



**NEWS:** Retailers have reacted strongly to Woolworth's decision to offer **WESTLIFE's** album at £3.99

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**A&R:** *MW* unveils its annual **ROSTERWATCH** of all the year's key signings and who signed who

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**MIDEM SPECIAL**  
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FOR EVERYONE IN THE BUSINESS OF MUSIC 20 JANUARY 2001 £3.60

# musicweek

## Emerging talent lines up for Brits boost

by Paul Williams

The surge of new UK talent emerging in 2000 will be officially recognised in tonight's (Monday) Brits nominations with breakthrough acts poised to dominate the domestic categories.

Wildstar's Craig David - who is now lined up to perform at the February 20 spectacle - looks on course to figure in four of the short lists after a year that saw his debut album going five-times platinum in the UK and becoming a Top 10 hit across Europe and in Australia. Alongside David, who last week signed a US licensing deal with Atlantic Records (see below), Parlophone's Coldplay are expected to figure in three sections being

announced at London's 10 Covent Garden. Multiple showings are almost certain from East West's David Gray and Serious/Universal Island's Sonique.

Brits committee chairman Tony Wadsworth believes the timing is perfect to launch the Brits, given the revival of UK music both domestically and abroad. "One of the key aims of the Brits is to bang the drum for British Music and there couldn't be a better time after the industry's best year for UK album sales and in a week when 11 of the *Billboard* Top 100 albums are British and UK signed," he says.

The US *Billboard* 200 albums chart this week sees Arista's Dido breaking into the Top 10 for the first



**Coldplay:** Brits nomination hopes time, David Gray - handled by RCA in the States - making his Top 40 debut and Coldplay registering for the first occasion in the top half of the chart. Two other UK acts are in the Top 10 - EMI's The Beatles at

number one and Epic's Sade at eight - while Parlophone's Radiohead are now reclaiming the chart on the back of their *Kid A* being shortlisted last week for Grammy album of the year.

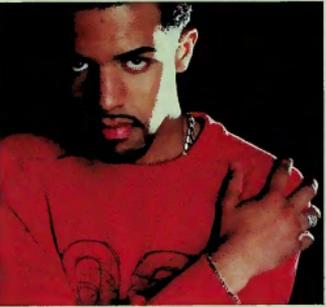
Following their Grammy nominations, Radiohead are among several established UK acts expected to figure more than once in tonight's Brits shortlist. EMI's Chrysalis' Robbie Williams is also predicted to be among this evening's mentions, although the contenders for the public-voted best single and video sections - which he won in 1999 and 2000 - will not be announced until January 24.

Meanwhile, international nominations are likely to include Interscope/Polydor's Eminem, WEA's

Madonna, Jive's Britney Spears and Universal Island's U2, who have previously been announced as this year's outstanding contribution to British music winners. They are now joined on the performance programme at next month's Brits at London's Earl's Court by David, Westlife and Williams.

Alongside the nominations announcement, today (Monday) also sees the launch of the official Brits website ([brits.co.uk](http://brits.co.uk)) through which the public will vote for the best single and video categories. The site has been designed by JM Entertainment with Done And Dusted managing the production, content syndication and commercial partnerships of the site, and not as stated last week.

Craig David (pictured) is preparing to relocate to the States for two weeks after Wildstar struck a US licensing deal for him with Atlantic Records. David, who originally looked set for Virgin Records America until merger uncertainties partially prompted a rethink, will go out to New York at the end of January for two weeks of long-lead press. He is then due to return for his first US tour in April and is expected to remain there throughout the summer, while *Born To Do It* is scheduled to appear in May. Wildstar's international CEO Graham Williams says the company had numerous, substantial US offers in the summer, but decided to put everything on hold to focus on the UK, Europe and Asia. "Having now taken a long, hard look at all the options available to us we have settled on Atlantic Records as the right label for Craig. Quite simply we believe that Atlantic is the right company to maximise Craig's undoubted potential in America," he says.



## PPL gives digital jukeboxes green light

The UK's biggest entertainment machine operator Leisure Link has secured a licence from PPL allowing it to roll out a digital jukebox system which could revolutionise the jukebox industry.

Its planned introduction of the system next month comes after a failed attempt last April when it first applied for a PPL licence to install its new system in entertainment and retail venues. On that occasion it was refused because PPL did not then have a mandate from the majors. The systems operate on a hard drive within the machines linked to Leisure Link's database of more than 3,000 tracks. Crucially,

the licence allows the company to offer artist albums the day after release.

"According to Leisure Link strategic development director Russell Hart, the new machines have the power to reverse the steady decline and extend the customer-base of the jukebox industry and offer new marketing avenues for record labels.

"We will now be able to offer venues tailored, constantly updated, paid-for music options and offer labels the chance to promote new albums and band tours," says Hart. The company expects to install 80,000 machines during the next two years.

## Sanctuary powers growth with new publishing arm

Sanctuary Group is continuing the acquisition and expansionist strategy that it set in place last year with the launch of a new music publishing division and its first continental Europe base.

Sanctuary is bringing in the veteran publisher and manager Deke Arlon to build its music publishing operation after acquiring his company April Music. As part of the deal, Arlon will also bring his clients, including Ray Davies, Elaine Paige and Dennis Waterman, into Sanctuary's management division. The move coincides with Sanctuary Records' first move to establish a base in continental Europe with the acquisition of Berlin-based Modern Music.

Arlon - who has managed



Arlon: building publishing division Sheena Easton and David Cassidy and helped writers such as Gilbert O'Sullivan and James Taylor - is joining Sanctuary as president of the newly-created entertainment division. He says that in addition to building Sanctuary Music Publishing he will also help across

the group's records, screen, studios and new media divisions. In addition to catalogue, Sanctuary has recently stepped up its A&R activities, signing artists such as Megadeth, Pete Dinklage and Ian McNabb. "Anything I can do to help I will. I have a huge telephone book with numbers and can introduce new business across all their business because Sanctuary are in everything," he says.

Sanctuary Records CEO Joe Cokell says the acquisition of Modern will give the company the platform to build across Europe. "It's hard to do it from the UK and Germany is a magnet for Europe and Eastern Europe. It is also a good market for the music we do," he adds.

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EMI:Chrissalis last week officially signed Beth Orton (pictured), as part of its long-term deal with Heavenly Recordings. Orton's previous two albums were released on Heavenly when the label had a deal with BMG, though she was actually signed directly to the major and had been expected to make one more album under her contract with it. "Beth has released two excellent albums in her career but I feel the best is still to come, and the partnership of EMI and Heavenly provides a great framework to make that happen," says EMI president and CEO Tony Wadsworth. Orton, who won best female artist at last year's Brits, is currently working on material for her third album, which will be the debut release under her new deal. In the past 12 months, Heavenly has also been responsible for delivering Ed Harcourt and Snowblind to EMI:Chrissalis.

● See A&R analysis, p8



## Music Week Awards launch online voting

Online voting is figuring in the Music Week Awards for the first time this year with the introduction of an event website.

The site ([www.musicweekawards.com](http://www.musicweekawards.com)), which is being launched tomorrow (Tuesday), will carry the latest news on the show, provide ticket information, take entry form requests for the judged awards and accept votes for certain categories.

New categories at the event at London's Grosvenor House Hotel on March 15 include an additional promotions prize, while the first deadline for entries is January 25 for the PR award. Marketing award entries must arrive by January 29.

For further information, ring Natasha Manley on 0207 940 8665.

## newsfile

**AOL/TIME WARNER GETS US GO-AHEAD**  
The AOL/Time Warner merger cleared its final hurdle last Thursday – almost exactly a year after the \$10.6bn deal was announced – when the US Federal Communications Commission gave it the green light. The US Federal Trade Commission had given clearance in December, but the FCC wanted safeguards to open AOL's instant messaging service to rival providers.

**RAVDEN JOINS WIPPIT**  
Naspet-style UK start-up Wipit, founded by former Xtreme network founder Paul Myers, has recruited industry accountancy and management veteran David Radden as a non-executive to its board. Radden is expected to help the company establish trading links with collection societies and labels ahead of its May soft launch.

**BPI UNVEILS RED-TAPE PROPOSALS**  
The BPI's campaign to banish red tape from the record industry moved on a step last week when it delivered proposals to the Department of Culture, Media and Sport. The Government department was told by the BPI that it could help reduce red tape in the areas of tax and employment legislation. The BPI now wants members to submit examples of bureaucracy they have encountered.

**VOSS MOVES UP AT UMI**  
Universal Music International is promoting marketing vice-president (Universal Motown and Dreamworks) Matt Voss to international marketing vice-president. Voss, the former general manager for MCA/Geffen within Universal Records, takes over from Andrew Kronfield, who is moving to a new role in New York. Mercury Germany's marketing director, Lars Grewe, is taking up the new post of marketing vice-president in Island/Def Jam and Universal Motown and Island/Def Jam product manager Andrew Reeder is being promoted to marketing manager Island/Def Jam.

# Worldpop nets Trinity Street for digital marketing venture

by Mary-Louise Harding  
Crat sponsor Worldpop is bidding to create a digital marketing powerhouse with marketing operation Trinity Street Direct after raising £5.1m of second-round funding.

The two companies plan to pool Trinity Street's 40,000-name postal and email database together with Worldpop's SMS capability and online content assets to offer record companies and "aligned industries" a range of direct marketing services to young music fans. Worldpop also claims to have amassed more than 70,000 e-mail addresses through its site and its music news service to HTML users.

The deal was hammered out following the internet company's successful completion of a second institutional funding round before Christmas. In a move that defies the continuing downward trend among

consumer internet sites, Worldpop raised £5.1m – valuing the company at £30m, according to incoming chairman Charles Levinson.

Investment bank Dresner Kleinwort Benson (DKWB) has invested £3m, giving it 10% equity. The further £2.1m was raised from seed investors JP Morgan, 3i Group and EFT Amadus Capital Partners – which all have 10% stakes – and the Accelerator Group.

Chrissalis Group deputy chairman Levinson has replaced co-founder Peter Powell as chairman as part of a broader management restructure which sees co-founder Martin Heath relinquishing his CEO role. Liam Hamilton and Jeff Smith continue as joint managing directors.

The new chairman says the restructure has been necessary to ensure the company has full-time dedicated managers to steer the re-



Levinson: taking chairman's role focus on primarily a digital marketing business. Both Powell and Heath retain seats on the board, while DKWB executive Steve Smith and Trinity Street managing director Simon Stanton both take board seats.

Speaking on his new role, Levinson says he decided to add Worldpop to his directorship duties – including Chrissalis and Sci Entertainment Group – because of the strength of the business model. "Worldpop has a

clear model with clear revenue lines and route to profitability," he says. "It has a strong base of investors which gives the company the ability to take advantage of opportunities and a management team who understand what they're doing – especially with the addition of Simon [Stanton]."

He adds the company is on course to achieve profitability in one to two years, although he rules out achieving profile and financing via an IPO until at least 2002.

Meanwhile, Worldpop has completed negotiations with Bard and the BPI for the second of its three-year sponsorship deal of the charts. Worldpop is set to propose new ways to promote the charts over a series of meetings scheduled with the organisations during the next month, according to Levinson, as it expands its content beyond pop and dance genre coverage. *WMC Press*

## BPI and IFPI help shatter Russian piracy operation

BPI and IFPI anti-piracy officers helped bust apart a Russian mafia gang running a £1m music piracy business out of London.

The two music organisations worked alongside City of London police in a two-year operation which resulted in the arrest of two members of the organised crime syndicate, Vladimir Strogiline and Alexander Tonov, who subsequently pleaded guilty to conspiracy charges at Southwark Crown Court. Sentencing in the case was adjourned last Friday until February 2.

The IFPI's head of enforcement Iain Grant says the long-running investigation kicked off in 1999 when the IFPI and BPI noticed large quantities of Russian-made CDs coming into London and the South East. Grant says that with senior investigator Mick Ellis leading the IFPI team law enforcement officers were able to infiltrate the crime gang, who were using couriers on false passports to smuggle CDs from St Petersburg to a counterfeit factory in Hendon. "It was a large-scale stuff. They'd supply



Martin: need for 'decisive action' anything you wanted from the *Billboard* Top 100," he says. The police were eventually brought in when it became clear the gang had heavy connections with interests in other criminal activities such as credit card fraud. "We have known that organised crime is involved in music piracy for some time, but this is the first conviction on UK soil," he adds.

BPI director of anti-piracy David Martin adds that 'decisive action' against CD pirates will help the British music industry maintain its edge as one of the most successful in the world.

## Polydor takes honours in 2000 market shares

Polydor has rounded off its best year to date by capturing both the singles and albums market share crowns for the whole of 2000.

The Universal operation becomes the first company since Virgin in 1998 simultaneously to take both titles. On singles it comfortably beat 1999's winner EMI:Chrissalis into second place with 11.3% and a 3.4 percentage points lead, while on albums overcame 1999 champion Virgin by just 0.8 percentage points to top the table with an 8.6% share.

Polydor's two triumphs were matched by Universal in the end-of-year corporate tables, taking the albums crown by 11.2 percentage points with 25.0% as EMI finished second. It led on singles with 20.5% ahead of second-placed Warner with 11.7% and also won both quarter four prizes. Ten was the year's top singles and albums distributor with 29.3% and 26.7% respectively. Parlophone, third top company for the year on albums, stormed to victory in quarter four with 11.5%, while Polydor was top singles company with 13.4%.

● Full details next week

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## MW COMMENT

## EXPECT THE UNEXPECTED

Anyone who could have confidently predicted a year ago that the Top 10 list of best-selling albums in 2000 (see p26) would feature then relative unknowns David Gray, Craig David and Coldplay deserves a job in A&R. And a very senior job at that. But then one of the most exciting things about music is its very unpredictability – and 2000 was an unpredictable year.

Looking at the list of albums artist signings made by key labels (see p8) it is perhaps harder than ever to pick the names that will be gracing the Top 10 albums list of 2001. The problem is not so much that there is no quality – there is. But success relies more than ever on not just making unique records, but then building media and retail support for those acts and sustaining it for long enough to hook the record-buying public.

Still, this year's top sellers list offers a reminder that popular music comes from the most unexpected places, which is why we have this year extended our full signings roundup to cover more labels than ever before. The full list is printed in MW's sister A&R newsletter the *Green Sheet*.

This move reflects the fact that the independent sector is arguably playing a more important role than ever in nurturing radical music. But it also reflects our belief – and hope – that increasingly success depends as much on originality as label affiliation.

It has taken months to conclude, but Wildstar's final conclusion of negotiations for a US deal for Craig David means that he can take on America. He stands a good chance of success in the home of R&B not because of his R&B talents, but because he brings a pop sensibility which is not only rooted in his personality but in his UK roots. Put simply he could not have been a product of the heavily formatted, producer-led US scene.

He is an English original – which is why he has succeeded so far. We should not forget what we do best. *Ajax Scott*

## PAUL'S QUIRKS

## CHARTS MUST BAN CHEAP RELEASES

The fact that the first Westlife album went to number one on the mid-week album chart highlights the need to review the current chart rules which allow a release sold at £3.99 to top the main albums chart.

If as an industry we are to maintain that the current charts used by the BBC and many leading music magazines and newspapers is the only chart that counts, then the BPI and Bard have to give serious consideration to excluding any album sold at less than cost price. The problem appears every time a major chain has a clearance sale or buys-in top titles at rock-bottom prices to use as loss leaders to attract customers. That is a legitimate ploy, but the fact that the albums on offer then appear in the next Top 40 misleads the public in every sense of the word. Some may think that the artist or band have a new album out and purchase it at full-price before realising that it is in fact old material, while others may see it at the knock-down price of £3.99 and wonder why they paid £12.99 or more a couple of weeks before. The more inquisitive will probably ask sales staff why a certain album has re-entered the chart and I for one would be embarrassed to explain that it was because Woolworths, Virgin or HMV were selling it at £2.99 or £3.99 instead of the usual £12.99.

The resulting confusion cannot be good for the industry. Let the chains sell the albums at whatever price they want but please can we exclude them from the chart.

The success of Eva Cassidy's albums, especially *Songbird*, during the past month should not have come as a surprise to regular readers of this column. Since her tragic death, the albums have been selling steadily mainly as a result of Radio 2 support and word of mouth recommendation but all it needed was a video appearance on TOP 2 to light the blue touch paper. Congratulations to everyone at Hot and Blix Street Records on UK sales of more than 150,000 copies of *Songbird*.

Paul Quirk's column is a personal view



## Bolland quits Virgin for new Miles label launch

Virgin Records A&R manager Guy Bolland has left the company to set up a new label with Italian artist and producer Robert Miles.

The first release for the new label, Sharp Records, will be Miles' new album *Organik*, which is a collaboration with recent V2 signing Nitin Sawhney. The album is scheduled for release on April 24.

Bolland, who first made contact with Miles last September with a view to signing the artist to Virgin,

says, "We want to create a boutique identity with the ethos of companies like Creation, Warp or Ninja Tune." Miles adds, "With regard to the artists we intend to sign to Sharp Records, they are likely to be able to fuse electronic music with live instrumentation."

While the label has yet to finalise a European distribution deal, Miles' album has been licensed to Shakti in the US. Bolland expects marketing and PR to be sourced externally on a pro-

ject-by-project basis.

Miles is widely known for his mid-Nineties worldwide hits *Children and One & One*, which featured the vocals of Marla Yauer. Organik will be his first release since parting company with BMG two years ago, following the release of his second album 23AM. Although Bolland made no signings during his two years at Virgin, he had previously spent three years overseeing the roster at Gut Records.

## Retail slams 'madness' of Woolies' bargain Westlife

by Paul Williams

High Street CD discounting tumbled to another low last week as Westlife's debut album challenged for the number one spot after retailing at just £3.99.

The four-times platinum album, which contains five number one singles, was leading the mid-week chart by the end of trading last Thursday, almost solely on the back of an exclusive discounting campaign mounted by Woolworths. Its £3.99 mark-up left the industry facing the possibility of having a number one album selling at the same price as a single.

The promotion, which Woolworths initiated itself after being offered the album at mid-price by BMG a week ahead of other retailers, was condemned as "complete madness" by rival retailers. They are angry that it flies in the face of industry efforts to try to promote the value of music to the public. Some also believe they have been unfairly treated because Woolworths has received preferential treatment.

"It's disappointing that BMG have taken the decision to give Woolworths the stock a week up front of everyone else," says Virgin



Westlife: centre of price storm

Megastores head of music Jim Batchelor. "What's unforgivable is what Woolworths have done. It means every other music retailer can't compete with that album. There's no point selling music at these prices. It sends out all the wrong messages to the punter."

That the offer – which follows a similar Woolworths promotion for Boyzone's *By Request* album at the start of the year – will prompt an album back into the Top 10 so cheaply, has raised questions over chart qualification rules. At present an album is allowed in the Top 75 artist chart if its dealer price is

£4.25 or above, although this does not take into account any free product deals undertaken between dealers and suppliers.

Richard Wootton of Leicester independent Ainleys says the industry should be careful about over reacting on what could be a one-off, video chart. It's a complete mess because it is full of cheap product and the last thing we want to see is marketing opportunities making a nonsense of the music charts. It's something that certainly needs to be addressed to avoid this happening in the future.

BMG sales director Richard Corps declines to comment on the decision to offer the promotion to Woolworths exclusively, although he says the record company had no advance knowledge of involvement in the retailer's pricing plan. "It was a surprise to us as much as it was to everybody else. We had no funding of it. The pricing was completely Woolworths' decision," he says.

A Woolworths spokesman says the promotion was undertaken to raise footfall in store during a traditionally quiet period of the year and is delighted with the results so far.

## Kang takes new media position at BMG in US

US management agency The Firm's former new media consultant David Kang is to take over the new media responsibilities of outgoing BMG chief marketing officer and new technologies president Kevin Conroy.

Kang has been hired by the major as its New York-based senior vice-president of new technology, while the company says executives to cover further new media and marketing duties previously performed by Conroy will be appointed shortly. A replacement is also expected for chief finance officer Tom McIntyre who left his post last week.

A BMG spokesman says the two executives' decisions to leave the company were made before the appointment of Rolf Schmidt-Holtz as president and CEO.

● Bartselmann's European books and music companies were BOL last week negotiated to buy the data and database assets of bankrupt rival Boxman. Due to data protection laws, the company only plans to use customer databases in its own UK and Ireland territories. It will redirect customers to BOL in its other European territories.

## BBC show puts spotlight on R1's Nineties DJ cull

The great Radio One DJ bloodletting of the early Nineties is the next subject of the BBC's award-winning *Blood On The Carpet* series.

Walking With Dice: Jeskeys, going out at 9.50pm tomorrow (Tuesday) on BBC2, promises to investigate the "highest profile and most consequential shake-up" of a national radio station following the arrival of Matthew Bannister as Radio One controller.

The 40-minute programme follows Bannister's culling of some of the most experienced DJs – discusurs according to many within Portland Place – in broadcasting history in an attempt to attract a younger audience and stave off the growing threat to the nation's favourite from commercial stations. *Blood On...* producer Nick Minsky says that "Bannister's strategy meant the old guard DJs, such as Dave Lee Travis, Simon Bates and Gary Davies, had to leave to make way for new blood. In the programme Bannister is quoted as saying, "There were a number of DJs who were older than the Prime



Bannister: R1 shake-up revisited

Minister, the director general of the BBC and the Archbishop of Canterbury – one of them was an OAP."

The programme also features the station's first head of production Trevor Dann, who has a significant falling out with the controller when Bannister failed to back his manager over on-air comments made by then Radio One DJ Chris Evans.

"After that relations between Dann and Bannister were strained to say the least," adds Minsky. "But, it is interesting that these two stayed on for quite a while after the whole thing had finished."

## Two additions to HMV marketing team confirmed

HMV marketing manager Richard Orr has recruited a new promotions manager following Robin Burrows' departure to MSN last year.

Alice Wagner has joined the team from media agency DNA where she was account manager and has previous experience at sales promotion agency Team LGM.

Her role is to build on HMV's third-party promotional activities with brands such as Pepsi where consumers are asked to redeem music-based offers at HMV stores.

Meanwhile, HMV's senior marketing manager Cormac Loughran has appointed a new advertising manager to replace Richard Coles who left before Christmas to join IPC.

He will be succeeded on February 15 by Duncan Grant, who moves from IPC where he is currently advertising manager with the music and sports division. He has previously worked at Empar where he was music manager across the Q, Mojo and Kerrang! titles.

In his new role, he will oversee a team of four planners including Alex Munro, who has been promoted to senior planner rock and pop.

# Survey shows youth rate music at top of priorities

by Steve Hemsley

Music's central role in young adults' lives has been underlined by a new survey in which it emerges as the second most important interest to UK 15- to 24-year-olds.

The ROAR survey, backed by Empat, Carlton Screen Advertising, Channel Four, The Guardian and media agency OMD, questions a panel of 1,000 young people every six months about their attitudes and lifestyles.

In the latest poll conducted in the autumn respondents were asked to rate from one to five the 10 most important things they always make time for. Listening to music had an average rating of 3.83 (see table) and only spending time with a girlfriend/boyfriend (4.50) scored higher.

This is the 34th wave of ROAR research since the project began five years ago and a different set of questions are included each time. "What we are seeing as we enter a new century is that music remains a key element in the lives of Britain's youth. What surprised us was how far ahead of watching TV listening to music was," says Chris Hall, senior research executive at RSGB which carries out the study.

When asked which media they use

## MARKETING PROFILE FOR 15- TO 24-YEAR-OLDS

WHAT THEY WANT TO DO	PERCENTAGE	PREFERRED MEDIA SOURCE FOR	PERCENTAGE
MAKE TIME FOR	(rating from 5 to 1)	MUSIC REVIEWS	(%)
With partner	4.50	Magazines	70
Listening to music	3.83	Radio	55
With family	3.69	TV	47
Pub	3.27	Internet	30
Sports/hobbies	3.22	National papers	28
Clubbing	2.93	Teletext	12
Shopping	2.91	Local papers	9
Talking on phone	2.86	Mobile phone	1
Reading books	2.75	None	17
Watching TV	2.69		

(Source: RSGB)

to obtain information about artists and new releases 70% (see table) of respondents said they would refer to magazines. Radio and TV came next with the internet their fourth choice and mobile phone services bottom of the list.

This trend mirrors the annual Youth TGI survey in which the 11-19 year olds it questioned in 2000 also cited magazines as their main source of music information.

Top Of The Pops magazine publisher Albe Lewis says young people choose magazines that reflect their tastes and whose views they trust.

The ROAR survey also underlines how often people listen to music while doing other tasks. While read-

ing a magazine, 64% of 15- to 24-year-olds will listen to a CD or take while 58% will tune into a radio station.

Channel Four's research group head, Gary Roddy, is the current chairman of the ROAR committee and he hopes the data will encourage more brands to advertise during the station's music programming. "Certain advertisers are aware of the importance of music in the lifestyles of the demographic but others do not give guidance. Many know Channel Four is the station to reach 15- to 24-year-olds but they need to know which lifestyle topics, and therefore which programmes, are appealing most to this age group," he says.

### HANDS ON LAUNCHES ONLINE RADIO

Independent label Hands On Music is launching its own internet radio station at the end of this month. The move is part of a number of changes to the company's marketing strategy announced by founder Gerard O'Farrell to promote its English acoustic folk/rock act Show Of Hands prior to the release of their latest album *Cold Frontier* in April. Hands On Radio.co.uk will play Show Of Hands music 24 hours a day and include interviews and tracks from the new album. Tickets for the act's party show at The Royal Albert Hall on April 7 will be sold online.

### JOHN TURNER LAUNCHES 5 PR

John Turner, the former head of national TV and radio promotions company JTM, has set up his own plugging business called 5 PR. He is joined by former JTM head of TV promotions Kate Burnett and former Appearing staffer Sam Wayne.

### VELOCITY PR GOES INTERACTIVE

Velocity Communications, the PR and event management company that set up last January by ex-Creations Records head of communications Andy Saunders, has launched a division promoting interactive entertainment. It is headed by account manager Martin Bramall and will support game industry clients.

### FINDLAY LAUNCHES RED SHOP FITTERS

Former partner of shop fitting and display company International Displays (ID) John Findlay has set up a new company called Retail Entertainment Displays (Red). Findlay sold his 50% stake in ID to fellow partner Brian Jones and has launched Red with a showroom in Peterborough serving a number of multiple and independent clients including Anlys Records and Fopp.

### E-MEDIA-C AND EMI IN ONLINE DEAL

EMI music and entertainment business site launch E-Media-C has forged a deal with EMI Music Publishing to offer business subscribers access to search the major's catalogue. The site - which is being launched at the end of the month and counts actor Gareth Hunt among its founders - expects broadcast and advertising executives to use the service.

### BPI HONOURS DAVID WHITE

Craig David's Born To Do It and Barry White's The Collection last week reached five-times platinum status, while Toploader's Oka's Big Moka turned platinum and Shirley Bassey's This Is My Life - Greatest Hits gold.

### HOW TV SHOWS' RATINGS COMPARE

Programme	this week's change on 10/11/2009
Sitratra... (p.1)	5,400 n/a
Top Of The Pops*	4,252 -23.2
Sitratra... (p.2)	3,800 n/a
CD:UK*	2,321 -18.5
SNY*	2,155 85.7
cinema's Top 10 (C4)	2,000 n/a
Dance 2000	212 n/a

\*combined totals  
Source: Mediacoil EMB for w/e December 25 2009

Parlophone's first marketing campaign for The Divine Comedy (pictured) kicks off today (Monday) with an online promotion on the act's relaunched website. For one week tracks from the new album *Regeneration*, which is out on March 12, will be streamed to the site. The campaign hits the road at the end of January with two showcases at London's Riverside Studios. An international audience has been invited to the January 24 event while more than 30 UK retailers will be organised on January 25. The label has also announced a short six-date tour between February 14-20 visiting Edinburgh, Northumbria University, Manchester, Birmingham, Portsmouth and Bristol prior to the release of the single *Love What You Do* on February 26. Parlophone marketing director Terry Felgate says, "The approach we are taking to this project is to consolidate the existing fan base first as well as building new interest. After the showcases we can begin to negotiate co-op marketing initiatives with specific retailers." Parlophone is also in talks with national newspapers to run various co-op promotions including ticket offers.



## R2 woos labels to develop new acts

Radio Two's executive producer music Colin Martin has called on record companies to take another look at the station as a vehicle for developing new acts.

Martin, who took over control of the Radio Two playlist at the end of last year when head of music policy Geoff Mullin left the station, says the network's record of early plays for acts including David Gray, Toploader and Lonestar demonstrates the growing importance of Radio Two as its audience gets younger.

"I will always have an open door policy at Radio Two and I am telling labels to come and talk to me. In recent years they have perhaps not approached us as much as they should have when trying to advance new artists. Everyone needs to realise how our audience is changing," he says.

According to Rajar data, 9.9% of Radio Two's audience was aged between 25-34 in quarter three 2000 compared with 9.6% at the beginning

### Martin: "Radio Two is changing"



of 1999. The number in the 35-44 age group increased from 15.3% to 16.7% over the same period. "We are not trying to be Radio One but we are the most listened to station in the country by market share and because we are not targeting a particular age group we will consider playing any song if it has a good hook," he says.

The BBC has confirmed that a marketing strategy for Radio Two is being put in place for 2001 although the spend involved is not being disclosed.

## Advertising sales house for UK online music brands launched by Clickmusic

Music search engine Clickmusic.co.uk has launched a specialist advertising and sponsorship sales house for UK online music brands.

Sonic Advertising starts with three clients, Clickmusic, independent artist portal Music3W and mobile phone ring tone download company Youmobi.com, and aims to increase music's share of the estimated £300m online advertising market.

Clickmusic links to more than 300,000 music files and managing director David Saiten says he wants to develop opportunities that prove particularly attractive to commercial partners. Sonic Advertising claims it is working on accounts generating more than 30m page impressions a month.

"We are offering clients the scale of a general sales house but with

more specific targeting. Equivalent sports sites are seen as lifestyle destinations and generate larger advertising revenues. Music has a far greater claim as a lifestyle choice but has been let down by companies with little or no feel for the brand involved," he says.

He adds, "We are not just looking at traditional button and banner ads but will also be focusing on the growth area of mobile phone ring tones which are a good marketing opportunity for record companies."

Music3W hosts a number of acts' websites and manages their relationship with fan communities. Commercial director Tony Clark says a dedicated sales house for music should boost revenue. "Advertising and sponsorship is a sensitive area for many acts and we needed an agency that understood music and the artists," he says.

chartfile

● The radio popularity of Robbie has breathed new life into Robbie Williams' album *Sing When You're Winning* in Germany. The EMI album, which debuted at number one on the German chart back in September, now climbs 16-6 in *Sing* moves up two to the top of the airplay while regressing 20-19 on sales. German radio's enthusiasm for the track is matched elsewhere in Europe as it holds its position as the most popular UK-sourced release across the continent. Meanwhile, the single moves 6-4 on the Italian sales chart where it secures its position as the highest-ranked UK-sourced track.

● London Records' Sugababes are fast making a claim as one of the UK's big international hopes for the coming year with their single, *Overload*, now the biggest hit by a UK-sourced act on the German sales chart. The track last week moved 24-15 on sales, while on the *radio* chart of UK repertoire on European radio it now climbs 16-14. It is one of the former tracks on the chart whose corporate breakdown is headed by Universal with nine tracks. There are two BMG, indie and Virgin releases and one apiece from EMI and Sony.

● Wildstar's Craig David hits a new high in Australia by moving 7-3 with *Born To Do It*, which is enjoying a chart revival across much of Europe. The album, which has been a Top 10 hit in many territories, rebounded 27-17 last week in Germany while reclaiming its best week 9-5 in Norway, 34-9 in Denmark, 27-10 in Sweden and 31-20 in Italy.

● Coldplay hit new chart peaks on both the Australian singles and album charts with *Yellow* climbing 44-34 on its second week and *Parachutes* lifting 35-24 after 13 weeks present. Their Australian success comes as positive news stretched across several continents but last week saw their debut album rise to a new peak of 9-2 in Canada, while this week it climbs 23-15 in Norway.

● The Apple/Parlophone-issued Beatles' 10th anniversary album number one across much of the world, currently counting among its vast array of chart-toppers Australia, Germany, Italy, Israel, Mexico and Sweden. By last week the release had collected a staggering 121 platinum awards, including going 17-times platinum in Ireland and 12-times platinum in New Zealand.

● Radiohead's *Kid A* heads a trio of albums enjoying mid-revivals on the Australian chart. Parlophone release moved 53-36 in Canada, where it originally reached number one back in September, while Polygram's *S Club 7* album 7 moved 55-47 and Robbie Williams' *Sing When You're Winning* 150-9.

● Deca ad Bond, who broke into the Swedish Top 10 last November with their debut album *Born*, claim a second big European conquest by winning a new 100-100 rank in Italy. It is the first of four UK-sourced releases in the Top 10 there with EMI's The Beatles sitting at one and another Italian label's and WEA's *Erykah* holding at five and eight respectively.

by Paul Williams  
The Beatles were back leading the charge of UK music overseas in quarter four as UK-sourced acts rounded off a lucrative year on the international charts.

The album was joined several other UK-sourced releases in becoming substantial hits in every key music market around the world, while other acts reached new international peaks during the three months. Significantly, the UK industry's success stretched not just across Europe, as had happened in the previous quarter, but into the US, too, with five UK-sourced albums making the Top 20. *EM*, which in quarter three had seen Robbie Williams' *Sing When You're Winning* stamp its authority on much of the world, enjoyed an even better quarter four with both the album and *radio* chart. The album topped the *Billboard* 200 chart. The Beatles' 1 has generated 19.5m sales around the world to date with its chart-topping achievements. This includes the rare feat for a foreign album of making number one on the all-comers Japanese chart. Further evidence of The Beatles' enduring popularity there came in October when John Lennon reissues simultaneously reached the same chart-top spot.

Radiohead added to EMI's success in Japan, reaching number five on the domestic chart with *Kid A*, which was also a Top Five hit in Australia. Germany and Italy while debuting at

TOP 20 SALES HITS OF 2000

	US	Japan	Germany	France	Italy	Canada	Netherlands	Australia	Total
EMI	Singles	1	0	1	0	3	7	4	6
BMG	Albums	0	0	0	0	2	0	3	2
BMG	Albums	2	5	5	5	6	4	5	3
SONY	Singles	0	1	0	5	3	0	2	5
SONY	Albums	2	3	2	2	3	2	4	13
UNIVERSAL	Albums	2	8	2	2	2	4	7	27
UNIVERSAL	Albums	1	11	6	6	4	7	7	13
VIRGIN	Albums	0	2	2	4	2	4	4	4
VIRGIN	Singles	0	7	2	4	1	3	5	10
WARNER	Albums	0	2	2	5	4	2	2	7
WARNER	Albums	0	1	6	2	2	4	7	11
INDIES*	Singles	1	0	2	2	4	2	4	10
INDIES*	Albums	0	6	5	3	1	3	3	8

\*Singles scores for Sonique have been attributed to Universal  
Source: Music Week and *Info*, figures represent Top 20 chart appearances Jan-Dec 2000

in one Canada, France and the US. The release has been given a further lift by being shortlisted for a Grammy. Sony UK, quiet internationally for much of 2000, bounced back in quarter four with Charlotte Church and Sade who had, respectively, reached platinum and double platinum in the US by the end of the year with the latest albums. Church bettered even the Stateside popularity of her first two albums by making the Top 10 for the first time with *Dream A Dream*, while Sade insured a stunning comeback by debuting at three in the US with *Lovers Rock* and also going Top Five in France, Germany and Italy. Sony also saw Toploader score their first Top 20 sales hit overseas in a leading market with *Dancing In The*

Moonlight making the grade in Germany. Warner and Warner were also part of a British breakthrough in the US where in the whole of 1999 just one UK-sourced album — Cher's *Believe* — had reached the Top 10. Warner peaked at 17 with Enya's *A Day Without Rain*, which was Top Three in Japan and Top 10 in Australia, Germany and Italy, while Universal's latest U2 offering was beaten among UK albums in the quarter by just the runaway Beatles album. All that *You Can't Leave Behind* hit number one in virtually every key music territory and was unlikely to only debut at number three in the US after producing the band's best SoundScan week with an opening 428,000 tally.

UK TOP 20 AIRPLAY HITS IN EUROPE

UK	TH	Artist/UK Airplay
1	1	Supreme Robbeline Williams (Chrysalis)
2	1	Robbie Williams (EMI)
3	6	Inner Circle Texas (Mercury)
4	3	Sly Sorcerer (Grosvenor/Universal)
5	4	It Feels So Good (Sire/Universal/Interscope)
6	5	Dancing In The Moonlight (Polygram/Capitol)
7	7	Gotya Tell You Something (Mercury)
8	12	7 Days Craig David (Widstar)
9	10	Stuck In A Moment You Can't Let (Island/UK-Hallmark)
10	13	If That Were Me (Mercury/Capitol)
11	8	Black Coffee All Saints (London)
12	9	My Love (Hick)
13	11	This Way (RCA)
14	12	Don't Stop Believin' (Mercury/Reprise/Polygram)
15	14	Overload Sugababes (London)
16	15	14 In Da Club (Mercury)
17	16	Life Is A Beautiful Thing (Mercury/Polygram)
18	17	Touch Me (Polygram/Interscope)
19	18	Beautiful Day (Island/UK-Hallmark)
20	19	I Turn To You (Mercury/Capitol)
20	20	All Hooked Up All Saints (London)

Chart based on 200 sales per week (excluding UK sales)  
Source: Music Week and *Info*, figures represent Top 20 chart appearances Jan-Dec 2000  
To be eligible for UK chart, acts must be signed to a UK label

GAVIN US RADIO TOP 20

TH	TH	Artist/US Radio
1	2	Get On To Me Jay-Z (Roc-A-Fella/UMG)
2	1	Hit Jackson Outlaw (Capitol/RCA)
3	4	Danger (Mercury/Sony Music)
4	3	My First Love (A&M)
5	5	I Wish It Rained (Mercury)
6	6	Just Friends (Mercury/Sony Music)
7	7	Promised Land Jay-Z (Roc-A-Fella/UMG)
8	10	It Wasn't Me (Shaggy/UMG)
9	8	One Woman Man Dave Hollister (DreamWorks)
10	11	See You In The New Year (Capitol/RCA)
11	9	Emotional Charles (Jive/Atlantic)
12	14	Phat 10 (Mercury/RCA)
13	13	Strut Your Stuff (Mercury)
14	12	Shogun My Home (Mercury/EEG)
15	12	Independent Woman Lady (Columbia/Capitol)
16	13	It's Over Now (Jive/Atlantic)
17	16	Protect (Mercury/Interscope)
18	15	El Niño (Universal)
19	15	Is That Your Cheek (Mercury/Roc-A-Fella/UMG)
20	16	Not Too Far (Mercury/Roc-A-Fella/UMG)

Chart based on 200 sales per week (excluding UK sales)  
Source: Music Week and *Info*, figures represent Top 20 chart appearances Jan-Dec 2000  
To be eligible for US chart, acts must be signed to a US label

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABOARD

COUNTRY	TH	Artist/UK Sales	Chart Weeks
AUSTRALIA	1	7 Days Craig David (Mercury)	1
1	1	The Beatles (Apple/Parlophone)	1
1	1	South Side Moby (Mercury)	6
1	1	The Beatles (Apple/Parlophone)	1
1	1	Gotya Tell You Something (Mercury)	12
1	1	Play My Music (Mercury)	8
1	1	Overload Sugababes (London)	15
1	1	The Beatles (Apple/Parlophone)	2
1	1	Supreme Robbeline Williams (Chrysalis)	4
1	1	The Beatles (Apple/Parlophone)	1
NETHERLANDS	1	Walking Away Craig David (Widstar)	11
1	1	The Beatles (Apple/Parlophone)	2
1	1	Beautiful Day (Island)	11
1	1	The Beatles (Apple/Parlophone)	3
1	1	Black & White U2 (Island)	22
1	1	The Beatles (Apple/Parlophone)	1

Source: Music Week and *Info*, figures represent Top 20 chart appearances Jan-Dec 2000  
To be eligible for UK chart, acts must be signed to a UK label

AMERICAN CHARTWATCH

by ALAN JONES

A year ago this week there were 11 albums and four singles by British and Irish acts in the *Billboard* chart. This week there are 20 albums and six singles — and three of those albums are in the Top 10, the first time that has happened for five years. The Beatles (pictured) led the way again, with 1 selling a further 235,000 copies last week to register its sixth week at number one at the summit, while increasing its overall tally to 5.33m. Sales of 1 dropped by 41% last week — but that is pretty much in line with the market, which shrunk by nearly half with just four albums in the entire Top 200 registering increased sales.

Joining the Beatles in the Top 10 are Sade and Dido. Sade's *Lovers Rock*, which has been as high as number three, climbs back to number eight, with an over 100,000 sales week was doublets helped by growing success of the first single *You're My Side*, which is the highest debuting single in the Hot 100 at number 75 giving the singer a new presence for her 42nd birthday this week. Meanwhile, Dido's *No Angel* soars 17-9 to arrive in the Top 10 and end a half year of releases and 34 weeks after making its chart debut. It sold more than 58,000 copies last week and is also benefiting from a hit single, namely *Thank You*, which improves 80-72.

The glad tidings continue, with David Gray's *White Ladder* finding new impetus to climb into the Top 40. It leaps 53-38, while the single *Baby's Done* 62-59. And Coldplay are the latest British act to catch fire, with their album *Parachutes* continuing its rapid ascent with a 118-84 jump on its fourth week in the chart. It is being helped by the single *Yellow*, which is bubbling under the Hot 100.

BMG's debut album *Sonora* or *Later* charted as high as number 38 last year and is on the rise again, climbing 104-101 this week and more than 50 places in the last week's chart. It is being helped by the single *Still On Your Side* is one of the week's fastest movers, jumping 64-54.

The rapid decline of Christmas albums coupled with the lack of new albums by British and Irish artists this week, our 20 albums, *Brinsley* Brightman up 124-120, *S Club 7* up 137-126 and *Marky Mark* up 85-83, 163-140. There are re-entries for the latest albums by PJ Harvey (number 18), *Stevens* (number 17) and *Fatboy Slim* (number 196). Completing the UK/Ireland contingent, *Eton* John and *Shogun* 94-96, *Samantha Mumba* falls unseasonal plunge from 75 to 103. Finally, *Destiny's* *Life's Independent* is coming under increasing pressure from *Shaggy's* *It Wasn't Me*.

# Would the following please stay by the phone Monday the 22nd of January:

Lou Reed  
Iggy Pop  
Cecilia Bartoli  
Simon Rattle  
Alban Berg Quartet  
György Ligeti  
Sly Stone  
Willie Nelson  
Helmuth Rilling  
Madonna  
Siegfried Palm  
John Fogerty  
Anne Sofie von Otter  
Esa-Pekka Salonen  
Isaac Hayes  
Marie-Claire Alain  
Phil Collins  
Henryk Górecki  
U2  
Luciano Berio  
Michael Jackson  
Daniel Barenboim  
David Bowie  
Christian Lindberg  
The Rolling Stones  
Keith Jarrett  
B.B King

Philip Glass  
Yo-Yo Ma  
Paul Simon  
Carlo Maria Giulini  
Barbra Streisand  
Arditti Quartet  
Dan Laurin  
Tom Jones  
Kroumata  
Alice Cooper  
Anne-Sophie Mutter  
Beastie Boys  
Gidon Kremer  
Bryn Terfel  
Leonard Cohen  
The Hilliard Ensemble  
Neil Young  
Kraftwerk  
Eric Clapton  
Heinz Holliger  
Thomas Hampson  
Brian Eno  
Ramones  
Carlos Santana  
Mitsuko Uchida  
Kent Nagano  
Diane Warren

Peter Gabriel  
Jevgenij Kissin  
Brian Wilson  
Alfred Brendel  
London Sinfonietta  
Chuck Berry  
Sofia Gubajdulina  
Jorma Panula  
Chris Blackwell  
John Adams  
Bjørn Ulvaeus &  
Benny Andersson  
Myung-whun Chung  
Carole King  
James Brown  
ECM Records  
Hans Werner Henze  
Stephen Sondheim  
REM  
Maurizio Kagel  
Tina Turner  
Jeff Lynne  
Sting  
Elvis Costello  
Valery Gergiev  
Public Enemy  
Tom Waits

David Foster  
Jim Steinman  
Stock Aitken &  
Waterman  
Johnny Cash  
Ahmet Ertegun  
Jean-Michel Jarre  
Johnny Hallyday  
Julio Iglesias  
Tim Rice  
Kronos Quartet  
Cliff Richard  
Cher  
Diana Ross  
Van Morrison  
Dietrich Fischer-Dieskau  
George Michael  
Arvo Pärt  
Pet Shop Boys  
Clive Davis  
Malcolm McLaren  
Gene Simmons &  
Paul Stanley  
Steeley Dan  
Prince  
John Eliot Gardiner  
Martha Argerich

Sergio Mendez  
Mike Oldfield  
George Martin  
Pete Townshend  
Gilberto Gil  
Phil Spector  
Riccardo Chailly  
Berry Gordy  
Lionel Richie  
Run DMC  
Nile Rodgers  
Seymour Stein  
Julian Bream  
Trevor Pinnock  
Barbara Hendricks  
Maurizio Pollini  
Graham Johnson  
Bryan Adams  
Ensemble Contemporain  
Aretha Franklin  
Claudio Abbado  
Andrew Lloyd Webber  
Per Nörgård  
Rod Stewart  
Edita Gruberova

## You never know.

The Polar Music Prize was founded in 1989 by the late Stig Anderson who was one of the true greats in the music industry. As the publisher, lyricist and manager of ABBA, he played a key role in their enormous success.

Stig Anderson donated a large sum of money to The Royal Swedish Academy of Music with the aim of creating what was to become known as the Polar Music Prize. Its name stems from Anderson's legendary record label, Polar Records.

It is an international prize putting music in focus and awarded to persons, groups or institutions in recognition of exceptional achievements in the world of music in its broadest sense. The task of scrutinizing the nominations each year and selecting the ultimate prizewinners falls to a

special jury. The Prize is presented in Stockholm by His Majesty King Carl XVI Gustaf of Sweden.

Today, the Polar Music Prize has become the most prestigious music prize in the world. The official announcement of the winners of the Polar Music Prize for 2001 will be held in the company of Les Bider, CEO Warner Chappell and stars like Lisa Miskovsky, Kelly Levesque and Meja at the MIDEM music exhibition and fair on Monday the 22nd of January at 6.00 PM CET.

Join us in person at the Swiss Montreux Jazz Club, Carlton Hotel, Cannes, France or check our webcast available from 8.00 PM CET on [www.polarmusicprize.com](http://www.polarmusicprize.com)



POLAR MUSIC PRIZE

THE ROYAL SWEDISH ACADEMY OF MUSIC AWARD

# Diversity the key to 2000

If 2000 was the year when the manufactured pop bubble finally burst, it was also a

In years to come, 2000 may emerge as a pivotal year in the recent history of UK music. It was the year when the manufactured pop bubble finally burst - or at least the year when only the best pop acts succeeded - and the year when "proper" UK-signed artists such as Craig David, Coldplay, Moby and David Gray all broke through to shift large quantities of albums at home. Above all it was a year which finally saw a greater diversity of music on the charts.

In January 2000 it may have been hard to predict this pattern in anything but the most general terms, but certainly, as the list of A&R signings lengthened during the year, one of the few clear threads to emerge is diversity. Indeed, looking at this year's list of album signings it is striking how dance acts sit alongside guitar bands, two-step alongside pop. Equally, at a time when many observers bemoaned the lack of decent new artists around, A&R teams seemed to be as busy as ever signing up new albums acts in addition to the sorts of one-off singles that filled the singles chart.

Of course experiences differed from label to label. Indies such as PIAS and Ministry UK were hires of diversity. Likewise, Mercury, Universal-Island and Polydor made a number of new signings, while at BMG, Arista reported no signings in 2000 (although it did snap up Big Sur at the start of the year), while RCA listed a slew of new names. For some other labels, a few signings could reflect an uneasy corporate climate; the arrival of a new managing director at WEA in particular meant that

more new artists were dropped or put on hold than were signed by the year's end.

Although the total number of signings listed is down on that for 1999, major labels signed 41% more in 2000 than they did the previous year (see table). In part the overall downturn may reflect the fact that some companies prefer not to disclose information of acts that are not yet close to releasing material; for example, Simon Fuller's 19 organisation currently has around six acts under development, most of which are understood to be linked with TV projects and some of which will not be formally signed to record companies although they will release music. Another factor is that the fluctuating list of labels surveyed. Given the organic nature and shifting fortunes of many indies, some that appeared in last year's listings have been replaced by more prolific companies or those that are currently more relevant to the current market. However, in order to ensure that no one was missed out and to reflect the growing importance of the indie sector, we actually surveyed more labels this year than ever before. With only the key signings highlighted below, the full

listings - including extended management and publisher information - will be published in the next issue of *MW's* sister *A&R* newsletter *The Green Sheet*.

While each year's signings lists may not correspond exactly, it is interesting to compare their chart strike rates. 1999's

	1996	1997	1998	1999	2000
Total number of acts signed	156	188	167	183	173
Total number of acts signed by the majors	87	114	80	56	79
Signings' Top 40 album strike rate	16%	13.5%	7.5%	8.4%	9.3%
Signings' Top 40 single strike rate	33%	22%	19.5%	24.6%	18.5%

signings did not fare well in the singles charts in 2000, with only 16.5% managing to score a Top 40 single in the year after we first listed their signing. In fact some acts are still in development and are yet to break through - among them contenders such as Boom (London), Farrell Lennon (Universal-Island) and Zoot Woman (Wall Of Sound) - but the fact that the latest signings strike rate is the lowest on record seems to highlight the increasing difficulty breaking

new artists into the singles charts. Equally, the downturn of the singles' strike rate also reflects the dominance in 2000 of one-off dance singles which are not included in the listings below.

When it comes to albums, the picture is rosier. In 1999's survey, the majors' total of 56 signings may have been their lowest figure since *MW* started compiling the annual rosterwatch in 1995, but this cautious approach seems to have worked: 18 of 1999's key signings - among them Coldplay, Point Break, Samantha Mumba, Mi Cola, Doves, Alice Deejay and Atomic Kitten - managed to score a Top 40 album in 2000, while the overall strike rate for all signings was 9.3% during that period.

There are a number of possible explanations for this improved performance. The increasing success of a smaller number of major label signings may simply mean that such acts are spending less time being developed by in-house A&R teams, instead honing their talent with

## BEGGARS BANQUET

**Riffy Chro (Beggars Banquet):** An aggressive Glasgow three-piece popcore act currently mixing grunge with their indie beggars single.  
**Lupine Howl (Beggars Banquet):** Formed by former Spiritualized members Sean Cook and Mike Moore, Lupine Howl released the single 125 in October. Their debut album is scheduled for release in April.  
**Tindersticks (Beggars Banquet):** Following their departure from The Way Up/Island, the band are currently mixing their first studio album, set for release in the first half of 2001.

## LEMON JELLY



**Magistrophe (4AD):** Avant garde experimentalists from the Midlands.  
**King of Woodstrokes (Mantra):** Experimental electronic sounds with a soundtrack feel.  
**The Arachnids (XL):** Australian psychobilly pop/dance hybrid.  
**Capitol K (XL):** Alternative male vocalist.  
**Lemon Jelly (XL):** Critically acclaimed instrumentalists, whose Lemonjelly made the *MW* writers Top 10 albums of 2000.

**BMG**  
**Big Sir (Arista):** Formerly known as the Kooks, the band were signed from Sanctuary in January 2000. A single Desert Song is due in March, with an album to follow in early summer.

**Deafly Avenue (Emanicipated):** Album due in June from the artist known for his remix work on Travis and Manic Street Preachers, along with his series of underground Btatic Creek EPs.  
**Madaff (E-Manicipated):** Twenty-year-old Haitian singer/songwriter.

**MC Hecate (E-Manicipated):** The 21-year-old Welsh London rapper was discovered at last year's Urban Music Seminar in London's Hammersmith.  
**Joshua Ryan (Nonesuch):** Album due from the DJ/producer known for the progressive house track *Pistachio*.

**Tom Stagers (Nonesuch):** High-profile dance act who have enjoyed success on collaborations with acts such as Dane Bowers/Victoria Beckham and Brian Harvey.  
**Ben (RCA):** The former Patsy Beal and frontman released his debut solo single last autumn.  
**Backyard Babies (RCA):** Formerly signed to East/West, the Swedish rockers' third album *Bad Boys* is due in early summer. They recently supported AC/DC around Europe.

**The Cooper Temple Clause (RCA):** Reading guitar trio who will release two new singles independently and are already picking up socialist press after a handful of gigs.

**Fighting Clocks (RCA):** Nick Ramoné-designed punk act who claim to be the first act signed from the internet by a major label.

**It's Je & Danny (RCA):** Homegrown Camden indie picked up via the Boilerhouse boys.

**Skindred (RCA):** Newport-based metal act, comprising three members of former Earache rockers Dub War.

**Stephanie Morgan (RCA):** Singer who appeared in a pre-launch version of *Girl Thing* and who is currently being developed by Lewis Bloom. First material expected by the year.

**William Orbit (RCA):** Album due in the summer featuring Dido, Madonna and Beth Orton.

**Waterboys (RCA):** Their comeback album *A Rock in the Weary* reached number 47 in October 2000. There is the possibility of an outtakes album towards the end of 2001.

**CHEMICAL UNDERGROUND**  
**Aerogamez:** Glasgow three-piece who contrast heavy and acoustic sounds and will follow up October's limited-edition *The Glam Grapple* EP with a full album later this year.

**COOKING VINYL**  
**Echo & The Bunnymen:** Looking to re-establish themselves in the next step of their lengthy career.

**AC Acoustics:** UK guitar veterans.  
**Frank Black & The Catholics:** A full-scale UK and continental European tour is lined up for the spring.

**DOMINO**  
**Fizzaron:** Russian electronic duo combining beats with Eastern European melodies.

**Future Pilot AKA:** Glasgow pop combined with traditional Indian soundscapes.



**THE COOPER TEMPLE CLAUSE**

**Head:** Art pop from the north.  
**Stephan Mallum:** Accessible melodic direction for the Pavement frontman's solo work.

**ECHO**  
**SPICE:** Former Dream Warriors frontman and US collaborator (aka Hussain Yousaf) managed by Jez Summers and Tim Parry.

**EDEL**  
**Brita Haver:** Former East 17 vocalist aiming to re-establish himself with 18 & a string *Straight Up* (No Benji) is due in March with an album to follow in the summer.

**Times & South:** London black female quartet aimed at the pop market. Debut single *The Got Game* is due in April with an album to follow later in the year.

**Highway:** Dayband in early stages of development.

**EMI**  
**DJ Remy (Additive):** Progressive house/trance DJ producer has a set of EPs and an album planned for 2001.

**Starsailor (EMI/Chrysalis):** See acts to watch *Prefab Sprout* (EMI Liberty): Eighties pop veterans set to return in early summer with a new album. The *Guns n' Other Stories*, produced by Tony Visconti.

**The Magnets (EMI/Chrysalis):** A cappella group featured on BBC's *Star For A Night* will precede their debut album *Giving It All That with new single* at the *West* Sessions.

**Ed Harcourt (Newbury):** Critically acclaimed 23-year-old singer/songwriter currently working with Tim Holmes (Death In Vegas), Gil Norton and Dave Fridman.

**Snowblind (Newbury):** Boy/girl pop duo with live band and a post-punk influence.

**2nd Edge (Perfophone):** UK underground vocal three-piece.

**Spiller (Perfophone):** Following the success of *Groovetec*, the Italian house producer has album planned for summer 2001.

**Dub Conspiracy (Perfophone):** London two-step outfit who scored an underground hit with *Freax* *Like*.

**Watergate (Perfophone):** Further releases planned for the German pop/trance act, who scored a top five hit with *Heart of Asia*.

**Live Sessions (Perfophone):** Progressive house trance outfits from Holland set to debut in early 2001.

**Eric Prydz (Rage):** Swedish dance pioneer, already causing a stir with tracks *Get Down* and *The Discotheq*. A name to watch, but as an artist and producer.

## ROSTERWATCH - 2000

**INSTANT KARMA**  
**The Alice Band:** The debut material from singer/songwriter/guitarists Amy Lindop, Charity Holt and Audrey Nugent - who are compared with Shawn Colvin, Jon Mitchell and The Cowboy Junkies - will surface in Spring 2001.

**Fuzz Light Years:** Indie-pop five-piece sharing management with Catorina. Following their *Interstellar Operator* release through Animalnoise, a debut single and album on Instant Karma will be released in the spring.

**Kaya:** 24-year-old Jamaican vocalist and songwriter, currently recording her debut album with producer Dennis Charles set for a summer release.

**Ghostland:** Self-produced debut album scheduled for release in the spring.

**JEEPSTER**  
**Lee McCulloch:** Recently signed for a new project with scheduled collaborations including acts such as Fun Lovin' Criminals, Natalie Imbruglia and Courtney Love.

**INDEPENDIENTE**  
**Blackout:** Producer/performer Merlin (Bomb The Bars, Marsh Cherry) releases his UK garage single *Mr D* in late February.

**Jody Lee:** 16-year-old South African currently recording tracks for her debut album.

**Martina Topley-Bird:** Best known for her involvement on Tracy's early material, Topley-Bird's debut will be released late in 2000.

**Silva Nordenstam:** Hip Swedish boss chanteuse joins Independentie following a string of critically-acclaimed albums, with a new collection likely later this year.

**MINISTRY OF SOUND**  
**Schiller (Datsi):** German trance/ambient outfit aiming to reoccupy in UK in 2001.

**Storm (Datsi):** German house act whose time To Burn sold 300,000 units in 2000, followed by a Top 20 placing for the follow up, *Storm Animal*.

**Hatiras (Datsi):** Ragga house act.  
**Genius Crx (Infective):** Five-piece two-step act looking to build on their current single *Boom*.

**Santoro (Infective):** Italian producer who has made his debut in the UK chart this month with



**FUZZ LIGHT YEARS**

# 00's signings

a year of hectic A&R activity. James Roberts reports

managers and producers of indie labels prior to securing major deals. It may also represent a label's ability to prioritise more projects on a smaller roster, giving new artists greater priority than in previous years. That said, traditional A&R development was apparent in 2000, with Toploader's breakthrough – the band were signed back in March 1997 – particularly significant.

One undoubted trend during the year reflected in the signings list was the resurgence of label deals and satellite imprints designed to tap directly into specific areas of musical expertise. This was certainly Mike Henehan's plan at Play It Again Sam, which struck alliances with companies including Soul II Soul (Wookiee) and Fat Cat (Sigr Rök), LiveMusic, Ministry Of Sound, a pioneer of this strategy, courtesy of its rapid corporate expansion by striking artist development label deals for David Holmes (L3 Amp) and Todd Terry (Sound Design), while developing more

artists targeted at albums crossover in 2001, including chill-out duo Bent.

At BMG, Arista's NuLife affiliate produced Trueteppers, while the purchase of Cheeky Records from Champlin brought acts such as Faithless, Skinny and, most notably, Dido into the fold. At Universal, Popstar struck an artist development deal with Swedish

producers Murlyn towards the end of 2000, while parent company Universal acquired a 50% stake in Serious Records, the company from which it licensed Sonique.

EMI-Chrysalis's relationship with Heavenly brought it new artists Snowblind and Ed Harcourt (not to mention Starsailor indirectly), plus, most recently Bent Orton. And EMI also struck a deal with Middle Row to release music through Cooltempo; the first singles under the deal – The Boom Tunes by The Alisters – is due in March.

Along with an increase in external label deals, majors became increasingly willing to offer boutique imprints to A&R staff in order

to secure their services. Jonathan Chapman left Universal/Island to start Radiate at Virgin, signing buzz A&R act of 2000 Haven along the way. And, at BMG, A&R consultant Simon Dawell also secured his own imprint, while former Higher Ground chief Mick Clarke joined RCA to launch his own R&B label E-manipulated.

One fact that is reflected clearly from this year's survey is the long-protracted move away from manufactured pop. While it would be inaccurate to claim that pop is over as a genre, the negative associations inspired by most of last year's slew of second-rate girl acts has made many labels wary of declaring their new straight pop signings. Of the pop acts soon to release material, Innocent signing Lulu (although marketed with an R&B edge) and Polydor's Sophie Ellis Bextor are likely to be leaders in the genre this year.

A myth broken by the survey is that the A&R world was desperate to snap up UK rock acts in 2000, following the breakthrough of international acts such as Limp Bizkit and Slipknot. In fact the trend was limited largely to ZTT's signing of Ragging Speedhorn and RCA's double-rock signing of Swedish and Swedish rockers Backyard Babies. The UK market benefited from an East/West. The paucity of such signings perhaps highlights the difficulty which UK rock talent faces in competing with even new US acts such as Papa Roach or Linkin Park.

It is not just new names that make up the list of signings. Columbia benefited from the demise of Creation, adding Tenacious Fancub to its roster, while also signing Straw to their third major label deal – highlighting an

increasing trend for labels willing to give acts a second, or sometimes third, chance on making it. Similarly, critically-acclaimed act Ebor were picked up by V2 following their departure from Universal/Island and Richard Branson's indie also succeeded in its extended negotiations for the signing of Nitin Sawhney (whose Mercury Music Prize nominated album Beyond Skin appeared on Outcast). Elsewhere, Ministry Of Sound secured the signature of trance veteran DJ, RCA signed William Orbit, former Go Beat Delakota signed to London, and Beggars Banquet signed Tindersticks following their departure from This Way Up/Island. New veterans were also secured by former East 17 frontman Brian Harvey (Ede) and Eighties details Echo & The Bunnymen (Cooking Vinyl) and Prefab Sprout (EMI).

Aside from the usual indie/alternative bias displayed by some sectors of the A&R community, dance acts figure more prominently in the survey than ever before. This is significant as it demonstrates the increasing importance of the genre as a source of crossover albums, with Moby's success acting as a catalyst to refocus A&R attention.

Inevitably most dance acts – for example, East West's Oxide & Neutrone – are initially signed to singles deals, only then moving to albums deals if they prove successful. By definition this means that we cannot yet list an exhaustive list of the contenders among this year's breakthrough dance acts for the simple reason that many of them have yet to sign albums deals. Expect more action in this area as 2001 unfolds.



BLUE

## 00'S KEY SIGNINGS

**Camels** (Atlantic): About to follow in the summer. **Warrior** (Real Gone!): Hard house anthem *Warrior* reached the Top 20 in autumn 2000, with further tracks due in 2001.

**B-15 (Real Gone!)**: UK garage crew who made a mark with their debut *Gigs Like Us*.

**So Solid Crew (Real Gone!)**: The 20-Strong Crew from Birmingham broke through in 2000 with their *No 9 (Sentimental Journey)*.

**Tom Hoy (Rialto)**: Top selling German house DJ aiming for UK success with a new style and debut album.

**BT (Sound Of Ministry)**: Recently signed to a three-album deal, his new album in June will aim to follow *Moby*, from the dance world into mainstream acceptance.

**Bent (Sport)**: Following the low-key release of their *Programmed To Love* album, the leaders of the post-dance chill out sound are set to crossover with the release of *Swivel* as a single in February.

**Lexy & K Paul (Substance)**: German hard house/hip/bat hybrid duo.

**MUSHROOM**

**Astrama (Force Panda)**: London based four-piece release their debut album due in the spring.

**Caretaker (Force Panda)**: Young Surrey punk four-piece set to debut with mini-album in the spring.

**Fiver (Force Panda)**: Psychotic indie-rockers whose *Divings* for Satellite is due in May 2001.

**Twig (Force Panda)**: Welsh electronic experimentalists release their debut album *I Sweet Tabasco* at the end of January.

**28 Days (Mushroom)**: Australian rock act looking to build on current interest with widespread European touring in 2001.

**Jan Johnston (Perfecto)**: Debut on album from vocalist previously featured on projects including *Southern*, *Tomski* and *BT*.

**Timo Maas (Perfecto)**: Sex acts to watch.

**Zero 7 (Ultimate Dimensions)**: Widely-acclaimed experimental ambient act.

**MUTE**

**Looper**: Fronted by former Belle & Sebastian member Stuart David. Looper releases two albums on Jeepster before signing to Mute.

**Mute**: German electronic-dub pioneer.

**NUDE**

**King Luulu**: Alternative act influenced by Neil Young, Gomez and Moby.

### ONE LITTLE INDIAN

**Kelli Allin** (Sneaker Pimps): Vocalist returns to CU for a solo deal. Currently working on debut solo album in Los Angeles with Rick Nowels.

**PLAY IT AGAIN SAM**

**Last Post (Bright Star)**: Dublin's new arrival. **Tim Hutton (PIAS)**: Signed in mid-2000, Hutton is already known for his work on various dance projects. New single *Colours* will be released in March.

**Soulxax (PIAS)**: Following heavy touring, a new single *Conversation Intercom* is due in February.

**Wookiee (Soul 2 Soul)**: Following his award as *Muzik* Magazine's best new artist of 2000 with live dates. **Mogwai (Southpaw)**: Long awaited third album will be released in April, produced by Fleming Lips/Mercury Rev producer David Fridmann.

**The Zephyrs (Southpaw)**: Having released a limited single last year, their album is due in the spring.

**SKINT/LOADED**

**Aemie Louedig**: Norwegian female cult pop singer set to debut towards the end of 2001.

**X-Press 2 (Skint)**: Highly-respected house producers/DJs who were formerly signed to Junior Boys Own and are working on new tracks with several high-profile guests. The new project will be released in late summer, preceded by the single *Mussum*.

**Freq Nasty (Skint)**: New album late in the year will be preceded by several throw single releases.

**SONY**

**Jo Brezzer (Columbia)**: 17-year-old solo female artist noted for her smoky vocals, aligned to Lene Marlin and Natalie Imbruglia. Debut single due in first quarter of 2001.

**Ebony (Columbia)**: 19-year-old solo female singer/songwriter in the first signing by Matt Ross. Single expected in third quarter of 2001 and album early in 2002.

**Straw (Columbia)**: Four-piece guitar band managed by Kevin Nunn, previously signed to WEA. New album *Keepakes* ready for 2001, supported by widespread touring.

**Teenage Fancub (Columbia)**: Picked up following the demise of Creation, Columbia released the Top 40 album *Howdy* in November.

**Yours (Columbia)**: Billy Reeves (founder of Theaetresia) teams up with 19-year-old vocalist

Catherine Turner for this Carpenters-esque project.

**Hatsuharu Bore (Epic)**: Due to begin recording her own material, Byrne will soon be featured as the voice on *Salt N'Nuggets*.

**The Bush, The Tree & Me (Epic)**: Having already sold out London's Scala, the act who draw comparisons with The Sundays, Cranberries, and the like are to attract interest with their Stephen Street-produced LP.

**Evidence (Epic)**: Four-piece male vocal group. **Nipster (Epic)**: A single written by Greg Alexander is set for release in March.

**Pete Vuocolic/Keith Baxter (Epic)**: Ex-3 Colours singer Pete Vuocolic, working on material with Dave Eringa (Toploader, Idewild, Maric), **Halo (S2)**: Four-piece guitar band combining elements of rock and indie.

**SOURCE UK**

**Simian**: See acts to watch. **Torn Brakes**: South London duo subject of major A&R attention in 2000.

**Gemma Hayes**: Young singer/songwriter who has already scored success in her native Ireland.

**TELSTAR**

**Brothers Inna Dubs (Decade)**: New project from Brothers in Rhythm partners Dave Seaman and Steven Anderson.

**Andy Mitchell (Decade/Telstar)**: **Stevie Wonder/Lenny Kravitz**: Influenced singer.

**Dirty Harry (Dirty World)**: Hole/Smashing Pumpkins-influenced rock act fronted by 19-year-old female who released a debut limited single in December.

**Mia Yee (Infamous/Telstar)**: London female pop R&B act – making their chart debut this week – are set to work with collaborators including Inon Zur, Sunship and StarGate on an album.

**Emmie (Telstar)**: Formerly signed to Manifesto/Mercury, Emmie will follow her recent Ronan Keating support tour

with a single, *You Only Hurt*, in the spring.

**StarGate (Telstar)**: Norwegian writer/producers currently developing an album project with an urban bias, featuring a number of unknown guest vocalists.

**Nicole (Telstar)**: 20-year-old London vocalist known for her collaboration on Artful Dodger's track *Twenty* may have a new project.

**TWISTED NERVE**

**Misty Dixon**: French sounder, predominantly female four-piece from the North West. Their debut album will follow a series of low-key single releases this year.

**Cherrytree**: Experimental hip-hop producer. New track likely to be included on a Twisted Nerve compilation in early summer.

**UNIVERSAL**

**Architects (Go Beat)**: Scored single success in 2000 with *Bodygroove*, which will be followed in March by new single *Show Me The Money*.

**Dusted (Go Beat)**: Side project of Faithless' Lynchpin Rob.

**To Be Named (Go Beat)**: Asian dance duo from London, originally known as *Kelown & Steve*.

**Daric G (Manifesto)**: Signed by Luke Neville and now a worldwide album project for Manifesto after leaving *Eternal/WEA* last year.

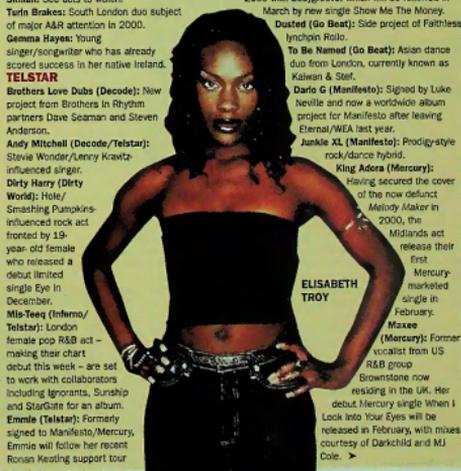
**Junike XL (Manifesto)**: Prodigy-style rock/dance hybrid.

**King Adora (Mercury)**: Having secured the cover of the new *defunct* *Melody Maker* in 2000, the Midlands act release their first Mercury-marketed single in February.

**Maceo (Mercury)**: Former vocalist from US R&B group *Brotherhood* now residing in the UK. Her debut Mercury single when *I Look Into Your Eyes* will be released in February, with mixes courtesy of Darkchild and DJ Cole.



SO SOLID CREW



ELISABETH TROY



**Starsallor (EMI/Chrysalis):** Not many introductions are needed for the brightest indie hopes of the year, already bowing

under the weight of critical acclaim. The Chorley four-piece were the subject of one of the hottest A&R bidding wars of 2000 and it is encouraging that their new material appears to combine all the ingredients necessary to match the attention. With an NME reader recently commenting "I haven't heard Starsallor yet but I already hate them", the only danger is that they fall under the pressure of pre-release hype. **Froo Froo (Universal-Island):** Still in the early stages of development — it is even possible they will change their name — Guy Sigsworth and Imogen Heap's latest project was one of the most highly regarded signings of 2000 in many quarters. Listening to Heap's breathy vocals coupled with Sigsworth's mesmerizing production, it is easy to see why. Due to appear towards the end of the year, their record is likely to appeal to the growing army of fans supporting Dido, to whom Froo has been likened. Aside from Sigsworth's work on Madonna's next single What It Feels Like For A Girl, he is nominated for a Grammy for his work on Björk's collaboration with Thom Yorke on *Scratch Aint*. **Time Mass (Perfecto):** With progressive house now firmly established as one of the sounds of UK clubland, Mass is poised to

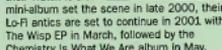
# ACTS TO WATCH IN 2001

take the genre into the charts in 2001, combining key elements of the scene with more traditional song-based tracks. His artist album debut (expected in the summer) includes high-profile vocal collaborations over progressive beats.

Meanwhile, his ascending profile — his remixes, let alone his own tracks, have managed to find DJ supporters in almost every sector of clubland — will be sustained by his newly-confirmed Gatecrasher residency, plus three planned single releases.

**Simian (Source UK):** Manchester-based four-piece Simian's folk songwriting, combined with unearthy production, marks them out as pioneers with a true melting pot of influences. Their whirlwind tour of organs and downtempo breaks is already winning them fans among the

electronic and indie worlds. While their *Witch It* CD mini-album set the scene in late 2000, their Lo-Fi antics are set to continue in 2001 with *The Wisp EP* in March, followed by the Chemistry is What We Are album in May.



**Bellefleur (Virgin):** Pitched as a female harmonic act rather than just a "girl band", Virgin is emphasizing the musical ability of Bellefleur's four members, who are aged between 17 and 23. Their debut single is due in April, following their support slot on Westlife's UK arena tour (they share management with Louis Walsh). Signed in early 2000 by Paul MacDonald, a host of high-profile writers and producers — including Richard Stannard and Phil Thornalley — are now at work on material for their debut album, due in the summer.

**What happened to last year's lips?** **Colplay (Parlophone):** Uncountably the UK breakthrough success story of 2000, with their number one album Parachutes winning over critics and record buyers alike. With American radio now warming to their sound, they look like one of the UK's brightest hopes for international success in 2001. The band are currently in Australia as part of the Big Day Out festival.

**Girl Thing (RCA):** Despite the criticisms of the almost unprecedented pre-launch hype, Girl Thing were arguably one of the more successful girl band launches in 2000, debuting at number eight in July with *Last One Standing*. Although their second single (*Wis on Top*) fared less well, RCA is continuing to push the act with a third single

Pure & Simple due in March and an fourth single and album in the summer.

**Animal House (Boilerhouse/Arista):** When MW suggested that the signing of former Ride members Mark Gower and Loz Colbert was a brave move, we were also told it was a gamble that might pay off given the changing climate and general appetite for more challenging rock. However, it now seems the gamble didn't pay off, with the acoustic sound providing the soundtrack to post-millennial blues. Despite warm reactions from the specialist press to their two limited-edition EPs, their *Welcome To The Animal House* album failed to chart on its release in September. The band are currently deming new material.

**Hototak (Hut):** The band is currently recording their second album for Hut following their debut album *Beautiful Madness* last May. A single, *Walks With Me* was released in November and supported by consistent touring with the likes of Gomez, The Go-Betweens, and Shwartz. Despite critical acclaim — including *Beauty In The Times* albums of 2000 poll — their intelligent acoustic sound has yet to find mainstream appeal.

**Spaek (Island Blue):** The Clegham-based trio were signed 18 months ago on the back of their debut white label *Eve*. Their debut album, completed in November last year and set for release in March, is starting to pick up style press coverage and international interest from the US, where they are linked with Mos Def's Goodtree label.

# ROSTERWATCH — 2000'S KEY SIGNINGS

**Satellite (Mercury):** Brainchild of east Londoner Johnny Green, Satellite's debut single appears in May, self-produced with additional production from John Leckie. Album due out autumn.

**Akazaya (Polydor):** Young female solo artist composed with Mirvix Riperton.

**Sophie Ellis Bextor (Polygram):** Former front person for Theaudience and Spiller's Growget, currently signing material for debut solo album with Moby and Greg Alexander.

**Iceberg Slim (Polydor):** Debut single *Nursery Rhymes* released in October 2000.

**Ladies First (Polyde):** UK garage three-piece currently working with Dreem Team and Matt Rowe.

**Popstars (Polydor):** Pop spin-off from LWI's 1.3-part prime-time TV show.

**Holly Lewis (Saeper Quality):** Innovative 17-year-old singer/songwriter from Scarborough.

**Elizabeth Troy (Talkin Loud):** Signed a solo deal following her appearance on *Mo'Nasty's* Mercury Music Prize-nominated album *Sincere*. Her debut solo material will appear by the second quarter of 2001.

**TherBelt (Universal-Island):** Writing with Tommy D and Scott Shields and set to record with producers Dave McCracken and Steve Fitzmaurice on their debut album.

**Froo Froo (Universal-Island):** See acts to watch **D**.

**Luca & MC Neat (Universal-Island):** UK garage crew who broke through in 2000.

**V2** **Blak Twang (Blak Magic):** AKA Talsania/Tony Rotten, respected rap wit Blak Twang will be building on his debut album (produced by Wiseguy DJ Touche) for WOS in mid-summer.

**West London Deep (Nuxamy):** Deep progressive house from Dean Thatcher (The Acoof) and Dave Hedger (Innersphere).

**Datfiske (WOS):** Italian DJ/producer Dino Lenzy and production partner Santos (see Ministry Of

**Laura Munez (Innocent):** 18-year-old Essex singer currently working on tracks with an R&B feel.

**Justine Willis (Innocent):** Robbie Williams' fatmate is aiming for a similar mainstream pop audience on his debut album, which will include co-writes with Gay Chambers, Bryan Adams and Jimmy Nail, among others.

**To Be Named (Innocent):** Dance project — with the working name Tenet — under development in conjunction with Jon Barlow (3 Hit). **Crackout (Precious Cargo/Hut):** Kerrang! endorsed trio from Buckinghamshire, who have

lately been in the studio with Phil Veal.

**Haven (Radiate):** Buzz ARB act of 2000 and the first signing to the new Radiate imprint set up by former Universal-Island A&R chairman Chapman.

**Bellefleur (Virgin):** See acts to watch.

**Mr Dan (Virgin):** Down-tempo beats producer signed by Nigel Millard.

**Planet Funk (Virgin):** Nagasaki-dance collective whose reputation for live shows is on the rise. Aligned at Radio One, due in May.

**Julienne Taylor (Virgin):** Signed following her appearance on BBC's *Star For A Night* talent show.

**Nutty UK (V2):** South London dance music sound system. Debut album to be released in April.

**Alanaids Project (V2):** Alter ego of Green Brain of Nuxamy Project.

**WALL OF SOUND** **Blak Twang (Blak Magic):** AKA Talsania/Tony Rotten, respected rap wit Blak Twang will be building on his debut album (produced by Wiseguy DJ Touche) for WOS in mid-summer.

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**Sound).** **Medicine (WOS):** UK act house with a progressive edge. Debut album *Styings* is released in March, preceded by a single *Capital Rock*.

**Repskopp (WOS):** Norwegian producers forlorn Burnstad & Svein Berge's debut album (due in April) mixing dancefloor and chill-out sounds.

**I Am Klost (We Love You):** Currently on UK tour, the three-piece release their debut album *Natural History* in March, preceded

by the single *Dark Star*.

**The Bees (We Love You):** After several low-key appearances on *We Love You* compilations, their debut release comes this month in the form of the limited-edition *No Trophy*. Debut album *Susanne Hi Me* is due in May.

**WARNER** **Faithless (Blanco Y Negro):** Orchestral soundtrack music from producer David Kostel.

**David Gray (East/West):** Having been licensed from HIT in early 2000, Gray went on to become one of the crossover success stories of 2000, selling more than 800,000 units of *White Ladder*.

**Osiris & Neutrogena (East/West):** Leading UK garage act will follow their two Top 10 singles of 2000 with an album and live shows in 2001.

**Blak Legend (Eternity):** Further tracks due from the act who scored a number one hit with "You See The Trouble with me in June 2000."

**Charlie Amore (Eternity):** Currently deming material for her debut album. **Artful Dodger (Hut):** The most successful UK garage cross-over singles act of 2000.

**Lifford (Hut):** Signed for solo deal following his Artful Dodger collaboration.

**Wendy Page (Hopeflood):** Veteran songwriter who has written for the likes of Martine McCutcheon steps out of the shadows.

**Richard Blackwood (Hopeflood):** TV presenter turned rapper who scored hits in 2000 with singles *Mama — Who Da Man?*, *1,2,3,4 Get With*

**The Wicked and Someone There For Me**. His *You'll Love To Hate This* album reached number 35 in September.

**Darren Barber (Hopeflood):** Former drummer in Elka — described as a blue-eyed soul singer/songwriter — currently co-writing with various parties for his debut album, expected later in the year.

**Moonbaby (Island):** 23-year-old solo female artist, who in March became the first signing since Warner Music acquired full control of London.

**Alaska (London):** indie three-piece whose debut single *Pop Kidz* is released next week.

**Detakula (London):** Signed in May, six months after parting company with 1993's *Mobo* unsigned collection.

**Kirsty Elizabeth (WEA):** Young singer/songwriter, part of the writing team responsible for *All Saints' Black Coffee*. Debut album due to include a track written by Peter Dinklage.

**WARP** **Vincent Gallo (Singer/songwriter project form cult American actor/author.**

**ZOMBIE** **Big Dog (Jive):** Big Dog have recently been recording in a cottage in Wales, with results expected in April.

**The Parade (Jive):** Signed in March, they are currently working on new material following the release of their debut single *Terminator*. The *Dancefloor* in summer 2000.

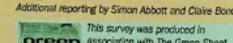
**Loon & Loaf (Pepper):** Dutch hard house act.

**ZIK** **Raging Speedhorn:** Corby set emerging as UK metal contenders. Their debut album was released in August.

**Additional reporting by Simon Abbott and Claire Bond**

**green** This survey was produced in association with the Green Sheet, MW's sister A&R newsletter. For a full list of signings with management and publisher information see next week's *Green Sheet*. To obtain a copy of the *Green Sheet*, call Anna Spence on 020 7940 8505 or Matt Leonard on 020 7940 8572.

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# MUSIC WEEK

**FOR EVERYONE IN THE BUSINESS OF MUSIC**

# SWORDFISH



**DYLAN LEADS ROCK REVIVAL**

Bob Dylan was Swordfish's top-selling back-catalogue artist last year which Mike Caddick feels has a lot to do with the new emphasis on the algeron-drawn fuelled by the success of Badly Drawn Boy and Elliott Smith. "This year I reckon rock is going to go from strength to strength led by acts such as Amen, Limp Bizkit, At The Drive In and Red Hot Chili Peppers," he says. "It is certainly an area to which we will be giving a very high profile in-store."

well with everything released on Simply Vinyl and our 12-inch vintage reggae section is also booming."

Caddick believes that the recent closure of Melody Maker is a sign of the times, reflecting the fact that music is a lot more fragmented and better served by a range of specialist magazines. "The writing has been on the wall for a long time and if anything it will sharpen the focus of the surviving NME, which will benefit stores like ours," he says.

One of the areas that Swordfish will be investigating this year is that of new formats and Caddick is particularly interested in DVD-Audio. "Warner has just launched the software in the US and at the moment consumers are waiting for the next generation of players that have the ability to play the discs properly," he says. "DVD-Audio will retail for a couple of pounds more than CD but its surround-sound quality is bound to appeal to a lot of people. It is certainly something we would like to stock once the time is right."

Swordfish: 14 Temple Street, Birmingham B2 5BG, tel: 0121 6334859

... record label campaigns

... if about. He is the release of ... album will deliver the ... says. "They've ... with albums is and a quick ... turn out to ... of 2001."

Caddick is currently having to reorganise his store to accommodate the fact that vinyl sales are still expanding, but at the same time he does not want to detract from existing areas. "It's difficult juggling space but with the way vinyl is going at the moment we have to give it more shelf room," he says. "Vinyl sales have been building for a long while and there now seems to be more of it around. We do extremely

**NEXT WEEK (from 22/1/01)**

**V** Singles — Usher, Anastacia, Dario G, Saffi Duo, Baha Men, B.O.N, Martine McCutcheon, Genius Cru; Windows — Clubbers Guide To 2001; Press ads — Genius

McCutcheon, Anastacia, Baha Men

Deniece Williams, Camel, ELP, Sergeant Buzfuz, Beverly Martin



Windows — sale with up to 50% off; Marilyn Manson, Ben Elton; Listening posts — Tom Jones, Rancid, Bob Sinclar, Sun Ra, Sick Of It All, Phoenix, Fathead, The Beatles

**L** In-store — Clubbers Guide to 2001, 21st Century Trance, R&B Masters, discount campaign; Singles — Baha Men, Spring, Usher, Alice Deejay; Windows — CDUK Vol. 2

Windows — Feels So Good; In-store — Anastacia; Listening posts — Linkin Park, Creed, Dusted



Windows — Jennifer Lopez, Dario G, Martine McCutcheon; In-store — Alpinestars, Breakdown, Elbow, Emilliana Torrini, Feels So Good, Garage Retrospective, MTV The Lick, Phoenix, Reloaded, Safri Duo, Slam, TOTP2; Press ads — Creed, Amira, Anastacia, B.O.N, Baha Men, Cleptomaniacs, Genius Cru, Mos Def featuring Pharoshe Monch, Usher

**e** Singles — Best Of 2000, Jennifer Lopez; Windows — Pink, Limp Bizkit, Linkin Park, Spooks; In-store — Cleptomaniacs, Martine McCutcheon, Genius

Whosmith In-store — Martine McCutcheon, TOTP2, All Saints, The Beatles, Madonna

**Woolworths** Singles — B.O.N, Baha Men; Album — Breakdown 3; In-store — B.O.N, Baha Men, Breakdown 3, All Saints, Pink, Martine McCutcheon, Usher, U2, TOTP 2 70s Rock; Press ads — Martine McCutcheon, Usher, Fatboy Slim, David Gray

Selecta listening posts — Feeder, Buck Rogers, Tom Jones, R Kelly, Lyricist Lounge Vol. 2, Pinnacle Sampler 2000; Mojo recommended retailers — Scullion,



... user's home ... e chart CDs ... and there is ... n on chart ... and double ... ties for ... free' deal ... Day, R.E.M. ... on a central ... just about to ... ounter as it ... until April ... n't be ticking ...

"W usually expect business to be pretty quiet at the beginning of the year but this has not been the case. We couldn't have had a better start with Rui Da Silva going in at number one in the singles chart in the first week of the new year. There also seems to be plenty of music vouchers and spare cash around that is providing brisk business for all my independent accounts. Since coming back after the Christmas holiday I have been busy working on the customer service side of things and profiling our new mid-price campaign."

**ON THE ROAD**

ALAN WISHART,  
BMG territory manager for the Midlands and East Anglia

On the albums side we are re-presenting the UK edition of Dido's No Angel in an enhanced CD format, featuring videos from the album's forthcoming singles. That's definitely going to be a big one. Stores are also going to be supported to BMG TV Projects' CDUK Vol. 2, which promises to do the business with the help of substantial TV exposure. I'm also talking to my accounts about an upcoming album from blues guitarist Doyle Bramhall, who is currently supporting Eric Clapton on tour. Stores are giving a prominent position to our mid-price campaign featuring Camden and Deluxe titles and this should help to freshen up the three-for-£20 racks. Meanwhile lots of stores are getting enquiries about Outkast's Miss Jackson single which is getting MTV and Radio One support. Albums to look forward to during the next couple of months include Usher and Natalie Imbruglia. It will be interesting to see how the latter performs after the success of her last one."

This week I have been selling in Usher's new single Pop Ya Collar and we expect to see him back in the Top 10 when it comes out at the end of the month. He is coming over for a week's promotional work and the single is currently getting MTV rotation and is on Radio One's A-list. I'm also selling in Sarah McLachlan's Sweet Surrender which features some much sought-after remakes.

... over and we have done good business with singles from Jennifer Lopez and Fragma. We're a strong shop for singles and a lot of people are asking about new ones from Limp Bizkit and Pink. In the hardware department our refurbished mobile phones are doing a roaring trade."

... store is its 'find and buy' kiosks. We have six of these which operate on an internet-style screen and offer customers the opportunity to search 100,000 CD, video and DVD items as well as tapping into the Virgin.com site which offers a wide range of goods. Items ordered through the system

**MUSIC WEEK 20 JANUARY 2001**

The UK's Number One music industry journal



**Starsallor (EMIC/Chrysalis):** Not many introductions are needed for the brightest indie boys of the year, already bowing under the weight of critical acclaim.

The Chorley four-piece were the subject of one of the hottest A&R bidding wars of 2000 and it is encouraging that their demo material appears to combine all the ingredients necessary to match the attention. With an MME reader recently commenting 'I haven't heard Starsallor yet but I already hate them', the only danger is that they fall victim to the pressure of pre-release hype.

**Frou Frou (Universal-Island):** Still in the early stages of development — it is even possible they will change their name — Guy Sigsworth and Imogen Heap's latest project was one of the most highly-regarded signings of 2000 in many quarters. Listening to Heap's breathy vocals coupled with Sigsworth's mesmerising production, it is easy to see why. Due to appear towards the end of the year, their record is likely to appeal to the growing army of fans supporting DiD, to whom Frou Frou has been likened. Aside from Sigsworth's work on Madonna's next single What It Feels Like For A Girl, he is nominated for a Grammy for his part on Björk's collaboration with Thom Yorke, I've Seen It All.

**Timo Maas (Perfecto):** With progressive house now firmly established as one of the sounds of UK clubland, Maas is poised to

## ACTS TO WATCH

take the genre into the charts in 2001, combining key elements of the scene with more traditional song-based tracks. His artist album debut (expected in the summer)



includes high-profile vocal collaborations over progressive beats.

Meanwhile, his ascending profile — his remixes, let alone his own tracks, have managed to find DJ supporters in almost every sector of clubland — will be supported by his newly-confirmed Göttercrasher residency, plus three planned single releases.

**Simian (Source UK):** Manchester-based four-piece Simian's folkie songwriting, combined with unearthly production, marks them out as pioneers with a true melting pot of influences. Their bewitching brew of organs and downtempo breaks is already winning them fans among the electronics and indie worlds. While their *Watch It Glow* mini-album set the scene in late 2000, their Lo-Fi antics are set to continue in 2001, with *The Wisp EP* in March, followed by the Chemistry *Is What We Are* album in May.



**Beliefire (V)** Pitched as a just a 'girl musical' which who are aged 17 and 21, single is due following the slot on West arena tour (Liz Williams MacDonald, producers — Phil Thornall) for their debut.

**What happens to the Girl Thing (V)** UK breakthrough with their nu-winning over With America sounds, they brighten the night. The part of the Girl Thing (V) the almost successful debut, at Ones Stand (Girls On) to continuing to



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## ROSTERWATCH — 2000

► **Satellite (Mercury):** Brainchild of east Londoner Johnny Green, Satellite's debut single appears in May, self-produced with additional production from John Leslie. Album due autumn.

**Akasia (Polydor):** Young female solo artist compared with Minnie Riperton.

**Sophie Ellis Baxter (Polydor):** Former front person for Theaudience and Spring's groupie, currently working on material for debut solo album with Moby and Gregg Alexander.

**Rebels Rhythms (Polydor):** Debut single Nursery is being released in October 2000.

**Ladies First (Polydor):** UK garage three-piece currently working with Dream Team and Matt Rowe.

**Popstars (Polydor):** Pop soundtrack from LWT's 13-part primetime TV show.

**Holly Lowe (Superior Quality):** Innovative 17-year-old singer/songwriter from Scarborough.

**Elizabeth Troy (Talkin' Loud):** Signed a solo deal following her appearance on *Mo'Nasty's* Mercury Music Prize-nominated album *Sincere*. Her debut solo material will appear by the second quarter of 2001.

**Thinkerbell (Universal-Island):** Writing with Tommy D and Scott Sheels and set to record with producers Dave McCracken and Steve Fitzmaurice on their debut album.

**Frou Frou (Universal-Island):** See acts to watch DJ Luck & MC Heat (Universal-Island): UK garage crew who broke through in 2000.

**V2**

**Elvies:** Critically-acclaimed five-piece band from Bristol previously signed and dropped by Universal. Debut album due mid-2001.

**Nitty Sawahney:** Mercury Music Prize-nominated musician and producer joins V2 from Outcaste. His first project is likely to be an album featuring a number of high-profile mainstream collaborations.

**Mo-fo-Bash-Op:** Three-piece LoFi garage band whose album, recorded in New York with Don Fleming, is due for release in summer 2001.

**WIRGIN**

**Bliss (Innocent):** Four-piece pop/R&B vocal group currently working with Norwegian producers SkatGate.

**Laura Muncy (Innocent):** 18-year-old Essex singer currently working on tracks with an R&B feel.

**Jonathan Wilkes (Innocent):** Robbie Williams' flatmate is aiming for a similar mainstream pop audience on his debut album, which will include co-writes with Guy Chambers, Bryan Adams and Jimmy Nail, among others.

**To Be Named (Innocent):** Dance project — with the working name 'Lemba' — under development in conjunction with Jon Barlow (3 Beat).

**Crackout (Prolux Corgo/Hut):** Kerrang!-endorsed trio from Buckinghamshire, who have lately been in the studio with Phil Svest.

**Heaven (Radiata):** Buzz A&R act of 2000 and the first signing to the new Radiata imprint set up by former Universal-Island A&R Jonathan Chapman.

**Bellefire (Virgin):** See acts to watch.

**Mo Dan (Virgin):** Down-tempo beats producer signed by Nigel Willman.

**Planet Funk (Virgin):** Naples-based dance collective whose *Chase the Sun* single, A-listed at Radio One, is due on January 29. Album to follow in May.

**Jullienne Taylor (Virgin):** Signed following her appearance on *BBC's Star For A Night* talent show.

**Mutiny UK (V2):** South London dance music sound system. Debut album to be released in April.

**Anastie Project (V2):** Alter ego of Chris Brann of Wandu Project.

**WALL OF SOUND**

**Blak Twang (Bad Magic):** AKA Talpanio/Tony Rotten, respected reggae DJ.

**West London Deep (Nuscamp):** Deep progressive house from Dave Thatcher (The Acoof) and Dean Hedger (Innersphere).

**Dateline (WBS):** Italian DJ/producer Doo Leroy and production partner Santos (see Ministry Of

Sound).

**Medicine (W)** House with a pop edge. Debut 2. Stylings is re: March, pre-signing Capital.

**Roxykay (V)** Norwegian DJ/Torjorn Berg's debut in April might

and chill-out 1. I Am Klost (V)

Currently on three-piece re-debut album.

**History in Me (V)** by the single.

**The Beas (V)** appearances debut release limited edition.

**Hi Me is due (V)**

**WARNER** Faustine (Gla music) by David Gray (V)

from IFT in one of the best selling more CD's

released at garage act 2000 with an

**Black Legend** the acts



ED HARCOURT

**Wendy Park (Hopeful):** Veteran songwriter who has written for the likes of Martine McCutchen steps out of the shadows.

**Richard Blackwood (Hopeful):** TV presenter turned rapper who scored hits in 2000 with singles *Mama — Who Da Man?*, *1, 2, 3, 4*. Get With

MPW's sister A&R newsletter. For a full list of signings with management and publisher information see next week's Green Sheet. To obtain a copy of the Green Sheet, call Anna Spem-Clark (020 7940 8585) or Matt Leonard (020 7940 8572)

# RETAIL FOCUS: SWORDFISH

by Karen Faux

**M**id-price, budget and genre campaigns all hit the racks in an unprecedented flurry of activity last year, marking what Swordfish owner Mike Caddick believes to be a new era of activity on the part of record companies. "They really were nonstop," he says. "This year doesn't seem to have got off to such an intensive start but it is bound to pick up after the experience of last year's success."

Swordfish is currently faring well with Vital's "Best Of 2000" campaign, with CDs priced at £6.99, and in the post-Christmas lull it is maintaining steady business with its specialist sections such as rock, jazz, reggae and rhythm and blues. "Christmas sales were much better than last year and the product seemed to be more across the board," says Caddick. "The performance of The Beatles was little short of remarkable. We sold so many copies we thought it would be inevitable that some people would bring them back after Christmas but amazingly we haven't had a single one returned. It really was the perfect Christmas present."

While peak season sales are over, Caddick



Swordfish: feeling the benefit of record label campaigns

feels there is plenty to be cheerful about. He is particularly looking forward to the release of EMI/Chrysalis's new Fun Fun! Originals album in February. "It looks as if EMI will deliver the first big album of the year," he says. "They've got their other strong product lined up, with albums from George Harrison, Supergrass and a quick Radiohead follow-up. The latter could turn out to be one of the strongest releases of 2001."

## DYLAN LEADS ROCK REVIVAL

Bob Dylan was Swordfish's top-selling back-catalogue artist last year which Mike Caddick feels has a lot to do with the new emphasis on the singer-songwriter fuelled by the success of Badly Drawn Boy and Elliott Smith. "This year I reckon rock is going to go from strength to strength led by acts such as Arden, Limp Bizkit, At The Drive In and Red Hot Chili Peppers," he says. "It is certainly an area which will be doing very high profile in-store."

Caddick is currently having to reorganise his store to accommodate the fact that vinyl sales are still expanding, but at the same time he does not want to detract from existing areas. "It's difficult juggling space but with the way vinyl is going at the moment we have to give it more shelf room," he says. "Vinyl sales have been building for a long while and there now seems to be more of it around. We do extremely

well with everything released on Simply Vinyl and our 12-inch vintage reggae section is also booming."

Caddick believes that the recent closure of Melody Maker is a sign of the times, reflecting the fact that music is a lot more fragmented and better served by a range of specialist magazines. "The writing has been on the wall for a long time and if anything it will sharpen the focus of the surviving *NME*, which will benefit stores like ours," he says.

One of the areas that Swordfish will be investigating this year is that of new formats and Caddick is particularly interested in DVD-Audio. "Warner has just launched the software in the US and at the moment consumers are waiting for the next generation of players that have the ability to play the discs properly," he says. "DVD-Audio will retail for a couple of pounds more than CD but its surround-sound quality is bound to appeal to a lot of people. It is certainly something we would like to stock once the time is right."  
Swordfish: 14 Temple Street, Birmingham B2 5BG, tel: 0121 6334859

## IN-STORE NEXT WEEK (from 22/1/01)



**Windows** – Jennifer Lopez, 2001 Chart Cuts campaign with CDs at £9.99; **In-store** – JJT2, Creed, Jill Scott, Jennifer Lopez, All Saints, Terrorvision, Spooks, McDowell, John Tavenor, Celtic Tenors, Fragma, Eminem, CDs for £9.99, two Spectrums CDs for £10; **Press ads** – JJT2, Terrorvision, Macdowell, Celtic Tenors, John Tavenor, Feeder, Jill Scott, Jennifer Lopez



**In-store** – Jennifer Lopez, CD/UK Vol. 2, MTV The Lick, Reloaded 2, Fragma, Dido



**In-store** – CDs from £5 including Steps and Shania Twain, £3 clearance sale for non-chart stock



**In-store** – two CDs for £22 including Moby, Badly Drawn Boy, Fatboy Slim, Dido, Mootko, Björk, Belle & Sebastian, Goldfrapp, Grandaddy and Pink, three for £18 across more than 800 titles, two for £10 across 220 titles.



**In-store** – Best Of 2000 campaign including Estatica, Nightmares On Wax, Stereo MCA, Badly Drawn Boy, Thievery Corporation, St Etienne, Hefner, Maxim, Only Child



**Singles** – Usher, Anastacia, Dario G, Safi Duo, Baha Men, B.O.N., Martine McCutcheon, Emiliانا Torrini, Genius Cru; **Windows** – Jennifer Lopez, Clubbers Guide To 2001; **Press ads** – Genius Cru, Martine McCutcheon, Anastacia, Baha Men



**In-store** – Clubbers Guide to 2001, 21st Century Trance, R&B Masters, "How Much" discount campaign; **Singles** – Baha Men, Anastacia, Offspring, Usher, Alice Deejay; **Windows** – Jennifer Lopez, CD/UK Vol. 2



**Windows** – Feels So Good; **In-store** – Anastacia; **Listing posts** – Linkin Park, Creed, Dusted



**Singles** – Best Of 2000, Jennifer Lopez; **Windows** – Pink, Limp Bizkit, Linkin Park, Spooks; **In-store** – Baha Men, Cleptomaniacs, Martine McCutcheon, Genius Cru



**Selecta listening posts** – Feeder, Buck Rogers, Tom Jones, R Kelly, Lyncrist Lounge Vol. 2, Pinnacle Sampler 2000; **Mojo recommended retailers** – Scullion,

Deniece Williams, Camel, ELP, Sergeant Bufuz, Beverly Martin



**Windows** – sale with up to 50% off, Marilyn Manson, Ben Elton; **Listing posts** – Tom Jones, Ramrod, Bob Sinclar, Sun Ra, Sick Of It All, Phoenix, Faithless, The Beatles



**Bent**, Rage Against The Machine; **Press ads** – Tower sale, Retrospective, MTV The Lick, Phoenix, Reloaded, Safri Duo, Slam, TOTP2; **Press ads** – Creed, Amira, Anastacia, B.O.N., Baha Men, Cleptomaniacs, Genius Cru, Mos Def featuring Pharoahe Monch, Usher



**In-store** – Martine McCutcheon, TOTP2, All Saints, The Beatles, Madonna



**Singles** – B.O.N., Baha Men; **Album** – Breakdown 3; **In-store** – B.O.N., Baha Men, Breakdown 3, All Saints, Pink, Martine McCutcheon, Usher, U2, TOTP 2 70s Rock; **Press ads** – Martine McCutcheon, Usher, Fatboy Slim, David Gray

## ON THE SHELF

STEVE PERKINS,  
manager, V Shop,  
Chatham, Kent



## ON THE ROAD

ALAN WISHART,  
BMG territory manager for  
the Midlands and East Anglia

**T**his store had a complete make-over when it changed to a V Shop from our store on this High Street. The interior is striking with bright red and blue fixtures and fittings, and we now have a much higher concentration of staff on the shop floor. We sell a wider range of hardware – including DVD, portable CD, MP3 and Minidisc players – and there is a big emphasis on Virgin mobile phones. This seems to have broadened our customer range by interesting people who are in their thirties and forties.

One of the biggest successes of the store is its 'find and buy' kiosks. We have six of these which operate on an internet-style screen and offer customers the opportunity to search 100,000 CD, video and DVD items as well as tapping into the Virgin.com site which offers a wide range of goods. Items ordered through the system

are delivered to the purchaser's home within 48 hours.

We seem to be selling more chart CDs than when we were our Own Price, and there is currently a two-for-£25 campaign on chart titles including compilations and double albums. We're also selling selected titles for £9 on a 'buy two and get a third free' deal. This spans acts such as Green Day, R.E.M. and Madonna and is positioned on a central island with very strong signage.

We're delighted that we are just about to sell PlayStation 2 over the counter as it wasn't expected to materialise until April. This week The Beatles have been ticking over and we have done good business with singles from Jennifer Lopez and Fragma. We're a strong shop for singles and a lot of people are asking about new ones from Limp Bizkit and Pink. In the hardware department our refurbished mobile phones are doing a roaring trade."

**W**e usually expect business to be pretty quiet at the beginning of the year but this has not been the case. We couldn't have had a better start with Rui Da Silva going in at number one in the Singles chart in the first week of the new year. There also seems to be plenty of music vouchers and spare cash around that is providing brisk business for all my independent associates. Since coming back after the Christmas holiday I have been busy working on the customer services side of things and profiling our new mid-price campaign.

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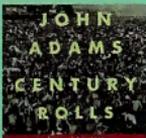
CLASSICAL NEWS

by Andrew Stewart

Now hear this...



**REQUIEM FOR A DREAM** ost  
a film by Darren Aronofsky, music by Clint Mansell,  
featuring Kronos Quartet.  
"...skin tingling stuff"  
Total Film February 2001  
"...the perfect accompaniment to shivering  
cold winter nights."  
Hotdog Recommends February 2001  
"...a tingling blend of menace and reassurance."  
Observer January 2001  
7059 796112 Released 15 January



**JOHN ADAMS  
CENTURY ROLLS  
LOLLAPALOOZA  
SLOMNINSKY'S EARBOX**

The eagerly awaited premier recording of John Adams' piano concert-  
to 'Century Rolls' will be a must for his many fans.  
Inspired by the early twentieth century piano rolls of Fats Waller,  
Gershwin, Rachmaninov and hot jazz, 'Century Rolls' is  
a fusion of mechanical musical reproduction and the grand  
virtuoso piano concert.  
7559 796572 Released 22 January



**THE ROYAL ACADEMY OF ARTS  
THE GENIUS OF ROME 1592-1623**

A 2 CD set of music to compliment the Royal Academy's major exhibition  
of Roman art from the early years of the seventeenth century.  
Centred around the works of Caravaggio, this album  
includes music by his contemporaries Monteverdi, Gesualdo,  
Victoria, Palestrina and Allegri.  
See the paintings, and hear the music!  
Exhibition opens 20th January 2001  
8573 845 542 Released 15 January



Marketed and distributed by Warner Classics UK,  
The Warner Building, 28 Abchurch Lane, London EC4N 3DF.  
A Division of Warner Music UK, A Warner Music International Company.

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AVAILABLE NOW FROM ALL GOOD RECORD STORES

**UNIVERSAL REVAMPS DECCA 'WORLD OF SERIES'**  
Universal Classics' declared commitment to  
improving and extending its back catalogue  
lines is set to continue in the first two  
quarters of this year with the reawakening  
of Decca's established 'World Of...' series, the  
launch of a British music range and a high-  
class, mid-price collectors series devoted to  
the art of great singers from the past. In  
addition, a one-off release of 50 titles from  
the archives begin to roll out from March to  
mark the 50th anniversary of the Philips label,  
including such treasures as Karl Böhm's  
Bayreuth recording of Wagner's Die Walküre,  
Jessye Norman's acclaimed account of  
Strauss's Four Last Songs and Sviatoslav  
Richter's legendary Shostakovich recital.

Graham Southern, catalogue manager for  
Universal Classics UK, points to ranges  
intentionally planned to satisfy the domestic  
market. He explains that the revival at lower  
mid price of the 'World Of' series has allowed  
proven best-selling titles to be repackaged for  
either alongside new compilations, with the  
World Of Michael Nyman and The World Of Ian  
Bostridge appearing in the February 26 roll-  
out alongside more generic titles such as The  
World Of English Madrigals and The World Of  
British Folk Music. "It's worth noting that  
'World Of' albums have been consistently  
popular with Britania Music's mail-order  
consumers," says Southern.

Decca's mid-price British Music series is  
introduced with an initial batch of 10 newer  
releases in the late spring. Artists and  
repertoire will be drawn from the three  
constituent Universal Classics labels, allowing  
Southern to restore such classic recordings as  
Britten's Serenade with Peter Pears and  
Dennis Brain and Walton's Façade with Dame  
Edith Sitwell and Pears to the catalogue.  
Highlights from the launch titles include discs  
devoted to rare works by Sullivan and Britten,  
and albums of music by Malcolm Arnold,  
Harrison Birtwistle, Gavin Bryars and George

Butterworth. Future releases will include  
composer-led albums, featuring Arne, Blow,  
rare Elgar, Holst, Krüssner, Nyman and  
Turnage, and themed albums exploring such  
strands as English Tudor Music, The Hallé  
Tradition, British Women Composers, Victorian  
Salon Music and Rare British Opera.

**ONLINE RELEASES RAUTAVAARA ONLINE**  
Finnish classical label Ondine, distributed in  
the UK by the Complete Record Company,  
has brokered an online royalty deal with the  
Philadelphia Orchestra to extend its  
catalogue of works by the composer  
Einojuhani Rautavaara. Although Ondine is  
committed to recording Rautavaara's  
output, the costs of producing a disc of his  
recent Eighth Symphony could not be  
justified. The work, commissioned and  
premiered last by the Philadelphia  
Orchestra under  
conductor  
Wolfgang  
Sawallisch, is  
being offered as  
an MP3-encoded  
recording of the first performance on the  
label's website, www.ondine.net (pictured).



"To have recorded it with the Philadelphia  
Orchestra would have cost something like  
£70,000," says Ondine managing director  
Reijo Kilunen. The orchestra's management  
accepted Ondine's proposal to distribute the  
work online, attracted by a generous royalty  
arrangement. "Under a traditional royalty deal  
the artists get 5% or 6% or the retail price and  
the record company gets 95%," says  
Philadelphia Orchestra president Joseph  
Kluger. "We are sharing on a more even basis  
and it seems like a fairer long-term  
approach because the people who are creating  
the music are getting an equal share."

Andrew Stewart can be contacted by e-mail at:  
AndrewStewart1@compuserve.com

**ALBUM  
of the week**

J.S. BACH: *Sehet, welche Liebe Du  
sollt Gott, deinen Herren, lieben, etc.*  
**Concerto Palatino; Bach Collegium  
Japan/Suzuki (BIS CD-1041).** Masaaki  
Suzuki's survey of the Bach cantatas

reaches its 13th volume in very impressive form, backed by the mature  
perceptiveness of his BCJ, excellent soloists and wonderful  
choral singing. The reading of *Sehet, welche Liebe BWV64*, a  
cantata written for Bach's first Christmas season in Leipzig, is  
fully alive to the theological drama and meanings of its text, with  
the opening chorus and Robin Blaze's (pictured) eloquent  
delivery of "Von der Welt verlang ich nichts" reinforcing Lutheran  
notions of faith and salvation. An exemplary release.



**REVIEWS**

*For records released up to January 29 2001*  
**HANDEL:** Italian Cantatas, including  
*Del mio amoroso, Le Lucrezia and Tra le  
fiamme. Kozenek: Les Musiciens du  
Louvre/Minkowski (Deutsche  
Grammophon Archiv 469 065-2).*  
Magdalena Kozenek follows her admirable  
Bach recital on the Archiv label with a disc  
devoted to Handel in his richest Italianate  
guise, supported in her work here by sultry,  
sensitive playing from Marc Minkowski's  
Musiciens du Louvre. Very positive reviews  
and advertising in the leading classical  
magazines should help generate interest.  
**SCHUBERT:** Piano *Sonatas D578, 894,  
953 and 960, Alfred Brendel (Philips  
Classics 456 573-2).* Four live recordings,  
including Brendel's first of the Sonata D578's,  
are offered by Philips to mark the pianist's  
70th birthday. These interpretations reveal a  
poetic response to the pieces' emotional  
content, drama and friction. The advanced  
marketing campaign received a boost from  
two BBC programmes on Brendel televised  
during Christmas week, with the album's  
January 15 release backed by extensive  
advertising, PoS material and mail shots.

**VERDI:** *Messa Solenne,  
Libera Me (1869  
version) and other  
sacred works. Soloists;  
Giuseppe Verdi  
Symphony Orchestra  
and Chorus of  
Milan/Chailly (Decca 467 280-2).*  
Conductor Riccardo Chailly fronts the cover  
of February's *Gramophone* and talks about the  
five premiere recordings of Verdi choral  
pieces included on his latest disc to mark  
the centenary of the composer's death.  
Chailly explains that the incomplete *Messa  
solenne*, written in 1833 and revised two  
years later, and other early sacred pieces  
present "the classical style fed through the  
Rossini filter". Advertised in the specialist  
classical press:  
**VILLA-LOBOS:** *Symphony Nos. 4 and 12.  
SWR Radio Symphony Orchestra  
Stuttgart/St Clair (CPO 999 525-2).* Villa-  
Lobos wrote his Fourth Symphony in  
response to the Allied victory and the end  
of the First World War. The Stuttgart players  
prove powerful advocates of this neglected  
score. There are also many fine things in  
the Twelfth Symphony, completed in 1957,  
not least its plaintive slow movement.

## SINGLE of the week

**U2: Stuck In A Moment You Can't Get Out Of (Universal/Island CID770).** While All That You Can't Leave Behind is perhaps not yet the runaway UK sales success that had been hoped, Universal/Island is preparing for the long haul, and the band's live blitz has yet to begin, suggesting that the album still has some way to go. Backed by a blistering at Radio One, this second single is a vital reminder of the Top Five placing, and is also radio-friendly as guitar music gets in these dance- and R&B-heavy times. —O



## ALBUM of the week

**FRANK BLACK & THE CATHOLICS: Dog In The Sand (Cooking Vinyl/COOKCD200).** A return to form and his best album since 1994's *Teenager Of The Year* sees Frank Black reunited with his old Pixies partner Joey Santiago. Recorded straight to two-track over nine days with no overdubs, the production values are impressive. It is difficult to highlight standout tracks, but if *Takes All Night* and *Le Cigare Volant* deserve spotlighting. —O



## SINGLE reviews

**DUM DUMS: Army of Good Behaviour (CGOODS05).** Following their triumphant tour with Robbie Williams, Britain's punkiest popsters slow down the pace for their fourth single. Though the media still finds them hard to place, their growing army of sixth-form fans should once again ensure chart success. —O

**THE STRONES: The Modern Age (Rough Trade RTREASCD010).** These three tracks from the nascent New York-based quintet — now for their incendiary live shows — released a band narrative on the classic garage lineage (Velvets, Stoppes, CBGBs, Blues Explosion) and possessing that raw sound so rarely lacking in most UK acts. —O

**ALICE DEEJAY: Celebrate Our Love (Positiva CDITV149).** In a similar vein to *Better Off Alone* and *Back In My Life*, a gospel accompaniment adds to this track's appeal. *Celebrate Our Love* is the final single to be taken from Alice Deejay's Top 10 debut album, who Needs Guitars Anyway. —O

**GRANDADDY: The Crystal Lake (V2 VWR 5015153).** Praise for Grandaddy's *Sophomore Slump* album and sell-out shows have meant that their profile has risen markedly since *The Crystal Lake*'s initial release last year. This re-release has five new tracks spread over three formats, and, backed with support from Radio One (a C-listing) and Xfm, it should fare considerably better this time around. —O

**ATOMIC KITTEN: Whole Again (Innocent SINC2D4).** Lacklustre R&B from the trio who have never quite achieved the crossover hit they have been chasing. There is also a version of *Daydream Believer* that fails to live up to the original. —O

**DURANGO 95: Lectornik (Duty Free DF023).** This third release for Durango 95 on Duty Free ventures into the floor-friendly tech-house arena with steel drums and subtle percussive riffs. Force Mass Motion provide a remix. —O

**NUDESSCD: Mercury (Nude NUDESSCD).** Preceding their debut album, *Just Backward Of Square*, this promising indie-rock outfit release their third single. Having had a successful year supporting Doves and Coldplay, this is another great track that is likely to further their appeal. It has received a C-listing at Radio One and the release will coincide with the beginning of a UK tour supporting Grandaddy. —O

**MONETA: MYA: Case Of The Fly (Whitman D002) (Interscope/Polystar CD4947472).** Sultry R&B from the US vocalist best known for her guest spot on Pras's Top Five hit *Ghetto Supastar* in 1998. Blasted at Radio One, it should help lift sales of her album *Fear Of Flying*, which includes production by Rodney Jerkins, She'Keepsa and Wyclef. —O

**JJ72: Snow (Lakota LAK0015CD1).** Coinciding with a headline slot on the *AMEC Grant Awards* tour, this ballad should assist JJ72's rise into the premier league. It is A-listed at Radio One. **KINNOVA: Don't Bring Sand to the Beach (London FCB360).** Following her debut Top 10 hit, Don't Think I'm Not, acclaimed writer Kandi teams up with husband Kevin 'She'kepare Briggs for this polished track. Swedish newcomer Kinnova performs on this infectious and impressive debut. **ASH: Shining Light (Infectious/Homework Infect 98cd).** Produced by Owen Morris and mixed by Alan Moulder, this is the first offering in nearly two years from the indie stars. Although slightly more polished than their earlier work, their sound is unchanged with the obligatory guitar riffs and solid vocals from Tim Wheeler. —O

**ARAB STRAP: Love Detective (Chemical Underground CHEM0490).** The first single taken from the new album *The Red Thread* sees Arab Strap in fine form. A cork story is woven around chunky breakbeats and nattering guitars to create a typically individual vignette. While the track's subject matter will deny it daytime radio play, it is bound to please their solid fanbase. —O

**JAMESIA: My Memory Is Back (IDI ID1121).** With DJ's like Paul Van Dyk, Sasha and Lee Burridge giving it heavy support for almost a year, this melodic trance track is likely to enjoy heavy demand in specialist stores and among vinyl fans. —O

**LOWFINGER: Go Go Me A Big Pop (Elemental ELM063CD5).** Bursting out of north London with a fresh blast of high-octane-fueled guitar pop for the new year. Lowfingers' infectious enthusiasm looks likely to pay off in 2001. This new single is a typically hook-laden guitar pop anthem which proved a highlight during their recent tour supporting Dum Dums. —O

**LAPTOP: Credits (The Sequel) (Trust Me TM002).** Originally released three years ago, *Credits* is wheeled out again in remix form on the heels of the droll Gary Numan enthusiasm's *Opening Credits* album, released in October. The original — and best — version is not included here, but are remixes from the High Llamas, Xplosion Plastik and DJ Sienky & Dr. D. —O

**PLANET FUNK: Chase The Sun (Virgin VSCD1749).** The growing Italian dance scene continues its influence on the UK chart, with Planet Funk likely to follow in the footsteps of fellow Italians Spiller, and more recently Santos, into the Top 10. The combination of distinctive Eighties-inspired vocal with a shimmering trancey instrumental creates a track as fit for the dancefloor as it is for the radio. It is A-listed at Radio One. —O

**MANSUN: Fool (Parlophone CDR56553).** Mansun release their third single from their third album, *Little Mix*, having hit the Top 20 with the preceding two. This track might find it hard to reach quite the same heights, but the band's fanatical fanbase will ensure Fool does not go unrecognised. —O

**WHITE RABBIT: Take Me I'm Yours (Kontraband WKS2CD5).** This strange cover version of the Squeeze classic by Jane 'Je T'aime' Birkin features Squeeze mainman Chris Difford. Unfortunately the production does not quite match the impressive contributors but it still remains an intriguing oddity. —O

## ALBUM reviews

**LADYVIPB: Stories of A Broken Heart And Recovering (Naphoth NUX180).** The latest offering from Maurice Fulton is another boundary-breaking house excursion. Featuring vocals from Wanda Felicia and drawing on jazzy influences, this spaced-out odyssey will establish Fulton's new musical persona with new fans. —O

**VARIOUS: Mastercuts Beechwood (Beechwood CUTS044).** Celebrating 10 years of the impeccable Mastercuts series, this collection gathers together 12 of the most sampled and instantly recognisable tracks, included are such gems as James Brown's *Funky Drummer*, Lyn Collins's *Think (About It)* and Bobby Byrd's *I Know You Got Soul*. —O

**VARIOUS: Twilo Vol. 2 - Junior Vasquez (Virgin CDVUS186).** DJ and remixer Vasquez unleashes a double CD based around his residency at New York's Two formerly the Sound Factory). Energetic tripe-style house predominates, with dark basslines and screaming synths giving a taste of the US superclub. —O

**EDDI READER: Simple Soul (Rough Trade RTREASCD11).** Reflective, stream-of-consciousness vocals meet late-night jazz/folk guitar on these intimate vignettes. This second album from Farina will appeal to fans of Mark Eitzel, Bill Callahan or even Bob's *Boliviera* Martin Stephenson. —O

**This week's reviewers:** Simon Abbott, Dugald Baird, Claire Bond, Jimmy Brown, Chris Finlay, Tom Fitzgerald, Simon Gitter, Adam Lawrence, James Roberts, Nick Tesco, Simon Ward and Owen Woods.

songwriter releases a new album to coincide with her forthcoming UK tour. Still famed for her Fairground Attraction releases and the timeless single *Perfect*, this credible self-written project is unlikely to break Reader back into the existing commercial scene. —O

**SOUCLILD: Alluviansing (Def Soul 54289-2).** With his debut single featuring on the soundtrack *Nutty Professor II: The Klumps*, Musiq's first album is a beautiful slice of urban soul. Emerging from the Philadelphia jazz, soul and hip-hop scene, he successfully shrugs off the inevitable comparisons with D'Angelo. —O

**JEFF BECK: You Had It Coming (Epic 5010182).** Featuring mighty instrumental tracks, this album follows the 1999 release of *Who Else*. With seven self-or co-written tracks, the legendary guitar sound and soulful beats are evident throughout. The album includes production by Andy Wright and precedes a one-off UK appearance. —O

**MARBLE PILOT AKAs: Waves, Mighty Sea (Geographic GEO6CD).** This wildly inventive album from former Super Dragon Sushki K Dade combines traditional Indian song lyrics and chants with leftfield Celtic experimentation including contributions from Bala & Sebastian, The Delgados, Teenage Fanclub and The Pastels. This sense of community flows through the album, culminating in a genuinely uplifting feel. —O

**BIG YOUTH: Natty Universal Dread 1973-1978 (Blood & Fire BAFCD034).** This is a superbly compiled collection, including rare collaborations with Junior Byles, Leroy Smart and U-Roy. Currently working with Junior Delgado, Big Youth is a key figure in reggae and, with U-Roy, a booster pivotal in the development of roots. This is an essential purchase for roots fans. —O

## Hear new releases

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

**KINGS OF CONVENIENCE: Quiet Is The New Loud (Source SOURCE019).** Twenty-four years old, but with a world-wearyness that belies their youth, this Norwegian duo follow their *Live In A Room* up with a mature, bittersweet album. The stripped-down acoustic sound has drawn comparisons with Life and Turin Brakes, though in truth their lineage can be traced back to Sixties folk troubadours such as Nick Drake. The Kings are touring in support of the album in February. —O



**TOP 75**



20 JANUARY 2001

Pos	Label	Title	Artist (Producer) Publisher (Writer)	Label CD/Cass (Distribution)	7/12	Pos	Title	Artist (Producer) Publisher (Writer)	Label CD/Cass (Distribution)	7/12
1	NEW	LOVE DON'T COST A THING	Echo 6702/242/07272 (EMI)	EMI	47	38	I PUT A SPELL ON YOU	Universal	MGSD 4024/MSCC 4024S (UK)	47
2	2	TOUCH ME	Kornet/Arca 7432182992/4321/82994 (BMG/VI)	BMG	48	39	PLEASE STAY	Parlophone	CDRS 655/ICR 6551 (E)	48
3	3	EVERYTIME YOU NEED ME	Positive/COTV 1407/CTV 141 (E)	CTV	49	40	I JUST WANNA LOVE U (GIVE IT 2 ME)	Def Jam	5013/2574/257444 (E)	49
4	4	IT'S THE WAY YOU MAKE ME FEEL TOO BUSY THINKING...	Def Jam 5013/2574/257444 (E)	Def Jam	50	41	NEW SHE BANGS & EARTH	Stinky Music	SLINKY 028/UK (E)	50
5	NEW	BUCK ROGERS	Echo 6702/242/07272 (EMI)	EMI	51	42	25 SHE BANGS & EARTH	Stinky Music	SLINKY 028/UK (E)	51
6	6	INNER SHELVE	Mercury MERO 531/MER 531 (E)	Mercury	52	43	43 GROOVEJET (IF THIS AinT LOVE)	Positive	COTV 1307/CTV 1307 (E)	52
7	7	NEW CAN WE FIX IT	BBC Music WMSS 60372/WMS 6034 (E)	BBC	53	44	44 AM I WRONG	XL	Rocoford/XXL 12/CDV 12 (E)	53
8	8	WHY	Inferno COFERN 35/MCFERN 35 (MCA/V)	Inferno	54	45	45 PLEASE DON'T TURN ME ON	Inf	FCD 38F/CS 38 (E)	54
9	9	CAMELS	Incentive DENT 15CDS/VENT 15MC (DWE/EMI)	Incentive	55	46	46 UP ROCKING BEATS	Inf	Creed/DIA 67061/2/6706134 (E)	55
10	10	STAN	Interscope IND 9743/9744 (E)	Interscope	56	47	47 PHATT BASS	Nu/Arca	7432181/74321817 (E)	56
11	11	NEEDIN' YOU II	Manifesto FESCD 78/FESCD 78 (E)	Manifesto	57	48	48 FEEL THE BEAT	Nao	NEOCD 045/NEOCD 045 (E)	57
12	12	NEVER HAD A DREAM COME TRUE	Polydor 58793/58793/4 (E)	Polydor	58	49	49 ROAD TRIPPIN'	WEA	W 545CD 1/4W 545C (E)	58
13	13	WITH ARMS UP	EMI 59M/919 (E)	EMI	59	50	50 THE WAY YOU MAKE ME FEEL	Parlophone	CDRS 655/ICR 6551 (E)	59
14	14	NO GOOD 4 ME	East West OXIDE 02/02/OXIDE 02 (E)	East West	60	51	51 IF THAT WERE ME	Virgin	VSCDT 1786/VSC 1786 (E)	60
15	15	CAN'T FIGHT THE MOONLIGHT	Curb/London CUBK 58/CUR 58 (E)	Curb	61	52	52 BEAUTIFUL DAY	Iceland/Uni-Iceland	DISC 756/CD 756 (E)	61
16	16	DEMONS	Saint SKINT 60C/SKINT 60MC (MCA/VP)	Saint	62	53	53 HEARTBREAK HOTEL	Arista	743218205/743218205/24 (E)	62
17	17	INDEPENDENT WOMEN PART 1	Columbia 67603/67603/24 (E)	Columbia	63	54	54 IT'S A GOOD LIFE	Wonderboy	WBODY 022/UK (E)	63
18	18	WHO LET THE DOGS OUT	Eel 0115425 ERO/0115425 (E)	Eel	64	55	55 WHERE I'M HEADED	Virgin	DINO 186/DCIN 186 (E)	64
19	19	OPERATION BLADE (BASS IN THE PLACE)	Douglas/Kim 02/02/02 (E)	Douglas/Kim	65	56	56 FISH OUT OF WATER	VWR	VWR 5017/2187 (E)	65
20	20	WHAT MAKES A MAN	RCA 743218205/743218205/24 (E)	RCA	66	57	57 STORM ANIMAL	Dave	DATA 200C/DATA 200C/200 (E)	66
21	21	DANCING IN THE MOONLIGHT	S2 66995/66995/24 (E)	S2	67	58	58 SILENCE (REMIXES)	Network	33102/21 (E)	67
22	22	KOMODO (SAVE A SOUL)	WEA 545CD 1/4W 545C (E)	WEA	68	59	59 SUNSET (BIRD OF PREY)	Saint	SKINT 60C/SKINT 60MC (MCA/VP)	68
23	23	911	Columbia 67603/67603/24 (E)	Columbia	69	60	60 KIDS IN THE STREET	Chrysalis	CDCHS 51/INTDCS 51 (E)	69
24	24	GRAVEL PIT	Luud/Eel 6761/6761/24 (E)	Luud/Eel	70	61	61 HOLLER! LET LOVE LEAD THE WAY	Virgin	VSCDT 1786/VSC 1786 (E)	70
25	25	SUPREME	Chrysalis CDCHS 51/INTDCS 51 (E)	Chrysalis	71	62	62 DON'T STOP THE MUSIC	Mercury	56895/25/56895/4 (E)	71
26	26	STRONGER	Inf 925/1502/251504 (E)	Inf	72	63	63 IN I DEMAND	Mercury	56895/25/56895/4 (E)	72
27	27	NUMBER 1	BBC Music WMSS 60323/WMS 60334 (E)	BBC	73	64	64 WALK OF LIFE	Innocent	SINX 23/SINX 23 (E)	73
28	28	DONT TELL ME	Maverick Warner Bros W 537/CDV 10W 537C (E)	Maverick	74	65	65 BLACK	London	LONCD 454/LONCS 454 (E)	74
29	29	WALKING AWAY	Widestar 560/CAW 15 (E)	Widestar	75	66	66 NEW SMILE	Nico's	NBEO 014/ (E)	75
30	30	NEW YEAR	London LONCD 454/LONCS 454 (E)	London	76	67	67 OUT OF YOUR MIND	Nu/Arca	743218205/743218205/24 (E)	76
31	NEW	ALWAYS REMEMBER TO RESPOND AND HONOUR...	Def Jam 5013/2574/257444 (E)	Def Jam	77	68	68 LADY (HEAR ME TONIGHT)	Sound	Barchy/Polygram 5871382/5871382 (E)	77
32	32	WASSUP	Eternal WEA 319C/DVA 319C (E)	WEA	78	69	69 IRRESISTIBLE	Atlantic	AT 0205/21/AT 0205 (E)	78
33	33	INCOMPLETE	Def Soul 5772/42577244 (E)	Def Soul	79	70	70 NATURAL	Polydor	5871382/5871382 (E)	79
34	NEW	BOY IS CRYING	Maverick Warner Bros W 537/CDV 10W 537C (E)	Maverick	80	71	71 I'M OUTTA LOVE	Capic	6216/21/6216/21 (E)	80
35	35	ONE MORE TIME	Virgin VSCDT 1786/VSC 1786 (E)	Virgin	81	72	72 AT THIS TIME OF YEAR	WEA	WEA 321/CDV 321C (E)	81
36	36	36 BEAT JESUS	Tommy Boy 2100/2100A (E)	Tommy Boy	82	73	73 HOLD ME	Capic	6216/21/6216/21 (E)	82
37	NEW	37 BEAT JESUS	Tommy Boy 2100/2100A (E)	Tommy Boy	83	74	74 RE MUSIC IS MY RADAR	Foxtrot	FOCDPDS 125/FOCDP 125 (E)	83

As used by Top Of The Pops and Radio One

**THE OFFICIAL UK SINGLES CHART**  
**TOP 75**  
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20 JANUARY 2001

# CHART COMMENTARY

by ALAN JONES

Jennifer Lopez registers the first number one hit of her career this week, debuting in pole position with *Love Don't Cost A Thing*. It could be a respectable total of nearly 65,000 copies last week, and was number one throughout the week, although it was chased hard by the former incumbent, *Rui Da Silva* and *Cassandra's Touch Me*, which suffered only a very modest decline in sales of less than 8%, selling more than 63,000 copies to take second place.

Feeder's ninth hit single, *Paperfaced*, fell short of the Top 40 but their 10th, *Buck Rogers*, is their biggest hit to date, debuting this week at number five. The indie band have never been higher than the number 20 peak of their 1999 single *Yesterday Went Too Soon* but *Buck Rogers* - their first single in 14 months - has had considerable airplay support, with Radio One giving it 19 plays last week alone, hence its high chart debut. It's the first single from the band's new album *Echo Park*.



A year to the week since its last number one (The Masses Against The Classes by Manic Street Preachers) the Epic label returns to the summit with *Love Don't Cost A Thing*, the first single from Jennifer Lopez's upcoming album *J.Lo*. Since Epic's last number one, Sony sister label Columbia has had four chart-toppers - and would be number one again this week if Lopez hadn't switched to Epic. Her three previous singles if you

had *My Love*, *Waiting For Tonight* and *Feelin' So Good* and her debut On The 6 were all Columbia releases. Like *Waiting For Tonight*, *Love Don't Cost A Thing* is produced by *Ric Wake*, a 35-year-old *Brummie*, who missed this US debut producing *Taylor Dayne's Tell It To My Heart*, and *Degrees Of Motion's Do You Want It Right Now*. He has since been responsible for numerous hits by artists such as *Mariah Carey* and *Celine Dion*.

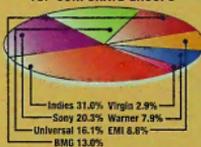
## MARKET REPORT

### TOP 10 COMPANIES



Figures show top 10 companies by % of total sales of the Top 75, and average gross shows by % of total sales of the Top 75

### TOP CORPORATE GROUPS



**SALES UPDATE**  
VERSUS LAST WEEK: +5.2%  
YEAR TO DATE VERSUS LAST YEAR: +11.3%

**PERCENTAGE OF UK ACTS IN THE CHART**  
UK: 54.7% US: 28.7% Other: 18.7%

In a fortnight it will be 12 years since Texas made their chart debut with *I Don't Want A Lover*. That single peaked at number

eight for the Scorpions, and a dozen years in they prove their popularity is unimpaired by debuting at number six with *Limited Smile*,

even though the track appears on their recent *The Greatest Hits* compilation, which has sold well over a million copies. *At Together Texas* have had 21 hits, and are closing on *Simple Minds (28 hits)* and *Wet Wet Wet (26 hits)*, the two acts with most chart entries.

*Creed* reached number 47 last year with their debut *UK Hit Higher*. And they do indeed go a great deal higher with their follow-up *With Arms Wide Open*, which debuts at number 13 this week. The track, which topped the *Billboard Hot 100* last year, is a remix of the album version, adding strings and other sweeteners to obvious commercial effect.

After 12 consecutive weeks in the Top 10, *The Baha Men's Who Let The Dogs Out* makes a sudden and dramatic decline, sliding from number seven to number 18. It sold a little over 11,000 copies last week, and has sold a total of 648,000 copies since its release on 2 October 2000. It thus belatedly becomes the third biggest seller from 2000, moving ahead of *Sonique's I Feel So Good*.

## INDEPENDENT SINGLES

This	Last	Title	Artist	Label (date/genre)
1	NEW	BUCK ROGERS	Feeder	Echo ESEXK (06/01)
2	1	THE WAY YOU MAKE ME FEEL	Shaggs	Jive 301222 (P)
3	5	WHY	Msx Teenz	Infanta CDFFRN 35 (DMV/P)
4	NEW	TOUCH ME	Rui Da Silva feat. Cassandra	Arista 7432182392 (BMG)
5	NEW	DEMONS	Fabrizio Sten feat. Macy Gray	Skinf Skint SK0CD (DMV/P)
6	2	CAN WE FIX IT	Bob The Builder	BBC Music WMS59372 (P)
7	3	WHO LET THE DOGS OUT	Baha Men	Epic 0119425 ERE (V)
8	NEW	BOY IS CRYING	Saint Etienne	Minima/Reggaez Benquet MNT 60021 (V)
9	NEW	BLACK JESUS	Everlast	Tennsy Boy TB02 2188 (P)
10	NEW	AM I WRONG	Elizma De Creacy	XL Recordings XLS 8272 (V)
11	4	STRONGER	Blitzny Sparks	Jive 305192 (P)
12	6	NUMBER 1	Tweenies	BBC Music WMS5 9632 (P)
13	NEW	FISH OUT OF WATER	Future Silence	V2 VVR 501319 (DMV/P)
14	7	FEEL THE BEAT	Danste	New NEFCO 045 (V)
15	NEW	SMILE	Future Breeze	Nekula NEBCO 014 (ADD)
16	8	SILENCE (REMIXES)	Delerium feat. Sarah McLachlan	Network 3110021 (P)
17	NEW	UNBELIEVABLE	Lisa Lashes	Tidy Trax TTDY 1282 (ADD)
18	NEW	CHANGES	Imroze	Philips PLAT 61X (V)
19	NEW	ID SANCTUARY	Subterfuge	Road CORCACT 193 (V)
20	NEW	PUSHING TOO HARD	Saints & Sinners	Bedrock BC09 (ADD)

All charts © DM



This	Last	Title	Artist	Label	
1	1	LOVE DON'T COST A THING	Jennifer Lopez	Epic	
2	2	TOUCH ME	Rui Da Silva feat. Cassandra	Konkordia	
3	3	EVERYTIME YOU NEED ME	Reggae feat. Msx Teenz	Infanta	
4	4	IT'S THE WAY YOU MAKE ME FEEL	Shaggs	Jive	
5	5	BUCK ROGERS	Feeder	Echo	
6	6	WINKER SMILE	Steve	Mercury	
7	7	CAN WE FIX IT	Bob The Builder	BBC Music	
8	NEW	WHY I'M CRYING	Minima/Reggaez	Benquet	
9	NEW	CAMELS	Sonax	Interscope	
10	10	STAR EMAN	Interscope/Pirella		
11	11	DON'T TELL ME	Madonna	Mercury/Warner Bros	
12	12	INDEPENDENT WOMEN	Christy D'Amico	Capitol	
13	13	CAN'T FIGHT THE MOONLIGHT	Lahna Hines	Capitol/London	
14	14	HEARD YOU/HEARD YOU II	Quincy Jones feat. The Roots	Universal/Interscope	
15	15	SUPREME	Rakim Williams	Columbia	
16	16	WALKING AWAY	Craig David	Mercury	
17	17	DANCING IN THE MOONLIGHT	Demons I Put A Spell On You Never Had A Dream Come True	Marcy Gray Sonax/Universal Interscope Cub 7	Mercury Sire Polygram
21	21	LADY (HEAR ME TONIGHT)	Missy Elliott	Mercury/Warner Bros	
22	22	WITH ARMS WIDE OPEN	Creed	Wind-up/Epic	
23	23	ALL HOOKED UP	Philly Daze	London	
24	24	GROOVY LET IP THIS AIN'T LOVE	Spencer	Mercury	
25	25	ONE MORE TIME	Christy D'Amico	Capitol	
26	26	IM TINA LOVE	Amberley	Capitol	
27	27	STUCK IN A MOMENT...	Universal Interscope		
28	28	MUSIC	Mercury/Warner Bros		
29	29	NO GOOD...I	Quincy And Madonna	East West	
30	30	WHAT MAKES A MAN	Wyclef Jean	RCA	
31	31	FECK DJ	Madonna	Capitol	
32	32	THE WAY YOU MAKE ME FEEL	Shaggs	Wind-up/Epic	
33	33	BUCK COFFEE	All Stars	London	
34	34	WHO LET THE DOGS OUT	Baha Men	Epic	
35	35	911	Jean-Francois Perry	Columbia	
36	36	DON'T THINK I'M HOT	Christy D'Amico	Capitol	
37	37	PLEASE DON'T TUM ME ON	Andy Delage feat. Lenny Kravitz	Polygram	
38	38	OPERATION BLADE	Public Enemy	Interscope	
39	39	GRAVEL PIT	Wu-Tang Clan	London/Epic	
40	40	PLEASE SAY	Chris Minnieque	Polygram	

© DM/Music Online

Attention all Midem 2001 delegates!

# a break with tradition

After many years, Music Week has finally relinquished its traditional stand position in the Palais des Festivals at Midem, and moved upstairs to the more salubrious surroundings of the Espace Riviera extension.

This year you'll find us with our colleagues from Fono and MBI upstairs at the much bigger and brighter stand no. R34.03

We look forward to seeing you all there from January 20.



20 JANUARY 2001

# CHART COMMENTARY

by ALAN JONES



De-throned in the midweek sales chart by Westlife's self-titled debut album, which is selling for as little as £3.99 in Woolworth's, The Beatles' 1 album managed to re-establish itself at the top of the chart by the end of the week, to chalk up its ninth consecutive week in pole position. The Beatles' album thus shares with Madonna's The Immaculate Collection the honour of spending most consecutive weeks at number one in the last decade. The last album to have a lengthy uninterrupted stay at the top of the chart was Dire Straits' Brothers In Arms, which topped for 10 weeks in a row way back in 1986. I sold just over 31,000 copies last week, fighting off the challenge not only of Westlife (26,500 sales) but also Texas, whose The Greatest Hits album rises 6-2 with sales of more than 28,000. I have now sold 1,924,000 copies.

Dido's Here We Are is the highest new entry to the Top 50 of the airplay chart at

## MARKET REPORT

### TOP 10 COMPANIES



Figures show top 10 companies by % of total sales, and compare group shares by % of total sales of the top 15 vinyl labels



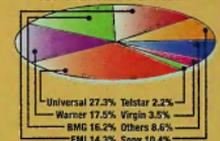
number 31, and its increasing support is one of several factors – massive media exposure and the use of a sample from the

## ALBUMS FACTFILE

The combination of hip hop and rock is a chart force of growing magnitude. Limp Bizkit's Chocolate Starfish And The Hot Dog Flavored Water has climbed with increasing impetus in each of the last five weeks, moving 55-52-45-35-18-6 as the forthcoming single Rollin' has scaled the airplay chart. Bedfellows Papa Roach's infest made a belated debut on the Top 75 a number 58 last week, and now climbs to number 50, while Linkin

Park are the latest act from the genre to make the grade, with their Hybrid Theory album exploding 81-44. Their single One Step Closer is a growing favourite at Radio One, where it was aired 15 times last week although the rest of the Music Control panel only 26 times. Radio One is also isolated in its support of the Papa Roach single Last Resort, to which its 13 plays last week contributed more than 98% of the track's audience.

### TOP CORPORATE GROUPS



sales to date increasing to 135,000, it's one of only 10 albums in the chart which managed to increase their week-on-week sales last week, as the market continues to shrink back to normal.

Overall, sales of artist albums last week were down 21% to 1.66m, compared to 7.5m three weeks earlier. While that might sound fairly drastic, sales of artist albums last week were 33.5% up – nearly 200,000 sales – on the same week in 2000, when Travis' The Man Who Was Number One with his sales of just over 40,000 copies.

One of the albums which most increased its sales last week was Dr. Dre's 2001, which has moved 58-46-30 in the last fortnight as radio support grows for the new single The Next Episode, which also features Snoop Dogg. 2001 is easily the biggest selling album to date by Dre, with 437,000 buyers since it was released in November 1999.

## COMPILATIONS

New life is breathed into the compilation chart this week with three new entries in the top four helping the beleaguered sector to record 479,000 sales – a 6% improvement on the same week last year.

The new influx includes R&B Masters (number four), The Greatest No.1 Singles (number two) and Clubbers' Guide To 2001, the latter album debuting at number one to end the seven week supremacy of Now That's What I Call Music! 47.

Clubbers Guide To 2001 is the first Ministry Of Sound release of the year, and sold nearly 27,000 copies. With hits like Carnels by Santos and Touch Me by Rui Da Silva, it falls well short of the 47,000 tally with which The Clubbers' Guide To...2000 opened last year, when it made number one. It is, though, faring better than The Clubbers'

Guide To...99, which debuted at number two two years ago with sales of 28,000.

The Greatest No.1 Singles, which debuts at number two with sales of nearly 22,000, is the compilation reference to the Channel 4 programme of the same name, which effectively gave a four hour advert to the album a week last Saturday. The programme played at least part of each of the Top 100 singles, as voted by Channel 4 viewers and Guardian Observer readers. The album contains 41 of those chart-toppers, although, crucially, copyright restrictions mean it has neither the number three single (Hey Jude by The Beatles) nor the number one (Imagine by John Lennon). Among the tracks it does have are Bohemian Rhapsody by Queen and, the only 2000 hit in the list, Groovejet by Spiller.

## INDEPENDENT ALBUMS

This Week	Last Week	Title	Artist	Label (distributor)
1	2	THE HOUR OF BEWILDERBEAST	Badly Drawn Boy	XL Recordings TNUXCD 133 (V)
2	1	PLAY	Moby	Mute/Universal U2 (V)
3	4	JIZZ	JIZZ	Lakota LAK CD017 (CMV/P)
4	3	RIZZ	Stapp	Real/Line 1201172 (P)
5	8	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VVR 100492 (CMV/P)
6	7	YOU'VE COME A LONG WAY, BABY	Fabrizio Sim	Skinz BRASSIC 11C0 (CMV/P)
7	11	HULKAM! BETWEEN THE GUITAR AND THE STARS	Fabrizio Sim	Skinz BRASSIC 20C0 (CMV/P)
8	9	TRUE LOVE – A COLLECTION	All Green	Music Collection MCCC0 378 (DISC)
9	6	WORD GETS AROUND	Stereophonics	V2 VVR 100048 (CMV/P)
10	10	FAMILIAR TO MILLIONS	Darts	Big Brother BR00C 805 (CMV/P)
11	5	GOPS! I DID IT AGAIN	Brienne Spears	Jive 822832 (P)
12	13	SCOTTISH SLUMP	Grindaviddi	V2 VVR 101252 (CMV/P)
13	14	ACE OF SPADES	Motchehead	Castle Fire FPO50K3 (P)
14	15	THINGS TO MAKE AND DO	Mokiko	Echo ECHD3 31 (P)
15	14	SONGBIRD	Eva Cassidy	Blix Street G 21045 (HOT)
16	19	BUENA VISTA SOCIAL CLUB	Fy Coeddy	World Circuit WCO 150 (P)
17	16	RELOAD	Tom Jones	Cap GUTCD 009 (P)
18	18	LEMON JELLYKY	Lemon Jelly	XL Recordings XRLD118 (V)
19	17	TP-2LOOM	R Kelly	Jive 822832 (P)
20	17	A SECRET HISTORY	The Divine Comedy	Selena SETCOL 100 (V)

MUSIC WEEK 20 JANUARY 2001

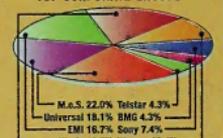
## MARKET REPORT



Figures show top 10 companies by % of total sales, and compare group shares by % of total sales of the top 15 vinyl labels



### TOP CORPORATE GROUPS



Act sales: 77.3%  
Compilations: 22.3%

## THE YEAR SO FAR... TOP 20 COMPILATIONS

Wk	Wk	Title	Artist	Label
1	80	NOW THAT'S WHAT I CALL MUSIC 47	VARIOUS ARTISTS	EMI
2	80	CLUBBERS GUIDE TO 2001	VARIOUS ARTISTS	MINISTRY OF SOUND
3	0	THE GREATEST NO.1 SINGLES	VARIOUS ARTISTS	EMV/IRVING/UNIVERSAL
4	0	HITS 2001	VARIOUS ARTISTS	BMG/SOSONY/UNIVERSAL
5	0	THE NEW LOVE ALBUM	VARIOUS ARTISTS	VIRGIN/EMI
6	0	CREAM ANTHEMS 2001	VARIOUS ARTISTS	VIRGIN/EMI
7	0	THE CLASSICAL ALBUM 2001	VARIOUS ARTISTS	EMV/IRVING/UNIVERSAL
8	0	MUSIC OF THE MILLENNIUM – 2	VARIOUS ARTISTS	EMV/IRVING/UNIVERSAL
9	0	HARD MUSIC EUPHORIA	VARIOUS ARTISTS	BMG/TELSTAR (P)
10	0	NOW DANCE 2001	VARIOUS ARTISTS	VIRGIN/EMI
11	0	SMASH HITS 2001	VARIOUS ARTISTS	VIRGIN/EMI
12	0	PURE GARAGE III	VARIOUS ARTISTS	WEA
13	0	TRANSCENDENTAL EUPHORIA	VARIOUS ARTISTS	EMC/TELSTAR (P)
14	0	THE ANNUAL 2000 – JUDGE JULLIESTALL PAUL	VARIOUS ARTISTS	MINISTRY OF SOUND
15	0	HARD MUSIC NATION – 2	VARIOUS ARTISTS	WEA
16	0	THE CLUBBERS BIBLE	VARIOUS ARTISTS	WEA
17	0	THE NO.1 MOTOWN ALBUM	VARIOUS ARTISTS	UNIVERSAL MUSIC TV
18	0	THE BEST CUL ANTHEMS 2001 EVER	VARIOUS ARTISTS	VIRGIN/EMI
19	0	UK GARAGE – THE ALBUM	VARIOUS ARTISTS	MINISTRY OF SOUND
20	0	STEVE WRIGHT'S SUNDAY LOVE SONGS	VARIOUS ARTISTS	UNIVERSAL MUSIC TV

© N Last week's position appears in chart from three weeks ago

20  
jan  
2001

# THE OFFICIAL CHARTS

with **music week**

2001  
jan  
albums



- 1 LOVE DON'T COST A THING**  
Jennifer Lopez  
Epic
- 2 TOUCH ME** Rui Da Silva feat. Cassandra  
Kismet/Arista
- 3 EVERYTIME YOU NEED ME** Fragma feat. Maria Rubia  
Positiva
- 4 IT'S THE WAY YOU MAKE ME FEEL/TWO BUSY THINKING...** Steps  
Epic/Universal
- 5 BUCKY ROGERS** Feeder  
Mercury
- 6 INNER SMILE** Texas  
Mercury
- 7 CAN WE FIX IT** Bob The Builder  
BBC Music
- 8 WHY** Mis-Teeq  
Interno
- 9 CAMELS** Santos  
IncoGNITIVE
- 10 STAN** Eminem  
Interscope/Polydor

- 11 NEEDIN' YOU** DJ David Morales pres. The Face feat. Juliet Roberts  
Mandilb
- 12 NEVER HAD A DREAM** COME TRUE S Club 7  
Polydor
- 13 WITH ARMS WIDE OPEN** Creed  
Epic
- 14 NO GOOD 4 ME** Oxide & Neutrino feat. Megamam East West  
East West
- 15 CAN'T FIGHT THE MOONLIGHT** LeAnn Rimes  
Curb/London
- 16 DEMONS** Fatboy Slim feat. Macy Gray  
Skint
- 17 INDEPENDENT WOMEN PART 1** Destiny's Child  
Columbia
- 18 WHO LET THE DOGS OUT** Baha Men  
Epic
- 19 OPERATION B.I.B.I. (BISS IN THE PACE)** Public Domain  
Xtremadep

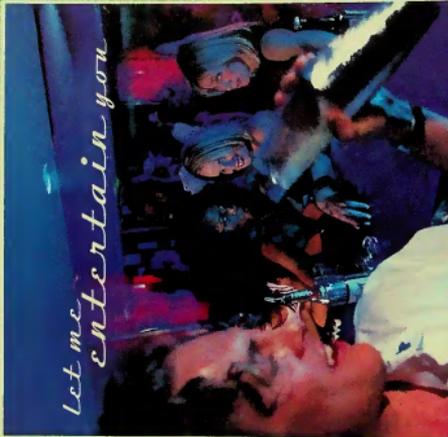
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THE OFFICIAL UK CHARTS

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11

The Beatles

- 6 THE GREATEST HITS** Texas  
Mercury
- 7 WESTLIFE** Westlife  
RCA
- 8 THE MARSHALL MATHERS LP** Eminem  
Interscope/Polydor
- 9 PARACHUTES** Coldplay  
Parlophone
- 10 SING WHEN YOU'RE WINNING** Robbie Williams  
Chrysalis
- 11 MUSIC** Madonna  
Maverick/Warner Bros
- 12 CHOCOLATE STARFISH AND THE HOT DOG...** Limp Bizkit  
Interscope/Polydor
- 13 ONKA'S BIG MOKA** Toploader  
S2
- 14 COAST TO COAST** Westlife  
RCA



- 15 NO ANGEL** Dido  
Arista
- 16 BORN TO DO IT** Craig David  
Polydor
- 17 WHITE LADDER** David Gray  
Wildster
- 18 THE WRITING'S ON THE WALL** Destiny's Child  
iFF/East West
- 19 BUZZ** Steps  
Columbia
- 20 ALL THAT YOU CAN'T LEAVE BEHIND** U2  
Epic/Jive
- 21 PLAY** Mobley  
Mute
- 22 SMARTS & SWIMMERS** All Saints  
Arista

**KWV**  
**music week**

# MIDEM 2001

INDUSTRY SEES BLUE SKIES AHEAD



# EMG IS SEEKING PAN EUROPEAN DISTRIBUTION AND WORLD WIDE LABEL LICENSING AGREEMENTS FOR OUR ARTISTS' ROSTER



Phoenix Stone



Coolio



C-Note



Mungo Jerry



Peter André



Innosense



Kenny Rogers



Marshall Dyllon



The Monkees



Take 5



Little River Band



Longshot Soundtrack



Ringo Starr  
and his All Starr Band

## EMG RECORDS

Phoenix Stone  
Coolio  
Peter André  
C-Note  
Hannah  
Natural

**Longshot Soundtrack**  
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Backstreet Boys, O-Town,  
Phenix Stone and others

**Mungo Jerry**  
(celebrating his 30th  
anniversary at MIDEM)

**Ringo Starr**  
and his All Starr Band

The Monkees  
Little River Band  
John Denver

**Kenny Rogers\***  
**Marshall Dyllon\***  
\*Through DreamCatcher Records  
EMG MANAGEMENT USA  
Take 5  
Innosense  
Contact 615.340.7730  
e-mail paul@emg-ab.com

EMG Artists will be performing at  
The Carlton Hotel Ballroom on Monday Jan. 22nd at 6-8:30 PM

EMG Cocktail party, Sunday Jan. 21st and Tuesday Jan. 23rd at 5:00 pm  
@ the EMG suite at the Carlton Hotel. By special invitation only

For meetings at MIDEM please contact the EMG Suite at the Carlton Hotel.  
Phone # +33 493-06 40 06

To set up Pre-Midem meetings call EMG AB Sweden Phone +46 40 16 77 72 +46 70 756 0955  
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# INDUSTRY RECOVERS FROM 2001'S ONLINE WAKE-UP CALL

Napster and MP3 brought the issue of downloading of music to the forefront in 2000. This year subscription will be the buzzword, says Toby Lewis

**TECHNOLOGY STOCKS** in general may have had the stuffing knocked out of them during the past 12 months, but there is an increasing focus to the music industry's new media activities. And, even if consumers remain, as yet, largely unmoved by plans to "monetise" the online music sector, developments of recent months will at least ensure that there will be some meat on the bones of the industry discussions raging in the seminar rooms and bars of Cannes next week.

While 2000 saw the Big Five's long-awaited entry into the digital music space, it was Napster which made the headlines. Armed with a fiendish concept and a questionable interpretation of copyright law, it consolidated its position as arguably the solitary world-class internet music brand, winning 48m subscribers to its file-sharing network. It was further rewarded in November with the announcement of a strategic alliance with Bertelsmann Consumer Group (BeCG)'s e-commerce division, although it continues to defend itself against the heaviest and most unequivocal legal assault ever mounted by the traditional music industry.

In the process, Napster, along with MP3.com,

**The recording industry understands the urgent need to bring subscription music services online** - Hilary Rosen, RIAA

single-handedly turned MP3 into a household name and introduced an intrigued public and a horrified record industry to the concept of a central, on-demand repository for digital music.

By November, the Recording Industry Association of America (RIAA) was urging the US Copyright Office to commence the legislative proceedings required for subscription-based royalty rates to be set. "The recording industry understands the urgent need to bring subscription music services online," said RIAA chairman and CEO Hilary Rosen. "Our highest priority is enabling these new services to launch as soon as practicable."

Now subscription is one of the most discussed topics in the music business. Bertelsmann plans to turn Napster into a paid service. Seagram boss Edgar Bronfman Jr has begun to come good on his promise to "stop thinking about selling round things" by making 25,000 Universal Music tunes available in streamed form via the Farmclub.com Music Service; and EMI has most recently joined the bandwagon - licensing its catalogue to subscriptions start-up Stramwork. By 2005, according to a recent Jupiter report, subscription



A recent report suggested that by 2005 subscription revenues will outpace those of downloads, accounting for almost \$1bn in sales

revenues will outpace those of downloads, accounting for almost \$1bn worth in sales.

"We have always believed that consumers will be more attracted to paying a fixed fee for more of an 'all you can eat' model rather than paying on a per download basis", says MP3.com European president Carolyn Kantor.

Despite rising to infamy as an unsigned-bands site and download service, MP3.com was the first internet company to launch a monthly flat fee music service with the creation of its \$9.99 Classical Channel last spring, in the spirit of co-operation which increasingly appears to have coupled last year's lust for litigation as the music industry's default setting. Beggars Banquet Group is now making use of MP3.com's technology to build its own dedicated channel on the site.

"The music industry is learning that the internet has the capability to make the pie bigger," says Kantor.

Emusic, whose catalogue of independent label MP3s includes artists such as Elvis Costello and They Might Be Giants, is not far behind, as CEO Gene Hoffman explains. "A subscription model has been in our plans since the founding of our company. We are able to remove many of the physical, artificial barriers for fans to discover and enjoy even more music than they already do."

The Emusic Unlimited system offers unlimited downloads from the site's entire stock of MP3 files at the price of \$14.99 per month. Hoffman is convinced that encouraging users to pay on a regular basis can help grow the music industry. "We have one of the physical costs of the traditional bricks-and-mortar labels, distributors

or retailers. With the proper volume, it can be an extremely profitable business, because there are no manufacturing costs, no warehouses, no returns. Economically, contrary to what you might think, we want people to continue to come back often and download our new releases every month, because it shows that they're finding value and they'll be more inclined to re-subscribe when their membership is up."

Billy O'Connell, manager of singer-songwriter Kristin Hersh and founder of ThrowingMusic.com, proves that it is not just the established online brands that can take advantage of the subscription mentality. Since 1998, O'Connell has overseen a "work-in-progress" subscription programme for more than 500 of Hersh's most zealous fans, whereby \$15 a year buys 12 exclusive MP3s of demo <

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For more information on catalogue and forthcoming releases visit [www.snappermusic.com](http://www.snappermusic.com)

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'Meisterwerk II'  
Available June 2001

**MY DYING BRIDE**

**KATATONIA**



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'Last Fair Deal Gone Down'  
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Also Available



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ANATHEMA  
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CONTILE 55

ANATHEMA  
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CONTILE 55

KATATONIA  
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CONTILE 55

MY DYING BRIDE  
'Meisterwerk I'



CONTILE 55

MY DYING BRIDE  
'The Light at the End of the World'



CONTILE 55

GRAIN  
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CONTILE 55

PARADISE LOST  
'Gothic'



CONTILE 55

PARADISE LOST  
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Midem: bringing the hottest industry issues to the debating table

material prior to their metamorphosis into finished recordings. "On our subscription service there is virtually no overhead and virtually no set-up costs," says O'Connell. "It is essentially pure profit."

By fostering online loyalty in this way, he argues, it may soon be possible for bigger acts to circumvent the traditional distribution routes entirely. "If at some point we gain enough momentum and critical mass that an artist, simply through the bond with their loyal fans, can distribute or micro-market their music just as effectively by electronic means, then the numbers are going to change."

Such a scenario is conceivable, but unlikely, as long as old fans continue to tune out and new ones look for a way in. Certainly, it is a far cry from the all-encompassing online jukebox that Universal/Seagram's Brondman envisioned when he said last year that any future subscription service would have to offer all available music.

EMI UK new media director Fergal Gara doubts that there could ever be a viable model in individual artist subscription services. "What fan sites tend to do is attract the core of a fanbase and not the wider audience. The most powerful people in the market are those that are attracting a wide audience to their site or their services and they are the ones best-placed to aggregate all the music."

According to this logic, the best distributors for large volumes of major-label digital music are unlikely to be the labels themselves, according to Mark Mulligan, data analyst for Jupiter Research.

"We're still at the land-grab stage where we're getting competition between the actual content providers – the labels – and the aggregators," he

says. "But I don't see record labels being the key distributors of music in the digital domain. I see third-party content aggregators becoming the distribution networks, in much the same way as High Street stores are not major label stores: they're independent or affiliated retailers with a broad range of content from all the labels."

One example of such a third party might be Streamwaves, the Texan on-demand streaming service which has become the first firm to officially license content from a major (EMI) for its subscription model. "The initial moves are to do with partners, brands and propositions rather than creating a system of our own – which is very similar to our strategy across

pay-per-downloads," says Gara. Streamwaves is not planning to showcase the entire musical canon and at first intends to offer the jewels of EMI's catalogue before attempting to bring the other majors on board. "The future is to have open platforms which are not controlled by one single label," predicts Alexander Adler, director corporate communications of BeCC's e-commerce division, which is now looking at ways of turning Napster's peer-to-peer network into a fee-paying club with a membership charge of between \$5 and \$15 a month.

"Quite honestly, the consumer does not care which label your music comes from," says Adler. "They just want to know where they can find the artists they like. That's why we're really trying to be an open platform. We want to get as many partners to the table as possible, for the benefit of the consumer and, consequently, for the benefit of the companies."

Such magnanimous claims of co-operation

**I don't see record labels being the key distributors of music in the digital domain'**  
- Mark Mulligan, Jupiter Research

**DIGITAL DISTRIBUTORS EXPLORE B2B ROUTE TO MUSIC PROFIT**

AS THE music industry lines up to road-test the payment models which will enable it to exploit the online music market, there are those who believe the main attraction of digitally-distributed music has never been its accessibility or diversity, but the fact that it has, to date, been free.

Accordingly, the signs are that Napster will endeavour to maintain a free element to its service alongside the mooted subscription model, while digital distributors such as Vitaminic and NetBeat are busy planning ways to unlock the promotional value of ostensibly free tracks.

Vitaminic – which holds non-exclusive licences to music from 600 record labels worldwide, including those within the Mushroom, PIAS and Beggars Banquet stables – is beginning to offer its content wholesale to third-party fast-moving consumer goods (FMCG) companies to be used as promotional incentives.

UK managing director Chris Cass sees the move as the first step on the road to profit, as it generalises revenue, albeit B2B revenue, from content which has been offered for free up until this point. It also preserves the



company's consumer subscription service, which is due to launch later this year. "This wholesale service is kick-starting an area which has not yet been monetised," says Vitaminic UK managing director Chris Cass.



"Paid downloads have not produced a significant revenue stream for anyone, so this is the first step towards actually bringing some royalties into the market." Once this begins to happen, says Cass, the

aim of most digital distributors will still be to secure the contracts to deliver major label product, but in the meantime, B2B applications will allow the company to demonstrate its strengths. "The online music industry is 30 seconds in on a 24-hour clock," says Cass. "There is a big, bloody revolution going on at the moment, but it will settle down in time."

NetBeat, meanwhile, merged last month with German digital distributor SoundG, and the combined company is poised to roll out Paid4Music – another initiative targeted at consumer brands with a need for music as a high-value promotional item.

These companies distribute electronic vouchers as part of their marketing and sales promotion campaigns and when these are redeemed for music, SoundG is able to capture data from the consumers concerned.

"It is a revolutionary technology which drives revenue back to the owners of music copyright and gives brands the opportunity to promote themselves both offline and online using free music – something that appeals to everyone across the world," says NetBeat CEO Stephanie Hunt.

6

© are appealing, but the signs are that each individual major is pursuing its own plans for digital music subscription services. Online playback services such as Musicbank.com and MyMP3.com may have secured licensing from all the major labels, but AOL is expected to capitalise on its family connections to create a Warner-only club. Sony, meanwhile, is understood to be forsaking a potential involvement with Universal's Farnclub Music Service in order to create the proprietary Uniface, a multimedia digital locker for the PlayStation 2 games platform.

"They are competing businesses in a global industry," argues Harry Leckstein, who specialises in music and streaming at London- and Manchester-based convergence company Kunito.co.uk. "It would be against their competitive nature to agree."

Leckstein, writer of a paper on the download-versus-streaming debate entitled "Is the Music Industry Missing The Point?", suspects that European law would almost certainly offer a barrier to any subscription service maintained collaboratively by all the major record companies.

"You'll be able to see an independent company getting licences from four or five labels before you see five majors coming together to try and combat anti-competition law, which states that they can't have more than, say, 25% of any one market," says Leckstein.

At this stage, Napster appears to be best-placed to assume such a role, given that it already has a vast, albeit non-paying, subscriber base. But it is crucial that the service succeeds in obtaining rights to material from all labels if the community of nearly 50m users is to survive intact.

"The companies that want to join in this business model have this community really clear," says Adler. "They want it to grow and to

**Whoever says it is not very likely that the majors are going to work together will be proven wrong** - Alexander Adler, Bertelsmann

evolve. That's our goal and we're not going to do anything that's going to scare people out of the service. Whoever says that it is not very likely that the majors are going to work together will be proven wrong," he says, optimistic that an agreement can be reached to satisfy both record labels and Napster fans. "I'm not saying everyone's there now, but talks are going really well."

One prediction often put forward by the experts, both here and in what is an internet service provider, cable TV firms, telecommunications company or some combination of the three may well be most likely to snatch the music subscription service crown.

"One only has to take a cursory glance at the example of Rupert Murdoch to see how happy consumers are with the idea of paying a flat monthly fee for bundled entertainment," says Harry Leckstein. "Where I think telecommunications companies are best positioned is that if you open up a subscription service and match it with consumer reward for purchase, you've got yourself a very similar scenario to the way in which cellphone tariffs operate."

"For your £14.99 a month, you're getting a certain number of listening minutes per month. Then buying a CD can get you another hour and recommending a friend can get you 30 minutes extra playing time. If the consumer is incentivised to purchase through the service, that's something the telecommunications companies are very familiar with."

Gene Hoffman of Emusic puts forward a



Brannen: making 25,000 Universal Music tunes available in streamed form



Rosen: 'our priority is enabling [subscription] services to launch soon'

different view. "Because all of this is so new to consumers, you need to keep it as uncomplicated as possible," he says. "The American ISPs' overnight move away from per-minute charges shows a clear direction."

However, he explains, as the market grows so too could the complexity of bundling offers. "I think there will be a handful of basic internet entertainment subscription services with many different faces, delivering different value-added offerings depending on the customer's needs. Eventually, I see it operating in the same way as the American cable TV system, with tiered add-ons. But I doubt people will accept one service for jazz and a totally separate one for rock - it's an artificial barrier."

Jupiter's Mark Mulligan agrees that ISPs will be very well-placed, especially if the technical workarounds are ironed out of mass market broadband internet access and consumer uptake escalates. "That will make the market very

amenable to digital downloads and particularly towards streaming audio," he says.

But he stresses the importance of providing various pricing propositions for different markets. "Look at the user base of Napster - a huge percentage of those users are college kids with very heavy listening habits but a relatively low disposable income. So there's a whole load of possibilities there, such as offering lower-quality compressed audio or limited period downloads at a low cost. If they want to upgrade to the higher quality service then they'd need to pay a higher subscription fee."

For some, though, the vision of a high-bandwidth future, in which we pay an all-in-one telephone, connectivity and streaming music bill, is hard to square with the current harsh reality of internet access in the UK. Many still pay per-minute charges and thus prefer to collect digital music files on their hard drives in the same way that they would hoard CDs.

For the time being at least, most agree that pay-per-download will remain a satisfactory interim measure. "Until the labels commit serious effort to marketing [subscriptions], it's hard to call the download model a dog," says Kevin Malone, vice president of European business development at Liquid Audio. "I would imagine we will see both models come to fruition in 2001, perhaps with subscriptions introducing premium product that is sold as a digital download."

Traditional CD sales and pay-per-downloads can indeed be seen as a complement to subscription models, according to Adler, who says BeCG is considering several "partial models" for the new, legitimate Napster.

"There will always be downloads for single titles or single albums. There will also be subscription fees, free services and traditional e-mailing into your postbox at home. Basically, there will be several ways of getting your music - it doesn't have to be either/or."

**TO STREAM OR TO DOWNLOAD?  
DIGITAL MUSIC PAYMENT SYSTEMS**

	Streaming	Download
<b>Pay-to-Own</b>	✓ Store in an internet locker and stream to any location/device when needed. Example: MyMP3, Myplay.com	✓ Pay per track/album download
<b>Subscription</b>	✓ Streaming locker subscription or personalised streaming radio Example: Launch.com (formerly a free radio service)	✓ Play a monthly/annual subscription for "all you can eat" downloads from a given selection Example: eMusic, Napster/Bertelsmann
<b>Pay-per-play/Total number of plays</b>	X Unlikely to be successful	✓ Pay for a fixed number of plays of a download. After this limit, the file locks. Used today for promotional distributions
<b>Pay-to-rent</b>	X Unlikely to be successful	✓ Pay for a fixed time period (day, week, month) of unlimited playing of a download. Used today for promotional distributions
<b>Advertising-supported</b>	✓ Radio today carries audio ads - digital radio could broadcast audio and data (images, video, ads). Personalised streams could also carry advertising Example: Live 365.com, Lightning Cast	✓ Advertising message carried with free music in a download file. Alternatively the user can be shown ads while downloading online.
<b>Information-supported</b>	✓ Consumer gives personal information in return for a streaming service. Information is used to intelligently sell other products/services	Example: EverAd.com ✓ Consumer gives personal information that can be used to sell other products/services in return for free downloads
<b>Remote payment</b>	X Unlikely to be successful	Example: Click2Music.com ✓ Consumer is passed a download file by a friend. In order to play it they are required to pay - carrying out the transaction on their desktop - "super distribution"
<b>Agency sales</b>	X Unlikely to be successful	✓ Consumer: Mages next generation software ✓ Consumer "sales agent" receives free/subsidised downloads for passing on to friends who then purchase. Likely to be used in viral marketing promotions or promoting/breaking niche/new acts



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## LIQUID AUDIO® INTERNET MUSIC SOLUTIONS:

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encoding in leading formats - catalog synchronization with music databases - hosting

### Digital Rights Management

copy control - territory management - multiple DRMs - watermarking - timeouts

### Internet Distribution

retailer sites - radio sites - lifestyle sites - portals - in-store kiosks

### Retail Site Integration

commercial and promotional downloads - song previews - customer support systems

### Commerce Capabilities

customized online store - shopping cart - clearinghouse - daily reports

### Consumer Product Support

personal computers - digital music players - CD recorders

Liquid Audio's systems for delivering digital music are currently being used by more than 1,500 labels and 1,000 retailers worldwide. For more information visit our booth #R34.01 at Midem 2001 in Cannes, France. To set up a meeting call 888-547-8630 in the United States, 44-20-7-654-3333 in Europe, 81-3-3342-1021 in Japan or 82-2-565-5600 in Korea; or email [sales@liquidaudio.com](mailto:sales@liquidaudio.com).

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**liquid audio**  
the way music moves

➤ **ONE OF** Midem's main roles down the years has been as a forum for licensing deals. The fact that the internet promises once again to be one of the most talked-about topics at this year's show does not necessarily signal any great change to one of the underlying focuses of the event and those who attend it.

Suggestions that online licensors could drive up the cost of catalogue in the long-term appear to have proved largely unfounded as new economy cash reserves have dwindled. Those of the Midem regulars who are not well on the way to integrating internet strategies into their business are excited at the prospect of doing business with their digital counterparts.

"A couple of years ago, there was a bit of a dotcom frenzy going on," says Peter Stack, the catalogue veteran who is now managing director of Union Square Music. "All these start-up companies had perhaps unnatural funds to splash around - some of them were buying up licences fairly indiscriminately and prices of catalogue did, for a time, become artificially inflated. But as we all know, the dotcom sector has had a real reality check over the past year and they are valuing things in a much more realistic way now."

For those whose business is in dealing copyrights to third parties, the arrival of new faces at Midem means a wider range of potential licensors.

"What hasn't really changed in the 10 years I have been going to Midem is the range of people you are selling to," says Bianco Music & Entertainment managing director Marcello Tommaro, who plans to extend his new company's own range as well as attempting to find licensors for owned copyrights. "That is where the digital distribution area really interests me, because it is adding buyers to the market. From my point of view, Midem this year will be a huge fact-finding mission, as I have got a bit of a learning curve to go through myself when it comes to online developments."

■ **'Licensing deals that were clinched 10 years ago are not generally compatible with the Internet' - Adrian Sear, Demon**

The dichotomy of Midem is that those who are not negotiating quietly in private are generally attempting to make as much noise as possible in the self-promotion stakes. The past year has seen many traditional music companies incorporate or bolt on new media technology which will see them both improve existing services and move into new markets. An international trade fair such as Midem presents the ideal opportunity to tell the world.

At the Demon Music Group, which incorporates MCI, Crispin and Demon Records, commercial director Adrian Sear says the most important objectives at Midem are, as ever, to seek out new partners and catalogues as well as meeting up with existing customers. The group's growing internet capability is something that is thrown into the mix.

"All of our catalogue is currently available electronically although it is not yet on a website," he says. "That will change in the spring when we hope to have our business-to-business site up-and-running. Visitors will be able to access all our catalogue - around 20,000 tracks - hear 30-minute snippets and get the full run-down on prices for territories and tracks."

In creating the site, which does not yet have a domain, the group has been able to utilise the IP expertise of its sister company, EUK. "In the long term, the site will allow to provide downloads and enable people to pay online," says Sear.

# LICENSORS GEAR UP TO MEET NEW FACES AT MIDEIM

The internet is increasingly allowing licensing specialists to broaden the appeal of their catalogues to even more partners around the world. Karen Faux reports



Midem is the ideal place for licensors from around the world to meet and do business

"However, we are still a way off from that. Licensing deals that were clinched 10 years ago are not generally compatible with the internet and, in many cases, you have to secure the consent of the copyright owners, which complicates the whole process."

The beauty of the Demon site in its initial guise is that it plans to make the catalogue globally accessible and speeds up business. "It means we can expand our reach without investing in a lot more staff and we anticipate it will significantly boost business in the US and Asia," says Sear. "The quality of the snippets will not be that high but they will be enough to give potential users an idea of whether they want to use them or not and we can follow up with a DAT tape."

Snapper Music is also keen to talk to Midem delegates about its revamped website ([www.snappermusic.com](http://www.snappermusic.com)) which in the next couple of months will be capable of handling

fulfilment. "It has been re-designed to be a lot more user-friendly and enable people to make a quick catalogue search," says general manager Alison Arfield. "There is also a distributed secure area where customers can look at all our sales sheets, prices and availability."

This year Snapper will be based at the stand of the Association of Independent Music, where it is organising a reception. "It is going to be a very busy show for us and our first aim will be licensing our mid-price labels," says Arfield. "We have just started

handling marketing and distribution for Charly Records in Europe and have acquired the Peaceville label from Music For Nations, so we want to tell people about that."

At Delta Music, which has a stand, label manager Peter Jamieson says that the company's website ([www.deltamusic.com](http://www.deltamusic.com)) is still undergoing improvements. "Ultimately, our website has huge potential for experimentation and we envisage a situation where it is capable of taking very

specialist product to parts of the world it has never reached before," he says.

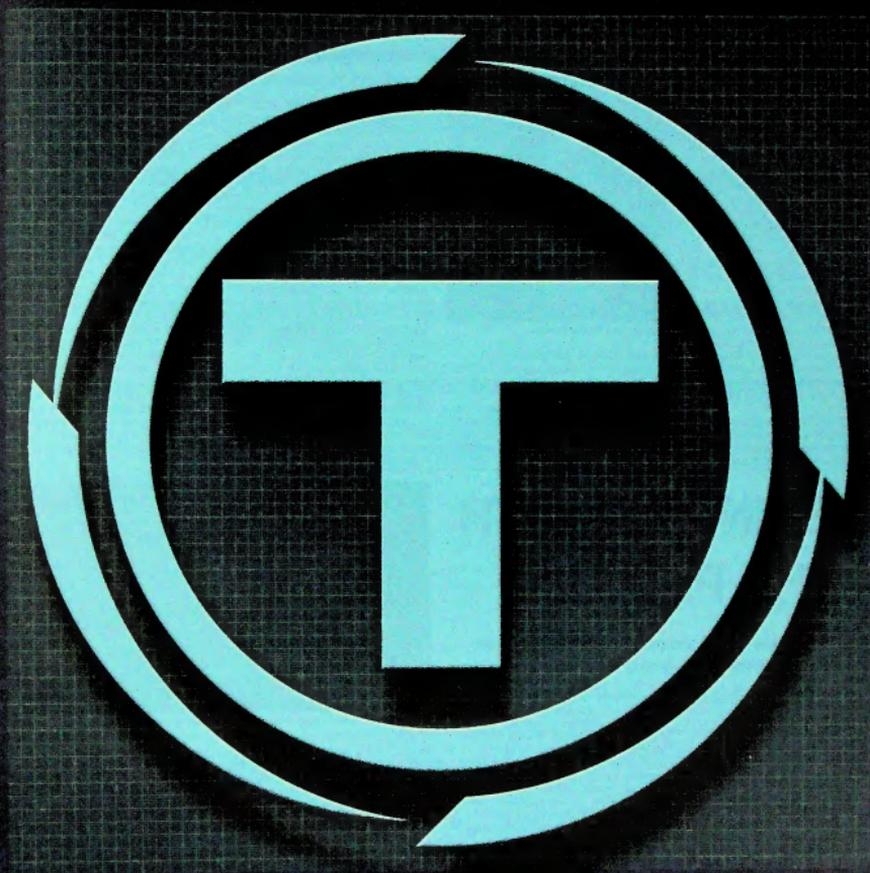
"We have a very large product mix so one of the challenges to creating a usable site is organising the catalogue in such a way that people all over the world

can key in the right phrase or name and get what they want. Meanwhile, events such as Midem are among the most effective ways of promoting our catalogue."

■ **'It is going to be a very busy show for us and our first aim will be licensing our mid-price labels' - Alison Arfield, Snapper**

2001: hits under-construction

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# CELEBRATING FRENCH MUSIC

Among the highlights of this year's event is a celebration of music which originates in the home of Midem. Sarah Davis reports

AS SOON as Dominique Leguerm took over as Midem director on March 1, last year, one of her first initiatives for Midem 2001 was to focus on promoting French music productions in the international market. "We have never done anything at Midem to highlight the French market in 35 years - even though Midem happens in France," says Leguerm. "We have so many acts which are popular around the world right now, such as Modjo, Cassius and Air. We have lots of reasons to celebrate French music. This year we will have an open market on Sunday with a focus on music exported from France. French influences will be the theme of the day."

There will be other topical areas under the spotlight. "We are putting the accent on four or five things that are of importance to our participants, who come from all areas of the music business," she says. "There will be a focus on marketing revenue and rights, music business and the law, breaking into Japan and the connection between classical music and e-commerce."

Midem 2001 gets off to a flying start on Saturday, January 20 with opening addresses by artist-cum-Internet and studio entrepreneur Peter Gabriel and MP3.com's Michael Robertson. The



Leguerm: new Midem director

televised NRJ Music Awards will also be broadcast live from Midem. Leguerm says, "The opening night will have a major focus on very glamorous and interesting people. This is the second year the NRJ Music Awards have taken place at Midem. There are 15 awards and all the acts will be present to receive them, as well as 15 or 20 stars coming to give out the awards." Stars attending include Jennifer Lopez, Ricky

Martin, The Corrs and All Saints.

The rest of the festival, which concludes on January 25, is packed with events. On Sunday it is the Classical Awards, while Boyzone's Mike Graham will showcase six songs from his solo Claude Nobis, the founder of the Montreux Jazz Festival, which is also 35 years old. On Tuesday night it is the Person Of The Year Awards which will honour producer and writer David Foster, the man behind the hits for a galaxy of stars including The Corrs, Celine Dion, Barbra Streisand, Michael Jackson, Whitney Houston, Toni Braxton and 'N Sync (see p13).

Midem will also host a launch for the Polar Music Prize for the first time. "We'll announce the nominees and winners for the coming year," says Leguerm. "The prize will be given out in Stockholm later this year by King Carl Gustaf of Sweden."

Electronic music continues to be an important theme. "Electronic music is really growing and we now have more than 1,000 participants in this field alone. There is a mini-sector inside the electronic market for more niche participants. Some companies are celebrating their 10th birthdays this year. We are holding a conference in association with Sonar called A Market For

Electronic Music. Speakers are Daniel Miller from Mute, Dominic Smith from Ninja Tune and DJ Hell." Midem will also be hosting a series of thematic nights, including a Cuban night, an African night, a Belgian pop night featuring Hooverphonic, and seven club nights including Berlin, Berlin, which will showcase new electronic German music. There is also Sir II Up, a reggae night featuring Steel Pulse and the ghetto Youths Crew, which features Stephen, Damien and Julian Marley, all three of them sons of the late Bob.

From a corporate point of view, Leguerm has not felt the need to make many significant changes to Midem's structure. "There is no difference from when [my predecessor] Christophe Blum was here," she says.

"Our delegates and participants are from the whole music industry - from a lone musician with his tapes to big companies with enormous stands. I make changes more due to market influences and the needs of customers than a desire to change things that do not need to be changed. Christophe did a great job and I'm continuing to build on what he's done and to take into consideration the needs of the customers."

## KEEPING UP WITH THE PIRATES

Karen Faux checks out the anti-piracy measures companies are now developing to protect their products

THE YEAR 2000 was an exceptionally good one for the global disc-manufacturing sector, with CD and DVD production rising to a record 10bn units, according to the International Recording Media Association (Irma). While boosting business continues to be about offering quality products, sophisticated logistics and a personal service, the ability to provide effective anti-piracy measures is now also a vital sales dimension.

The BPI's Anti-Piracy Unit estimates that more than £14.6m was lost in the UK alone during 1999 and factories are expected to play an increasingly important role in the industry's damage limitation exercise. Irma's recently established anti-piracy compliance programme has proved important for establishing an international benchmark. While US plants were among the first to meet the association's regulations, compliance is now spreading across Europe and it is expected that companies in South America and Asia will come on board in the not too distant future.

Irma's guidelines cover many stipulations in relation to various formats, but an over-riding requirement is that a source code must be included in the production of all audio and video glass masters. It is this which ultimately allows the disc to be identified with its copyright owner. Another key guideline is that factories must have access to recognised internet database services - such as Loos, Copyright Office or Muz - which will enable them to verify copyright ownership

before or during the production process.

At Midem, Discronics will be trumpeting the fact that it now has Irma accreditation at its sites in the US and UK, while its factories in France and Italy are currently completing the programme. "We are delighted to receive the Irma licence at our Southwater plant and especially so given that we are the first plant in Europe to do so," says Peter Wallace, Discronics vice president, security and compliance. "It re-iterates our long-standing commitment to anti-piracy procedures."

Discronics currently employs the Macrovision SafeDisc copy protection technique but says it is prepared to support new safeguards as they are introduced. In the past year Wallace has worked hard to educate both employees and clients about the anti-piracy initiatives being implemented in the US and the company has also won anti-piracy accreditation from the Federation Against Copyright Theft (FACT) and the European Leisure Software Publishers Association (Elsipa).

**'The pressure from hackers is relentless and no system can claim to be completely foolproof' - Tim Heath, Macrovision**



Bevan: wants a broad range of copyright protection systems

"Giving customers the assurances they need when it comes to anti-piracy measures is now an indispensable part of the manufacturing business and we have worked very hard to bring all the plants in our group up to a high standard," says Daragh McDonough, marketing manager of SDC UK sales which has Irma accreditation for its plant in the US and Germany, now offers three separate copy protection systems to customers - the SafeDisc, LaserLock and Protect CD systems. The latter is one of the most cost-effective methods for software programmers and can be added at the programme stage, using the ProtectCD Publisher Toolkit. Alternatively, Sonopress can implement the protection at the pre-mastering stage. Last year the company also installed the mastering equipment to accommodate SafeDisc v2, which has a new digital signature and significant change in code architecture designed to hinder the activities of hackers.

"The pressure from hackers is relentless and no system can claim to be completely foolproof," says Macrovision sales director Tim Heath. "However, we believe we have raised the defence wall with the v2 and the beauty of the design is that it can be regularly updated." Sonopress believes that it is necessary to offer more than one type of anti-piracy safeguard. "Being able to offer a broad range of copy protection systems means that we can

maximise flexibility, speed and costs to suit the customer's needs," says its UK general manager Tim Bevan.

Irma European director of anti-piracy Theo Kohler believes that initiatives at the manufacturing stage are the most important for beating the global problem of piracy. "Content providers now have a clear method of identifying the replicators which are serious about complying with these procedures," says Kohler. "Because we envisage that content providers will encourage this type of compliance, it makes sense for replicators to begin incorporating these standards as normal business practice. In this way they will protect themselves from inadvertently falling prey to piracy."

Another Midem exhibitor forming a proactive war on a technically different form of piracy from an entirely different starting-point is IBM, which is one of four computer hardware companies behind a copy-protection scheme that would put digital piracy barriers directly into disk drives.

Content Protection for Recordable Media (CPRM) - developed by IBM with Intel, Matsushita Electric and Toshiba - is intended to prevent portable data storage, but the system also points to a time when built-in software could bring an end to the copying of uncopyrighted music files from the internet onto an individual's desktop.

5 'WHICH INDEPENDENT LABEL PUT A COUNTRY ACT IN THE UK TOP 75 FOR 26 WEEKS?'

Answer - **THE GRAPEVINE LABEL**

Through it's unique joint venture with BMG, *Grapevine* had great success with 'Amazed' by Lonestar.

5 'WHICH INDEPENDENT LABEL HAD TOP 5 UK & IRISH SUCCESS WITH A GOSPEL ALBUM IN 2000?'

Answer - **RITZ RECORDS**

Daniel O'Donnell's album 'Faith & Inspiration' reached No.4 on the UK and No.2 on the Irish Album Charts, October 2000. This is a chart highpoint for an artist who has consistently bucked the trend and has already sold over 5 million albums and almost as many concert tickets!

5 'WHICH INDEPENDENT COMPANY HAD MULTIPLE PLATINUM SUCCESS WITH A 'TRADITIONAL' ARTIST IN 2000?'

Answer - **THE GRAPEVINE LABEL IRELAND**

Grapevine Ireland achieved this, with the much acclaimed new album of collaborations from Sharon Shannon and Friends, 'The Diamond Mountain Sessions'.

5 'WHICH INDEPENDENT DISTRIBUTION COMPANY WAS RESPONSIBLE IN BRINGING A (NOW) WORLD WIDE STAR TO OUR ATTENTION?'

Answer - **RMG DISTRIBUTION, IRELAND** responsible for the initial, but astonishing success of David Gray.

5 'WHICH INDEPENDENT COMPANY HAS AN ACTIVE 150,000 UK DATABASE?'

Answer - **RMG**

5 'WHICH INDEPENDENT LABEL IS INSTRUMENTAL IN LICENSING 'HAPPY HARDCORE' WITH HUGE SUCCESS IN JAPAN?'

Answer - **THE GRAPEVINE LABEL**

Sales of over one million in Japan alone.

5 'WHICH INDEPENDENT LABEL ARE RESPONSIBLE FOR THE VERY SUCCESSFUL RE-INTRODUCTION OF AN ARTIST WITH A 25 YEAR CAREER BEHIND THEM?'

Answer - **THE GRAPEVINE LABEL**

Emmylou Harris - 'Wrecking Ball' and one of the albums of 2000 - 'Red Dirt Girl'.  
From Country Icon to Rock Goddess in 5 years!

The Grapevine Label (UK & Ireland) operate in the contemporary adult rock and folk music field. The past few years have seen us establish a credible and respected position in the music business and media. We have been successfully involved in the long term development of artists such as *Sinead Lohan, Mary Black and Sharon Shannon*. Our international roster now includes *Emmylou Harris, Steve Earle, Joan Baez, Christy Moore and Janis Ian*, amongst others.

*Barrage* and *Nervous* are two acts to watch out for in early 2001, both having new albums released during the first quarter. Ritz Records (UK & Ireland) operate in the Easy Listening / MOR market, which is not dependant on trends and fashions. This is an area largely ignored by the major companies and in their 20 year history Ritz have established themselves as the clear market leader in the UK & Ireland. Major artists include *Daniel O'Donnell, Charlie Lansborough, Mary Duff and Dominik Kilwin*.

Both labels are actively looking to increase the current roster with both established and new artists, with international exploitation a priority. We are also looking for license partners in various countries, for both the labels and/or artists.

RMG Distribution in Ireland are also interested in hearing from you, if you're looking for the best Independent Distribution in Ireland!

Location at Midem (Sunday 21st - Wednesday 24th January)

'The Super Toy' (boat), moored opposite 'The Palais', next to the 'Harbour Masters' Office / 'Capitalinerie'.

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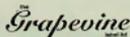
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**THERE WILL** once again be strong representation for British music at Midem 2001 as the BPI and British Music Rights join forces on the British@Midem stand. They have organised a number of key events including a visit by Kim Howells MP, Parliamentary under-secretary at the Department of Trade and Industry, and a showcase featuring 5 Moby Award-winning artist Lynden David Hall.

Kim Howells' attendance at Midem reflects the government's broad support for the music industry. This is his second visit and he comments, "I am delighted to have been invited back to Midem to support the British music creators and businesses who help make the music industry such an economic success. This key event will be a good opportunity to see how record companies, songwriters, composers and publishers are dealing with the challenges posed for communication and sales in the digital world."

Howells arrives in Cannes on January 22 and will start his visit to Midem with a lunch reception hosted by the Association of Independent Music (AIM). This will be followed by a tour of British stands in the Palais des Festivals, where he will meet delegates from a cross-section of UK music genres and businesses including record labels, publishing and new media companies. Some of the stands he is expected to visit include those run by Gramophone - a Midem future and the likely base for many of the UK's classical music delegates - and the Jazz Development Trust.

The minister will complete his tour of UK businesses at the British@Midem stand where he will meet representatives of the BPI and British Music Rights.

At 5pm there will be a conference on the UK music industry held during a cocktail reception

## DIGITAL SOLUTION IS CRUCIAL TO MIDEM'S BRIT PACK

The attendance of a British government minister underlines the importance of music to the UK economy. By Sarah Davis



There will be a strong representation for British music at Midem

at La Verrière, at which Howells will make a keynote speech.

The final event of the working day is the British@Midem showcase, an event organised annually by the BPI and British Music Rights to highlight British talent. Acts which have played the gig in previous years include the Stranglers, Squeeze and Superstar. This year's showcase is

held in the Salon Esterel at 6:30 pm at the Hotel Martinez and is to be hosted by Kiki Dee. The artist line-up is still being confirmed but will include performances from R&B star Lynden David Hall, formerly with EMI-Chrysalis but currently without a deal, as well as up-and-coming singer-songwriter Jont and jazz saxophonist Andy Sheppard. Although entry is

**The Impact of new technology is a significant issue for everyone who cares about the future of music' - Frances Lowe**

free to Midem delegates, places are strictly limited so access is on a first-come, first-served basis. Later on Monday evening there will be a number of other musical events on a club theme.

British Music Rights plans to use Midem to promote awareness of its consumer campaign, Respect The Value Of Music, which focuses on the impact of new technology on composers and songwriters. British Music Rights explains how free music on the internet will affect the future of UK music creation in all genres, but particularly pop, classical, TV and film soundtracks and dance music. British Music Rights is concerned about the growth of file-sharing free music services, such as Napster, and their impact on the rights of composers and songwriters. The organisation says these rights are often overlooked and it hopes to highlight the cause of UK songwriters and composers at Midem.

"The impact of new-technology is a significant issue for everyone who cares about the future of music and the livelihood of those creating the music we enjoy," says Frances Lowe, director general of British Music Rights. "To support the music we care about, we need to respect and protect its value, to see it grow, not diminish - this message is the core of our campaign."

every  
Admit One

Front row center

Front row center

**WHEN DAVID Foster** receives the prestigious Nesuhi Ertegun Person of the Year trophy at the Carlton Hotel in Cannes on Tuesday, January 23, he will be honoured not only as the executive who founded 143 Records and helped to break the world-beating Corrs, but also as a producer, musician, songwriter and arranger of legendary stature.

The impact that Foster has had in shaping the world of pop music is simply enormous. Those unfamiliar with his track record need only to look at the list of artists he has worked with to understand where he fits in.

As a session musician he has played with such musical titans as John Lennon, Diana Ross, George Harrison and Rod Stewart. He has won 14 Grammy Awards for his production skills, being named Producer Of The Year no less than three times.

A true chameleon, he has always moved with the times and embraced new musical movements. His trademark sweeping, power-ballad production has helped artists such as

**As a session musician Foster has played with such musical titans as John Lennon, Diana Ross, George Harrison and Rod Stewart, and he has won 14 Grammy Awards for his production skills**

## DAVID FOSTER: PERSON OF THE YEAR

He has worked with legendary figures and has always moved with the times. David Balfour looks at Foster's impressive track record



Foster (left) and in the studio with Celine Dion

Whitney Houston, Celine Dion and Toni Braxton to worldwide success with tracks including *I Will Always Love You*, *Falling Into You* and *Unbreak My Heart* respectively, and his recent and ongoing production credits include *'N Sync*, *Dru Hill*, *Mariah Carey* and *Michael Jackson*.

Apart from being a producer of huge stature, Foster has also nurtured and supported the business that has brought him so much success.

In 1994 he joined Atlantic Records as vice president and within a year had established his own label, 143 Records. True to form, the first release on 143 – *The Corrs' Forgiven Not Forgotten* – was a huge smash.

The Corrs have benefited from Foster's talent and understanding of the business to sell 10m albums around the world and have quickly established themselves as serious contenders for long-term success.

Never one to rest on his laurels, Foster has used 143 to break and develop many new stars. Country singer Kevin Sharp sold a million copies of his debut album for 143 and waiting in the wings are names that include rock songwriter Beth Hart, Luce and Yve & Adam.

A native of British Columbia, Foster now lives in Los Angeles, where he has founded his own charitable foundation for children in need of transplants, as well as finding time for his own large family. There could hardly be a more deserving candidate to receive the accolade of Person Of The Year.

"Midem, for as long as I can remember, seems to have been the only global meeting place of the entire industry," says Foster.

"It has always been held in high esteem and its reputation has never been tarnished. For those reasons this feels like a real and genuine honour!"

# The best seat in the house

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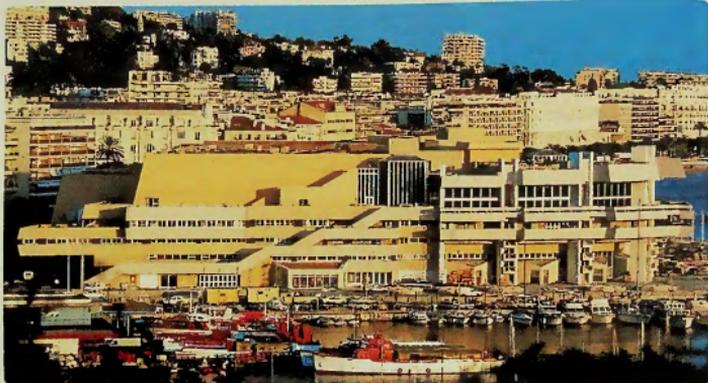
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# UK EXHIBITORS



**ABBEY ROAD INTERACTIVE**  
Abbey Road Studios, 3 Abbey Road,  
London NWS 9AY. Tel: 020 7266 7282  
Fax: 020 7266 7321  
E-mail: interactive@abbeyroad.co.uk  
Website: www.abbeyroad.co.uk  
Business: multimedia developers  
Delegates: Colette Barber - studio manager;  
Samantha Harvey - creative director; Lucy  
Lauder - post-production co-ordinator  
Stand numbers: 11, 15  
Hotel: Hotel des Congres et Festivals

**ABM COMPANY**  
240 Centennial Park, Elstree Hill South,  
Borehamwood, W06 3DE. Tel: 020 8236 2310  
Fax: 020 8236 2312  
E-mail: abm@abmlabel.co.uk  
Website: www.abmlabel.co.uk  
Business: record company/distributor  
Delegates: John Cooper - managing director;  
Mike Fay - sales director  
Stand number: 26.01

**AMATO DISTRIBUTION**  
Units 13-14, Barley Shatts Business  
Park, 245 Acklam Road, London W10 5YQ.  
Tel: 020 8964 3302 Fax: 020 8964 3312  
E-mail: info@amatodistribution.co.uk  
Website: www.amatodistribution.co.uk  
Business: distributor  
Delegates: Mario Howell - director; Sharon  
Green  
Stand number: 19.1

**ASSOCIATION OF INDEPENDENT MUSIC**  
Lamb House, Church Street, London, W4  
2PD. Tel: 020 8994 5590 Fax: 020 8994 5222  
E-mail: info@musicindie.com  
Website: www.musicindie.com  
Business: independent trade association  
Delegates: Alison Venham - chief executive;  
Alex Papisasiakopoulou - communications  
manager  
Stand number: 3.24/5.27

**BBC MUSIC MAGAZINE**  
A1004, Woodlands, 80 Wood Lane,  
London W12 0TT. Tel: 020 8433 3283 Fax: 020  
8433 3292  
Website: www.musicmagazine.com  
Business: publisher  
Delegates: Jessica Gibson - publisher; Helen  
Wance - editor  
Stand number: R29.40

**BBC WORLDWIDE**  
80 Wood Lane, London W12 0TT. Tel: 020  
8433 2000 Fax: 020 8433 2431  
Website: www.bbcworldwide.com  
Business: traditional and online media  
Delegates: Lynda Ashton - commercial  
manager; Nicholas Konyon - controller;  
live events; Sue Judd - executive  
producer; BBC Classics  
Stand number: R29.40

**BEAT THAT MUSIC**  
54 Larkhall Road, London E4 6PD. Tel:  
020 8523 9000 Fax: 020 8523 8888  
Business: music publisher  
Delegates: Peter Milson - royalty manager; Mike

Collier - A&R; Lezline Gough - A&R; Amanda  
Miller - A&R  
Stand number: 25.07

**BEGGARS GROUP**  
17-19 Alma Road, London SW18 1AA.  
Tel: 020 8870 9912 Fax: 020 8871 1766  
E-mail: name@almaroad.co.uk  
Website: www.beggars.com  
Business: record label group  
Delegates: Martin Mills - chairman; Paul  
Reedling - international director  
Stand number: 03.24/05.27

**BMG MUSIC PUBLISHING**  
Bedford House, 69-79 Fulham High  
Street, London SW6 3JW. Tel: 020 7384 7600  
Fax: 020 7384 8162  
E-mail: firstnamelastname@bmg.co.uk  
Business: music publisher  
Delegates: Nicholas Firth - president, BMG  
Publishing WorldWide; Paul Curran -  
managing director, UK; Jean-Manuel De Scaramo  
- vice president, Serious Music  
Stand number: R34.16

**BRITISH ACADEMY OF COMPOSERS &  
SONGWRITERS**  
26 Berners Street, London W1P 3DB. Tel: 020  
7636 2929 Fax: 020 7636 2212  
E-mail: info@britishacademy.com  
Website: www.britishacademy.com  
Business: composers' organisation  
Delegates: Guy Fletcher - chairman; Chris  
Green - chief executive  
Stand number: 17.06

**THE BRITISH MIDEM**  
Companies: Ace Records; Angel Air  
Records; BandLabel Recordings; BIP; Champion  
Records; Dome Records; Evangeline Recordings  
Works; Family Flyer Records; Glasgow Records;  
Kickin Music; King-Starling; Kiss Records; KRL;

Mogul Records; Music Of Life; New Music  
Television; Pices Entertainment; President  
Records; Recognition Records; Revolver Music;  
Steve Marriott Licensing; Sunflower Records;  
Vergis Music; World Music Network  
Stand number: 19.01

**BRITISH MUSIC RIGHTS**  
British Music House, 26 Berners Street,  
London W1P 3DB. Tel: 020 7306 4446 Fax:  
020 7306 4449  
E-mail: info@britishmusicrights.org  
Website: www.bmr.org  
Business: composers' organisation  
Delegates: Henrietta Yoxall - general manager;  
Frances Lowe - director general; Adrian Crookes  
- media relations manager  
Stand number: 17.12

**CARTEL MUSIC GROUP**  
19c Lansdowne Road, Bournemouth,  
Dorset BH1 1RZ. Tel: 01202 297 744 Fax:  
01202 294 696  
E-mail: info@cartelmusic.co.uk  
Website: www.cartelmusic.co.uk  
Business: record company/multi media  
Delegates: Steven Foster - managing director;  
Graham Foster - sales director  
Stand number: 11.14

**CARDOLINE 2**  
6 Acton Park Estate, Stanley Gardens,  
London W3 7QE. Tel: 020 8460 3100 Fax: 020  
8743 2419  
E-mail: c2sales@uk.aimail.com  
Business: distributor  
Delegates: Steve Sparks - director; Nik  
Podgorski - director; Roger Kent - director;  
David Gadsby - director  
Stand number: 13.18/15.17

**CHANDOS RECORDS**  
Chandos House, Commerce Way,

Colchester 202 8HQ. Tel: 01206 225200 Fax:  
01206 225201  
E-mail: enquiries@chandos-records.com  
Website: www.chandos-records.com  
Business: record company  
Delegates: Simon Ashurst - export sales officer;  
Kevin Wood - marketing manager; Ginny  
Cooper - sales manager  
Stand number: R32.22  
Hotel: Hotel Beau Sejour

**CHARLY RECORDS (UK)**  
13 Bridgwater Road, Church Street,  
Isleworth, Middlesex TW7 6BS. Tel: 020 8232  
1300 Fax: 020 8232 1301  
E-mail: samantha.richards@charly.co.uk  
Business: record company  
Delegates: Samantha Richards - managing  
director  
Stand number: 20.02

**CHERRY RED RECORDS**  
Unit 17, Elysum Gate West, 126-128  
New Kings Road, London SW6 4LZ. Tel: 020  
7371 5844 Fax: 020 7384 1854  
E-mail: info@cherryred.demon.co.uk  
Website: www.cherryred.co.uk  
Business: record company  
Delegates: Ian McNay - managing director;  
Adam Velsico - director  
Stand number: 3.32

**CLASSIC FM**  
7 Swallow Place, London W1R 7AA. Tel:  
020 7518 2681 Fax: 020 7344 2755  
E-mail: programmes@classicfm.co.uk  
Website: www.classicfm.co.uk  
Business: radio station  
Delegates: Michael Garvey - marketing  
executive; Brian Hodgins - business  
development director; Robert O'Dowd -  
enterprise director  
Stand number: R28.10

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# UK EXHIBITORS

5704

E-mail: feedback@classical.fm  
Website: www.classical.com  
Business: internet company

Delegates: Tim Lloyd - director, Roger Press - chief executive officer  
Stand number: 5.34

### CLASSICAL NETWORKS

4 St James Place, London SW1A 1NP. Tel: 020 7468 2957 Fax: 020 468 2961

Business: internet company

Delegates: Ian Maxwell - chief executive officer, Michel Swierczewski - chairman and artistic director

Stand number: R31.27

### CML CREATIVE PACKAGING SOLUTIONS

Adrian House, Units 3-4, Mono Lane, Victoria Road, Feltham, Middx TW13 7LR. Tel: 020 8751 2920 Fax: 020 8751 0787

E-mail: jrf@cmlpackaging.com

Website: www.cmlpackaging.com

Business: CDR multimedia packaging

Delegates: James Ferguson - manager, Edward McGill - production director

Stand number: 7.29

Hotel: Hotel Ibis

### COUNTERPOINT SYSTEMS

144 Camden High Street, London NW1

ONE. Tel: 020 7543 7500 Fax: 020 7543 7600

E-mail: info@counterpoint.com

Website: www.counterpoint.com

Business: computer services

Delegates: Amos Siegun - CEO (group of companies), Robert Katovsk - chairman

Stand number: R32.08

### DELEGATION BIRMINGHAM

South Birmingham College, Floodgate Street, Birmingham B5 3SU. Tel: 0121 243 6006 Fax: 0121 248 6007

E-mail: maso@compuserve.com

Business: education

Delegates: Phil Savage - managing director, Geoff Pearce - managing director, John Moeyny - managing director

Stand number: 26.1

### DELTA MUSIC

222 Cray Avenue, Orpington Kent, BR8 3PL. Tel: 01689 888888 Fax: 01689 888894

E-mail: info@deltamusic.co.uk

Business: record company

Delegates: Laurie Adams - managing director, Malcolm Sharp - business development manager, Patricia Zaiger - international co-ordinator, Peter Jamieson - label manager

Stand number: 7.27

### DEMON MUSIC GROUP

4th Floor, Holden House, 57 Rathbone Place, London W1P 1AB. Tel: 020 7396 8899

Fax: 020 7470 6656

E-mail: jonathan.hanscombe@mcimusic.co.uk

Website: www.wci.co.uk

Business: record company

Delegates: Adrian Sear - commercial director; Jonathan Hanscombe - international sales manager (MC); Danny Keene - sales and marketing director (MC)

Stand number: 7.11

### DEO.COM

78 Church Path, Fletcher Road, London W4. Tel: 01637 831011

E-mail: info@deo.com

Website: www.deo.com

Business: music internet site

Delegates: Peter Alimberg - chief executive officer

Stand number: 9.3

Hotel: Hotel Carnes

### DISTRONICS

Southwater Business Park, Worthing Road, Southwater, Horsham, W Sussex. Tel: 014903 739600 Fax: 01403 739601

E-mail: sm@distronics.co.uk

Website: www.distronics.co.uk

Business: presses & duplicators

Delegates: Peter Wallace - vice president security and compliance; Sue Mackie - general manager European sales

Stand number: 5.23

### DRESSED TO KILL

110 Park Street, London W1K 6NX. Tel: 020 7408 2121 Fax: 020 7409 1935

E-mail: drkill@aol.com

Website: www.dressed2kill.co.uk

Business: record company

Delegates: Maria Andra - label manager; George Kimpton-Howe - managing director

Stand number: 5.19

### DX3

33 Glasshouse Street, London W1R 5RG. Tel: 020 7434 3050 Fax: 020 7434 3055

Website: www.dx3.net

Business: e-commerce specialist, online distributor

Delegates: David Stockley - chief executive; Rob Markus - managing director

Stand number: 15.18/17.13

### E-MEDIA-C.NET

95-96 New Bond Street, London W1S 1SN. Tel: 020 7518 1340

Fax: 020 7518 1341

E-mail: info@e-media-c.net

Website: www.e-media-c.net

Business: internet company

Delegates: Michael Wendt - managing director; Virginia O'Donovan - head of music

Stand number: 2.28

Hotel: Hotel Embassy

### ENCORE FORUM T/A ARTISM

26 Farringdon Street, London EC4 4AB. Tel: 020 7947 3232 Fax: 020 7947 3233

E-mail: clair@artism.com

Website: www.artism.com

Business: online business-to-business service

Delegates: Claire Stern - marketing manager; Jamie Eldon - director of sales; Mark Brooks - accounts manager music

Stand number: 5.35

Hotel: Hotel Universe

### ENTERPRISE IRELAND

Merrion Hall, Strand Road, Sandymount, Dublin 4. Tel: 3531 2066244 Fax: 3531 2066497

E-mail: michael.kenna@enterprise-ireland.com

Website: www.enterprise-ireland.com

Business: industry organisation

Delegates: Michael Kenna - executive

Stand number: R38.09

### THE FANTASTIC CORPORATION

St Andrew's House, West Street, Woking,



Surrey GU21 1EB. Tel: 01483 770 076 Fax: 01483 772262

Website: www.fantastic.com

Business: distributor

Delegates: Sheila Harrison - director of marketing

Stand number: R31.08

### FIRST BUDGET INTERNATIONAL

Units 9/10, Sutherland court, Tolpits Lane, Watford, Herts WD1 8SP. Tel: 01923 712235 Fax: 01923 778253

E-mail: timemus@time.stech.co.uk

Website: www.time-music.co.uk

Business: import/export/record company

Delegates: Alan Green - managing director

Stand number: 19.06

### GRAMOPHONE PUBLICATIONS

38-42 Hampton Road, Teddington, Middx TW11 0JE. Tel: 020 8852267 5017 Fax: 020 8267 5866

E-mail: robert.franklin@haynet.com

Website: www.gramophone.co.uk

Business: newspapers/magazines

Delegates: Wendy Stonebridge

Stand number: R31.31

### GREENSLEEVES RECORDS

Unit 14 Metro Centre, St John's Road, Isleworth, Middx TW7 6NJ. Tel: 020 8758 0564 Fax: 020 8758 0811

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**Tel:** 020 8810 9050 Fax: 020 8810 9081  
**E-mail:** info@recordreview.co.uk  
**Website:** www.recordreview.co.uk  
**Business:** Magazine publisher  
**Delegates:** Barry Irving - publisher; Maire Taylor - production editor  
**Stand numbers:** R28.07

**JAZZ DEVELOPMENT TRUST**  
 c/o 18 Carthorpe Road, London W6 0DX.  
**Tel:** 020 8741 1752 Fax: 020 8741 4540  
**E-mail:** info@jazzdev.demon.co.uk  
**Business:** industry organisation  
**Delegates:** Jonathan Abbott - jazz editor  
**Stand number:** R27.07  
**Hotel:** Solihull

**K-TEL ENTERTAINMENT (UK)**  
 K-Tel House, 12 Fairway Drive, Greenford, Middle UBS SPW. Tel: 020 8566 6789 Fax: 020 8575 2254  
**E-mail:** pat@k-tel-uk.com  
**Business:** record company  
**Delegates:** Yasmin Faria - licensing and export manager; Janie Webb - general manager  
**Stand number:** 26.92

**KARTEL SOFTWARE**  
 Manhattan House, 140 High Street, Crowthorne, Berks RC4S 7AX. Tel: 01344 772727 Fax: 01344 772826  
**E-mail:** info@kartel.co.uk  
**Website:** www.kartel.co.uk  
**Business:** computer services  
**Delegates:** Simon Peters - managing director  
**Stand number:** 9.08

**KOCH INTERNATIONAL**  
 Charlotte House, 37 Little Ealing Lane, London W5 AER. Tel: 020 8832 1800 Fax: 020 8832 1813  
**E-mail:** scanver@kochintl.co.uk  
**Website:** www.kochintl.co.uk  
**Business:** distributor/publisher/record label  
**Delegates:** Rashmi Palani - managing director; Simon Carver - head of sales & marketing; Michael Jones - label manager  
**Stand number:** R35.21

**LASGO EXPORTS**  
 Unit 2, Chippingwood Park Industrial Estate, 378-388 High Road, London NW10 2DY. Tel: 020 8459 8500 Fax: 020 8451 5555  
**E-mail:** info@lasgo.co.uk  
**Business:** distributor  
**Delegates:** Nick Lassman - director; Peter Lassman - managing director  
**Stand number:** 11.18  
**Hotel:** Majestic

**LIQUID AUDIO EUROPE**  
 10 Greycoat Place, London SW1P 1SB. Tel: 020 7960 6685 Fax: 020 7960 6100  
**E-mail:** enquiries@liquidaudio.com  
**Website:** www.liquidaudio.com  
**Business:** online distributor  
**Delegates:** Kevin Malone - vice president European business development; Charlie Carrington - head of marketing  
**Stand number:** R34.01

**MADGE WEB**  
 Wexham Springs, Framewood Road, Wexham, Slough SI3 6PI. Tel: 01753 661586 Fax: 01753 661149  
**Business:** internet company  
**Delegates:** Robert Madge - chairman and CEO  
**Stand number:** 26.07

**MINISTRY OF SOUND RECORDINGS**  
 103 Goun Street, London SE1 6DP. Tel: 020 7378 6528 Fax: 020 7403 5348  
**Website:** www.ministryofsound.com  
**Business:** record label, etc.  
**Delegates:** Matt Jagger - managing director; Sarah Moore - marketing director; Ben Cook - head of A&R  
**Stand number:** 03.24/05.27

**MRA INTERNATIONAL**  
 14 Chamola Close, Sawston, Cambridge CB2 4UL. Tel: 01223 836041 Fax: 01223 836041  
**E-mail:** uk@mramike@angloball.net  
**Website:** www.mragroup.com.au  
**Business:** record company/distributor  
**Delegates:** Michael Diplock - international manager  
**Stand numbers:** 21.01  
**Hotel:** private apartment

**MUSICBANK**  
 Leek House, Main Road, Filby, Great Farmouth, Norfolk NR29 3AA. Tel: 01493 365959 Fax: 01493 365970  
**E-mail:** apw@musicbank.co.uk  
**Website:** www.musicbank.co.uk  
**Business:** audio/video rackers  
**Delegates:** Anthony Walsh - managing director  
**Stand number:** 9.35

**MUSIC MANAGERS FORUM**  
 1 Glenhorne Mews, T15 Glenhorne Road, London W6 0JJ. Tel: 020 8741 2555 Fax: 020 8741 4856  
**E-mail:** info@ukmmf.net  
**Website:** www.ukmmf.org  
**Business:** industry organisation  
**Delegates:** Keith Harris - chairman; Peter Jenner - director; Gary McClaren - director  
**Stand numbers:** 23.11  
**Hotel:** Majestic

**MUSIC PUBLISHERS ASSOCIATION**  
 18-20 York Buildings, London WC2N 6JU. Tel: 020 7839 7779 Fax: 020 7839 7776  
**E-mail:** mpa@musicpublishers.co.uk  
**Business:** industry organisation  
**Delegates:** Tom Bradley - president; Sarah Faulder - chief executive  
**Stand number:** 17.02

**MUSIC WEEK/MBI/FONO**  
 4th Floor, 8 Montague Close, London SE1 9UR. Tel: 020 7940 8500 Fax: 020 7407 7057  
**Business:** publisher  
**Delegates:** Steve Redmond - publisher; Julian Clark - sales director; Ajax Scott - editor; Music Week; Susan Nurdeste - editor; MBI, Martin Talbot - editor; Fono; Judith Rivers - UK sales manager; Matthew Tyrrell - international sales manager  
**Stand number:** R34.03

**NAKAMICHI CD/DVD SAMPLING STATIONS**  
 8th Floor, Hayes Gate House, 27 Uxbridge Road, Hayes UB3 2JS. Tel: 020 8581 9188 Fax: 020 8581 9151  
**E-mail:** www.nakamichi.com  
**Website:** www.nakamichi.com  
**Business:** manufacturer of high-end audio/video entertainment systems  
**Delegates:** John Skinner  
**Stand number:** 7.35

**NAVARS RECORDS**  
 22 Sherwood Road, London NE1 1AD. Tel: 020 8203 2553 Fax: 020 8203 2542  
**Business:** record company  
**Delegates:** Vihabkar Badi - managing director  
**Stand number:** R29.22

**NETBEAT MUSIC**  
 Olympic House, 317-321 Latimer Road, London W10 6RA. Tel: 020 8962 9270 Fax: 020 8962 9279  
**E-mail:** cike@netbeat.com  
**Website:** www.netbeat.com  
**Business:** e-commerce site; online distributor  
**Delegates:** Stephanie Hunt - CEO; Eike Cummings - director of artist development  
**Stand number:** 24.12

**NEWSOUND 2000**  
 Moondown House, Burgate, Fordingbridge, Hants SP6 1LY. Tel: 01725 514411 Fax: 01725

512913  
**E-mail:** colin@newsound2000.com  
**Website:** www.newsound2000.com  
**Business:** licensing  
**Delegates:** Colin Ashby - managing director  
**Stand number:** 7.23  
**Hotel:** Gray D'Albion

**NEW STATE ENTERTAINMENT**  
 Unit 2A, Queens Studios, 121 Salebury Road, London NW6 4AG. Tel: 020 7372 4474 Fax: 020 7328 4447  
**E-mail:** info@newstate.co.uk  
**Website:** www.newstate.co.uk  
**Business:** record company  
**Delegates:** Tony Pleyer - general manager media division  
**Stand number:** 4.17  
**Hotel:** Holiday Inn

**NEW WORLD MUSIC**  
 The Barn, Becks Green, St Andrews, Beccles, Suffolk NR43 8NB. Tel: 01986 781 682 Fax: 01986 781 645  
**Business:** publisher/record company  
**Delegates:** Neil Worgan - chairman; Jeff Stewart - managing director; Michael Henessey - music and media managing director; Adrian Sampson - international sales manager  
**Stand number:** R32.18

**NORTH STAR MUSIC PUBLISHING**  
 PO Box 868, Cambridge CB1 6SJ. Tel: 01223 890908 Fax: 01223 890471  
**E-mail:** nmsinfo@aol.com  
**Website:** www.northstarmusic.co.uk  
**Business:** publisher  
**Delegates:** Grahame Maclean  
**Stand numbers:** 6.32

**NYC ARTS**  
 The Forum, 74-80 Camden Street, London NW1 0EG. Tel: 020 7388 3833 Fax: 020 7383 5332  
**Website:** www.nycarts-vt.com  
**Business:** video producer and distributor  
**Delegates:** John Kellner - managing director; Clive Sugars - head of video & new media; Simon Abbas - PR & marketing manager  
**Stand number:** R32.39

**OLIVER BOOKS**  
 16-18 Wimbledon Stadium, Business Centre, Riverside Centre, London SW17 0DB. Tel: 020 8879 3945 Fax: 020 8879 0792  
**E-mail:** sales@oliverbooks.co.uk  
**Website:** www.oliverbooks.co.uk  
**Business:** book publisher  
**Delegates:** Peter Fenton - managing director  
**Stand number:** 15.3

**ON DEMAND DISTRIBUTION**  
 Broad Quay House, Prince Street, Bristol BS1 4DJ. Tel: 0117 905 8746 Fax: 0117 905 8828  
**E-mail:** onsd2.co.uk  
**Website:** www.onsd2.co.uk  
**Business:** internet company  
**Delegates:** Charles Grimdale - CEO  
**Stand number:** R33.12

**ONLINE CLASSICS AND IAMBIC PRODUCTIONS**  
 31 Eastcastle Street, London W1W 8DL. Tel: 020 7436 1400 Fax: 020 7637 7084  
**E-mail:** chris@iambicproductions.com  
**Website:** www.onlineclassics.com  
**Business:** e-commerce and production company  
**Delegates:** Chris Hunt - chief executive  
**Stand number:** R32.31

**PEERMUSIC**  
 Peer House, 8-14 Verulam Street, London WC1X 8LZ. Tel: 020 7404 7200 Fax: 020 7404 7004  
**Business:** Publisher  
**Delegates:** Nigel Elderton - vice president

**Website:** www.easynet.co.uk/greensleeves  
**Business:** record company  
**Delegates:** Chris Sedgwick - managing director  
**Stand number:** 4.34  
**Hotel:** Hotel Embassy Cannes

**H2O MUSIC**  
 3 Blackburn Road, London NW6 1RZ. Tel: 020 7328 8283 Fax: 020 7328 9037  
**E-mail:** HH0@dal.pipex.com  
**Business:** record company/import/export  
**Delegates:** Sue Pilina  
**Stand number:** 11.23

**HHO LICENSING**  
 3 Blackburn Road, London NW6 1RZ. Tel: 020 7328 8283 Fax: 020 7328 9037  
**E-mail:** HH0@dal.pipex.com  
**Business:** record company/licensing/export  
**Delegates:** Henry Hasday - chairman  
**Stand number:** 11.19

**INDEPENDENT MUSIC GROUP**  
 Independent House, 54 Larkhall Road, London E4 6DR. Tel: 020 8523 9000 Fax: 020 8711 8868  
**E-mail:** erich@independentmusicgroup.com  
**Business:** publisher  
**Delegates:** Catherine Bastien  
**Stand number:** 25.07  
**Hotel:** private apartment

**INTERNATIONAL RECORD REVIEW**  
 1 Haven Green, Ealing, London W5 2UL.



# UK EXHIBITORS

Europe, creative affairs  
Stand numbers: R36.13

**PEOPLESOUND.COM**  
20 Orange Street, London  
WC2H 7NN. Tel: 020 7766 4000  
Fax: 020 7766 4001  
E-mail: enquires@peoplesound.com  
Website: www.peoplesound.com  
Business: music internet site  
Delegates: Ernesto Schmitt - president;  
Mathias Gibson - managing director  
Stand number: 11.2

**PEGASUS**  
Unit 9, Brook Trading Estate, Deadbrook  
Laos, Aldershot, Hants GU12 4XB. Tel: 01252  
350173 Fax: 01252 350 171  
E-mail: denis@eagle-rock.com  
Website: www.eagle-rock.com  
Business: record company/distributor  
Delegates: Dennis Lloyd - managing director  
Stand number: 3.21

**PINNACLE ENTERTAINMENT**  
Electron House, Cray Avenue, St Mary  
Cray, Orpington, Kent BR5 3RJ. Tel: 01689  
870 522 Fax: 01689 521 741  
E-mail: firstname.lastname@pinnacle-  
records.co.uk  
Website: www.pinnacle-records.co.uk  
Business: Traditional and online distributor  
Delegates: Steve Mason - chairman; Tony  
Powell - managing director; Mark Hutton -  
commercial head of new media development  
Stand number: 07.19

**PLANET MEDIA AND ENTERTAINMENT (UK)**  
14 Harley Street, London W19 9PQ. Tel: 020  
7291 0350 Fax: 020 7323 9371  
E-mail: sales@pmuk.com  
Business: record company/licensing/  
distribution  
Delegates: Beverly King - managing director  
Stand number: 5.58

**POPWIRE**  
Unit 21, Suite 11, 189 Munster Road,  
London SW6 6A. Tel: 020 761 0611 Fax: 020  
7611 0622  
E-mail: info@popwire.com  
Website: www.popwire.com  
Business: music internet site  
Delegates: Andar Andersson - co-founder and  
CEO  
Stand number: 3.36  
Hotel: Solist Mediterranean and the Radisson  
SAS Montfleur

**PRIMATE RECORDINGS**  
340 Athlon Road, Alpton, Middlesex HAQ  
18X. Tel: 020 8601 2200 Fax: 020 8998 1559  
E-mail: music@primedistribution.co.uk  
Website: www.primedistribution.co.uk  
Business: record company  
Delegates: Mark Cooper - director; John  
Warwick - director  
Stand number: 7.34

**PRIME MUSIC PUBLISHING**  
340 Athlon Road, Alpton, Middlesex HAQ  
18X. Tel: 020 8601 2200 Fax: 020 8998 1559  
E-mail: music@primedistribution.co.uk  
Website: www.primedistribution.co.uk

Business: distributor  
Delegates: Dave Rowe - label manager  
Stand number: 7.36

**PRISM LEISURE CORPORATION**  
Unit 1, Devonex Business Centre, Dundee  
Way, Kirkfield, Middlesex. Tel: 020 8804 8100 Fax:  
020 8805 8001  
E-mail: simon@prismles.com  
Business: distributor  
Delegates: Geoff Young - chairman; Steve Brick  
- label director; Simon Checketts - sales  
director  
Stand numbers: 9.02

**RECEIVER RECORDS**  
Regent House, 1 Pratt Mews, London  
NW1 0AD. Tel: 020 7627 6877 Fax: 020 7627  
6746  
Website: www.royjan-records.com  
Business: record company  
Delegates: Colin Newman - chairman  
Stand number: 07.31

**RECORDSTORE/DANCEMUSIC.COM/AUTOMATIC & TRANSIENT RECORDS**  
129 Canalot Studios, 222 Kennal Road,  
London W10 5BN. Tel: 020 8964 9020 Fax:  
020 8960 5741  
E-mail: mark@recordstore.co.uk



Website: www.recordstore.co.uk/  
DanceMusic.com/www.automaticrecords.co.uk/  
Stand number: www.transient.com  
Business: online retailer  
Delegates: Russel Coutlar - CEO; Tony  
Matthews - CEO  
Stand number: R34.07

**RICALS**  
Suites 1-3, Mortimer Street, London  
WIN 7TA. Tel: 020 7544 6811 Fax: 07971  
046159  
E-mail: mail@rical.com  
Website: www.rical.com  
Business: internet company  
Delegates: Richard Corbett - managing director  
Stand number: 5.15  
Hotel: Ligure

**ROUSE & CO**  
The Isis Building, Thames Quay, 193  
Harsh Wall, London E14 9SG. Tel: 020 7345  
8888 Fax: 020 7345 4555  
E-mail: ruper@iprights.com  
Website: www.iprights.com  
Business: intellectual property lawyers  
Delegates: Richard Ross-MacDonald - managing  
director  
Stand number: 23.12  
Hotel: Cote Sud

**RM ASSOCIATES**  
46 Great Marlborough Street, London  
W1F 7JW. Tel: 020 7439 2637 Fax: 020 7439  
2316

E-mail: rma@rmassociates.co.uk  
Business: television and video producer/  
distributor  
Delegates: Reinor Moritz - managing  
director; Neil Mundy - director of  
programmes; Heike Horstch - head of co-  
productions; Liliana Lombardero - director  
of TV sales  
Stand number: R31.41

**SANCTUARY RECORDS GROUP**  
A29 Business Park, Leatherhead Road,  
Chessington, Surrey KT19 2NY. Tel: 020 88974  
1021 Fax: 020 98974 2674  
E-mail: info@sanctuaryrecords.co.uk  
Website: www.sanctuarygroup.com  
Business: record company  
Delegates: Joe Cockle - CEO (Sanctuary  
Records Group); Hywel Davies - CEO  
(Sanctuary Music Group); Deke Arlon -  
president (Sanctuary Entertainment Division)  
Stand number: 25.04

**SBI GROUP**  
Oak Lodge Farm, Leighams Road,  
Bincroft, Chelmsford, Essex  
CM3 4HF. Tel: 01245 328683  
Fax: 020 7504 8242  
E-mail: sbi@sbigroup.com  
Business: licensing/distribution

soundtracks  
Delegates: Jim Woodford - managing director  
Stand number: 4.19

**SCOTTISH TRADE INTERNATIONAL**  
120 Bothwell Street, Glasgow G2 7JP.  
Tel: 0141 228 22847 Fax: 0141 221 3712  
Website: www.sti.org.uk  
Business: industry organisation  
Delegates: Lorraine Forbes - marketing  
executive; Sue Hunter - manager southern  
Europe  
Stand number: 16.01

**SFH ENTERPRISES**  
64 Hallmark Trading Estate, Fourth Way,  
Wembley, Middlesex HA9 0PT. Tel: 020 8902  
7666 Fax: 020 8902 7888  
E-mail: farah@sfbuk.com  
Website: www.sfbuk.com  
Business: manufacturer  
Delegates: Farah Nissa  
Stand number: 9.29  
Hotel: Hilton

**SCOTDIS, BGS PRODUCTIONS**  
Newtown Street, Kilsyth, Glasgow G65  
0IX. Tel: 01236 821084 Fax: 01236 826900  
E-mail: nscot@scotdis.co.uk  
Business: licensing/distribution/  
soundtracks  
Delegates: Dougie Stevenson - managing  
director; Bill Garden - director  
Stand number: 12.12  
Hotel: Savoy

**SILVA SCREEN RECORDS**  
3 Frowde Place, London NW1 9PH. Tel:  
020 7428 5500 Fax: 020 7482 2385  
E-mail: info@silvascreen.co.uk  
Business: record company  
Delegates: Reynold D'Silva - managing director  
Stand number: R34.10  
Hotel: Univers

**STARTLE**  
18-21 Cavaye Place, Fulham Road,  
London SW9 9PT. Tel: 020 7341 0999  
Website: www.startle.com  
Business: e-commerce and distribution  
company  
Delegates: Terry McNally - business  
development manager; Annette Mitchell -  
e-business manager; James Butler - marketing  
manager  
Stand number: 3.7

**STARTLE 24-7/ STARTLE LIGHTNING EXPORT**  
Units 3-4, Northgate Business Centre, Crown  
Road, Enfield EN1 1TG. Tel: 020 8805 8005  
Fax: 020 8805 9702  
Website: www.startle.com  
Business: distributor  
Delegates: (Startle 24-7) Matt Cannon -  
director; David Stanton - sales and marketing  
director; (Startle Lightning Export) Graham  
Lambdon - director  
Stand number: 11.18

**TIN PAN ALLEY MUSIC**  
The Chrysalis Building, 13 Bramley  
Road, London W10 6SP. Tel: 020 7465 6203  
Fax: 020 7465 6318  
E-mail: peter@chrysalis.co.uk  
Website: www.globalmusicgroup.co.uk  
Business: publisher  
Delegates: Peter Knight - general manager;  
Steve Lewis - CEO music division chrysalis  
group  
Stand number: 9.03  
Hotel: Splendid

**TOTAL HOME ENTERTAINMENT**  
Rosevale Business Park, Newcastle  
under Lyme, Stoke on Trent Staffs S15 7QT.  
Tel: 01782 566566 Fax: 01782 580402  
E-mail: soo.turlock@the.co.uk  
Website: www.the.co.uk  
Business: distributor  
Delegates: Rob Boyles - manager exclusive  
labels and international; Andy Adamson -  
product controller audio and media  
Stand number: 13.14  
Hotel: Hotel Des Orangers

**UNION SQUARE MUSIC**  
Unit 2, Grand Union Office Park,  
Packet Boat Lane, Cowley, Uxbridge  
UB8 2GM. Tel: 01895 458515  
Tel: 01895 458516  
E-mail: info@unionsquaremusic.co.uk  
Business: record company  
Delegates: Peter Stack - managing director  
Stand number: R31.11

**VIRTUAL MUSIC STORES**  
2 Princes Street, London W1R 7RA. Tel:  
020 7298 6060 Fax: 020 7298 6070  
Business: online music retailer  
Delegates: Adam Turner - managing director;  
Michael Rowlands - commercial director;  
Andrew Bruce - operations director  
Stand number: R34.09

**WINDSONG INTERNATIONAL**  
Electron House, Cray Avenue, St Mary  
Cray, Orpington, Kent BR5 3RJ. Tel: 01689  
836969 Fax: 01689 890388  
E-mail: sales@windsong.co.uk  
Business: exports  
Delegates: David Regg - managing director  
Stand number: 7.19

All listing details were supplied by Midem.



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Merrick Iszatt, Universal Manufacturing & Logistics Ltd. The Ark, 201 Talgarth Road, London W6 8BN  
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**CD AUDIO**

Angela Kaye, Universal Manufacturing & Logistics Ltd. Phillips Road, Blackburn, Lancashire BB1 5RZ  
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- 21 **21** DANCING IN THE MOONLIGHT Toploader  
 13 **22** KOMODO (SAVE A SOUL) Mauro Picotto VC Recordings  
 18 **23** 911 Wyclef Feat. Mary J Blige Columbia  
 19 **24** GRAVEL PIT Wu-Tang Clan Loud Epic  
 15 **25** SUPREME Robbie Williams Ornyx  
 14 **26** STRONGER Britney Spears Jive  
 16 **27** NUMBER 1 Tweemies BBC Music  
 17 **28** DON'T TELL ME Madonna Maverick/Warner Bros  
 20 **29** WALKING AWAY Craig David Wildstar  
 22 **30** NEW YEAR Sugababes London



- 31 ALWAYS REMEMBER TO RESPECT AND HONOUR. DJ Daz Eternal  
 23 **32** WASSUUP Da Muttz Def Soul  
 24 **33** INCOMPLETE Siso  
 34 BOY IS CRYING Saint Etienne Mantra/Beggars Banquet  
 26 **35** ONE MORE TIME Daft Punk Virgin  
 33 **36** MUSIC Madonna Maverick/Warner Bros  
 37 BLACK JESUS Everlast Tommy Boy  
 27 **38** I PUT A SPELL ON YOU Sonique Universal  
 25 **39** PLEASE STAY Kylie Minogue Parlophone  
 32 **40** I JUST WANNA LOVE U (GIVE IT 2 ME) Jay Z Def Jam



# compilations

- 1 **CLUBBERS GUIDE TO 2001** 9 11 NOW DANCE 2001  
 Ministry Of Sound Virgin/EMI  
 2 **THE GREATEST NO.1 SINGLES** 8 12 HARD HOUSE EUPHORIA  
 EMI/Virgin/Universal Nestor TV/BSMG  
 3 **NOW THAT'S WHAT I CALL MUSIC! 4** 11 13 TRANSCENDENTAL EUPHORIA  
 EMI/Virgin/Universal Nestor TV/BSMG  
 4 **R&B MASTERS** 20 14 UK GARAGE - THE ALBUM  
 Columbia Ministry Of Sound  
 5 **HITS 2001** 14 15 THE CLUBBERS'S BIBLE  
 Bmg/jonny/helwan waterloop  
 6 **MUSIC OF THE MILLENNIUM VOL. 2** 5 16 SMASH HITS 2001  
 Virgin/EMI  
 7 **THE CLASSICAL ALBUM 2001** 13 17 HARD HOUSE NATION - 2  
 waterloop  
 8 **THE NEW LOVE ALBUM** 17 18 THE NO.1 MOTOWN ALBUM  
 Virgin/EMI Universal TV  
 9 **CREAM ANTHEMS 2001** 19 19 STEVE WRIGHT'S SUNDAY LOVE SONGS  
 Virgin/EMI Universal TV  
 10 **PURE GARAGE III** 12 20 THE ANNUAL 2001 - JUDGE JAMES ROLL PAUL  
 waterloop Ministry Of Sound

**peoplesound.com top10chart**

The peoplesound.com new music top ten chart

LW	TW	10	1	South Froglies   Studio 5
		11	2	Leoni   Did I Ever (Pop Mix)
		12	3	AC22   Scummy Washier
		13	4	Sophia   Lullaby   Scumbow   All Went Wrong
		14	5	Phat N Bound   The Way
		15	6	Protector   Shining
		16	7	Twicks   Hariged Man
		17	8	Bless Bug   Foo
		18	9	Breeze   Back To Life
		19	10	Mickay   Joe Harte   Without You

www.peoplesound.com/top20  
 Hear the full chart at

- 25 **21** A DAY WITHOUT RAIN Enya WEA  
 16 **22** ROMAN Roman Keating Polydor  
 21 **23** IN BLUE The Corrs Atlantic  
 17 **24** AFFIRMATION Savage Garden Columbia  
 20 **25** THE 50 GREATEST HITS Elvis Presley RCA  
 22 **26** BLUR: BEST OF Blur Fond/Parlophone  
 27 **27** THE BARRY WHITE COLLECTION Barry White Universal TV  
 30 **28** THE HOUR OF BEWILDERBEAST Beahm Drawn Boy XL Recordings  
 29 **29** HEAR MY CRY Sonique Sirrus/Universal  
 46 **30** 2001 Dr Dre Interscope/Polydor



- 31 **31** GOLD - GREATEST HITS The Carpenters A&M/Mercury  
 36 **32** MY WAY - THE BEST OF Frank Sinatra Reprise  
 24 **33** OOPS! I DID IT AGAIN Britney Spears Jive  
 41 **34** CALIFORNIA Red Hot Chili Peppers Warner Bros  
 31 **35** THE VOICE Russell Watson Decca  
 42 **36** ONE TOUCH Sugababes London  
 37 **37** LA LUNA Sarah Brightman/Andrea Bocelli East West  
 32 **38** PERFORMANCE AND COCKTAILS Stereophonics V2  
 38 **39** RISE Gabrielle Go Beat/Polydor  
 34 **40** THE VERY BEST OF - 1980-2000 UB40 Virgin



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# THE OFFICIAL UK CHARTS

## SPECIAL ST

20 JANUARY 2001

### MID-PRICE

This	Last	Title	Artist	Label ( distributor )
1	NEW	PLAYING MY GAME	Lena Maris	Virgin CDV983 (E)
2	5	GREATEST HITS	Eurythmics	RCA PD1495 (BMG)
3	NEW	THE BEST OF GREAT HITS	Mr Pingu	RCA 742181372 (BMG)
4	NEW	TAKE THAT	Take That	RCA 742133550 (BMG)
5	8	TRACY CHAPMAN	Tracy Chapman	Elektra 9360742 (TEN)
6	3	RELATIONSHIP OF COMMAND	At The Drive In	Virgin CDV5194 (E)
7	4	DOOKIE	The Corrs	Reprise 536245022 (TEN)
8	6	MTV UNPLUGGED	142/Jay/Maric/176/465022 (TEN)	Capitol 536245022 (TEN)
9	NEW	HIMNO	Green Day	Reprise 536245022 (TEN)
10	12	PLAYERS IN RHYME	Moby	Mute CSTMUM172 (V)
11	2	MATRIX	Foster & Allen	Telstar Premiere TPFC05508 (TEN)
12	10	GOOD FEELING	Travis	Maverick 536245122 (TEN)
13	12	TOGETHER WITH CLIFF RICHARD	Cliff Richard And The Shadows	EMI CDZM01028 (E)
14	NEW	RUMOURS	Platinum Mac	Warner Bros 5362564 (M)
15	NEW	SCRAMADELICA	Primal Scream	Crescent 4715912 (MMP/1)
16	NEW	LEFTISM	Leftfield	Higher Ground/Hard Hands HANCD02 (M)
17	NEW	OH NO (SENTIMENTAL THINGS)/DILEMMA	So Solid Crew	Real Gone Music/INT (MMP/TEN)
18	NEW	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen/PolyGram GUN11526 (U)
19	NEW	ALL SAINTS	All Saints	London 2894291362 (TEN)

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### BUDGET

This	Last	Title	Artist	Label ( distributor )
1	1	TRUE LOVE - A COLLECTION	Al Green	Music Collection MCD 578 (DSC)
2	2	THE BEST OF	Reel	Music Collection MCD008 (DSC)
3	3	OH NO (SENTIMENTAL THINGS)	So Solid Crew	Real Gone Music/INT (MMP/TEN)
4	4	IT'S MADNESS	Madness	Disky Communications 1127322 (DY)
5	5	ACE OF SPADES	Motorhead	Caslin Pie P1E30003 (P)
6	6	GODFATHER OF SOUL	James Brown	Spectrum 5500462 (U)
7	7	BEST OF	The Human League	Disky Communications 1126822 (DY)
8	10	BEST OF THE 70'S	Dr Hook	Disky Communications 1126942 (DY)
9	9	IT'S MADNESS 20	Madness	Disky Communications 1127382 (DY)
10	NEW	50 CLASSIC PUB SONGS	Various	Silva Screen PUB0500 (KD)

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### R&B SINGLES

This	Last	Title	Artist	Label Cat. No. ( distributor )
1	NEW	LOVE DON'T COST A THING	Jennifer Lopez	Epic 6702282 (TEN)
2	2	WHY	Milo-teq	Inferno CD1918 25 (MMV/V)
3	1	STAN	Enimem	Interscope/PolyGram 1D 57470 (U)
4	2	INDEPENDENT WOMEN PART 1	Destiny's Child	Columbia 6709332 (TEN)
5	3	GRAVEL PIT	Wu-Tang Clan	Loud/Big 6709130 (TEN)
6	4	911	Wyclef feat. Mary J Blige	Columbia 6709255 (TEN)
7	7	INCOMPLETE	Sisqo	Def Jam 5725941 (U)
8	5	WALKING AWAY	Craig David	Wildstar CDVX10 35 (MMV/V)
9	8	I JUST WANNA LOVE U (GIVE IT 2 ME)	Jay-Z	Def Jam 5725941 (U)
10	6	NEW YEAR	Supababes	London 10NCD455 (TEN)
11	9	HEARTBREAK HOTEL	Whitney Houston/Evans/Price	Universal 74321322921 (BMG)
12	13	SHAKE YA ASS	Mykital	Jive 9251522 (P)
13	12	(NOT S**T) COUNTRY MARRIAGE	Nelly	Arista 7432132292 (U)
14	14	BOMBS OVER BAGHDAD	Outkast	LaFace/Arista 7432132292 (BMG)
15	15	NOT MESS WITH MY MAN	Velvin Pearl	Virgin V5C01 1778 (E)
16	11	HOLLER/LET LOVE LEAD THE WAY	Prince Girls	Virgin V5C01 1788 (E)
17	10	NOT THINK I'M NOT	Kandi	Columbia 6709130 (TEN)
18	16	FORGOT ABOUT DRE	Dr Dre feat. Enimem	Interscope/PolyGram 4793422 (U)
19	24	ALL GOOD	De La Soul feat. Chaka Khan	Tommy Boy TRF 21540 (P)
20	22	BY YOUR SIDE	Sade	Epic 6699952 (TEN)
21	21	STILL	Mary J Blige	Epic 6699952 (TEN)
22	23	HYNCINBLE	Cayenne-Ni-Noyaga	Tommy Boy TRF 21540 (P)
23	19	SHOULD I STAY	Gabriello	Go Beats/PolyGram 6012022 (U)
24	20	BODY B BODY	Samartha Mumba	Wald Cat/PolyGram 567772 (U)
25	27	TRY AGAIN	Ashley	Virgin V5C00 10 (E)
26	34	LET'S GET MARRIED	Jeddy Gede	Columbia 6709130 (TEN)
27	NEW	NEXT EPISODE	Dr Dre feat. Snoop Dogg	Interscope/PolyGram (P)
28	28	I WISH	R Kelly	Jive 9251522 (P)
29	17	COME ON OVER BABY (ALL I WANT IS YOU)	Christina Aguilera	RCA 74221799912 (BMG)
30	23	NOT EVEN GONNA TRIP	Honey	1st Avenue/Mercury HUNCD 710 (U)

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### COUNTRY

This	Last	Title	Artist	Label ( distributor )
1	1	COME ON OVER	Shania Twain	Mercury 1708912 (U)
2	2	FAITH & INSPIRATION	Daniel O'Donnell	Ritz RBZCD 717 (BMG/U)
3	3	THE WOMAN IN ME	Shania Twain	Mercury 5229862 (U)
4	4	RED DIRT GIRL	Emmylou Harris	Grapevine GRACD 162 (BMG/U)
5	6	AMERICAN III - SOLITARY MAN	Johann Chast	Columbia 520666 2 (U)
6	5	I AM SHELBY LYNNE	Shelby Lynne	Mercury 546172 (U)
7	8	LONEY GAIL	Lonestar	Grapevine/BMG 678636782 (RMG/BMG)
8	7	BREATHE	LeAnn Rimes	Warner Brothers 247322 (Impert)
9	9	WILD & WICKED	Shania Twain	Rvp RVPWCD1182 (BMG)
10	11	WIDE OPEN SPACE	Dixie Chicks	Epic 4894822 (TEN)
11	12	FLY	Dixie Chicks	Epic 5485132 (TEN)
12	10	I'LL BE	Reba McEntire	Mercury 5229862 (U)
13	13	SITTING ON TOP OF THE WORLD	LeAnn Rimes	MCA Nashville 1701442 (U)
14	14	WHEN SOMEBODY LOVES YOU	Arista Nash/gramwin 74321811782 (BMG)	
15	15	HARDEST PART	MCA Nashville 1701442 (U)	
16	20	SONS OF INSPIRATION	Daniel O'Donnell	Ritz RBZCD 709 (BMG/U)
17	NEW	BURN	Deepest Blue	Carli/London 857384202 (TEN)
18	16	TOMORROWS SOUNDS TODAY	Dwight Yoakam	Reprise 536245122 (TEN)
19	18	LOVE WILL ALWAYS WIN	Faith Hill	Warner Bros 536245122 (TEN)
20	19	I HOPE YOU KNOW	LeAnn Rimes	MCA Nashville 1708922 (U)

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### ROCK

This	Last	Title	Artist	Label ( distributor )
1	2	CRUCIAL STARSHIP AND THE HOT GODS	Limp Bizkit	Interscope 407382 (U)
2	1	PARACHUTES	Coldplay	Parlophone 527382 (E)
3	3	INFEST	Papa Roach	Dreamworlds/PolyGram 4076222 (U)
4	4	HYBRID THEORY	Linkin Park	Warner Brothers 53647752 (TEN)
5	4	CONSPIRACY OF ONE	The Offspring	Columbia 4964192 (TEN)
6	5	WIMPID	Green Day	Reprise 536245122 (TEN)
7	7	THE MATRIX (OST)	Various	Maverick/Warner Bros 536245122 (TEN)
8	6	WARNING	Reprise 536245122 (TEN)	
9	10	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen/PolyGram GUN11526 (U)
10	9	HOPE YOU KNOW	Marilyn Manson	Nothing/PolyGram 4096922 (U)

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### DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. ( distributor )
1	NEW	CAMELS	Santitas	Incentive CENT 157 (MMV/TEN)
2	NEW	WHY	Milo-teq	Inferno TRF28 25 (MMV/V)
3	3	TOUCH ME	Ru Da She feat. Cassandra Kiana/Arista/KMDTOR (BMG/U)	
4	NEW	NEEDIN' YOU II	David Morales pt. The Face feat. J Roberts	Manifesto FESX 3 (U)
5	NEW	LOVE DON'T COST A THING	Jennifer Lopez	Epic 6702282 (TEN)
6	NEW	EVERYTHING HAS CHANGED	DJ Red	True Playz TPR1205 (SBR)
7	1	KOMODO (SAVE A SOUL)	Mouzo Ptting	VC Recordings VCRTS (E)
8	2	WINDY (I'M) FEELING HOT/TIGHTEN	M Dubs feat. Lady Saw	Telstar 7545312 (SBR)
9	NEW	HAVE A NICE DAY	Florgarson	Closest Records CL0552 (ADD)
10	NEW	IT'S A GOOD LIFE	Cevin Fisher	Wordplay WBQTY 022 (U)
11	10	10 10	Various	Moving Shadow SHADW1006 (SBR)
12	3	COMING HOME	Warren K feat. Lee O	FIL FL003 (SSD)
13	NEW	WE WILL SURVIVE	Warp Brothers	Dot Or Die 005156 (Impert)
14	NEW	INVINCIBLE	Cayenne-Ni-Noyaga	Tommy Boy TRF 21540 (P)
15	NEW	ALWAYS REMEMBER TO RESPECT ...	Dusted	Gal Beat/PolyGram 600636 (U)
16	NEW	CHANGES	Inmate	Planetus PLATX16 (U)
17	2	HARDBEAT EP 16	Various	Nukelez NUK0208 (ADD)
18	21	UNBELIEVABLE	Lisa Loebes	Trix Taxy TTDY 1387 (ADD)
19	NEW	7 COLOURS	White Lies	Data DATA 157 (MMV/TEN)
20	NEW	ALL GOOD	De La Soul feat. Chaka Khan	Tommy Boy TRF 2154 (P)

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### DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. ( distributor )
1	8	LYRICIST LOUNGE VOL. 2	Various	Rawkus R226123 (U)
2	2	STANKONIA	Quakest	LaFace/Arista 73002620121 (BMG)
3	NEW	THE LAST MEAL	Snoop Dogg	Priority CDPT1399 (E)
4	NEW	OH NO (SENTIMENTAL THINGS)	So Solid Crew	Real Gone Music/INT (MMP/TEN)
5	4	THE W	Wu-Tang Clan	Wu-Tang Clan
6	3	PEEL SESSION 2	Autatche	Warp WAP150 (U)
7	NEW	MAMA'S SON	Erykah Badu	Motown/Int. Island 1525292 (U)
8	NEW	2001	Dr Dre	Interscope/PolyGram 4904861/4904864 (U)
9	NEW	MUSIC	Madonna	Maverick/Warner Bros 536245122 (U)
10	NEW	RULE 3.36	Ju Re	Def Jam 5429342 (U)

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### MUSIC VIDEO

This	Last	Title	Label Cat. No.
1	2	STEPS: Live At Wembley	Jive 925205 (E)
2	1	WESTFLE: Coast To Coast	RCA 71429191513 (E)
3	3	VARIOUS ARTISTS: Hip Hop Concert Up In Smoke	Eagle Vision VE155 (U)
4	5	ROBBIE WILLIAMS: Rock DJ	Chrysalis 4920723 (E)
5	6	ORIGINAL CAST RECORDING: Jesus Christ Superstar	Universal Video VU 97620 (E)
6	3	BRITNEY SPEARS: In The Wild	Jive 925275 (E)
7	4	MICHAEL FLATLEY: Go! - A Celebration Of	VA 749330 (E)
8	12	BOYZONE: By Request Their Greatest Hits	VA 6743203 (E)
9	10	RUNAN KEATING: Live At The Albert Hall	VA 6743203 (E)
10	11	BOYZONE: 2000 Live From The Point	VA 678384 (E)

This	Last	Title	Label ( distributor )
1	10	SHANIA TWAIN: The Platinum Collection	Universal Video 0738203 (U)
2	9	CLIFF RICHARD: Countdown	Video Collection VCD132 (U)
3	13	OSBIS: Familiar To Millions	Big Brother BBV201205 (U)
4	16	ROBBIE WILLIAMS: Where Every Dare	Chrysalis 49235 (U)
5	18	THE CORRS: Live At Lansdowne Road	Warner Music Video WVC2531203 (U)
6	15	MICHAEL BALL: This Time It's Personal	Universal Video 0735132 (U)
7	17	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Universal Video 0156833 (U)
8	14	AT: At The Picture	Epic 492514 (U)
9	NEW	SHANIA TWAIN: Live	Universal Video 0200712 (U)
10	NEW	VARIOUS ARTISTS: Andrew Lloyd Webber-Celebration	Columbia Video 1005451 (U)

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MUSIC WEEK 20 JANUARY 2001

20 JANUARY 2001



## COOL CUTS CHART

as featured on the Top 40 Saturday night show on Radio 100 and Every Day City Network

	Artist	Label
1	FREE AT LAST Simon Phillips (Previously featured on our list after a hiatus from Radio 100, but back on the charts with a new single)	Venill Addictive
2	MUZIA Trisco (A new single from the artist's new album in a starring role)	Star Line Record
3	I WANNA BE YOU Chocolate Puma (A new single from the artist's new album in a starring role)	Cream
4	THE QUESTION Future Shock (Previously featured on our list after a hiatus from Radio 100, but back on the charts with a new single)	Fajr
5	RESPECT THE COCK A Small Flat One (A new single from the artist's new album in a starring role)	White Label
6	THE ENERGY Astrax (Previously featured on our list after a hiatus from Radio 100, but back on the charts with a new single)	Defected
7	SLYNUS Slynus (A new single from the artist's new album in a starring role)	VA Recordings
8	STARBUCK D BIRN vs Level 42 (A new single from the artist's new album in a starring role)	Peppermint Jam
9	DJ SPINNI Punk Chic (A new single from the artist's new album in a starring role)	White Label
10	WELCOME TO THE JUNGLE Thick Dick (A new single from the artist's new album in a starring role)	Sandooz
11	NEW YORK FM Breeder (A new single from the artist's new album in a starring role)	Rhythmic Syndicate
12	DIRTY BEATS Real Size (A new single from the artist's new album in a starring role)	Tal'kin' Loud
13	SURRENDER Prospect Park (A new single from the artist's new album in a starring role)	Z Records
14	LOST VAGUENESS Ultra Salints (A new single from the artist's new album in a starring role)	Echo
15	900 DEGREES Ian Pooley (A new single from the artist's new album in a starring role)	VZ
16	PLAYA NO M Lina (A new single from the artist's new album in a starring role)	Atlantic
17	WAIT UNTIL THE MORNING Haze (A new single from the artist's new album in a starring role)	Esteros
18	QUESTIONS David Forbes (A new single from the artist's new album in a starring role)	Eve
19	THE 'EM Sobach (A new single from the artist's new album in a starring role)	Sabtech
20	STARCATCHING Girl Brother Brown (A new single from the artist's new album in a starring role)	BBR

## URBAN TOP 20

1	LOVE DON'T COST A THING Jennifer Lopez	Epic
2	THE NEXT EPISODE Pt 2 feat. Snoop Dogg	Atlantic/Interscope
3	STUTTER Joe feat. Mykikal	Alvia
4	POP YA COLLA Usher	LaFace/Arista
5	I JUST WANNA LOVE U Jay-Z	Def Jam
6	BABY WE'RE DANCIN' Ultimate Kaas	UrbanStreet
7	INDEPENDENT WOMEN Queen's Child	Columbia
8	WHEN I LOOK INTO YOUR EYES Maze	Mercury
9	AFTER PARTY Koffee Brown	Arista
10	A LONG WALK Jill Scott	Epic
11	EVERYBODY AMAZING Dawna Hebe feat. Michael McDonald	Interscope
12	E.I. Kelly	Interscope
13	ALL HOOKED UP All Saints	London
14	CASE OF THE EX (WHATCHA GONNA DO) Mya	World Circuit
15	HE LOVES U Outkast	Capitol
16	MRS. JACKSON D'Neen	LaFace/Arista
17	GO AHEAD AND TAKE MY LOVE AS A CHRISTIAN Luv, Baby Love	Def Jam
18	5 IN MY MUSIC Al Jarreau feat. Philé Dawu	World Circuit
19	SHUT UP...AND FORGET ABOUT IT Dane Brown	NWS/Interscope
20	SPACE RIDER Shaun Escoffery	Oyster

## CLUB CHART TOP 40

	Artist	Label
1	INNER SMILE Texas	Mercury
2	BLOOD IS PUMPH'N' Woodoo & Serano	Xtra Hard/XtraVaganza
3	DEFECTED WINTER SAMPLER (EP) Various	Defected
4	BEYOND TIME Blank & Jones	Edel
5	LOVE DON'T COST A THING Jennifer Lopez	Epic
6	ALL HOOKED UP All Saints	London
7	INFINITY CJ Stone	Incentive
8	BORN AGAIN Hitt'n' Pull	Go Beat/Polydor
9	MINE TO GIVE Phoket feat. Robert Owens	Science/Virgin
10	WHOOPI... THERE IT IS BM Dubz presents Mr Rumble/Brazz/Hot/Kee	Incentive
11	CAN'T KEEP ME SILENT Angelic	Serious
12	BEAUTIFUL DAY U2	Island
13	BOY VERSUS GIRL Boom!	London
14	LOVE YOU SOME MORE Cevin Fisher feat. Sheila Smith	Solversive
15	THE LADY BOY IS MINE The Stuntmasters	East West
16	SUNRISE Ratty	Neo
17	BLUE ANGEL Gee Motion feat. Becci Rayne	48K/Perfecto
18	CHASE THE SUN Planet Funk	Virgin
19	THE DARKSIDE Hypetrax	Positiva
20	FEEL THE DRUMS Native	Slinky
21	THE FIELDS OF LOVE ATB feat. York	Club Tones
22	NINE WAYS Jive	frf
23	PLAYED-A-LIVE (THE BONGO SOLO) Safri Duo	Serious/AM:PM
24	EVERYTHING YOU NEED Madison Avenue	VC Recordings
25	PUMP IT UP Potatoes	Substance
26	CELEBRATE OUR LOVE Alice DeeJay	Positiva
27	ONE NIGHT LOVE AFFAIR Angela OJ Love feat. DJ Carika Carika	Naoce
28	IF I EVER FEEL BETTER Phoenix	Source
29	ON THE RADIO Martine McCutcheon	Innocent
30	AMERICAN BOUTY Jakatta	Z
31	NEEDIN' U II David Morales presents The Face feat. Juliet Roberts	Manitesto
32	FEELS SO GOOD Melanie B	Virgin
33	CAMELS Santos	Incentive
34	LECTRONIK Durango 95	Duty Free
35	69 OVERDRIVE Spice	Peppermint Jam
36	HAPPINESS King Britt presents Sykk 130	OVum/Six Degrees
37	TOUCH ME Rui Da Silva feat. Cassandra	kismet/Arista
38	FREETATA Bob Inhibitors	Hoop! Choons
39	EVERYTHING I PLAY Lost 'N' Alive	Rulin
40	SMILE Future Breeze	Nebula

## CLUB CHART BREAKERS

1	BEAUTIFUL STRANGE Bedrock	Bedrock
2	INCH BY INCH Malcom/Duffy	Trade Medium
3	U GET SO GIVE/CHILDREN OF THE SUN Moonface	Bedrock
4	ILLUSION Antartica	Rebel
5	HIGHER & HIGHER Milk & Sugar	1-01
6	STANLEY Albeard	White Label
7	ELEKTRONIKKA Pink Elin & Atom Heart	Platipus
8	QUESTIONS David Forbes	Eve 44
9	LET ME LUV U Tite	Multiply
10	WANT ME Marva King	Subliminal

breakers on the 10 records outside the Top 40 which have registered the most Club Chart charts on the 10 records outside the Top 40 (including releases, Urban, Pop and imports) DJ's records. The Club Chart Top 40 (including releases, Urban, Pop and imports) DJ's records. The Club Chart Top 40 (including releases, Urban, Pop and imports) DJ's records. The Club Chart Top 40 (including releases, Urban, Pop and imports) DJ's records.

## CHART COMMENTARY

by ALAN JONES

The Stuntmasters' cleverly constructed and even more cleverly named The Lady Boy Is Mine - a combination of Moby's Lady and Brandy's Monica's The Boy Is Mine - surges to the top of the Pop Chart this week, leading Martine McCutcheon's On The Radio and Alice DeeJay's Celebrate Our Love unopposed in second and third place, despite both gaining plenty of new support. The Stuntmasters track is surprisingly far less well on the Club Chart, where it makes a modest 20.5 climb.

And showing what a topsy turvy world it is, the new number one Club Chart cut is a commercially released track by a pop band - namely Inner Smile by Texas, which has been given an admirably fine Stonebridge makeover to make it dancefloor-friendly. It also moves 20.9 on the Pop Chart. Another after-the-fact hit is U2's Beautiful Day, which is number 12 on the Club Chart and number 10 on the Pop Chart a couple of months after becoming a sales chart success. The reason for this is the new Quinlity & Serano mix which has been promoted ahead of being included as a bonus track on the band's new single Stuck In A Moment You Can't Get Out Of. The most popular record across the two charts together is by neither the Stuntmasters nor Texas - it's Woodoo & Serano's Blood Is Pump'n', the second single on XtraVaganza's new Xtra Hard Impulse. It traces and leads house music's 1 jumps 8-2 on the Club Chart and 13-4 on the Pop Chart, and should be considered unlikely not to be this week's number one on either or both listings. Given the speed with which the charts change these days, it's unlikely to set a second chance... Still fighting off all comers at the top of the Urban Chart, Jennifer Lopez's Love Don't Cost A Thing only narrowly averted being overtaken by the Dr Dre Feat. Snoop Dogg track The Next Episode, a future smash which is - unusually - one of three hip-hop records currently in the top five. The others are Shut Up by Joe - down a notch to number three, though with a 1.7% increase in support - and Jay-Z's I Just Wanna Love It, which advances 1-5, though with no real impetus. In an otherwise quiet week in the Urban Chart, the only new entry to the Top 10 is Another Level/True Steppers man Dane Brown's forthcoming solo debut Shut Up... And Forget About It, which gains a toehold at number 19.

## POP TOP 20

1	THE LADY BOY IS MINE The Stuntmasters	East West
2	ON THE RADIO Martine McCutcheon	Innocent
3	CELEBRATE OUR LOVE Alice DeeJay	Positiva
4	BLOOD IS PUMPH'N' Woodoo & Serano	Xtra Hard/XtraVaganza
5	2 SERVO AGAIN Hitt'n' Pull	Go Beat/Polydor
6	WHOOPI... THERE IT IS BM Dubz presents Mr Rumble/Brazz/Hot/Kee	Incentive
7	4 4 NOT THAT KIND Anastacia	Mercury
8	6 2 THE RIDGELIGHT Gigi D'Agostino	RCA
9	2 2 INNER SMILE Texas	Mercury
10	BEAUTIFUL DAY U2	Island
11	INFINITY CJ Stone	Incentive
12	EVERYTHING YOU NEED Mr Fingers feat. Mista Rocco	Resilience
13	7 6 HEAVEN & David Morales presents The Face feat. Juliet Roberts	Manitesto
14	9 2 BOY VERSUS GIRL Boom!	London
15	BEYOND TIME Blank & Jones	Edel
16	1 4 IT'S THE WAY YOU MAKE ME Feel Steps	Mercury
17	FRASO Soul Decision	Arista
18	TOUCH ME Rui Da Silva feat. Cassandra	kismet/Arista
19	LIVIN' FOR LOVE Natalie Cole	Elektra
20	FEELS SO GOOD Melanie Cole	Virgin

## New Media Supplements

Online Retailing, Webcasting, E-Distribution, Internet Radio, Viral Marketing...

MUSIC WEEK'S Bi-monthly New Media Supplements provide you with an up-to-date account of everything that's happening in the virtual music business. The first of these supplements will be published in the issue dated February 10 to tie in with Milia; subsequent supplements will be published in April, June, August, October and December.

To place an advertisement contact:  
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Scott Green - 020 7940 8612

Advertising Booking Deadline for New Media 1: Mon Jan 24 2001

## CHART COMMENTARY

by ALAN JONES

The top two singles on the sales and airplay chart are identical for only the sixth time in the last two years, as **Rui Da Silva's Touch Me** and **Jennifer Lopez's Love Don't Cost A Thing** move 82 and 6-1 on the airplay chart. Lopez thus registers a double number one, a less rare feat these days, although **Love Don't Cost A Thing's** tally of 2,158 plays is still far fewer than the 2,517 logged by **Madonna's Don't Tell Me**, which slips to three to accommodate Lopez and Da Silva.

Lopez's previous highest charting airplay hit was her debut single **If You Had My Love**, which peaked at number three, closely followed by **Waiting For Tonight** which reached number four. Both peaked on the sales chart one slot lower than on the airplay chart. In numerical terms, the biggest supporter of Lopez's current smash is **Atlantic 252**, where it was aired 91 times

## AIRPLAY FACTSHEET

- Much-hyped as the first big new act of 2001, **Starsealer's Fever** was serviced to radio last week and managed just 30 plays on its first frame, nine of them from Radio One.
- **Virgin 1215** is providing crucial support for a variety of rock acts at present, airing **Creech's With Arms Wide Open** 38 times and **Arch's Shining Light** 34 times last week, among

others. The station seems to be moving closer to its rock remit than for some time. ● **Third time lucky for My Desire** by **Amira**, which failed to make the **Top 50** when first released in 1997 or when re-issued in 1998. The cult dance hit vaults 100-46 on the airplay chart this week, with 19 plays from Radio One and 250 other spins.

last week (seven times fewer than **Rui Da Silva's** single, which was the station's most-played hit). In audience terms, it was 39 plays from Radio One which mattered most, however, delivering 30.76m listeners for Lopez, or 36.7% of the record's total. **Touch Me** was also played 39 times by Radio One, and the two records shared most-played honours on the station - it's the sixth week in a row at the top of the list for **Touch Me**, an unprecedented run, during which it has been played by Radio One no fewer than 228 times.

All Saints seem to have disintegrated but they're still chasing their fourth number one airplay hit with **All Hooked Up**, which seems untroubled by their recent troubles, moving 18-137 on the airplay chart in the last fortnight. Their first number one airplay hit was **Never Ever** at the beginning of 1998, and they returned to take pole position

twice last year, first with **Pure Shores** and then with **Black Coffee**. If they can top the chart with **All Hooked Up** they will finish their career with a hat trick of consecutive number ones. But they haven't always had great support from radio - their 1998 hit **War Of Nerves** peaked at a lowly number 31 on the airplay chart.

With **All Saints** seemingly on the way out, and our apologies to **Boni**, The **Sugababes** are now London's premier girl group. But their latest single **New Year** has suffered badly from its title, which make it sound like it should be removed from the airwaves at the same time as the Christmas decorations are taken down. As a result, it has slumped 93-49 in the last fortnight, and has diverted programmers attention back to their debut hit **Overload**, which has jumped 73-39-34 in the same period.

The highest of six new entries to the **Top**

50 this week is **Dido's Here With Me**, which jumps 54-31. It's one of those records which is attracting attention from a wide range of stations from rock (Virgin) to dance (Kiss) and was even aired by London religious broadcasters Premier last week. Oddly enough, it has reached number 31 with comparatively little support from the BBC's big guns. Radio One aired it 10 times last week, making it the station's 47th most-played out and Radio Two played it just once. Expect both to increase exposure considerably as the record heads for the **Top 10** of both sales and airplay lists.

**Steps'** number two sales hit **It's The Way You Make Me Feel** finally started to pick up significant airplay last week but although it was aired 820 times, most of its support came from small stations, hence the record is still just shy of the **Top 50** at number 57.

## AT A GLANCE WEEKLY MARKET SHARES



Figure shows Top 10 companies by % of total advertising of the Top 10, and corporate group shares of the Top 10 of advertising of the Top 10.

### MTV

Rank	Artist	Label
1	LOVE DON'T COST A THING Jennifer Lopez	Columbia
2	ROLLIN' Limp Bizkit	Interscope/Polydor
3	NEEDIN' U Ii David Morales/The Face/Juice Roberts	Manifesto
4	ALL HOOKED UP All Saints	London
5	DON'T TELL Me Madonna	Maverick
6	MS JACKSON Outkast	LaFace/Arista
7	El Nelly	Interscope
8	DEMONS Fatboy Slim feat Macy Gray	Skinet
9	NOT THAT KIND Anastacia	Epic
10	STAN Eminem	Interscope/Polydor

Most played videos on MTV UK/Media Research Ltd w/e 18/1/2001  
Source: MTV UK

### THE BOX

Rank	Artist	Label
1	TOX Ant	Interscope/Polydor
2	STAN Eminem	Interscope/Polydor
3	ROLLIN' Limp Bizkit	Epic
4	IT'S THE WAY YOU MAKE ME FEEL Steps	BMG Music
5	ROCK WE FIX IT Bob The Builder	Chrysalis
6	CAN YOU FEEL IT Bob The Builder	RCA
7	WHAT MAKES A MAN Westlife	Epic
8	BOYS BAND	Curb/London
9	CAN'T FIGHT THE MOONLIGHT LeAnn Rimes	Polydor
10	NEVER HAD A DREAM COME TRUE S Club 7	Interscope/Polydor

Most played videos on The Box, w/e 13/1/2001  
Source: The Box

### STUDENT TOP 10

Rank	Artist	Label
1	BUCK ROGERS Feeder	Echo
2	HERE WITH ME Dido	Yamaha
3	ALWAYS REMEMBER TO RESPECT AND... Dusted	Go! Beat
4	STAN Eminem	Interscope/Polydor
5	NEXT YEAR Foo Fighters	RCA
6	DO YA WANNA GO FASTER? The Offspring	Papillon
7	ORIGINAL PRANKSTER The Toppers	Columbia
8	THE NEXT EPISODE Dr Dre	Interscope/Polydor
9	SHINING LIGHT Ash	Infectious
10	DANCING IN THE MOONLIGHT Toploader	52

UK student chart for w/e 19/01/2001  
Compiled by Student Broadcast Network, based on UK student radio chart returns.

### CD UK

Performances:  
Inner Smile  
Teacup, Start Up... And I Forget  
About It Dave Brown; You Make Me Sick Pink; Whole Again Atomic Kitten; To Be Free Emilliano Torrici; Love Don't Cost A Thing Jennifer Lopez  
Videos: **Stick In A Moment You Can't Get Out Of U2**  
Real lineup 13/1/2001

### RADIO ONE PLAYLISTS

**A-LIST** Stan Eminem; Demons Fatboy Slim feat Macy Gray; Love Don't Cost A Thing Jennifer Lopez; All Hooked Up All Saints; Touch Me Rui Da Silva feat. Cassandra; Back Rogers Feeder; What's My Love; Needin' U Ii David Morales presents The Face; Julio Teles; Camels Sants; Shining Light Ash; The Next Episode Dr Dre feat. Snoop Dogg; Everytime You Need Me Front Line Crew; Shining Light Ash; Hotties; Bullitt (All) Ruff Wutz; Umo Bionic; Chase The Sun Planet Funk; Pop Ya Collar; Usher; Snow J772; Oh No Mos Def feat. Pharosane Monch & Nate Dogg; Case Of The Ex Nip

**B-LIST** Inner Smile Teacup; Things I've Seen Spooks; You Make Me Sick Pink; Played-A-Live (The) Roots Sings! Satti Duro; Supreme Robbie Williams; My Desire Amira; The Unknown Mark & Bionic; Dream To Me Dario G; Boom Selection Gerfunk Cruz; American Boy Jahari; One Step Closer Limp Bizkit; To Be Free Emilliano Torrici; **Stick In A Moment You Can't Get Out Of U2**

**C-LIST** The Crystal Lake Grandquidly; Mercury (Can't) Keep Me Silent Angelic; \*Shut Up And Forget About It Dave Brown; \*All I Do (Climax) Emilliano Torrici; Brian Chambers; \*Between Me And You Ruff Wutz; Christina Milian; \*Conversation Interscom Soulwax; \*Fever Starsealer

With Me Dido; El Nelly; Ms Jackson Outkast; Last Resort Papa Roach

RL playlists for week beginning 15/1/2001  
\* Denotes additions

### MTV UK

**PLAYLIST ADDITIONS**  
My Desire Amira; All I Do (Climax) Emilliano Torrici; Brian Chambers; Snow J772; If You're Gone Matchbox 20; Conversation Interscom Soulwax; Things I've Seen Spooks; **Shining Light Ash**; **Sirius**; Grewel Pit Wu Tung Chan; Paradise Kiss; Can't Keep Me Silent Angelic; Spaced Invader Hotties; Danger MySkiak

POP SINGLE OF THE WEEK: All Hooked Up All Saints

### THE PEPSI CHART

Performance: Fatboy Bones; Things I've Seen Spooks; Why Me-Teag; Video: **Teacup**; **Umo Bionic**; **Love Don't Cost A Thing Jennifer Lopez**  
Real lineup 18/1/2001

### RADIO TWO PLAYLISTS

**A-LIST** Where It's Headed Linea Maric; Inner Smile (reax); Sweet Surrender Sarah McLachlan; Road Toppin Red Hot Chili Peppers; On The Radio Martine McCallhoun; \*Stick In A Moment You Can't Get Out Of U2

**B-LIST** Meet The Parents (OST) (album) Various; Just Let Me Be Jennifer Taylor; The Galaxy Kid Steve Earl & Sharon Shannon; The Kousavus Kid (album) Rodney Crowell; Almost Famous (OST) (album) Various; Supreme Robbie Williams; What Makes A Man Westlife; \*Whole Again Atomic Kitten

**C-LIST** Never Had A Dream Come True S Club 7; Little Sparrow (album) Dolly Parton; Who Do

RL playlists for week beginning 15/1/2001  
\* Denotes additions

### CAPITAL RADIO

**Additions**  
Teacup S Good; Melange B; Back Here  
capitol  
Nobody Wants To Be Lonely  
Ricky Martin & Christina Aguilera; Chase The Sun Planet Funk

### TOP POPS

Performance: Inner Smile Teacup; Needin' U Ii David Morales presents The Face feat. Julie Teles; Back Rogers Feeder; **Nobody Wants To Be Lonely** Ricky Martin & Christina Aguilera; **Why Me Teag**; **Touch Me Rui Da Silva** feat. Cassandra; **Love Don't Cost A Thing Jennifer Lopez**  
Draft lineup 18/1/2000



# BEST SELLERS OF 2000 SINGLES TOP 100

## It fixes it to be number one in the for top singles prize of 2000

When 31 singles topped the chart back in 1998 it was a new record. That was subsequently shattered in 1999, when there were 36 singles number ones, and comprehensively beaten again last year, with no fewer than 43 singles taking turns at the top.

The inability of any single to spend even four weeks at number one was but one symptom that last year was not a vintage one for singles overall. Further evidence that the format was in the doldrums was provided by the fact that in the whole year only eight singles managed to sell more than half a million copies, compared to 20 in each of the two previous years. And the biggest of them was, for the first time, was not even by a human being. It was, of course, animated children's TV character Bob The Builder's Can We Fix It, which sold more than 850,000 copies in December to claim the title which had long seemed likely to go to All Saints' Pure Shores.

Bob The Builder's victory follows Britney Spears' triumph in 1999 and gives distributor Pinnacle the number one single for the second year in a row. It is the first single on the BBC label to become the number one of the year, although the Beeb came close in 1998 when Every Little Thing by Nick Berry was number two to the Communards' Don't Leave Me This Way.

The BBC/Pinnacle triumph was fitting, as the indie sector as a whole was buoyant once again, with 28 of the 100 biggest sellers of the year reaching the trade through independent distributors. That is six more than the previous record, set in 1999, and marks the third year in a row that indies have raised their game. No major distributor came near to matching the indies' share. Universal was closest, with 19 records in the Top 100. Pinnacle contributed 15 records to the indies' haul, with its parent company Zomba's flagship Jive label providing nine of them.

The downturn in singles sales slashed the number of acts selling more than 1m singles in the year from nine to five, even though artists were credited for any record which sold more than 120 copies, the number required to reach the survey's cut-off position of 5,000. The number 100 single in 2000 sold just 150,000 copies and would have been ranked 25 places lower in 1999.

The race to see who was the best-selling act of the year was the closest ever, with Westlife just shading it from Eminem and Craig David. The Irish group started the year at number one, ended it at number two and had three further number ones in the intervening months, but still ended up with a comparatively modest tally of 1,243,510 sales. Eminem all but equalled that, with a hip-hop bestseller tally of 1,241,906. And he was only 42 sales ahead of third-placed Craig David, whose tally was boosted by his Artful Dodger collaborations as well as by his own solo career.

The Baha Men enjoyed a lengthy run in the Top 10 with Who's the Dog? Dog, which finished in fourth place for the year with sales of more than 617,000 copies. Even though it did not reach number one, many number one hits sold far fewer than half that tally, with the year's lowest-ranking chart-topper being the Morris Street Preachers' The Masses Against The Classes,



Strong sellers: Bob The Builder, Sonique and the Baha Men (clockwise from above left)

### HOW 2000'S TOP 100 SINGLES BREAK DOWN

#### TOP 100 BY TYPE OF ARTIST



#### TOP 100 BY COUNTRY OF ORIGIN



#### TOP 100 BY GENRE



Group	Top 10	Top 20	Top 40	Top 100
INDIES	3	5	10	28
UNIVERSAL	3	8	10	19
WARNER	1	3	7	13
EMI	3	3	3	11
BMG	0	0	3	10
SONY	0	0	4	10
VIRGIN	0	1	3	9

which sold only 142,000 copies in its life and finished at number 110 for the year. Record companies displayed more restraint than normal in releasing singles; only 6,434 were released in 2000, a decrease of 1,007 over 1999 and the lowest figure since 1994. Those that were released might have sold fewer copies than in recent years but they hung around for longer, averaging 4.63 weeks in the chart compared to the all-time low of 3.45 weeks plumbed in 1997 (see table). Just 845 singles made their chart debut in 2000, 263 fewer than the 1997 peak of 1128, and the lowest tally since 1990, when there were 814 new hits.

Records which did sell in quantity were more likely than ever to have a female vocalist. Female soloists outnumbered male soloists in the Top 100 of the year for only the third time - and beat them well, filling 21 places, compared to the men's 13. Furthermore, of 66 group/duo efforts in the Top 100, 31 of them were predominantly sung by female vocalists, while several of the others were 50/50 duets or instrumentalists. We still prefer foreign women to Brits for some reason. It is more than 20 years

#### TOP 100 BY CORPORATE GROUP



Last year's figures in brackets. Source: C/M/M Research

#### THE 10 HIGHEST WEEKLY SALES

Disc shown is chart date

359,633	Bob The Builder Can We Fix It	(Dec 30)
230,747	Westlife Who Makes A Man	(Dec 30)
214,963	Bob The Builder Can We Fix It	(Dec 23)
202,591	Spiller Grooves (If This Ain't Love)	(Aug 26)
199,307	Robbie Williams Rock DJ	(Dec 23)
199,084	All Saints Pure Shores	(Dec 26)
188,803	Eminem Stan	(Dec 12)
186,306	Sonique It Feels So Good	(Jan 10)
186,305	Bob The Builder Can We Fix It	(Dec 16)
187,859	Fragma Toca's Miracle	(Apr 22)

\* Indicates first week sales

since our girls were more in evidence than their foreign counterparts, and they mustered just seven solo appearances in the Top 100 last year, half of the foreign tally. This is despite the fact that UK acts

#### SINGLES CHART NEW ENTRIES & LIFESPANS 1991-2000

Year	New entries	Average lifespan
1991	888	4.39 wks
1992	1,032	3.77 wks
1993	1,030	3.78 wks
1994	1,101	3.73 wks
1995	1,101	3.54 wks
1996	1,069	3.61 wks
1997	1,128	3.45 wks
1998	1,052	3.70 wks
1999	810	4.36 wks
2000	845	4.61 wks

overall enjoyed a very good year, accounting for 43% of the chart, and increasing their lead over American acts from 9% to 12%. The Anglo-American duopoly used to account for 90% of chart action but the invasion of European acts has reduced this considerably in recent years, reaching a low of 68% in 1999. Both Brits and Yanks

gained ground last year, however, reducing the remainder's share from 31% to 24%.

Despite the best endeavours of disparate bands such as Coldplay and Limp Bizkit, rock music continues to have a low profile on the singles chart. Pop and dance hats fill 72 of the Top 100 places for 2000, while both hip hop and R&B are enjoying rapid growth, leaving rock with just nine representatives in the chart - of which the highest placed is Go Let It Out by Oasis, way down in 36th place, with sales of 280,000. Rock has never had it so bad. Coldplay 80th more than 1m copies of their debut album Parachutes but only just sneaked into the Top 100 of the singles chart at number 93 with the biggest of their three singles, Yellow.

Where two or more artists have collaborated on a single, all have been credited with the full sales of their collaboration. All sales data © C/M Research. All tables and analyses were compiled by Alan Jones. The chart covers the 52 weeks from Sunday January 2, 2000 to Saturday December 30, 2000. Highest position and weeks on chart are for these 52 weeks only.

# BEST SELLERS OF 2000 SINGLES TOP 100

Peak Wks  
pos. on ch. artist

label (distributor)

Peak Wks  
pos. on ch. artist

label (distributor)

1	3	<b>CAN WE FIX IT</b>	Bob The Builder	BBC Music (P)
2	1	16	<b>PURE SHORES</b> All Saints	
3	1	17	<b>IT FEELS SO GOOD</b> Sophie	London (TEN)
4	2	12	<b>WHO LET THE DOGS OUT</b> Baha Men	Universal (U)
5	1	20	<b>ROCK DJ</b> Robbie Williams	Eel (V)
6	1	3	<b>STAN</b> Eminem	Chryslis (E)
7	1	18	<b>TUCA'S MIRACLE</b> Fragma	Interscope/Polydor (U)
8	1	19	<b>GROOVEJET (IF THIS AINT LOVE)</b> Spiller	Positive (E)
9	1	4	<b>NEVER HAD A DREAM COME TRUE</b> S Club 7	Positive (E)
10	1	14	<b>FILL ME IN</b> Craig David	Polydor (U)
11	2	8	<b>REACH</b> S Club 7	W/Star (BMG)
12	1	6	<b>CAN'T FIGHT THE MOONLIGHT</b> LeAnn Rimes	W/Star (BMG)
13	1	15	<b>RISE</b> Gabrielle	Polydor (U)
14	1	15	<b>THE REAL SLIM SHADY</b> Eminem	Dart/London (TEN)
15	1	14	<b>OPPS I DID IT AGAIN</b> Britney Spears	Interscope/Polydor (U)
16	1	16	<b>LADY (HEAR ME TONIGHT)</b> Mado	Jive (P)
17	1	15	<b>7 DAYS</b> Craig David	Polydor (U)
18	1	16	<b>NEVER BE THE SAME AGAIN</b> Melania Cluse Left Eye Lopez	Wildstar (BMG)
19	1	14	<b>AMERICAN PIE</b> Madonna	Virgin (E)
20	4	14	<b>THE BAD TOUCH</b> Bloodhound Gang	Maverick (TEN)
21	2	16	<b>OUT OF YOUR MIND</b> True Steppers/Bowers/Beckham	Geffen (U)
22	1	14	<b>LIFE IS A ROLLERCOASTER</b> Nonan Keating	Naïve/Arista (BMG)
23	2	12	<b>FREESTYLER</b> Bomfunk MCs	Polydor (U)
24	1	19	<b>MUSIC</b> Madonna	Incredibles (TEN)
25	1	5	<b>INDEPENDENT WOMEN</b> Destiny's Child	Maverick (TEN)
26	3	15	<b>SANDSTORM</b> Darude	Virgin (E)
27	1	12	<b>I TURN TO YOU</b> Melanie C	Columbia (TEN)
28	1	11	<b>AGAINST ALL ODDS</b> Mariah Carey feat. Westlife	Dart/London (TEN)
29	1	14	<b>THE THING</b> Sineq	Def Soul (U)
30	1	12	<b>MOVIN' TOO FAST</b> Artful Dodger & Ronan Keating	Keated On (V)
31	1	12	<b>DON'T CALL ME BABY</b> Madison Avenue	VC Recordings (E)
32	1	12	<b>BORN TO MAKE YOU HAPPY</b> Britney Spears	Jive (P)
33	1	13	<b>BREATHLESS</b> The Cars	Atlantic (TEN)
34	5	8	<b>NUMBER 1</b> Tweenies	BBC Music (P)
35	1	8	<b>MY LOVE</b> Westlife	RCA (BMG)
36	1	12	<b>GO LET IT OUT</b> Oasis	Big Brother (BMG/P)
37	2	12	<b>FLOWERS</b> Sweet Female Attitude	WEA (TEN)
38	2	14	<b>KERNKRAFT 400</b> Zombie Nation	Data (SMV/TEN)
39	2	14	<b>WHAT MAKES A MAN</b> Westlife	RCA (BMG)
40	1	15	<b>YOU SEE THE TROUBLE WITH ME</b> Black Legend	Eternal (TEN)
41	1	14	<b>DON'T GIVE UP</b> Chicane feat. Bryan Adams	Xtravaganza (SMV/TEN)
42	1	13	<b>BAG IT UP</b> Geri Halliwell	EMI (E)
43	4	5	<b>OPERATION BLADE (BASS IN THE PLACE)</b> Public Domain	Xtravaganza (SMV/TEN)
44	3	13	<b>TAKE A LOOK AROUND (THEME FROM MI 2)</b> Limp Bizkit	Interscope/Polydor (U)
45	1	13	<b>WE WILL ROCK YOU</b> Five & Queen	RCA (BMG)
46	1	12	<b>SPINNING AROUND</b> Kylie Minogue	Parlophone (E)
47	1	12	<b>DAY &amp; NIGHT</b> Billie Piper	Innocent (E)
48	5	12	<b>SHACKLES (PRAISE YOU)</b> Mary Mary	Columbia (TEN)
49	5	11	<b>SITTING DOWN HERE</b> Lene Marlin	Virgin (E)

50	2	12	<b>GOTTA TELL YOU</b> Samantha Mumba	Wild Card (U)
51	1	11	<b>BOUND 4 DA RELOAD (CASUALTY)</b> Dixie & Neuzino	East West (TEN)
52	3	14	<b>IT'S MY LIFE</b> Ben Jovi	Mercury (U)
53	2	11	<b>I KNOW WHAT'S UP</b> Donell Jones	LaFace/Arista (BMG)
54	6	14	<b>I'M OUTTA LOVE</b> Anastacia	Epic (TEN)
55	3	12	<b>SILENCE</b> Delirium feat. Sarah McLachlan	Nonesuch (P)
56	3	13	<b>BOLLY GROOVE</b> Archelle feat. Nana	Go Beat/Polydor (U)
57	1	9	<b>HOLLER! LET LOVE LEAD THE WAY</b> Spice Girls	Virgin (E)
58	3	10	<b>SEX BOMB</b> Tom Jones & Maussie T	Gut (P)
59	1	11	<b>TAKE ON ME</b> A1	Columbia (TEN)
60	1	12	<b>BLACK COFFEE</b> All Saints	London (TEN)
61	1	12	<b>FOOL AGAIN</b> Westlife	RCA (BMG)
62	3	9	<b>SHE BANGS</b> Ricky Martin	Columbia (TEN)
63	5	11	<b>LUCKY</b> Britney Spears	Jive (P)
64	5	10	<b>SHALALA LALA</b> Vengaboys	Positive (E)
65	3	10	<b>TIME TO BURN</b> Storm	Data (SMV/TEN)
66	3	11	<b>SHOW ME THE MEANING OF BEING LONELY</b> Backstreet Boys	Jive (P)
67	2	10	<b>ALL THE SMALL THINGS</b> Blink 182	NCA (U)
68	6	11	<b>BLOW YA MIND</b> Lock 'N Load	Pepper (P)
69	21	29	<b>AMAZED</b> Lonestar	BNA/Grappine (BMG/SMG)
70	2	10	<b>SKY</b> Scorpions	Universal (U)
71	2	11	<b>SAY MY NAME</b> Destiny's Child	Columbia (TEN)
72	3	5	<b>WALKING AWAY</b> Craig David	Wildstar (BMG)
73	2	10	<b>THE TIME IS NOW</b> Moko	Echo (P)
74	4	10	<b>ON THE BEACH</b> Yoko	Manifesto (U)
75	3	10	<b>SMOOTH</b> Santana feat. Rob Thomas	Arista (BMG)
76	2	11	<b>KIDS</b> Robbie Williams/Kylie Minogue	Chryslis (E)
77	3	10	<b>MOVE YOUR BODY</b> Chai 105	Eternal (TEN)
78	5	12	<b>BABYLON</b> David Gray	East West (TEN)
79	3	8	<b>BYE BYE BYE</b> 'n Sync	Jive (P)
80	5	11	<b>HE WASN'T A MAN ENOUGH</b> Tom Bratton	Arista (BMG)
81	9	15	<b>A LITTLE BIT OF LUCK</b> D.J. Luck & MC Neat	Red Rose (U)
82	4	9	<b>DEEPER SHADE OF BLUE</b> Steps	Jive (P)
83	2	19	<b>RE-REWIND THE CROWD SAY SO</b> Selecta	Artful Dodger
84	2	10	<b>ADELANTE</b> Sade	Rebel/Pub. Domain (SMV/TEN)
85	6	10	<b>STILL DRE</b> Da Brat feat. Shoop Dogg	Motown (BMG)
86	3	10	<b>HEART OF ASIA</b> Watergate	Interscope/Polydor (U)
87	4	12	<b>CAUGHT OUT THERE</b> Kelly Rowland	Positive (E)
88	3	13	<b>WHAT A GIRL WANTS</b> Christina Aguilera	Virgin (E)
89	1	10	<b>STOMP</b> Steps	RCA (BMG)
90	5	12	<b>WHEN I SAID GOODBYE/SUMMER OF LOVE</b> Steps	Jive (P)
91	2	9	<b>I'M OVER YOU</b> Martina McCutcheon	Jive (P)
92	8	12	<b>OOH STICK YOU</b> Sophie & Celeste	Universal (U)
93	4	12	<b>YELLOW</b> Coldplay	Parlophone (E)
94	3	10	<b>THE GREAT BEYOND</b> REM	Worner Bros (TEN)
95	6	11	<b>WOMAN TROUBLE</b> Artful Dodger/R. Craig/David	Pfr (TEN)
96	5	11	<b>JUMPIN'</b> Jumpin' Destination	Columbia (TEN)
97	7	10	<b>WILL I EVER</b> Alicia Keys	Positive (E)
98	3	8	<b>2 FACED</b> Leona Lewis	EMI (E)
99	4	9	<b>BIG BROTHER UK</b> T10 THEM	Eternal Four
100	2	6	<b>ONE MORE TIME</b> Daft Punk	Chance! 4 Music (U)

## TOP 50 BEST-SELLING SINGLES ARTISTS OF 2000

1	WESTLIFE	1.24m	18	FRAGMA	0.53m	35	TOM JONES	0.36m
2	EMINEM	1.24m	19	SISOO	0.53m	36	BILLIE PIPER	0.36m
3	CRAIG DAVID	1.24m	20	TRUE STEPPERS	0.52m	37	DJ LUCK & MC NEAT	0.34m
4	S CLUB 7	1.18m	21	SPILLER	0.52m	38	"N SYNC	0.34m
5	BRITNEY SPEARS	1.06m	22	OASIS	0.51m	39	SAMANTHA MUMBA	0.33m
6	ROBBIE WILLIAMS	0.96m	23	DARUDE	0.48m	40	THE CORRS	0.33m
7	SONIQUE	0.92m	24	RONAN KEATING	0.47m	41	BON JOVI	0.33m
8	MADONNA	0.90m	25	A1	0.47m	42	SASHI	0.32m
9	ALL SAINTS	0.88m	26	VENGABOYS	0.46m	43	CHRISTINA AGUILERA	0.32m
10	BOB THE BUILDER	0.85m	27	LEANN RIMES	0.45m	44	ALICE DEEJAY	0.32m
11	MELANIE C	0.79m	28	BOMFUNK MCs	0.43m	45	CHICANE	0.30m
12	ARTFUL DODGER	0.77m	29	MODJO	0.42m	46	SANTANA	0.30m
13	DESTINY'S CHILD	0.71m	30	MARIAH CAREY	0.41m	47	LENE MARLIN	0.29m
14	GABRIELLE	0.62m	31	BLOODHOUND GANG	0.40m	48	GERI HALLIWELL	0.28m
15	BAHA MEN	0.61m	32	FIVE	0.39m	49	BLACK LEGEND	0.28m
16	KYLIE MINOGUE	0.60m	33	BACKSTREET BOYS	0.39m	50	LIMP BIZKIT	0.28m
17	STEPS	0.59m	34	MADISON AVENUE	0.37m			

Top artists rankings are based on the 5,000 best-selling singles of 2000.

# BEST SELLERS OF 2000 ALBUMS TOP 100

## Beatles cinches top two positions as Britania returns

Something old and something new allowed EMI to claim the top two places in the annual best-sellers list for the first time since 1969. It did so courtesy of The Beatles' 1 and Robbie Williams' Sing When You're Winning.

The Beatles album – the first best released on CD to cover the group's entire career – sold more than 319,000 copies in its first week in the shops, and went on to sell a massive 1.65m copies in the last 48 days of the year. It is the first Beatles album to top the annual rankings in the 31 years since Abbey Road triumphed, and the first compilation of previously released material to emerge as the year's biggest seller since 1994 when Cross Road – The Best Of Bon Jovi was number one.

Robbie Williams was not even alive when The Beatles split up in 1970 but Stoke-on-Trent's most famous son sold 1.6m copies of his third solo album Sing When You're Winning, thereby snatching the runners-up slot at the death from Eminem's The Marshall Mathers LP.

Williams has emerged as a consistent performer since splitting from Take That, with each of his solo albums thus far selling well in excess of 1m copies. I've Been Expecting You was the sixth biggest-selling album last year and fifth in 1998, while Life Thru A Lens was ranked fourth in 1998.

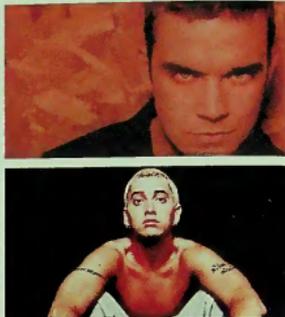
The Beatles and Robbie Williams were also the two biggest-selling albums acts overall in 2000, with The Beatles' back catalogue adding a further 480,000 sales to their tally, to take their total sales for the year to 2.33m. As usual, Sgt Pepper was the star performer of their catalogue, although its sales tally of 66,000 and rank of 205 were both well down on 1999, when it was 131st with 92,000 sales. However, it did up much better, occupying 284th place for the year with sales in excess of 44,000, compared to 228th place and sales of 50,000 in 1999. Altogether 24 albums by The Beatles were ranked among the Top 500 for the year. The only artists with more albums in the list were Bob Dylan and Elvis Presley – joint winners with 36 albums apiece – Bob Marley (29) and Van Morrison (26). The entire list, covering sales down to 1,700 copies, was used for the purpose of our artist rankings.

One of the more remarkable success stories is that of Shania Twain's Come On Over. This March 1998 release was placed 67th in the 1998 rankings after selling 174,000, and topped the 1999 list with a staggering 2,202,000 further sales. It sold another 683,000 last year to claim 20th place in the list.

As well as Twain, Universal has two even longer-running successes to pay the bills. Abbey 3 1992 compilation Gold – Greatest Hits 1963-2000 with 12 platinum discs to its credit and a place in the all-time Top 20, it still managed to sell a further 367,000 copies in the year to claim 41st place.

Meanwhile, Barry White's The Collection, which dates back to 1988, was re-packaged and became a big success again, no doubt helped by the release of Black Legend's cover of White's You See The Trouble With Me. All told, The Collection sold 613,000 in the year, to take 23rd place.

The success of these albums helped



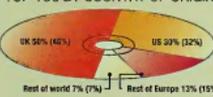
The Beatles, Robbie Williams and Eminem (clockwise from left): the top three best-selling artists of 2000

### HOW 2000'S TOP 100 ALBUMS BREAK DOWN

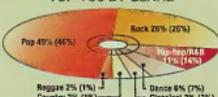
#### TOP 100 BY TYPE OF ARTIST



#### TOP 100 BY COUNTRY OF ORIGIN



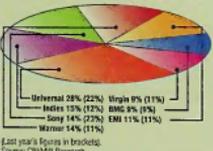
#### TOP 100 BY GENRE



#### NUMBER OF ENTRIES BY CORPORATE GROUP

Group	Top 10	Top 20	Top 40	Top 100
UNIVERSAL	2	6	11	28
INDIES	2	4	6	15
SONY	0	1	6	14
WARNER	1	3	6	14
EMI	3	3	4	11
BMG	2	3	5	9
VERGINO	0	0	2	9

#### TOP 100 BY CORPORATE GROUP



East star's focus in Britain. Source: CIMA Research

#### THE 10 HIGHEST WEEKLY SALES

Date	Chart date	Rank
422,042	Beatles 1	(Dec 30)
*319,126	Beatles 1	(Nov 26)
*313,566	R Williams Sing When You're Winning	(Sep 9)
*311,265	Cash...The Shoulder Of Giants	(Mar 11)
305,245	Westlife Coast To Coast	(Dec 30)
295,602	R Williams Sing When You're Winning	(Dec 30)
283,302	Beatles 1	(Dec 23)
253,553	Beatles 1	(Dec 2)
*245,259	Beatles 1	(Dec 16)
245,511	Madonna Music	(Dec 30)

\* Indicates first week sales

appeared to have lost since 1997, when it held a commanding 67% share of the Top 100 places before dipping to a six-year low of 45% last year.

One of the biggest disappointments of the year was Oasis' Standing On The Shoulder Of Giants, which roared to a first-week sale of more than 311,000 in March but sold only 230,000 in the whole of the rest of the year, to occupy 26th place. Radiohead's Kid A also sold far fewer than the band's previous self-imposed. OK Computer has sold more than 2m copies but the absence of singles or videos for Kid A restricted its sales to fewer than 280,000, resulting in 50th place

#### BIGGEST ALBUMS 1991-2000

- 1991: STARS Simply Red
- 1992: STARS Simply Red
- 1993: BAT OUT OF HELL II – BACK INTO HELL Meat Loaf
- 1994: CROSS ROAD – THE BEST OF Bon Jovi
- 1995: ROSSON & JHOME Robson & Jerome
- 1996: JAGGED LITTLE PILL Alanis Morissette
- 1997: BE HERE NOW Oasis
- 1998: TALK ON CORNERS The Corrs
- 1999: COME ON OVER Shania Twain
- 2000: 1 Beatles

year was Oasis' Standing On The Shoulder Of Giants, which roared to a first-week sale of more than 311,000 in March but sold only 230,000 in the whole of the rest of the year, to occupy 26th place. Radiohead's Kid A also sold far fewer than the band's previous self-imposed. OK Computer has sold more than 2m copies but the absence of singles or videos for Kid A restricted its sales to fewer than 280,000, resulting in 50th place

in the list.

Tracy Chapman's self-titled 1988 debut album was the sixth biggest-selling artist album of its year and has become one of the great perennial. It sold a further 137,937 copies in 2000, missing a place in the Top 100 by one place and 151 sales. Among vintage catalogue albums (original albums issued more than 10 years ago, as opposed to compilations such as Abba's and Barry White's), it was the biggest seller, though it was closely followed by Fleetwood Mac's Rumours (11.2th place with 125,000 sales).

Finally, a hearty pat on the back for our neighbours in Ireland who provide all of the top six albums by artists from the rest of Europe, thanks to Westlife (numbers four and 32), Ronan Keating (number 12), The Corrs (number 16), U2 (number 30) and Enya (number 35). Alan Jones

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# BEST SELLERS OF 2000 ALBUMS TOP 100

Peak	Wks on ch.	Title	Artist	Label (distributor)	Peak	Wks on ch.	Title	Artist	Label (distributor)	
1	1	1	Beatles	Apple (E)	50	1	12	KID A	Radiohead	Parlophone (E)
2	1	17	SING WHEN YOU'RE WINNING	Robbie Williams	51	5	34	S CLUB 7		Polydor (U)
3	1	31	THE MARSHALL MATHERS LP	Eminem	52	3	25	THINGS TO MAKE AND DO	Modisa	Epic (P)
4	1	7	COAST TO COAST	Westlife	53	4	21	GOLD - GREATEST HITS	Carpenters	ASAP (U)
5	1	51	PLAY	Moby	54	11	32	INVINCIBLE	Five	RCA (BMG)
6	1	19	BORN TO DO IT	Craig David	55	4	31	ALL THE WAY - A DECADE OF SONG	Celine Dion	Epic (E)
7	1	9	THE GREATEST HITS	Texas	56	7	22	THE WOMAN IN ME	Shania Twain	Mercury (U)
8	1	24	PARACHUTES	Coldplay	57	10	31	MY WAY - THE BEST OF Frank Sinatra		Reprise (E)
9	1	32	THE GREATEST HITS	Whitney Houston	58	2	14	LIGHT YEARS	Kylie Minogue	Parlophone (E)
10	1	14	MUSIC	Madonna	59	7	16	FOREVER	Spice Girls	Virgin (E)
11	2	34	WHITE LADDER	David Gray	60	7	16	GOLD - THE BEST OF Scorpions	Ballast	Chryslis (E)
12	1	21	RONAN	Ronan Keating	61	16	30	I'VE BEEN EXPECTING YOU	Robbie Williams	Chryslis (E)
13	1	52	RELOAD	Tom Jones	62	11	36	TALK ON CORNERS	The Corrs	Atlantic (E)
14	1	52	THE MAN WHO TRAVEL		63	2	10	CHOCOLATE STARFISH AND THE HOT DOG	Umpu Bakti	Interscope/Polydor (U)
15	1	49	RISE	Gabrielle	64	26	13	THE HOUR OF BEWILDERBEAST	Becky Grown Boy	Twisted Nerve (U)
16	1	23	IN BLUE	The Corrs	65	15	30	ENEMA OF THE STATE	blink 182	MCA (U)
17	1	27	7 S Club 7		66	24	5	IT'S ALL ABOUT THE STRAGGLERS	Artful Dodger	Island (E)
18	1	43	SUPERNATURAL	Santana	67	15	25	CAN'T TAKE ME HOME	Pink	Island (E)
19	2	32	OPPS I DID IT AGAIN	Britney Spears	68	15	31	AUTOMATIC FOR THE PEOPLE	REM	Warner Bros (E)
20	1	51	COME ON OVER	Shania Twain	69	15	25	BY REQUEST	Boyz n the Bunch	Polydor (U)
21	7	41	AFFIRMATION	Savage Garden	70	9	28	THE ULTIMATE ALBUM	Vengaboys	Positiva (E)
22	11	46	THE COLLECTOR ON THE WALL	Destiny's Child	71	15	36	UNLEASH THE DRAGON	Sisqo	Def Soul (U)
23	6	50	THE WRITINGS OF BARRY WHITE		72	9	12	GREATEST HITS	Lenny Kravitz	Virgin (E)
24	4	48	NORTHERN STAR	Milannee C	73	6	25	WISHING	Marina McDonald	Intocore (E)
25	5	31	ONKA'S BIG MOKA	Toploader	74	8	28	WORD GETS AROUND	Stereophonics	V2 (SMV/P)
26	1	27	STANDING ON THE SHOULDER OF GIANTS	Oasis	75	6	18	LOVERS ROCK	Sade	Epic (E)
27	4	8	BUZZ	Steps	76	25	25	LEGEND	Bob Marley & The Wailers	Tuff Gong (U)
28	3	38	ON HOW LIFE IS	Macy Gray	77	13	9	SOLO	Freddie Mercury	Parlophone (E)
29	1	10	SAINTS & SINNERS	All Saints	78	14	7	THE A LIST	A1	Columbia (E)
30	1	8	ALL THAT YOU CAN'T LEAVE BEHIND	U2	79	15	22	PLAYING MY GAME	Lene Marlin	Virgin (E)
31	8	5	THE 50 GREATEST HITS	Elvis Presley	80	12	20	THE BEST OF ME	Bryan Adams	Mercury/RAM (U)
32	3	49	WESTLIFE	Westlife	81	5	14	AT HIS VERY BEST	Enriquez Rumpocord	Universal Music TV (U)
33	5	13	THE VOICE	Russell Watson	82	8	14	THE IMMACULATE COLLECTION	Madonna	Sire (E)
34	3	8	THE BEST OF Blur		83	16	7	SOUND LOADED	Ricky Martin	Columbia (E)
35	6	5	A DAY WITHOUT RAIN	Enya	84	2	14	PIECES IN A MODERN STYLE	William Orbit	WEA (E)
36	2	40	BABY ONE MORE TIME	Britney Spears	85	10	25	YOU'VE COME A LONG WAY BABY	Fatboy Slim	Skint (SMV/P)
37	9	7	THE VERY BEST OF - 1980-2000	U2	86	14	23	NO STRINGS ATTACHED	N Sync	Jive (P)
38	1	24	CRUSH	Ben Jovi	87	16	12	BORN	Bond	Decca (U)
39	4	47	2001	Dr Dre	88	14	16	CHRISTINA AGUILERA	Christina Aguilera	RCA (BMG)
40	9	52	CAULFORNICATION	Red Hot Chili Peppers	89	12	19	UNPLUGGED	The Corrs	Atlantic (E)
41	7	52	GOLD - GREATEST HITS	Abba	90	30	5	DREAM A DREAM	Charlotte Church	Sony Classical (E)
42	6	25	HEAR MY CRY	Scorpions	91	15	24	MILLENNIUM	Backstreet Boys	Jive (P)
43	6	7	ONE NIGHT ONLY - THE GREATEST HITS	Elton John	92	4	10	FAITH & INSPIRATION	Daniel O'Donnell	Ritz (RMG/U)
44	10	50	THE SLIM SHADY LP	Eminem	93	12	21	THE ULTIMATE COLLECTION	Santana	Columbia (E)
45	5	46	STEFANAGULAR	Steps	94	2	12	PAINTING IT RED	Beautiful South	Gro Discs (U)
46	1	20	ALONE WITH EVERYBODY	Richard Ashcroft	95	14	22	SURRENDER	Chemical Brothers	Virgin (E)
47	7	37	PERFORMANCE AND COCKTAILS	Stereophonics	96	6	12	FRAGMENTS OF FREEDOM	Morcheeba	East West (E)
48	8	11	THE WHOLE STORY - HIS GREATEST HITS	Cif Richard	97	5	6	FAMILIAR TO MILLIONS	Oasis	Big Brother (SMV/P)
49	11	36	BRAND NEW DAY	Sisqo	98	14	15	SONGS FROM THE LAST CENTURY	George Michael	Virgin (E)
					99	21	18	GREATEST HITS	Eurythmics	RCA (BMG)
					100	12	6	CONSPIRACY OF ONE	Outpacing	Columbia (E)

## TOP 50 BEST-SELLING ALBUMS ARTISTS OF 2000

1	BEATLES	2.33m	18	SANTANA	0.98m	35	ENYA	0.50m
2	ROBBIE WILLIAMS	1.93m	19	TRAVIS	0.97m	36	RED HOT CHILI PEPPERS	0.50m
3	EMINEM	1.91m	20	OASIS	0.97m	37	STEREOPHONICS	0.48m
4	WESTLIFE	1.84m	21	STEPS	0.88m	38	RUSSELL WATSON	0.45m
5	MADONNA	1.46m	22	GABRIELLE	0.84m	39	UB40	0.44m
6	MOBY	1.43m	23	ELVIS PRESLEY	0.73m	40	RADIOHEAD	0.44m
7	TEXAS	1.34m	24	SAVAGE GARDEN	0.72m	41	REM	0.44m
8	THE CORRS	1.33m	25	U2	0.72m	42	QUEEN	0.43m
9	CRAIG DAVID	1.33m	26	BARRY WHITE	0.66m	43	FRANK SINATRA	0.43m
10	WHITNEY HOUSTON	1.17m	27	DESTINY'S CHILD	0.63m	44	ELTON JOHN	0.41m
11	BRITNEY SPEARS	1.12m	28	ALL SAINTS	0.56m	45	DR DRE	0.41m
12	COLDPLAY	1.10m	29	MELANIE C	0.56m	46	CELINE DION	0.36m
13	S CLUB 7	1.09m	30	TOPLADER	0.55m	47	BOB MARLEY & THE WAILERS	0.36m
14	DAVID GRAY	1.08m	31	BLUR	0.54m	48	CLIFF RICHARD	0.35m
15	TOM JONES	1.00m	32	MACY GRAY	0.54m	49	ANDREA BOCELLI	0.35m
16	RONAN KEATING	1.00m	33	ABBA	0.51m	50	SONIQUE	0.34m
17	SHANIA TWAIN	0.98m	34	BON JOVI	0.50m			

Top artists rankings are based on the 5000 best-selling albums of 2000

# BEST SELLERS OF 2000 TOP 50 COMPILATIONS

Pk	Pos	Title	Label (Dist)	Pk	WoC	Title	Label (Dist)
1	5	<b>NOW THAT'S WHAT I CALL MUSIC! 47</b>	EMI/Virgin/Universal (E)	25	8	<b>MUSIC OF THE MILLENNIUM - 2</b> Various Artists	EMI/Virgin/Universal (U)
Various Artists				26	7	<b>KISS HOUSE NATION 2000</b> Various Artists	Universal Music TV (U)
2	16	<b>NOW THAT'S WHAT I CALL MUSIC 46!</b> Various Artists	EMI/Virgin/Universal (E)	27	8	<b>NEW HITS 2000</b> Various Artists	Wm/Global/Sony TV (TEN)
3	15	<b>NOW THAT'S WHAT I CALL MUSIC 45!</b> Various Artists	EMI/Virgin/Universal (E)	28	7	<b>RELAX MORE</b> Various Artists	Classic FM (BMG)
4	9	<b>NOW DANCE 2001</b> Various Artists	Virgin/EMI (E)	29	7	<b>TRANCE NATION 4</b> Various Artists	Ministry Of Sound (BMV/TEN)
5	8	<b>THE ANNUAL 2000 - JULES/PAUL</b> Various Artists	Ministry Of Sound (BMV/TEN)	30	8	<b>BEST IBIZA ANTHEMS EVER 2K</b> Various Artists	Virgin/EMI (E)
6	10	<b>THE IBIZA ANNUAL - SUMMER 2000</b> Various Artists	Ministry Of Sound (BMV/TEN)	31	3	<b>LATIN FEVER</b> Various Artists	Sony TV/Universal TV (U)
7	25	<b>PURE GARAGE</b> Various Artists	WSM (TEN)	32	16	<b>THE LOVE SONGS ALBUM</b> Various Artists	WSM/UMTV/Global (U)
8	16	<b>CREAM ANTHEMS 2001</b> Various Artists	Virgin/EMI (E)	33	7	<b>FRESH HITS - VOL 1</b> Various Artists	WSM/Global/Sony TV (TEN)
9	24	<b>NOW THE CHRISTMAS ALBUM</b> Various Artists	EMI/Virgin/Universal (E)	34	5	<b>HUGE HITS 2000</b> Various Artists	WSM/BMG TV/Sony TV (TEN)
10	11	<b>CLUB MIX IBIZA 2000</b> Various Artists	Universal Music TV (U)	35	7	<b>KISS CLUBLIFE SUMMER 2000</b> Various Artists	Universal Music TV (U)
11	6	<b>THE NEW LOVE ALBUM</b> Various Artists	Virgin/EMI (E)	36	4	<b>TRANSCENDENTAL EUPHORIA</b> Various Artists	BMG/Teletel TV (BMG)
12	6	<b>PURE GARAGE III</b> Various Artists	Wsm (TEN)	37	4	<b>KEVIN AND PERRY - GO LARGE</b> Original Soundtrack	Virgin/EMI (E)
13	18	<b>NOW THAT'S WHAT I CALL MUSIC 44!</b> Various Artists	EMI/Virgin/Universal (E)	38	7	<b>CLUBBER'S/IBIZA - SUMMER 2000</b> Various Artists	Ministry Of Sound (BMV/TEN)
14	8	<b>THE BEACH</b> Original Soundtrack	London (TEN)	39	8	<b>STREET VIBES 5</b> Various Artists	Sony TV/Global TV (TEN)
15	3	<b>HITS 2001</b> Various Artists	Bmg/Sony Tel/Wsm (TEN)	40	16	<b>MUSIC OF THE MILLENNIUM</b> Various Artists	EMI/Virgin/Universal (U)
16	9	<b>THE CLASSICAL ALBUM 2001</b> Various Artists	EMI/Virgin/Universal (E)	41	7	<b>NEW WOMAN 2000</b> Various Artists	Virgin/EMI (E)
17	21	<b>PURE GARAGE II</b> Various Artists	Wsm (TEN)	42	4	<b>Q AWARDS - THE ALBUM</b> Various Artists	EMI/Virgin/Universal (E)
18	11	<b>TOP OF THE POPS 2000 - VOL 2</b> Various Artists	Universal Music TV TV Universal	43	7	<b>BREAKDOWN</b> Various Artists	Teletel TV (BMG)
19	8	<b>CLUBBER'S GUIDE TO... 2000</b> Various Artists	Ministry Of Sound (BMV/TEN)	44	4	<b>TOP OF THE POPS 2000 - VOL 3</b> Various Artists	Universal Music TV (U)
20	8	<b>CREAM LIVE</b> Various Artists	Virgin/EMI (E)	45	8	<b>AGIA NAPA - FANTASY ISLAND</b> Various Artists	Teletel TV (BMG)
21	8	<b>PEPSI CHANT 2001</b> Various Artists	Virgin/EMI (E)	46	6	<b>PURE EUPHORIA - LEVEL 4</b> Various Artists	Teletel TV (BMG)
22	7	<b>REWARD - SOUND OF UK GARAGE</b> Various Artists	Ministry Of Sound (BMV/TEN)	47	12	<b>THE CLUBBERS BIBLE</b> Various Artists	Wsm (TEN)
23	8	<b>STEVE WRIGHT'S SUNDAY LOVE...</b> Various Artists	Universal Music TV (U)	48	13	<b>HARD HOUSE NATION - 2</b> Various Artists	Wsm (TEN)
24	8	<b>BEST CHRISTMAS ALBUM...EVER</b> Various Artists	Virgin/EMI (E)	49	3	<b>HARD HOUSE EUPHORIA</b> Various Artists	BMG/Teletel TV (BMG)
				50	5	<b>THE BEST CLUB ANTHEMS EVER 2K</b> Various Artists	Virgin/EMI (E)

## Now! series secures hat-trick again

The most successful compilation brand ever established, the Now! That's What I Call Music! series celebrated its 17th birthday last year and managed to maintain its traditional domination of the sector. It didn't quite reach the dizzy heights it attained in 1999 (its most successful year yet) but combined sales of the three regular editions - by no means the only Now! albums to sell in the year - totalled a tidy 2.62m. Now! 47 was the runaway champion, with sales of 1.21m achieved in just six weeks at the end of the year, while Now! 46 sold 736,000 and Now! 45 shifted 674,000. They were, by some distance, the biggest-selling albums of the year.

Since its launch in 1983, the Now! series has produced the year's biggest-selling album on all but two occasions, the exceptions being in 1984 - when Now! 3 went head-to-head with the Hits Album and was found wanting - and in 1993; when Whitney Houston's I Will Always Love You propelled The Bodyguard soundtrack to the title.

2000 was the third year in a row - and the third year in history - that the Now! brand has filled all of the top three places in the annual recap. In fact, it went one better, with the Now Dance 2001 album taking fourth position. The fact that Now Dance managed to finish immediately behind the regular Now albums is at least partly an incident of the competition, or lack of it, that Now! encountered in the year, during which it clocked up a massive 21 weeks at number one.



Now! 47 was the star performer while The Annual came in fifth

Now Dance sold 314,000 copies - an excellent tally for a dance disc but not the highest for what is the third biggest compilation of the year. In 1999 no fewer than 11 compilations sold more copies and there were no really big sellers outside the Now! stable.

The nearest rival to the Now! series in 1999 was the BMG/Sony/Warner Huge Hits 1999, which sold 552,000 copies. Its Y2K equivalent, Huge Hits 2000, sold fewer than 137,000 copies to finish the year in 34th place.

In turn, The Ministry Of Sound's The Annual - 2000, which came closest to interrupting Now!'s domination, finished fifth for the year with sales of nearly 307,000 copies, compared to the 420,000 sales



ranked up by its 1999 equivalent The Annual - Millennium Edition.

The number 50 compilation sold just 107,000 copies compared to 124,000 in 1999. Further evidence that the compilation sector is having a tough time is provided by the fact that the number 50 compilation ranks 183 on a combined artist/compilation list compared to 168th in 1998 and 148th in 1999.

Such performance in the compilation sector comes at a time when the artist album sector is very buoyant - the number 100 artist album had to sell 138,000 copies to earn its place in 2000, 15,000 more than its 1999 counterpart. And it is more than a coincidence that when consumers find plenty of artist albums they

want to buy, sales of compilations decline. The relatively depressed state of the singles market also impacts on compilations, which are, after all, simply collections of hits.

Although dance compilations fill six of the top 10 places, compared to just one in both 1998 and 1999, they thin out considerably further down the chart, with 18 in the Top 50, down three on 1999 but up four on 1998. The emergence of garage compilations is a major growth area - there are four in the Top 50 (and several more just outside), compared to none at all in 1999.

Contemporary pop and dance compilations dominated the market more than for several years, with the highest-charting exceptions being Now The Christmas Album (number nine, 236,000) and The Classical Album 2000 (16, 192,000).

The year's biggest-selling film soundtrack was The Beach, which shifted more than 200,000 copies to finish in 14th place. The audio companion to the Leonardo Di Caprio film spent three weeks at number one on the compilation chart, something no soundtrack has done for seven years. Featured tracks included Pure Shores by All Saints, Orbital's Beached and new tunes by Leftfield, Underworld and New Order. The Beach outsold its nearest competitor among film-related albums - Kevin & Perry Go Large - by a margin of more than 50%. The Kevin & Perry album finished in 37th place, and was the only other soundtrack to make the Top 50.

Alan Jones

# Orbit touch produces another winner

For the second year in a row, the number one airplay hit, as determined by Music Control, is a William Orbit creation. Orbit produced and co-authored Madonna's debut *Ray of Light*, which topped the 1999 rankings and performed an identical dual role on Pure Shores, the All Saints hit which topped the chart for six weeks in February and March and emerged as the easy victor in the 2000 rankings.

As formats between radio stations blurred, it was one of nine records in 2000 to register a higher audience than that with which Madonna triumphed in 1999, achieving both the highest number of plays (64,777) and the largest audience (2.14bn). Pure Shores was on schedule to become the first record to top the airplay and sales rankings since Wet Wet Wet's *Love Is All Around* in 1994 but lost its sales crown to Bob The Builder's *Can We Fix It* in the last week of the year.

It was never in danger on the airplay chart, however, finishing a massive 13,262 plays and 365m listeners ahead of runner-up *Groovejet (If This Ain't Love)* by Spiller. Bob The Builder's single, by the way, was played a mere 330 times, was heard less than 50m times and finished in 675th place for the year.

Pure Shores was a worthy chart champ and one of two records to spend six weeks at number one in 2000, the other being Sonique's *It Feels So Good*, which ended up as the fifth biggest hit of the year. The All Saints and Sonique hits were among four records which appear in the Top 10 of both the sales and airplay charts for 2000, the others being the previously mentioned Spiller



Airplay champs in 2000: All Saints (left) and Spiller

hit, and Robbie Williams' *Rock DJ*.

Williams was heard on the 2000 airwaves more than any other artist, with 5,355m audience impressions in the year, a remarkable tally, representing about 100 per person. He seems to have the knack of creating records which have very long radio lives, as evidenced by the presence of no fewer than eight of his singles in the Top 20 for the year (*Rock DJ* at eight, *She's The One* at 26, *Supreme* at 74, *Kids* with Kylie Minogue) at 78, *Strong* at 119, *Angels* at 129, *Millennium* at 153 and *Let Me Entertain You* at 198). Craig David, who was runner-up to Robbie in the audience rankings, was the only artist to have three records in the Top 50 for the year, with *7 Days* at 14, *Fill Me In* at 15 and *Walking Away* at 33.

Although hometown talent has consistently outperformed US acts in the singles chart for the past decade, this has not been the case on radio, with US acts taking a bigger slice of the Top 50 radio pie every year from 1996 to 1999. They failed to do so last year, though,



with British acts filling 28 positions, American acts 15 and others just seven.

No American record was able to make the Top 10 for the year, with Mary Mary's *Sheekles* at 13 being the most popular out from the other side of the Atlantic. It was also one of the records which attained a significantly higher final place in the airplay list than on the sales list, where its 2000 rank was 48th. Others which achieved even more disproportionate airplay were Lene Marlin's *Sitting Down Here* (number 12 on airplay, 49 on sales), Mollak's *The Time Is Now* (17, 73) and, biggest of all, Gabrielle's *What A Woman* (19, 144). The Bob The Builder single was the best illustration of the flipside of this coin (records with great sales but poor airplay), other notable examples including the Baha Men's *Who Let The Dogs Out* (number four on sales, 304 on airplay), the Tweenies' *Number One* (34, 900) and any number of boy band hits, including all five Westlife singles (1, 23), with almost exactly the same exposure between them as

## TOP 10 AIRPLAY ARTISTS

	Audience in billions	
1	Robbie Williams	5.35bn
2	Craig David	4.74bn
3	All Saints	3.70bn
4	Madonna	3.52bn
5	Gabrielle	3.45bn
6	Britney Spears	3.31bn
7	Artful Dodger	3.10bn
8	Melanie C	2.99bn
9	Sonique	2.98bn
10	The Corrs	2.52bn

Spiller's *Groovejet* managed on its own. Westlife's biggest airplay hit - *Foot Aidin* - is ranked at 83.

All Saints' victory brought Warner Music the airplay crown for the second year in a row and the company saw a significant improvement in its airplay performance overall, landing nine hits in the Top 50 for the year, compared to five in 1999. It was beaten only by Universal and the combined might of the independents, both with 11 entries, while Sony managed six, BMG five and both Virgin and EMI four entries.

Finally, we should note that Natalie Imbruglia's *Torn* continued to attract considerable support, three years after becoming a major retail success. *Torn* was the 18th biggest airplay hit of 1997, number three in 1998 and number 50 in 1999. In 2000, it was aired 13,894 times and was heard more than 480m times, enough for it to rank a highly creditable 104 for the year, ahead of more than all but 2% of 2000's releases

Alan Jones

PK	Wk	Title	Artist	label
1	26	PURE SHORES	All Saints	London
2	1	GROOVEJET (IF THIS AIN'T LOVE)	Spiller	Positive
3	1	RISE	Gabrielle	Go Beat/Polydor
4	1	DON'T CALL ME BABY	Madison Avenue	VG Recordings
5	1	IT FEELS SO GOOD	Sonique	Serious/Universal Island
6	1	NEVER BE THE SAME AGAIN	Melanie C Feat. Lisa Lopes	Virgin
7	1	LADY (HEAR ME TONIGHT)	Modjo	Sound Of Barclay/Polydor
8	1	ROCK DJ	Robbie Williams	Chrysalis
9	3	MOVIN' TOO FAST	Artful Dodger Feat. Romina Johnson	Lookat Me/UK
10	1	LIFE IS A ROLLERCOASTER	Ronan Keating	Polydor
11	1	TUCA'S MIRACLE	Fragma	Positive
12	4	SITTING DOWN HERE	Lene Marlin	Virgin
13	29	SHACKLES (PRAISE YOU)	Mary Mary	Columbia
14	2	FILL ME IN	Craig David	Wildstar
15	1	7 DAYS	Craig David	Wildstar
16	2	MUSIC	Madonna	Maverick
17	5	THE TIME IS NOW	Moloko	Echo
18	20	DON'T GIVE UP	Chicane Featuring Bryan Adams	Xtravaganza
19	2	WHEN A WOMAN	Gabrielle	Go Beat/Polydor
20	1	BORN TO MAKE YOU HAPPY	Britney Spears	Jive
21	5	SMOOTH	Santana Feat. Rob Thomas	Arista
22	1	BLACK COFFEE	All Saints	London
23	2	BREATHLESS	The Corrs	143/Lava/Affinity
24	4	SEX BOMB	Tom Jones And Mousse T.	Gut

PK	Wk	Title	Artist	label
25	1	FLOWERS	Sweet Female Attitude	Mix/WEA
26	2	SHE'S THE ONE	Robbie Williams	Chrysalis
27	1	I TRY	Macy Gray	Epic
28	23	BABYLON	David Gray	IHT/East West
29	2	SKY	Sonique	Serious/Universal Island
30	2	IN YOUR ARMS (RESCUE ME)	Mu Generation	Concept
31	15	WHAT A GIRL WANTS	Christina Aguilera	RCA
32	14	OOPSI!... DID IT AGAIN	Britney Spears	Jive
33	4	IN DEMAND	Texas	Mercury
34	15	THONG SONG	Sisqo	Def Soul
35	10	HE WASN'T MAN ENOUGH	Toni Braxton	Lafayette/Arista
36	18	GLORIOUS	Andrae Johnson	WEA
37	10	SAVE MY NAME	Destiny's Child	Columbia
38	1	STEAL MY SUNSHINE	Len	Columbia
39	27	OVERLOAD	Sugababes	London
40	4	U KNOW WHAT'S UP	Donell Jones	Lafayette/Arista
41	5	I TURN TO YOU	Melanie C	Virgin
42	1	WALKING AWAY	Craig David	Wildstar
43	13	AMERICAN PIE	Madonna	Maverick/Warner Bros
44	1	STILL	Macy Gray	Epic
45	11	KEEP ON MOVIN'	Five	RCA
46	7	WON'T TAKE IT LYING DOWN	Honeyz	1st Avenue/Mercury
47	4	BODY GROOVE	Architects Feat. Nana	Go Beat/Polydor
48	9	ALL THE SMALL THINGS	Blink 182	MCA
49	6	SWEET LOVE 2K	Fierce	Wildstar
50	5	SHOW ME THE MEANING OF BEING LONELY	Backstreet Boys	Jive





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concerning Artists' contracts, royalties and related issues.

You should have a strong background in a legal/licensing or related area along with a legal qualification grounded on English law. As an experienced organiser, you will also need to possess good attention to detail and excellent administrative skills. A high level of PC skills are a must, ideally using Visual Basic, plus we expect you to have a knowledge and love of music, especially classical.

If you're the talented individual we need, Decca can offer an excellent salary/benefits package, scope to develop your skills (and career) plus a highly professional working environment at pleasant offices in Chiswick. To apply, please send your CV in confidence, stating your current salary package, to:

MATTHEW WALLACE HUMAN RESOURCE DEPARTMENT  
UNIVERSAL MUSIC INTERNATIONAL LTD  
8 St James's Square London SW1Y 4JU



## HELPDESK CO-ORDINATOR

BMG Music Publishing International is looking for a Helpdesk Co-ordinator to provide first line support to our worldwide users of the Maestro Copyright and Royalty System, analyse user requirements, produce user documentation and work with Technical Support management to improve the service provided to the business.

You will have:

- An excellent understanding of the Music Publishing Business - both Copyright and Royalty.
- Good understanding of the Counterpoint Maestro AS400 System.
- Excellent communication skills, with the ability to deal with people who do not speak English as their first language.
- The ability to manage work and priorities.
- Determination in finding solutions to problems.
- The ability to communicate effectively by producing written reports.
- Good knowledge of Microsoft's Office Products.
- The ability to think logically (prospective candidates may be asked to take aptitude tests to prove this).

In return you will receive a competitive package and the opportunity to work into a role within information systems and technology.

To apply, please complete an application form which can be accessed via our website [www.click2music.co.uk](http://www.click2music.co.uk) or by calling Human Resources on 020 7384 7567.

Closing date for applications: 29th January 2001.

BMG Music Publishing has an Equal Opportunities Policy and welcomes applications from all sections of the community.

## Music Store Managers & Deputy Managers

For XS music and video stores at ... CASTLEFORD - YORK - MANSFIELD - PORTSMOUTH - BRAINTREE & ASHFORD.

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Please send your c.v. & covering letter without delay to Sue Ellis at:

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Tel: 01737 644 445 Fax: 01737 645 207 e-mail: [hr@xs-online.co.uk](mailto:hr@xs-online.co.uk)

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CALL DAISY ON 020 7940 8605**

ocean  
music vision

Ocean will be a vibrant new music venue in the heart of East London. Opening in Spring 2001 it will have three performance spaces, a Music Training & Resource Centre and a Café Bar, having a combined capacity of 2,700.

Ocean's artistic policy will balance traditional, contemporary, classical and popular music and reflect different ethnic and cultural traditions. It will host everything from Shanga to Blues, classical to country rock to reggae, as well as jazz, funk, hip hop and much more. We are seeking to appoint the following dynamic individuals to ensure Ocean becomes a world class music venue.

smash!  
hits

**SMASH HITS EDITOR**

Following the departure of the estimable John McKie to edit Q magazine, the world's biggest and best pop magazine needs a new editor with a bold new strategy.

- As well as all the usual craft skills, you'll need:
- Proven experience in a management role in newspapers, magazines or other media
  - Extensive contacts in the UK music business
  - A clear understanding of what makes the Smash Hits reader tick
  - Familiarity with what's hot on the www
  - A compelling writing style
  - The credibility to inspire a talented team with your vision
  - Good organisational skills
  - A passion for pop in all its guises

As well as editing one of the UK's most established titles, you'll also be expected to contribute to the front of the Smash Hits brand in Radio, TV and on line.

If you think this sounds like the dream job for you, please write a short piece (no more than two hundred words) on your plans for Smash Hits and send it with a CV to Trevor Dann, MD of Pop, Mappin House, 4 Winsley Street, London W1W 8HF or phone 020 7517 8817 for more details.

**PA TO GENERAL MANAGER**

The General Manager is seeking to appoint a secretary/PA who will undertake the administrative duties associated with the day-to-day running of a busy venue. These include typing, minute taking, arranging meetings, travel and diaries. The ideal candidate will have spent time as a conference to support people at all levels.

**SALARY: £16,500 PER ANNUM. CLOSING DATE FOR APPLICATIONS: 26th JANUARY 2001.**

**MARKETING ASSISTANT**

We are seeking to appoint a Marketing Assistant who will support the Marketing Manager and the Marketing team by providing administrative support and assisting in the development of Ocean's marketing communications and PR activities. A good knowledge of administrative systems and the ability to use databases and word processing packages is desirable.

**SALARY: £10,500 PER ANNUM. CLOSING DATE FOR APPLICATIONS: 26th JANUARY 2001.**

**SUCCESSFUL CANDIDATES WILL BE CONTACTED WITHIN TWO WEEKS OF THE CLOSING DATES FOR THE ABOVE TWO POSTS.**

**FINANCIAL CONTROLLER**

Ocean is seeking an enthusiastic, dedicated, qualified accountant with at least 3 years relevant experience to oversee the day-to-day running of the finance department. Reporting directly to the Finance Manager, you will be skilled in establishing financial procedures to meet operational and statutory requirements for all aspects of Ocean's business, along with responsibility for the supervision of staff to ensure the smooth running of the department. You will be responsible for the timely production of information for management reports as well as the maintenance of all statutory records and ensuring good relations with suppliers, lenders, bankers and other stakeholders. The successful candidate will ideally have experience in live event and/or venue operations, and a keen interest in music. The ability to work under pressure as part of a team is essential.

**SALARY: NEGOTIABLE ACCORDING TO EXPERIENCE. SUCCESSFUL CANDIDATES WILL BE CONTACTED AND INVITED TO INTERVIEW FOR THIS POST.**

To apply for any of these please send a CV and covering letter in the first instance to: Jane Roberts, Ocean Music Venue, 270 Mare Street, Hackney, London E8 3HE. Unfortunately we are unable to contact candidates who have not been shortlisted, and are also unable to take phone calls regarding these posts.

mg 020 7517 8817

**FINANCIAL CONTROLLER**

Incentive is a young, dynamic, and successful dance based record company with publishing interests and a rapidly developing roster of chart acts.

We're currently looking to recruit a Financial Controller, who will report directly to the M.D. In addition to the daily financial administration, the candidate will be responsible for preparing monthly management accounts, cashflow statements, budgets, and year end statutory accounts.

Ideally, we are looking for a qualified or part qualified accountant, with 2-3 years music industry experience.

Please write in strict confidence to Nick Halkes, Incentive Music Limited, PO Box 20153, London, W10 5AS, stating present salary.



Music Business International (MBI), the world's number one business music magazine, requires a

**Market Research Editor**

- to develop its world renowned series of market reports. If you are a graduate with
- a thorough grasp of the music industry's current - and future - supply and value chains
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then a key role in consolidating MBI's position as a market leader in both the on and offline worlds could be yours.

Send CV and cuttings to:

Sarah Morgan, Human Resources  
Music Business International  
8 Montague Close, London SE1 9UR

All applications to be received by Jan 29 2001



**Office Assistant**

MBA provide specialist business management services to the music industry. Our clients include major international artists, writers and record companies.

We are looking for a bright and energetic person with at least 5 good GCSE grades or equivalent & 2 years commercial experience to join our team in Barnes. You will have an outgoing manner, accurate keyboard skills and be very organised. We offer a competitive salary, great experience and a bright future.

Please send your CV to: The Office Manager, Music Business Associates, 283 Lansdale Road, London SW13 9QB. (Closing date: Friday 26 January)

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  - At least 1 year music experience
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- To apply for this position, please send CV with current salary details to: Peter Harris at Kickin Music Ltd. Unit 1, 10 Acklam Road, London W10 6Z



**INTERNATIONAL MUSIC PUBLISHER REQUIRES**

**HEAD OF COPYRIGHT DEPARTMENT**

We are looking for an experienced Copyright professional with strong management and leadership skills to head our Copyright Department.

We are an active, international music publishing company with a catalogue comprising outstanding pop and classical repertoire. The Head of Copyright reports to the Director of Legal and Business Affairs.

Requirements for this job include at least ten years experience in the music industry, most recently in a management position, together with strong communication skills and a detailed knowledge of the operation of IEMA/ASCAP based copyright and royalty database applications.

This is a senior position with commensurate salary and benefits.

If you would like to apply for this position please write or e-mail with a copy of your CV, to David Rockberger, Music Sales Limited, 8/9 Fifth Street, London W1V 5TZ / david.rockberger@musicalsales.co.uk

**Leading PR Company seeks a Music Press Officer**

Extensive knowledge within the fields of soulful UK & US house is essential. Must have a minimum of 1 years experience and strong contacts within the media.

Send CV's to PO Box 79  
Music Week, 4th Floor, Montague Close,  
London Bridge SE1 9UR

Closing date for applications: Friday 26th January



**MANAGEMENT ACCOUNTANT**

Zomba Records Ltd, part of the world's largest independent music group, seeks a Management Accountant to supervise a team of four and take responsibility for the day to day running of the finance department.

Reporting to the Group Accountant, responsibilities will include the preparation of monthly management accounts, budgets and ad hoc tasks. Ideally applicants will be recently qualified accountants who can establish excellent working relationships at all levels.

Please send your CV with details of your salary expectations to: Norma Harvey, Personnel Manager, Zomba Records Ltd, 165-167 High Road, Willesden, London NW10 2SQ.

MUSIC WEEK JANUARY 20 2001

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If you want to pursue a new career with a young dynamic business please send your CV together with a covering letter to:

Tina Howard at impulse Entertainment Ltd  
1st Floor Suites, 9-7 Vaughan Road, Harpenden,  
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