAKE IT UP WITH LOVE (Zomba, ASCAP/Food Stamp Muzik, ASCAP/Strange Motel, ASCAP/David McPhersons, BMI), WBM, RBH 68
MAS QUE TU AMIGO (Crisma, SESAC) LT 5
MAYBERRY (Good Ol' Delta Boy, SESAC) CS 15; H100 70

ME CANSE DE MORIR POR TU AMOR (Zomba Golden Sands, ASCAP) LT 43
ME CANSE DE TI (F.I.P.P., BMI/EMI April, ASCAP) LT 6
MEGALOMANIAC (EMI April, ASCAP/Hunglikayora, ASCAP), HL, H100 66
ME, MYSELF AND I (Beyonce, ASCAP/Hitco South, ASCAP/Music Of Windswept, ASCAP/TVT, ASCAP/Scott Storch, ASCAP/Tuff Jew, ASCAP/Black Owned Music, ASCAP/Notting Dale, ASCAP), WBM, H100 4; RBH 4
MEN DON'T CHANGE (Mosaic Music, BMI/Hold Jack, BMI) CS 46
MIENTES TAN BIEN (Sony/ATV Discos, ASCAP) LT 17
MI FUNERAL (Universal Musica, ASCAP/Sony/ATV Discos, ASCAP) LT 26
MILKSHAKE (The Waters Of Nazareth, BMI/EMI Blackwood, BMI/Raychaser, BMI/Careers-BMG, BMI), HL, H100 35; RBH 28
A MILLION WAYS (Zomba, ASCAP/563, ASCAP), WBM, RBH 59
MORE & MORE (R.Kelly, BMI/Zomba Songs, BMI), WBM, H100 74; RBH 25
MY BABY (OKBYME, ASCAP/Shago, ASCAP/Chrysalis, ASCAP/Naked Under My Clothes, ASCAP/Multi Muzik, ASCAP), WBM, RBH 60
MY IMMORTAL (Zombies Ate My Publishing, BMI/FortheFallen, BMI/Dwight Frye, BMI), WBM, H100 22
MY LAST NAME (Coburn, BMI/Sony/ATV Cross Keys, ASCAP), HL, CS 22

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NEVA EVA (Swole, ASCAP) H100 77; RBH 30
NEVER (EMI Blackwood, BMI/Universal, ASCAP/Blondie Rockwell, ASCAP), HL, RBH 77
NO BETTER LOVE (EMI April, ASCAP/Uncle Ronnie's, ASCAP/Dillard, BMI/Copyright Control), HL, H100 39; RBH 15
NOMAS POR TU CULPA (EMI April, ASCAP) LT 12
NO REGRETS YET (Make Me Smile, ASCAP/Right Bank, ASCAP/Brand New Sky, ASCAP) CS 40
NOT TODAY (Universal-MCA, ASCAP/Mary J. Blige, ASCAP/Universal Tunes, SESAC/Songs Of Universal, SESAC/WB, ASCAP/CWAB, SESAC/Ain't Nuthin' Goin' On But Funkin', ASCAP/Freemstar, ASCAP/Music Of Windswept, ASCAP/Elvis Mambo, ASCAP/Universal, ASCAP/Blondie Rockwell, ASCAP/Zomba, ASCAP), WBM, RBH 84
NUMB (Zomba Songs, BMI/Chesterchaz, ASCAP/Big Bad Mr. Hahn, BMI/NonDisclosure Agreement, BMI/Rob Bourdon, BMI/Kenji Kobayashi, BMI/Pancakey Cakes, BMI), WBM, H100 12

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ONE CALL AWAY (Almo, ASCAP/Trak Starz, ASCAP/Irving, BMI/Jackpot, ASCAP/Ching Chong, BMI), HL, H100 6; RBH 6
ONE DAY AT A TIME (Universal, ASCAP/Brothers Street, ASCAP/Malik & Milan's Money, ASCAP/Thug Nation, BMI/Eight Mile Style, BMI/Jaceff, ASCAP/Resto World, ASCAP), WBM, H100 80; RBH 51
ONE MORE CHANCE (Zomba Songs, BMI/R.Kelly, BMI), WBM, RBH 87
ON YOUR WAY HOME (Songs Of Bud Dog, ASCAP/Songs Of Universal, BMI/Hannberg, BMI), WBM, CS 29

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PAINT ME A BIRMINGHAM (Songs Of DreamWorks, BMI/Princeton, BMI/Mama's House, BMI/Cherry River, BMI), HL, CS 24
EL PALOMITO (Edimura, ASCAP) LT 35
PARA QUE ME HACES LLORAR (BMG Songs, ASCAP/Alma, BMI) LT 28
PASSENGER SEAT (Emerto, ASCAP/EMI April, ASCAP/Little Cricket, ASCAP), HL, CS 32
PERFECT (Sony/ATV Tree, BMI/Wenonga, BMI/Gold

Watch, BMI), HL/WBM, CS 9; H100 59
PERFECT (WB, ASCAP/Wet Wheelie, SOCAN/High-Maintenance, SOCAN/Stinky Music, SOCAN/Drop Out, SOCAN/Slutty, SOCAN/Lanni Tunes, SOCAN/Warner Chappell, SOCAN), WBM, H100 52
A PIERNA SUELTA (Ser-Ca, BMI) LT 39
POPPIN' THEM THINGS (Go Cent, ASCAP/Lloyd Banks, ASCAP/Mouth Full O' Gold, ASCAP/Universal, ASCAP/Ain't Nuthin' Goin' On But Funkin', ASCAP/WB, ASCAP/Music Of Windswept, ASCAP/Elvis Mambo, ASCAP/TVT, ASCAP/Scott Storch, ASCAP), HL, RBH 74
POP THAT BOOTY (Notting Hill, SESAC/Put It Down, SESAC/T. Scott Style, SESAC/EMI April, ASCAP/Shaniah Cymone, ASCAP), HL, RBH 78
PROTOTYPE (Gnat Booty, ASCAP/Chrysalis, ASCAP) RBH 63

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QUE LLORO (Sony/ATV Discos, ASCAP) LT 8
A QUE NO TE VAS (Brantunes, ASCAP/Maximo Aguirre, BMI/Mark Portmann, BMI/Universal-Musica Unica, BMI) LT 36
QUESTIONS (Zomba Songs, BMI/R.Kelly, BMI), WBM, RBH 61
QUE TE RUEGUE QUIEN TE QUIERA (LGA, BMI) LT 23
QUICK TO BACK DOWN (Zomba, ASCAP/Il Will, ASCAP/Lil Jon 00017 Music, BMI), WBM, RBH 71
QUIEN TE DIJO ESO? (Brantunes, ASCAP/Maximo Aguirre, BMI/Fonsi, ASCAP) LT 19
QUIERO PERDERME EN TU CUERPO (Kike Santander, BMI/Ensign, BMI) LT 29

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READ YOUR MIND (Tuff Huff, BMI/Grindtime, BMI/Pay Town, BMI) H100 27; RBH 13
REMEMBER WHEN (EMI April, ASCAP/Tri-angels, ASCAP), HL, CS 2; H100 29
RIDE WITH U (Universal, ASCAP/Tetragrammaton, ASCAP/Nivrac Tyke, ASCAP/Jesse Jaye, ASCAP/BIG JAMES, ASCAP/Famous, ASCAP/50 Cent, ASCAP/High On Life, ASCAP/Mouth Full O' Gold, ASCAP) RBH 43
RIGHT HERE FOR U (Da Twelve, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Danger Zone, ASCAP/DeSwing Mob, ASCAP), HL, RBH 90
ROSAS (Sony/ATV Discos, ASCAP) LT 14
ROUND HERE (Val's Child, ASCAP/F.O.B., ASCAP/Domani And Ya Majesty's Music, ASCAP/Copyright Control) RBH 53
RUBBER BAND MAN (Domani And Ya Majesty's Music, ASCAP/Crump Tight, ASCAP) H100 49; RBH 21
RUNNIN (DYING TO LIVE) (EMI April, ASCAP/Justin Combs, ASCAP/Big Poppa, ASCAP/EMI Longitude, BMI/Bee Mo Easy, ASCAP/Universal, ASCAP/Eight Mile Style, BMI/Jaceff, ASCAP/Resto World, ASCAP), HL, H100 82; RBH 49

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SALT SHAKER (TVT, BMI/ColliPark, BMI/EWC, BMI/Da Crippler, BMI/C'Amore, BMI/Me & Marq, ASCAP/EMI April, ASCAP/EMI Blackwood, BMI), HL, H100 11; RBH 9
THE SET UP (Obie Trice, ASCAP/WB, ASCAP/Ain't Nuthin' Goin' On But Funkin', ASCAP/Music Of Windswept, ASCAP/Blotter, ASCAP/Elvis Mambo, ASCAP/Nate Dogg, BMI/Almo, ASCAP), HL/WBM, RBH 79
SHAKE THAT MONKEY (Zomba Songs, BMI/T. Shaw, BMI/Lil Jon 00017 Music, BMI), WBM, H100 85
SHE IS (Phoenix Ave, ASCAP/Eddie Serrano, BMI/Marsky, BMI/Janice Combs, BMI/EMI Blackwood, BMI/Below The Surface, ASCAP) RBH 57
SHE'S NOT JUST A PRETTY FACE (Universal-Songs Of PolyGram International, BMI/Loon Echo, BMI/Out Of Pocket, ASCAP/Zomba, ASCAP), WBM, H100 100
SHE THINKS SHE NEEDS ME (Songs Of DreamWorks, BMI/APL Country Music, BMI/E Ticket, BMI/Cherry River, BMI/Still Working For The Woman, ASCAP/MXC, ASCAP/ICG, BMI/EMI Blackwood, BMI/Shane Minor, BMI), CLM/HL, CS 60
SIGNAL DE PLANE (Greensleeves, PRS/EMI, PRS), HL, RBH 91
SIMPLE LIFE (Nashville DreamWorks Songs, ASCAP/Money Feet, ASCAP/Cherry Lane, ASCAP/Famous, ASCAP/Animal Fair, ASCAP/Careers-BMG, BMI/Silverkiss, BMI/Songs Of Universal, BMI/Songs From The Engine Room, BMI), CLM/HL/WBM, CS 21
SLOW (Mushroom, APR/Arca Warner Chappell, PRS), WBM, H100 91
SLOW DOWN (E-Class, BMI/Virginia Beach, ASCAP/WB, ASCAP), WBM, RBH 75
SLOW JAMZ (Stacy High, ASCAP/Konman Entertainment, ASCAP/Roc Da World, ASCAP/Diplomat, ASCAP/Yes World Music, ASCAP/EMI April, ASCAP), HL, H100 2; RBH 1
SMILE (Go Cent, ASCAP/Lloyd Banks, ASCAP/Universal, ASCAP/No I.D., BMI/Jobete, ASCAP) RBH 83
SOMEBODY (WB, ASCAP/Graviron, SESAC), WBM, CS 28

SOMEDAY (Warner-Tamerlane, BMI/Arm Your Dillo, SOCAN/Zero-G, SOCAN/Black Diesel, SOCAN), WBM, H100 13
SOME GIRLS (DANCE WITH WOMEN) (Chasez, ASCAP/Zomba, ASCAP/Alex Greggs, ASCAP/BMG Canada, SOCAN/Intemash, SOCAN/BMG Songs, ASCAP), HL/WBM, H100 90
SONGS ABOUT RAIN (Sony/ATV Timber, SESAC/Hillsboro Valley, SESAC/Sony/ATV Tree, BMI/Cake Taker, BMI/Corn Country, BMI), HL, CS 36
SORRY 2004 (First Avenue, ASCAP/BMG Songs, ASCAP/Demis Hot Songs, ASCAP/EMI April, ASCAP/Einor, ASCAP/Antonio Dixon's Muzik, ASCAP/E.D. Duz-It, BMI/Anthony Nance Muzik, ASCAP/E Two, ASCAP), HL, H100 9; RBH 3
SOY UN NOVATO (Ser-Ca, BMI) LT 15
SPEND MY TIME (Blackened, BMI), WBM, CS 17
SPLASH WATERFALLS (Ludacris, ASCAP/EMI April, ASCAP/Copyright Control/Alrudy, ASCAP/Almo, ASCAP), HL, H100 4; RBH 8
STAND UP (Ludacris, ASCAP/EMI April, ASCAP/Yes World Music, ASCAP), HL, H100 31; RBH 33
STAND UP IN IT (High Voltage, BMI/Music Golry, BMI) RBH 85
STEP IN THE NAME OF LOVE (Zomba Songs, BMI/R.Kelly, BMI), WBM, RBH 20
STILL FRAME (WBM, SESAC/Trapstimp, SESAC), WBM, H100 88
STUNT 101 (Go Cent, ASCAP/EMI April, ASCAP/Derty Works, ASCAP/Universal, ASCAP), HL/WBM, H100 97
SUGA SUGA (Latino Velvet, BMI/SoulSick Muzik, BMI/Jumping Bean, BMI/Songs Of Universal, BMI/Universal, ASCAP/Amaya-Sophia, ASCAP) H100 25
SWEET SOUTHERN COMFORT (Warner-Tamerlane, BMI/Writers Extreme, BMI/EMI April, ASCAP/Brad To The Bone, ASCAP), HL/WBM, CS 10; H100 68

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TE LLAME (Rubet, ASCAP/Sony/Universal Musica, ASCAP/2000 Amor, ASCAP/Sony/ATV Discos, ASCAP) LT 7
TE LEVARE AL CIELO (EMI April, ASCAP/Yelapa Songs, ASCAP) LT 25
TE NECESITO (Karen, BMI/Elyon, BMI) LT 44
TENGO GANAS (VMR, ASCAP/F.I.P.P., BMI) LT 16
TE QUISO TANTO (Doble Acuarola Songs, ASCAP) LT 2
TEXAS PLATES (WB, ASCAP/Kelodides, ASCAP/Sony/ATV Cross Keys, ASCAP/Onaly, BMI), HL/WBM, CS 25
THAT'S A WOMAN (Sony/ATV Cross Keys, ASCAP/Joesin' For You, ASCAP/Universal, ASCAP/Memphisto, ASCAP), HL/WBM, CS 44
THAT'S WHAT SHE GETS FOR LOVING ME (Sony/ATV Tree, BMI/Showbilly, BMI), HL, CS 35
THEM JEANS (One Up, BMI) RBH 46
THERE GOES MY LIFE (Warner-Tamerlane, BMI/Major Bob, ASCAP/Sweet Summer, ASCAP), WBM, CS 12; H100 51
THINK ABOUT YOU (Uncle Ronnie's, ASCAP/EMI April, ASCAP/Ghost Manor, BMI), HL, RBH 36
THIS LOVE (Angel Pie, BMI/Mike Curb, BMI/Sony/ATV Tree, BMI/Onaly, BMI/Warner-Tamerlane, BMI/Makeshift, BMI), WBM, CS 37
THIS LOVE (Careers-BMG, BMI/February Twenty Second, BMI/Valentine Valentine, ASCAP), HL, H100 34
THROUGH THE WIRE (Ye World Music, ASCAP/Dyad, BMI/Warner-Tamerlane, BMI/Nerobub, BMI/EMI April, ASCAP), HL/WBM, H100 15; RBH 10
TIPSY (Jerrell Jones, ASCAP/Tarpo, ASCAP/Notting Dale, ASCAP) H100 8; RBH 12
TOUCHED A DREAM (Zomba Songs, BMI/R.Kelly, BMI), WBM, RBH 70
TOUGHER THAN NAILS (Songs Of Daniel Music, BMI/Tanasi Island Music, BMI/Sony/ATV Tree, BMI/Big Yellow Dog, BMI/Etta Baby Music, BMI/Copyright Solutions, BMI), HL, CS 42
TOXIC (Colgems-EMI, ASCAP/Murlyn, ASCAP/Universal-PolyGram International, ASCAP), HL/WBM, H100 18
TU FOTOGRAFIA (Estefan, ASCAP/F.I.P.P., BMI) LT 20

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U GOT THAT LOVE (CALL IT A NIGHT) (Divided, BMI/Ramal, BMI/Warner-Tamerlane, BMI/Songs Of Universal, BMI), WBM, RBH 42
UN AMOR PARA LA HISTORIA (Universal Musica, ASCAP/Unique Hits, ASCAP) LT 47
UN TE AMO (Manzumatic, ASCAP) LT 49
UNWELL (Bidnis, BMI/EMI Blackwood, BMI), HL, H100 43

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VANIDOSA (Arpa, BMI) LT 46
VITAMIN 5 (EMI Blackwood, BMI), HL, RBH 100
THE VOICE WITHIN (Xtina, BMI/Aerostation, ASCAP/Universal-MCA, ASCAP/Universal, ASCAP), HL/WBM, H100 87

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WALKED OUTTA HEAVEN (WBM, SESAC/Babyboy's Little, SESAC/Noontime South, SESAC/EMI April, ASCAP/Black Baby, SESAC/Them Damn Twins, ASCAP/Air Control, ASCAP), HL/WBM, H100 30; RBH 17
WANNA GET TO KNOW YOU (Go Cent, ASCAP/Lloyd Banks, ASCAP/Mouth Full O' Gold, ASCAP/Universal, ASCAP/Webstyle, BMI/Better-half, ASCAP/Leon Ware, ASCAP) H100 37; RBH 23
WATCH THE WIND BLOW BY (Universal-Songs Of PolyGram International, BMI/Slowborne, BMI/Hope-N-Cal, BMI), HL/WBM, CS 4; H100 32
WAT DA HOOK GO BE (Shaniah Cymone, ASCAP/EMI April, ASCAP/Young Dude, ASCAP/Universal, ASCAP/Air Control, ASCAP/Basajama, ASCAP), HL/WBM, RBH 47
THE WAY I AM (Knoc-Turn'Al, ASCAP/Million Dollar Game Ain't Free, ASCAP/Scott Storch, ASCAP/TVT, ASCAP) RBH 82
THE WAY YOU MOVE (Gnat Booty, ASCAP/Chrysalis, BMI/Carl Mo, BMI/Organized Noise, BMI/Hitco, BMI), WBM, H100 3; RBH 14
WE ALL FALL DOWN (Lone Palm, ASCAP/Music Of Windswept, ASCAP/Island Pacific, ASCAP), WBM, CS 48
WEAR IT OUT (Divided, BMI/Universal, BMI/Ramal, BMI/Warner-Tamerlane, BMI), WBM, RBH 73
WHAT'S IT LIKE (EMI April, ASCAP/Air Control, ASCAP/Them Damn Twins, ASCAP/EMI Blackwood, BMI/MC Infinity, BMI), HL, RBH 34
WHAT WOULD YOU DO (Baby Ree Toonz, BMI/Sony/ATV Tree, BMI/Rye Songs, BMI/Fox Film, BMI/H Hersh H. Bomb, ASCAP/Dogg Foundation, BMI/N With The Words, ASCAP), HL, RBH 94
WHEN I LOOK TO THE SKY (EMI April, ASCAP/Blue Lamp, ASCAP), HL, H100 76
WHEN THE SUN GOES DOWN (Sony/ATV Cross Keys, ASCAP/Onaly, BMI), HL, CS 13; H100 56
WHITE FLAG (Warner Chappell, PRS/WB, ASCAP/Future Furniture, ASCAP/EMI April, ASCAP/BMG Songs, ASCAP), HL/WBM, H100 24
WHOKNOWS (Soulchild, ASCAP/Universal, ASCAP/Nivrac Tyke, ASCAP/Tetragrammaton, ASCAP/Jesse Jaye, ASCAP) RBH 52
WHY CAN'T WE ALL JUST GET A LONG NECK? (Of Music, ASCAP/Song Catchers, ASCAP) CS 53
WHY DON'T YOU & I (Anaesthetic, BMI/Warner-Tamerlane, BMI), WBM, H100 33
WILD WEST SHOW (Big Love, ASCAP/WB, ASCAP/Music Of Combustion, BMI/Songs Of Windswept Pacific, BMI), WBM, CS 26; H100 94
WITH YOU (Jess, ASCAP/World Of Andy Music, ASCAP/Universal, ASCAP/Sony/ATV Timber, SESAC/Turtle Victory, SESAC), HL/WBM, H100 19
WONDERFUL (Auser, BMI/Smooth As Silk, ASCAP/Air Control, ASCAP/EMI April, ASCAP/Siliwak, ASCAP/Andre'Sia, ASCAP/E Two, ASCAP) RBH 65
THE WRONG GIRL (Sony/ATV Timber, SESAC/Hillsboro Valley, SESAC/Sony/ATV Tree, BMI/Cake Taker, BMI/Corn Country, BMI) CS 51

-Y-

YEAH! (TVT, BMI/Lil Jon 00017 Music, BMI/Christopher Garrett, ASCAP/Hitco South, ASCAP/Music Of Windswept, ASCAP/Christopher Mathew, BMI/Ludacris, ASCAP/EMI April, ASCAP), HL/WBM, H100 1; RBH 2
YOU (RTD, BMI/Money Madness, ASCAP) H100 81
YOU CAN'T TAKE THE HONKY TONK OUT OF THE GIRL (Sony/ATV Tree, BMI/Love Monkey, BMI/Emrosnbniz, BMI/Songs Of Windswept Pacific, BMI), HL/WBM, H100 73
YOU DON'T KNOW MY NAME (Lellow, ASCAP/EMI April, ASCAP/Yes World Music, ASCAP/Uncle Bobby, BMI/EMI Blackwood, BMI/A-Dish-Of-Tunes, BMI), HL, H100 10; RBH 5
YOU'LL NEVER FIND (A BETTER WOMAN) (Universal-Duchess, BMI/Perk's, BMI) RBH 97

Usher Nabs His Fourth Hot 100 Chart-Topper

Usher earns his fourth Billboard Hot 100 No. 1 as "Yeah!" featuring Lil Jon & Ludacris, knocks "Slow Jamz" by Twista Featuring Kanye West & Jamie Foxx from the top spot after only one week.

"Yeah!" gains 13.5 million listener impressions and ends the week with



USHER: YEAH, HE'S NO. 1

an audience of 136 million, comfortably ahead of the 128 million impressions for "Jamz." With no other song gaining

audience within the top five of the chart, "Yeah!" should have an extended run atop the Hot 100.

CAUSE & EFFECT: Media exposure has often had a correlative effect on the *Billboard* charts. In recent years, such a connection between sales and media appearances has been more readily apparent on our album charts, as the singles market has become virtually nonexistent. During the past couple of weeks, however, the Hot Digital Tracks chart has proved once again to be the new sales model for individual songs and a true reflection of how media can influence consumers' spending habits. Last issue we mentioned how Super Bowl-related appearances led to a sales spike on Hot Digital Tracks for songs by Green Day, Josh Groban, Beyoncé and Justin Timberlake. In the wake of the Feb. 8 Grammy Awards, we see the same upswing on the chart for songs from some of the evening's winners and performers.

Three-time winner OutKast returns to No. 1 on Hot Digital Tracks for an 18th week, as "Hey Ya!" moves 16,000 paid downloads, an increase of 35%. The act performed that song as well as "The Way You Move," which holds down two spots on the chart, at No. 3 with the album version (up 42%) and re-entering at No. 27 with the radio mix (up 70%). Meanwhile, Black Eyed Peas' performance of "Where Is the Love?" pushes that track 28-6 on a 174% gain.

Other notable Grammy spikes include the White Stripes climbing 19-10 (90% increase) with best rock song "Seven Nation Army," Coldplay moving 17-11 (70%) with record of the year "Clocks," multiple winner Luther Vandross debuting at No. 16 with song of the year "Dance With My Father" (266%) and Christina Aguilera re-entering at No. 19 with "Beautiful" (100%).

Overall digital tracks sold for the week amounted to 2.1 million transactions, according to Nielsen SoundScan, the first time the category has surpassed 2 million.

Award-nominated act, OutKast earns Greatest Gainer/Sales honors on The Billboard Hot 100 and Hot R&B/Hip-Hop Singles & Tracks with the dual-tracked DVD and 12-inch "The Way You Move/Hey Ya!" The Gainer designation is given to "Move" on each chart as that is the track to which sales points are linked, since it had the most cumulative airplay at the time the single was released.

recently shot a video.

Two other rare retail singles to benefit from the Grammys are Coldplay's "Clocks," which climbs 25-13 on Hot 100 Singles on an increase of 60%, and Luther Vandross' "Dance With My Father," which leaps 54-24 with a 122% increase.

JOYFUL NOISE: Christian rock band Third Day collects a second chart-topper on billboard.com's Hot

Christian Adult Contemporary chart, as "Sing a Song" amasses 2.8 million listener impressions and pushes crossover group MercyMe's "Word of God Speak" to No. 2 after the latter track amassed 21

weeks at No. 1.

MercyMe's "Speak" does maintain its lead for a 22nd week atop the Hot Christian Singles & Tracks chart, which is tabulated with a combination of airplay from the Christian adult panel and a smaller set of Christian top 40 signals.

Third Day's "You Are So Good to Me" controlled Hot Christian Adult Contemporary for seven weeks beginning with the chart's inaugural June 21, 2003, edition. Since the list was launched, only groups have

reached the summit, including Point of Grace and Newsboys, although three solo artists had close calls. Rebecca St. James spent one month at No. 2 with "I Thank

You," newcomer Warren Barfield's "My Heart Goes Out" was a runner-up for two weeks and Chris Rice's "Smile (Just Want to Be With You)" parked at No. 2 for one week.

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The 66% gain at R&B core retail stores earns "Move" a bullet on Hot R&B/Hip-Hop Singles & Tracks despite a backward movement (13-14) and a dip in audience. On the Hot 100 chart, "Move" bullets as it holds at No. 3.

R&B/hip-hop radio outlets have moved on to "Prototype," which nabs the Hot Shot Debut designation on Singles & Tracks at No. 63, with an increase of 3 million in audience. However, the next single scheduled by OutKast's label, Arista, is "Roses," for which the duo

FEBRUARY 28 2004		Billboard® MAINSTREAM TOP 40™	
THIS WEEK	LAST WEEK	TITLE	ARTIST (IMPRINT/PROMOTION LABEL)
1	1	13	NUMBER 1 The Way You Move OUTKAST FEAT. SLEEPY BROWN (ARISTA) 3 Wks At No. 1
2	3	14	With You JESSICA SIMPSON (COLUMBIA) ☆
3	2	20	Someday NICKELBACK (ROADRUNNER/IDJMG)
4	5	6	Toxic BRITNEY SPEARS (JIVE) ☆
5	8	10	My Immortal EVANESCENCE (WIND-UP) ☆
6	6	13	Numb LINKIN PARK (WARNER BROS.) ☆
7	4	20	Hey Ya! OUTKAST (ARISTA)
8	7	22	Suga Suga BABY BASH FEAT. FRANKIE J. (UNIVERSAL/UMRG)
9	10	29	Here Without You 3 DOORS DOWN (REPUBLIC/UNIVERSAL/UMRG)
10	13	4	Yeah! USHER FEAT. LIL JON & LUDACRIS (ARISTA)
11	9	17	It's My Life NO DOUBT (INTERSCOPE)
12	12	13	F**k It (I Don't Want You Back) FAMONDY (JIVE)
13	11	19	Perfect SIMPLE PLAN (LAVA) ☆
14	20	5	Slow Jamz TWISTA FEAT. KANYE WEST & JAMIE FOXX (ATLANTIC)
15	15	12	The First Cut Is The Deepest SHERYL CROW (A&M/INTERSCOPE) ☆
16	16	14	Falls On Me FUEL (EPIC)
17	17	11	Hold On GODD CHARLOTTE (DAYLIGHT/EPIC)
18	18	11	Me, Myself And I BEYONCÉ (COLUMBIA)
19	22	4	Come Clean HILARY DUFF (BUENA VISTA/HOLLYWOOD)
20	26	3	This Love MARDONIS (COTONE/JRMG) ☆

FEBRUARY 28 2004		Billboard® ADULT TOP 40™	
THIS WEEK	LAST WEEK	TITLE	ARTIST (IMPRINT/PROMOTION LABEL)
1	1	29	NUMBER 1 Here Without You 3 DOORS DOWN (REPUBLIC/UNIVERSAL/UMRG) 12 Wks At No. 1
2	2	22	The First Cut Is The Deepest SHERYL CROW (A&M/INTERSCOPE) ☆
3	4	18	It's My Life NO DOUBT (INTERSCOPE) ☆
4	3	29	Bright Lights MATCHBOX TWENTY (ATLANTIC) ☆
5	6	23	Someday NICKELBACK (ROADRUNNER/IDJMG) ☆
6	5	37	Why Don't You & I SANTANA FEAT. ALEX BAND OR CHAD KROEGER (ARISTA)
7	7	32	White Flag DIDD (ARISTA)
8	8	24	Fallen SARAH MCLACHLAN (ARISTA) ☆
9	9	18	When I Look To The Sky TRAIN (COLUMBIA) ☆
10	10	14	My Immortal EVANESCENCE (WIND-UP) ☆
11	11	14	100 Years FIVE FOR FIGHTING (AWARE/COLUMBIA)
12	12	5	This Love MARDONIS (COTONE/JRMG) ☆
13	13	9	Breathe MELISSA ETHERIDGE (ISLAND/IDJMG)
14	15	12	Hey Ya! OUTKAST (ARISTA) ☆
15	14	35	Unwell MATCHBOX TWENTY (ATLANTIC) ☆
16	17	6	Clarity JOHN MAYER (AWARE/COLUMBIA) ☆
17	16	20	You And I Both JASON MRAZ (ELEKTRAVEE) ☆
18	18	10	Extraordinary LIZ PHAIR (CAPITOL)
19	20	17	Falls On Me FUEL (EPIC) ☆
20	22	5	Devils And Angels TOBY LIGHTMAN (LAVA)

HitPredictor™		Monitor		DATA PROVIDED BY	
MAINSTREAM TOP 40		ADULT CONTEMPORARY		MODERN ROCK	
NEW RELEASES WITH TOP 10 CALLOUT POTENTIAL		NEW RELEASES WITH TOP 10 CALLOUT POTENTIAL		NEW RELEASES WITH TOP 10 CALLOUT POTENTIAL	
NO NEW SONGS SHOWED TOP 10 CALLOUT POTENTIAL THIS WEEK		NO NEW SONGS SHOWED TOP 10 CALLOUT POTENTIAL THIS WEEK		NO NEW SONGS SHOWED TOP 10 CALLOUT POTENTIAL THIS WEEK	
RECENTLY TESTED SONGS WITH TOP 10 CALLOUT POTENTIAL		RECENTLY TESTED SONGS WITH TOP 10 CALLOUT POTENTIAL		RECENTLY TESTED SONGS WITH TOP 10 CALLOUT POTENTIAL	
1	JET	1	SANTANA	1	ZEBRAHEAD
2	Are You Gonna Be My Girl EEG 88.0	2	Why Don't You And I ARISTA 80.7	2	Rescue Me COLUMBIA 75.3
3	3 DOORS DOWN	3	MELISSA ETHERIDGE 79.6	3	YELLOWCARD
4	Away From The Sun UMRG 78.9	4	Breathe IDJMG	4	Ocean Avenue CAPITOL 74.8
5	BLINK-182	5	KENNY LOGGINS	5	EDGEWATER
6	I Miss You GEFEN 73.2	6	I Miss Us ONLY THE BEST 77.3	6	Eyes Wired Shut WIND-UP 74.6
7	THREE DAYS GRACE (I Hate) Everything About You JIVE 71.0	7	DAMIEN RICE	7	3 DOORS DOWN
8	ROONEY			8	Away From The Sun UMRG 71.4
9	I'm Shakin' GEFEN 70.4			9	LINKIN PARK
10	YELLOWCARD			10	Lying From You WARNER BROS. 70.6
11	Ocean Avenue CAPITOL 69.7			11	SEVENDUST
12	SWITCHFOOT			12	Broken Down TVT 70.6
13	Meant To Live COLUMBIA 67.9			13	DAMIEN RICE
				14	Cannonball WARNER BROS. 70.3
ADULT TOP 40		ADULT TOP 40		ADULT TOP 40	
NEW RELEASES WITH TOP 10 CALLOUT POTENTIAL		NEW RELEASES WITH TOP 10 CALLOUT POTENTIAL		NEW RELEASES WITH TOP 10 CALLOUT POTENTIAL	
NO NEW SONGS SHOWED TOP 10 CALLOUT POTENTIAL THIS WEEK		NO NEW SONGS SHOWED TOP 10 CALLOUT POTENTIAL THIS WEEK		NO NEW SONGS SHOWED TOP 10 CALLOUT POTENTIAL THIS WEEK	
RECENTLY TESTED SONGS WITH TOP 10 CALLOUT POTENTIAL		RECENTLY TESTED SONGS WITH TOP 10 CALLOUT POTENTIAL		RECENTLY TESTED SONGS WITH TOP 10 CALLOUT POTENTIAL	
1	OUTKAST	1	Hey Ya! ARISTA 86.6	1	OUTKAST
2	Hey Ya! ARISTA	2	3 DOORS DOWN	2	Away From The Sun UMRG 76.4
3	3 DOORS DOWN	3	MICHAEL MCDONALD	3	Ain't No Mountain High Enough UMRG 75.4
4	Away From The Sun UMRG 76.4	4	MARONIS	4	This Love JRMG 68.6
5	MICHAEL MCDONALD	5	JOHN MAYER	5	Clarity COLUMBIA 68.2
6	Ain't No Mountain High Enough UMRG 75.4	6	FEFE DOBSON	6	Everything IDJMG 67.4
7	MARONIS	7	NORAH JONES	7	Sunrise EMC 66.5
8	This Love JRMG 68.6				
9	JOHN MAYER				
10	Clarity COLUMBIA 68.2				
11	FEFE DOBSON				
12	Everything IDJMG 67.4				
13	NORAH JONES				
14	Sunrise EMC 66.5				

Songs are listed tested online by Promosquad using multiple listeners and a nationwide sample of carefully profiled music consumers. Songs are rated on a 1-5 scale; final results are based on weighted positives. Songs with a score of 65 or more are judged to have top 10 callout potential, although that benchmark number can fluctuate based on the strength of available music. New Releases are songs that have been recently serviced to or impacted at their respective formats. Recently Tested Songs are the songs tested during the past month with the highest score. R&B/Hip-Hop and Rhythmic HitPredictor located in R&B/Hip-Hop section. For a complete list of current songs with Top 10 Callout Potential, see HitPredictor.com. © 2004, Promosquad is a trademark of Think Fast LLC.

Compiled from a national sample of data supplied by Nielsen Broadcast Data Systems. 117 mainstream top 40, 88 adult top 40, 91 adult contemporary and 88 modern rock stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. ☆ Songs showing an increase in detections over the previous week, regardless of chart movement. A song which has been on the chart for more than 20 weeks will generally not receive a bullet, even if it registers an increase in detections. Songs below the top 15 on Adult Top 40 and Adult Contemporary are removed from the chart after 26 weeks. All four radio charts run at deeper lengths in Airplay Monitor, Billboard Information Network, and billboard.com ☆ indicates title earned HitPredictor status in research data provided by Promosquad. © 2004, VNU Business Media, Inc. All rights reserved.

DVDs

Continued from page 3

"It is a natural progression to be driving music sales by using visual components," Arista Records senior VP of sales Jordan Katz says. "Kids and adults are spending a lot of screen time in front of a computer or videogame. That's the world we are in."

Similarly, Atlantic Records senior VP of marketing and video production Sharon Robertson says DVD has become an integral part of the release schedule. "DVD gets consumers into stores. We need to do anything that we can do to get kids in stores."

THE DVD SALES BOOM

Consumers dipped deep into their wallets for DVDs last year.

About 1 billion DVDs shipped to retail in 2003, and DVD players were in more than half of U.S. homes by the end of the year, according to the Digital Entertainment Group.

Two-thirds of U.S. homes may have players by the end of 2004, according to DEG predictions.

The music category was one of the most notable areas of DVD growth last year. About 17.2 million music DVDs were purchased in 2003, according to Nielsen SoundScan, an increase of 102% over 2002 (*Billboard*, Jan. 17).

Album sales, conversely, declined 3.6% to 667.9 million units in 2003, according to Nielsen SoundScan (*Billboard*, Jan. 17).

Atlantic's "Led Zeppelin DVD" set a first-week sales record for a stand-alone DVD last year, at 120,000 units, according to Nielsen SoundScan (*Billboard*, June 14, 2003).

Additionally, 50 Cent's "The New Breed" (Shady/Aftermath/Interscope) sold 247,000 units in its first week, setting a record for CD/DVD combos in 2003, according to Nielsen SoundScan.

Another big title, the Eagles' "Hole in the World" DVD single (ERC/33rd Street), sold 10,000 units in its first charting week last year.

Indies Snap Up Big Titles

BY JILL KIPNIS

Despite the heightened focus on DVD, major labels have missed out on some big-time opportunities in the format.

Independents have been able to release DVD projects from top artists because some stars are signing DVD licensing deals directly with production companies. Others have older recording contracts that do not include rights to visual content.

For example, when Atlantic Records released Rush's "Rush in Rio" three-CD set last year, Rounder Records put out the accompanying DVD project. It was certified for shipments of 3 million

copies by the Recording Industry Assn. of America.

Capitol artist Paul McCartney's "Paul Is Live in Concert" DVD, featuring concert footage from the early 1990s, was also distributed by Rounder in 2003.

Rounder, an independent label whose product is distributed by Universal Music & Video Distribution, came to distribute the "Rush in Rio" DVD through a deal with Coming Home Productions, which had a direct pact with Rush.

"Our intention is to remain very aggressive and look for opportunities where we can do distribution deals, because DVD has become a much larger portion of the music business," Rounder GM Paul Foley

says. "The majors do get first right of refusal for these projects."

Rounder worked directly with DVD production company Liberty to release the McCartney title.

Sanctuary Records is also seeking DVD distribution opportunities. Though president Tom Lipsky declined to comment on his label's upcoming DVD projects, he says that there is an increasing opportunity for artists to shop DVD projects outside of their home labels.

"Some labels are looking for a quick bang," he continues. "DVDs sell thousands or tens of thousands a week versus an album selling hundreds of thousands a week. We want to build a DVD catalog now and see that gradual return."

"DVDs are certainly helping to build the relationship between the artist and the fan," Warner Bros. Records executive VP Diarmuid Quinn says. "DVDs also help deter piracy, because you can't easily lift that content."

All of the labels that *Billboard* surveyed projected that they would release more titles with DVD content this year.

At BMG, DVD revenue more than doubled in 2003 over 2002, according to Paul Katz, senior VP of visual media and new-business development.

"Across the group, more than 50% of our top 20 artists will have DVD releases this year," he notes.

The DVD format has momentum, but companies recognize that aggressive pricing is needed to drive traffic.

Sony Music Distribution, for example, lowered prices on four dozen stand-alone DVD titles this month, from \$19.98 to \$14.98 (*Billboard*, Feb. 7). The company will also lower the price of several titles in the coming months to \$9.98.

A price of \$19.98 "just doesn't work," Sony Music Group executive VP of sales

Tom Donnarumma says. "We're unfortunately up against movies. You can get Sofia Coppola's new movie [*Lost in Translation*] for \$14.98. That \$14.98 price seems to be the magic number."

Donnarumma says Sony's DVD pricing strategy may ultimately mirror its album strategy.

"We are sensitive to the life of a record," he explains. "I think we're just scratching the surface with what we will do with DVDs as we figure out what the consumer wants."

Universal Music Enterprises is also experimenting with a line of stand-alone DVDs priced at \$7.98 to attract more consumers to the format (*Billboard*, Feb. 14).

STRUCTURAL CHANGES

To better handle DVD price issues and release schedules this year, some labels are adding new DVD departments.

BMG's Katz was brought in last April as part of a new, two-person team to help the company's labels (Arista, J, Jive, RCA) issue DVDs.

Along with Laura Blum, head of development and production for

BMG's visual-media department, Katz serves as a "facilitator" for the labels' DVD projects.

"Labels are still the people that put out the DVDs, but we assist them in different ways," Katz says.

"We might put together production schedules or work on P&Ls to get the whole thing rolling," he adds. "We sit down with the labels and go through the rosters and talk about what projects might be viable."

EMI's restructuring last year, when EMI Music Distribution was transformed into EMM (*Billboard*, March 29, 2003), also helped the company better address DVD.

With an announcement of a specific DVD department expected March 1, EMI is setting up a "hub-and-spokes system" to deal with DVD, according to Quartararo.

"The theory behind [last year's] change to EMM was to enable the music consumer to consume music where and when they want. DVD was one of the components that got added in as a profit center."

Quartararo reports that EMI enjoyed

"an almost 115% increase in DVD sales" in 2003.

Not all companies believe releasing DVDs requires restructuring.

Warner Bros.' Quinn says there have not been any personnel changes at his company. "DVD just becomes part of the flow for any artist we work with," he says.

MARKETING TOOLS

Meanwhile, most labels' DVD marketing strategy is still a work in progress.

Most companies have been mining a wealth of visual content during the past year but now have to figure out what to do with it.

"From the moment an artist is signed, we provide them with a video camera and endless streams of tape," Atlantic's Robertson says. "We assume now that we will be creating an audio-visual component for each artist."

Deciding whether visual content is appropriate as a stand-alone DVD or as part of a CD/DVD combo or a DVD single is a constant dilemma.

Labels are also grappling with questions about which musical genres are more attractive on DVD and whether it is appropriate to offer DVDs of newer artists with less-established fan bases.

RCA, for example, is shying away from releasing DVD content for pop artists. "It is really hard to sell pop DVDs," RCA Records senior VP of marketing Dave Gottlieb observes.

"It is easier to sell rock DVDs that appeal to an older, more loyal demo. Those fans will take the time to sit down and watch an hour-and-a-half or two-hour concert. Pop stars are already giving behind-the-scenes programming to MTV."

Others insist that compelling content will always drive interest. "If the content will impassion the consumer, there is value to that," Quartararo says.

All of the majors have started to test market a dual-sided CD/DVD hybrid known as DualDisc (*Billboard*, Feb. 14). Another hybrid option, called DVD Plus, has debuted with releases on RCA and Rounder Records (*Billboard Bulletin*, Feb. 2).

Label Cuts

Continued from page 73

'We're not going to add a 12th song.' It was very matter-of-fact."

While delivering shorter recordings is new for many, the concept is not. Leading Latin independent Fonovisa has had a 10-track policy in place for more than three years; it applies the policy to most of its releases.

The label's reasoning is simple: to keep publishing costs down, above and beyond the actual production costs, an executive at the label says.

In Mexico, Fonovisa's other major market, the publishing fees are flat per album. This, in part, pushed the label to limit the number of tracks on albums released in the United States. For example, if the label has to pay publishing on a 15-track album instead of an 11-track one, its income would decrease considerably.

A source at Warner Music Latina confirms that the label is also pushing for 10-track caps.

Lisa Braudé, who manages the careers of Anastacia and Dave Stewart (of Eurythmics), believes it is only a matter of time before track limits become a universal mandate.

"It comes down to dollars and cents," she says. "The cost of making an album is not cheap. The more songs an artist records, the more expensive the total."

Lava Records president Jason Flom agrees. But he adds, "Today, artists are more conscious that the money being spent is their own money." On average, one of Lava's rock acts receives \$250,000 for an album, which comes to about \$25,000 per track—based on 10 tracks.

But the cost to record an album has dropped in recent years. According to David Amlen, president and founder of Sound on Sound Recording in New York, artists are doing most of their tracks in their homes. Then, he says,

the artists transfer the music into Pro Tools and take the discs or hard drive to the studio.

"Basically, artists are doing all the work at home," Amlen says. "So, they don't have to incur any costs in the studio for tracking."

However, Braudé and Gary Salzman, who also manages artists, point out that even though an artist may put 18 tracks on an album, publishing caps go into effect at 11 songs.

In other words, says Salzman, who manages such DJ/producers as Ray Roc and Jason Nevins, "the label won't pay publishing on the 'extra' tracks." Instead, in the United States, the artist pays for the publishing of the "extra" tracks out of his or her own pocket. This dates back to the controlled-composition clause from the vinyl days of records. (In Europe, labels pay a percentage of a CD's price toward publishing, so the number of tracks have no bearing on the amount of royalties.)

Still, Flom sees benefits in "overcutting." To illustrate, he says "you

then have additional tracks for soundtracks and B-sides on singles overseas... If budgets can be kept under control, there is no problem in overcutting—within reason."

Artists are also spending less on videos, Flom notes. While it varies from artist to artist, Flom says video costs are less than half what they once were. Additionally, with more "home studios," there are fewer "studio perks," which also helps keep costs down.

Some artist managers see another value in shorter albums: They may keep fans' appetites whetted for more music, as well as raise the bar on the quality of the product.

Still, EMI Music Publishing chairman/CEO Martin Bandier finds it all a bit disheartening.

"While this move toward quality may have some redeeming values in the long run, it will hurt aspiring writers who won't have the chance to see their works make the record," he says.

Besides limiting the number of

album tracks, other labels are revisiting older strategies to control costs.

EMI Christian Music Group president/CEO Bill Hearn says the company recently signed two acts (one was Plus One's Nathan Walters) to singles deals, a throwback to the old days and something the label had never done before.

"We're looking at [this] as a way to attempt to lower our upfront costs in developing and breaking an artist," Hearn says. At the same time, he says the artists will receive all the necessary marketing muscle.

Similarly, Bandit Records president Evelyn Shriver says her label is going to be driven to a song-by-song format. "Album projects will not exist as we know them," she says.

Written by Michael Paoletta with reporting by Leila Cobo in Miami, Deborah Evans Price in Nashville, Gail Mitchell and Melinda Newman in Los Angeles and Christopher Walsh in New York.

Brit Awards

Continued from page 7

and two or three major runs at the European summer festivals. The band will also write and record a new album.

"America is very, very important to them," he says. "The album's hugely successful at the moment, and we've had great support from Atlantic. The band wants to get to that bit in the middle. Once that middle bit gets it, the band will blow up."

The Darkness was not the only multiple winner at the Brits. Cheeky/Arista-signed artist Dido won best British female solo artist and best British single for "White Flag."

Dido was scheduled to perform at the show but pulled out, saying she was busy writing new songs and rehearsing for a tour.

Polydor-signed pop-rockers Busted also took two awards: best British pop act and breakthrough artist, a category voted on by the listeners of public broadcaster BBC Radio 1.

Meanwhile, Justin Timberlake received two awards: international album for "Justified" (Jive) and international male solo artist.

Timberlake also presented Duran Duran with a Brit for the band's outstanding contribution to music. The veteran pop band performed "Ordinary World," "The Wild Boys" and "Hungry Like the Wolf."

Other winners include the White Stripes (international group), 50 Cent

(international breakthrough artist) and Beyoncé, who followed her Grammy Awards sweep by grabbing the Brit for best international female solo artist.

The show, which took place at the Earl's Court arena, was broadcast on commercial channel ITV1 "as live" with a delay of two hours.

There were nine live performances, including those by Black Eyed Peas, 50 Cent, rock act Muse, Busted, the Darkness and Duran Duran.

Special performances came from jazz pianist Jamie Cullum and newcomer Katie Melua dueting on the Cure's "Love Cats"; Alicia Keys, Missy Elliott and No Doubt's Gwen Stefani offering a rendition of Prince's "Kiss"; and a double bill featuring OutKast and Beyoncé.

"What we saw onstage, the list of nominees and the winners are a good reflection of what has happened in music over the past year," Grainge says.

"The Brits are back!" declares Peter Jamieson, the other co-chairman of the Brits and chairman of the BPI, the industry trade body that organizes the awards. "It was a fantastic night musically, covering a wide range of genres—rock, jazz, pop, rap, R&B."

Jamieson makes no apology that five out of the nine performing acts at the Brits were American.

"We were not helped by the fact that one British artist [Dido] pulled out at the last moment, that another one [Robbie Williams] declined to perform and a third [Daniel Bedingfield] had an accident," Jamieson says.

"But that's not the issue—the Brits is a show committed to excellence in

music and to bring the best. It is not just a showcase for British artists, and from that perspective, our lineup of artists reflected what was successful in the charts."

The show attracted 6.5 million viewers, down from last year's 7.3 million. Grainge says the drop was anticipated, as the slot changed from a Thursday last year to a Tuesday this year.

"We knew there would be a drop, but we did better than the average audience [on ITV on Tuesday], so this is a good achievement," Grainge says.

For his first show as co-chairman of the Brits, Grainge says he is generally

satisfied with the result, although he notes, "I want to put even more focus on the musical content of the show and raise the bar in creativity."

Jamieson admits that the show "was a bit disjointed from an audience perspective at the venue, but it worked on TV." He adds, "We'll have a post-mortem, and we'll see how we can improve the experience of the live audience."

This edition also marked the last under Lisa Anderson, who has been the show's executive producer since 1992. Anderson, whose contract was not renewed by the BPI, is credited for hav-

ing brought back credibility and efficiency to the show. "My understanding is that they'd like to take the show in-house," Anderson says.

Grainge, who declines to elaborate on the post-Anderson status of the show, says, "Lisa has done a terrific job."

Sources say it is likely that the Brits will be brought closer to the BPI, with greater involvement and control from the co-chairmen. "It is premature to speculate on the organization for next year," Jamieson says.

Anderson will continue to produce the Classical Brits.

Dodd

Continued from page 8

and persistent."

Dodd will have a wide remit, working with SMI subsidiaries and labels around the world with the goal of discovering, signing and creatively developing artists for the local and international markets. He is also expected to work closely with Sony Music's established acts.

Dodd, Dobbis says, is an A&R executive "who understands the mix between artists, songs and producers. He is the kind of guy who can help artists realize the maximum of their creativity."

Dodd will have offices in New York and London. But Dobbis says that he will "move around as he thinks fits

and go where the work demands. He is a highly experienced and knowledgeable executive, with his own network of contacts."

Dobbis sees Dodd as a particularly well-suited addition to Sony's A&R needs in territories like Germany, the Benelux region (Belgium, the Netherlands and Luxembourg) or the Scandinavian region, where he had been operating previously.

Dobbis says Dodd's function will not clash with that of David Massey, New York-based Sony Music U.S./SMI VP of A&R. Dobbis points out that Massey was instrumental in convincing Dodd to join Sony.

"David and Martin are friends and colleagues," Dobbis says. "We have been very successful with David and his A&R team. It is working for us to have a player like David in our organization. Martin is a different player with different tal-

ents. Their talents are complementary. We need more people like them."

Dodd was in Australia, working with New Zealand artist Brooke Fraser, and was unavailable for comment.

Dodd, who had been in discussions with other companies, such as BMG, noted in a statement: "I've had a long-standing respect and admiration for Rick Dobbis from his days at PolyGram in Europe, and when he presented me the opportunity for us to work together, it was the right time and the right company."

After leaving Zomba, Dodd acted as A&R consultant for Jive Records in New York.

During the past two years, Dodd has also worked with Endemol TV, BMG and Clear Channel to develop such new TV formats as "Fame Academy"/"Star Academy" and Spain's "Operación Triunfo."

AEG

Continued from page 7

become part of it," says Ricardo Cordero, Rosa's manager at Phantom Vox. "For Columbia, this is gravy. They can allocate their financial investment to other sources other than spending a lot of money on tour support."

Sources say AEG is investing upwards of \$1 million in Rosa during the first year, a figure that Phillips would not confirm. "If the record company does its job and breaks a record, we're betting Robi will be a huge live hard-ticket show. We're making a bet that he will be an arena headliner within the next 24 months."

In addition to exclusive promoter rights in the Americas, AEG Live will have first right of refusal on promoting Rosa in other territories, Cordero says.

Columbia Records Group senior VP of A&R operations John Doelp says, "AEG's confidence in Robi Draco Rosa's music and their com-

mitment to his burgeoning career demonstrates a genuine understanding of the importance of artist development while helping to fulfill Robi's creative vision and artistic direction."

The deal was put together by AEG senior VPs Debra Rathwell and Susan Rosenbluth, as well as Phillips, Cordero and Rob Light, Rosa's agent at Creative Artists Agency.

At 34, Rosa is no newcomer. In addition to four solo releases on Sony Discos, he is known for fronting the band Maggie's Dream in the early '90s, as well as writing and producing such hits as "Living la Vida Loca" for Ricky Martin, who once sang alongside Rosa in Latin group Menudo.

WHY ROSA?

An obvious question in analyzing the deal is: Why Robi Draco Rosa?

The artist's top-selling record is 1996's "Vagabundo," which sold 21,000 copies, according to Nielsen SoundScan; 1998's "Songbirds & Roosters" moved 19,000 units.

"What makes this artist attractive to us is he has two markets to go to, the Latin base and the pop market," Phillips says. "[We all] agree that if there is an act worth betting on to break through the current morass at radio and retail, it's Robi."

The deal is similar to a previously announced AEG Live partnership with Queen Latifah, whereby AEG and its subsidiary Creative Battery partner directly with the artist for a variety of record projects, live performances and other opportunities (*Billboard*, Oct. 11, 2003).

"The difference in the Queen Latifah deal [is that AEG is] partnering

in all aspects of her career," Phillips says, adding that Queen Latifah was unsigned at the time, while Rosa has a current label contract.

CAA's Light thinks the industry will see more such deals. "Promoters, in wanting to be more involved in long-term careers, realize they have to make an investment," he says. "As this rolls out, I think it will be the model for other people to kick the tires on for other things. Agencies may get into the tour-support game as part of underwriting the development process."

Phillips adds, "The traditional model of record companies breaking an act then we jump in and bid on it as promoters is broken—done and over. We can't sit and wait like little birds in a nest."

Publishing

Continued from page 7

versal catalog.

"I'll be the plugger," Puryear says. "What I enjoy is the interaction with the record company, the producer and the artist. That's something I've always loved to do and something I missed when I was heading up the division at BMG. I believe in the song. The politics may change, but a great song will have its moment."

During his 30-year career in Christian publishing, Puryear has helped develop numerous songwriters, including Ginny Owens, Kyle Matthews, Dwight Liles, Marcus Hummon, Chris Rice and Scott Krippayne.

Puryear launched Final Four in 1992 and sold the catalog to BMG in 2001, but he retained rights to the Final Four name. "I'm bringing four writers with me to this joint venture," Puryear says. Two established writers and two newcomers are in the process of signing their contracts.

In addition to Puryear's involve-

ment, veteran producer/publisher Elwyn Raymer will also act as a consultant to both Universal and Final Four Music.

Raymer has been involved in Christian music since the 1960s and has worked with Steven Curtis Chapman, Dick and Melodie Tunney and Greg Nelson.

Raymer was Puryear's predecessor at the BMG helm. Puryear says, "He has been my mentor."

Renzer adds, "This was a chance to start the new division with great leadership and great executives with a tremendous amount of experience."

FBI

Continued from page 12

of anti-piracy for the RIAA, testified at a Feb. 12 hearing that the industry supports the legislation but added that more needs to be done to snag pirate swag on the Internet.

"We strongly urge the subcommittee, however, to turn to the issue of digital authentication components [used by pirates] in the near future," Buckles said.

Smith said at the hearing that he would give high priority to action on the bill.

• The Copyright Office approved Feb. 6 the long-awaited final rules on royalty rates for commercial Webcasters, broadcast simulcasters and noncommercial Webcast simulcasters. Rates also cover all associated ephemeral recordings.

The Webcaster rates cover the period Jan. 1, 2003-Dec. 31, 2004; also covered are new subscription services for the period Oct. 28, 1998-Dec. 31, 2004. The ruling codifies a successful private-party negotiation.

In addition to establishing the rates, the Copyright Office named SoundExchange the sole designated agent to collect royalties from services operating under the statutory license and to distribute those royalties to copyright owners and artists.

Lundvall

Continued from page 3

some circles he is even perceived as a Midas figure who has become EMI's savior. He hastens to debunk that myth.

"I was just lucky I made the decision to sign Norah on the spot," Lundvall says, then adds that EMI has had a good year beyond Jones' success. He cites strong sales for Coldplay, Radiohead and Kylie Minogue. "Norah certainly contributed to EMI's bottom line, but her album sold well for the right reason: the music."

The 68-year-old Lundvall, who oversees EMI's jazz imprint Blue Note, classical line Angel and boutique pop label Manhattan, has been a major figure in the recording business for the past four decades. He worked at Columbia for 21 years, serving in various roles including label VP/GM. He became president of Elektra/Musician in 1982 before being enlisted by EMI in 1984 to create Manhattan and revive the then-dormant Blue Note.

In today's corporate-driven environment, it may sound old-school—like the bygone days when the A&R departments of Mo Ostin at Warner Bros. and John Hammond at Columbia were sacrosanct—but Lundvall's modus operandi is that any record company worth its salt is music-driven.

"People need to understand a simple thing," he stresses. "We're the middle men between the artists and the

public. We're like advocates and fans. It all starts with the music, not the finances and marketing. It's all about keeping an eye out for real artists and never signing someone because they sound like somebody else."

In that respect, Lundvall singles out Hammond as a mentor. "John taught me how to make decisions on pure talent," he says. "He wasn't influenced by whether a radio station would play a song. He always placed the music first. Look at Dylan. People said he couldn't sing or play the guitar. But John recognized him as a total original. What an inspiration."

Chairman emeritus of the Verve Music Group Tommy LiPuma says he not only considers Lundvall a good friend but admires him for his commitment to the music.

"That has been his life from his early years, when he played the saxophone," LiPuma says. "Bruce is a jazz aficionado but also has an incredible intuitive sense for pop, whether it's Norah Jones or Al Green. He's one of the few individuals I know who can step into the two different ponds and not feel strange in either one."

LiPuma also credits Lundvall with "walking the fine line between the music, business and politics." He says, "That's an art that Bruce is very adept at."

PASSION FOR THE MUSIC

Jeff Levenson, executive VP of Half Note Records and a former exec at Columbia Jazz and Warner Bros., says that Lundvall could well be the "last standing gentleman" in the industry.

"Bruce is clearly a guy who has great passion for the music, which is so rare," Levenson says. "And he has survived. Over the decades, he has managed to tiptoe around the corporate minefields and contribute mightily to the cultural landscape. He has a genuine affection for his artists."

That's borne out by two of his Blue Note musicians. Grammy Award-winning singer Dianne Reeves, who has



been with the label since 1987, says, "Bruce has great love and respect for artists. While he offers suggestions, he always allows the artist to have the final voice. Blue Note has a great history, but Bruce is the reason why artists want to be there."

One of Lundvall's most recent signings, trumpeter Wynton Marsalis, concurs. The 42-year-old jazz statesman and artistic director of Jazz at Lincoln Center was originally signed to Columbia in 1981 by Lund-

vall, who was GM at the time.

Marsalis says, "Much of Blue Note's continued success can be attributed to Bruce's artistic vision and dedication. I respect him and what he has done for jazz and the musicians."

Lundvall says he has been given free rein in his signings. "I run Blue Note, but essentially I'm doing A&R. I've never been second-guessed. No one has ever told me I couldn't sign someone." But, he says, he's always aware of EMI's bottom line.

"We are a business. We have budget reviews every month, and I have a number to deliver." In addition to Jones, Blue Note's numbers have swelled recently thanks to new albums by Van Morrison and Al Green. "Their albums are all profitable, and they've given me a platform upon which to build Blue Note and Manhattan."

Morrison's "What's Wrong With This Picture?" has sold 232,000 copies, according to Nielsen SoundScan, while Green's "I Can't Stop" has moved 204,000 units.

Lundvall has helped break the careers of Bobby McFerrin, Cassandra Wilson and Medeski Martin & Wood. But he gets just as much pleasure working with less mainstream jazz artists like saxophonists Greg Osby and Joe Lovano and pianist Jason Moran. "They don't sell 18 million records, but I'm just as proud of them as I am of Norah," he says. "They're all making important music."

Lundvall is also excited by the revitalized Manhattan Records lineup. He has signed Anita Baker, Leonard

Cohen's son Aaron Cohen and Keri Noble. Richard Marx will record his next EMI album for Manhattan, and Lundvall has brought aboard another young up-and-comer, Amos Lee.

DR. YES VS. DR. NO

Lundvall admits there are a few chinks in his armor, including his unbridled enthusiasm. "Sometimes that gets in the way of sound judgment," he says. "I'm more prone to say yes than no."

That's why he depends on EMI Jazz & Classics VP/GM Tom Evered. "I use Tom as a sounding board. He sees things with a little more forethought. He makes such a good counterpart."

Evered, who has been in "lock step" with Lundvall for nearly 14 years, says, "Bruce calls me Dr. No, and I call him Dr. Yes. We bounce ideas off each other and may have enormous arguments, but it's all healthy debate."

Although the adage says nice guys finish last, Lundvall finishes first because he's nice *and* smart, says Ron Goldstein, president/CEO of the Verve Music Group, who adds that there's more to the equation. "Bruce is beloved and respected, but he's also terrifically smart. If someone else had been in his position, they might not have heard or signed Norah."

Goldstein knows full well that there are many intangibles at work in what makes an album a hit or a miss. "This business takes an enormous amount of ear, people skills and luck," he says. "Bruce has two of the three locked up. Then the luck came, and he knew how to take advantage of it."

Valentine

Continued from page 3

contingent upon the collision of awards and holidays and a big Norah Jones release."

NO CONSENSUS

Nevertheless, it was the best week for sales outside the November-December holiday season since Nielsen SoundScan began tracking purchases in 1991. In all, 17 million units were sold during the week of Feb. 9-15.

"Whether it's Valentine's Day, the Grammy uplift or people being scared of being sued—whatever the combination of events—it's the first real positive upswing across the board in a long time," Feuer says.

While the figures gave the industry a momentary lift, there was little consensus on whether the numbers were unusual or the start of something big.

Feuer says it has yet to be convincingly demonstrated whether the recent sales trend, which turned positive in the fourth quarter of last year, will have longevity, although she describes last week's numbers as a positive sign.

Others in retail, however, are ready to hang their hat on the uptick.

"I think it's part of a larger trend," Hastings Entertainment director of music operations Bryan Everitt says. "It's a carryover from the fourth quarter."

"We had a great week," Everitt adds. "We're thrilled with our numbers and don't see any reason why it's going to stop. We've got some strong releases this week and strong releases over the next two or three weeks."

Greg Harrington, operations manager of Tower Records' Harvard Square store in Cambridge, Mass., is similarly upbeat. "Since November, we're up year-on-year," Harrington says. "For December we were way up, like 25%. January kind of tailed off a little bit, but the weather here didn't help much."

"February, so far, has been a great month," he continues, "so I'm very optimistic that we're starting to come out of it a little bit."

Leading the way was "Feels Like Home," the sophomore effort by Jones, which hit stores Feb. 10 and sold a staggering 1.02 million units in the United States. The Blue Note release, which follows Jones' multi-platinum 2002 debut, "Come Away With Me," easily bowed atop The Billboard 200.

The Jones/Arif Mardin-produced set

registered the highest opening-week total since 'N Sync's "Celebrity" (Jive), which scanned 1.88 million in 2001. It also represents the second-best SoundScan week ever by a female artist, behind Britney Spears' "Oops... I Did It Again" (Jive), which debuted with 1.32 million in 2000.

Some in the industry see Jones' strong sales as an appreciation for quality music.

"It shows that there are plenty of people out there that are willing to buy CDs if, quite frankly, they're good," says Art Collins, who has managed Iggy Pop for 18 years as well as other artists.

Collins says that a way to capitalize on this is for labels to be a little more shrewd in what they sign. Also, he says that labels need to be more artist-friendly and willing to develop artists and "lower the goddamn prices."

Arista Associated Labels VP of A&R Larry Hamby says, "Every time I see a spike in sales, the first thing I look at is the quality of the music that we're offering."

"The industry is always too quick to point to every other thing except the music that they're putting out as the reason for sales being up or down."

Just behind Jones on The Billboard 200 is rapper Kanye West's debut,

"The College Dropout" (Roc-a-Fella/Def Jam/IDJMG), which scanned 441,000 units.

Though significantly lower than Jones' first-week total, sales of "The College Dropout" were the second-largest for a sales week of 2004.

Sales of "Feels Like Home" were "huge, right out of the gate," Tower's Harrington says. "Over the weekend, it seemed like just about every other person that came in bought that CD. It was pretty amazing."

Blue Note sister label Capitol Records had the holiday weekend in mind in planning the release of "Queer Eye for the Straight Guy" and Kylie Minogue's "Body Language," which bowed at No. 39 and No. 42, respectively, on The Billboard 200.

"We definitely scheduled a few of our releases to coincide with the Valentine's Day/Grammy time frame, which we've always seen as a huge traffic week at retail," Feuer says.

Other key Feb. 10 releases included Melissa Etheridge's "Lucky" (Island), which bowed at No. 15 with 92,000 copies; Damageplan's "New Found Power" (Elektra), landing at No. 38 with sales of 45,000; Drag-On's "Hell and Back" (Virgin) at No. 47 with 37,000 copies; and "America's Sweet-

heart" by Courtney Love (Virgin) at No. 53 with 33,000 copies.

THE GRAMMY SPIKE

The Feb. 8 broadcast of the 46th Grammy Awards, which drew 26.3 million viewers, certainly made an impression on consumers.

OutKast's "Speakerboxxx/The Love Below," which won album of the year, moved 6-4 on The Billboard 200 with sales of 275,000—a jump of 147%.

Other Grammy performers are also enjoying significant sales spikes.

"[OutKast's] sales more than doubled," Harrington says, "and they were doing pretty well before. Beyoncé and Evanescence both jumped back into the top 25. They hadn't been there for a while."

Sales of the White Stripes' Third Man/V2 release "Elephant" more than tripled, while Black Eyed Peas' "Elephunk" (A&M/Interscope) rose 114-52 on a 171% sales gain.

Sting also enjoyed a significant boost from his Grammy performances, going from 111 to 54 on The Billboard 200 by virtue of a 153% sales gain for "Sacred Love" (A&M/Interscope).

Additional reporting by Todd Martens in Los Angeles.

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'You Hope The Message Seeps In And Has An Impact'

BY DEBORAH EVANS PRICE

NASHVILLE—Twenty years into his career, Michael W. Smith remains one of the driving forces in the contemporary Christian music industry.

Not only is the longtime Nashville resident still releasing platinum-selling albums, selling out venues and occasionally playing golf with President Bush, he also owns one of the most successful independent labels, Rocketown Records.

While Smith remains on Reunion, his label home for more than two decades, Rocketown has launched the careers of such artists as Chris Rice, Ginny Owens and Shaun Groves. Smith also operates the Rocketown club, a popular Music City venue for teens that includes a skate park and coffee shop.

"People want to be around people like Smitty," Rocketown Records president Don Donahue says. "He's the type of person people want to be in business with. All of our artists benefit from their association with him. It brings them instant credibility."

During his career, Smith has accumulated 40 Gospel Music Assn. Dove Awards, two Grammy Awards and the ASCAP Golden Note Award. He has also been one of a handful of artists to score mainstream pop success with such early-'90s hits as "Place in This World" and "I Will Be Here for You." His discography includes such passion-driven projects as the 2000 instrumental album "Freedom" and his recent praise-and-worship collections "Worship" (2001) and "Worship Again" (2002).

Donahue says Smith, a father of five, is appreciated for his ability to balance all the components in his life. "His work with Compassion will be a big part of his legacy," Donahue says of the relief agency that Smith supports, "as well as an enduring marriage and family life. He has an amazing reputation for being real."

Q: Why did you start Rocketown Records?

A: I wanted to invest in something I knew about. I didn't want to invest in the stock market, didn't want to invest in a bunch of land somewhere. I wanted to be in the music business, because that's what I understand. My goal was to invest in something and to try to create a label that is singer/songwriter-driven. I wanted to find people who have ideas and who write really great songs, and we did it. You don't hit a home run all the time, but we got spoiled in the very beginning with Chris [Rice]. There's nobody who writes songs like Chris. He articulates like no other. He set the standard for what we were looking for.

Q: What business practices have helped Rocketown thrive?

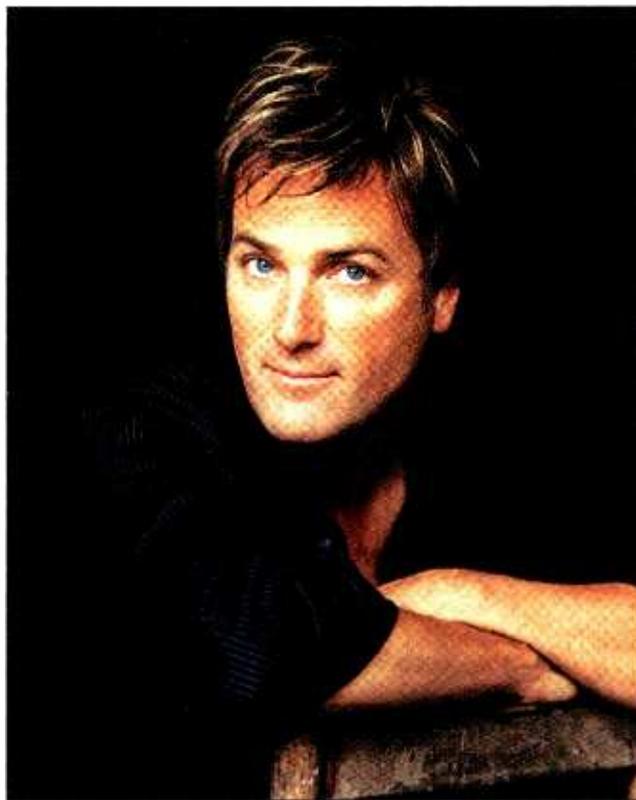
A: We stayed lean and mean. We watch how we spend our money. We didn't try to grow and have 50 people on staff. We stayed small, and we worked hard. If we are going to be independent, we are going to have to do things that are unconventional. We can't overstaff and have a million people on payroll.

Q: How often are you in the office?

A: On average, I'm there a couple of days a week. You have to go in and have those financial meetings, which are not my favorite at all. My favorite thing is to go into Don [Donahue] and say, "I've found this project." That's the kind of stuff I enjoy doing: talking about ideas and artists and songs. The bottom line is, it comes down to the song. One thing we have done right is our label is based on songs.

Q: To what do you attribute your longevity and that your career is still at such a successful level after 20 years?

A: On the creative side, I think that I've tried not to settle for less. I've always tried to push myself and do different things. I've tried to go to unknown places I've never been. I'm always trying to educate myself [to] do better, write better songs. Then on the personal side—which is a big part of me



The Last Word



A Q&A With Michael W. Smith

Michael W. Smith: Career Highlights

- 2003: Commemorates 20th anniversary with release of "The Second Decade 1993-2003"
- 1999: Wins the first of three Gospel Music Assn. artist of the year Dove Awards
- 1996: Launches Rocketown Records
- 1992: "I Will Be Here for You" spends two weeks at No. 1 on the *Billboard* Adult Contemporary chart
- 1991: "Place in This World" becomes his first top five song on the AC chart
- 1990: "Go West/Young Man" debuts at No. 1 on the Top Contemporary Christian Albums chart and spends 13 weeks in the top spot
- 1988: "I 2 (EYE)" becomes the first of his 10 No. 1 albums on the *Billboard* Top Contemporary Christian Albums chart
- 1987: Wins first Dove Award for his album "The Big Picture"
- 1984: First Grammy Award win in the best gospel performance, male, category for "Michael W. Smith 2"
- 1983: Releases debut album, "Michael W. Smith Project," on Reunion Records
- 1980: Signs first publishing deal with Paragon/Benson

being able to do it so long—it has really all come down to who I've surrounded myself with, the people that I let into my life and the people that I choose to work with . . . You hear all this crazy stuff about people falling [by compromising their beliefs]. I could have taken a dive. In this business, you make a bad move and you lose your reputation.

Q: Your last Christian pop album was "This Is Your Time," released in December 1999. You followed it with "Freedom," two praise-and-worship albums and then "The Second Decade 1993-2003." Was it risky to release so many projects so quickly?

A: Absolutely, but I didn't really care, because I was so excited about doing the "Freedom" record. I knew it wouldn't sell like the others, although it did better than we thought. Then the worship thing, I did that strictly out of obedience. I thought, "This is what God has called me to do." It didn't matter what it sold, and those ended up being the biggest records in my career.

Q: When is your next album coming?

A: I'm trying to have the record done by the end of May, so it could come out in August. The mistake in the past is I'm always late with the record, everyone wants to stick with the release date and there's never enough time to set the record up. My goal is to have everything written and to go in and spend two months just doing the record . . . I've cleared my schedule. I don't have anything booked until July, except a family vacation. I've told the guys, "If I'm going to make this record of a lifetime here, I've got to have the schedule absolutely clean. It will allow me to focus and to go find what this next thing is inside of me."

Q: You have been with Reunion Records for more than 20 years—through its early independent days, during the Jive ownership under Clive Calder to its current status as part of the BMG-owned Provident Music Group. Why?

A: I never thought I was supposed to go anywhere. I've always had a great relationship there. I've been happy, honestly. I didn't create Rocketown to be on Rocketown.

Q: I hear you will be in an upcoming film. What is it about?

A: Its name is "The Second Chance." It's about an associate pastor named Ethan in a suburban church. Ethan ends up being sent to an inner-city church. He does not want to go, but he goes. He falls in love with the people, and it changes his life. Steve Taylor, Ben Pearson and Chip Arnold wrote it.

Q: You were one of the pioneers who took Christian music to the mainstream. Do you think mainstream radio is becoming more accepting of Christian artists?

A: The bottom line is: If it will sell, they'll get on it. You just hope the message seeps in and has an impact on somebody.

Q: How has the Christian music industry changed in the past 20 years?

A: It's gotten better. The resources are better, and everybody has gotten creative on how to sell records. I think we've raised the bar and raised the standard. That's good. So now we have different problems we didn't have a long time ago, like piracy.

Q: What are your goals for the next decade of your career?

A: I usually try to just take a year at a time. My goal has been just to make a great record. I want to do something that I've never done before. I think my best work is yet to come.

Q: With all you have on your plate, what are your priorities?

A: The people who really know me, know me as a family guy. It's the most important thing in my life, other than my relationship with Christ. I love my wife and kids. I love pouring my life into them. The most exciting part of my life has just been being able to raise a family. The two most important things are my faith and my family.

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