

NEWS: There's a boost for **URBAN MUSIC** as the BBC gets the green-light for its new digital radio services

News 4



NEWS: It's all systems go for **JAMMROQUIE** as Sony reports one of the best starts for a UK-sourced LP this year

International 6



NEWS: A new-found enthusiasm for **ROCK MUSIC** will be reflected in the ITC unsigned events

A&R 8

FOR EVERYONE IN THE BUSINESS OF MUSIC

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musicweek

US tragedy puts music on hold

Marquee to reopen at new Islington site

by Paul Williams

Companies across the music industry have moved to lend their support to those affected by the terrorist attacks on New York and Washington last week as the world sought to come to terms with the scale of the devastating tragedy.

Events were scrapped, concerts cancelled and artists and executives stranded on the wrong side of the Atlantic in the aftermath of the attacks last Tuesday on the World Trade Centre and the Pentagon in which thousands died. The industry also played its part in contributing to the relief effort in the aftermath of the devastation with some companies and individuals making aid donations and rallying to the call to give blood for victims of the terrorist attack.

Vivendi Universal CEO Jean-Marie

Messier, who was in New York when the horrific chain of events unfolded, was among those donating blood, later providing French television that Vivendi had recently had offices in the destroyed World Trade Centre. Universal Island act U2 urged fans via their official website to give blood and make donations to the American Red Cross Disaster Relief Fund.

Meanwhile, live music giant Clear Channel has launched a relief fund for victims, making an initial \$100,000 contribution and pledging one dollar from each ticket sold at events it promotes. Sade, Earth Wind & Fire, and the Backstreet Boys are among the artists who have already pledged to donate \$10,000 from concert proceeds to the Clear Channel Relief Fund (try donations can be made at Clear Channel



Horrific attack: the world in shock

Bertelsmann is to donate \$1m each to New York's police and fire departments, which lost workers in the tragedy, with additional support measures to follow. "Our answer to terrorism can only lie in solidarity and the courage of our convictions," says company CEO Thomas Middelhoff.

In the UK the first key industry event to be affected by the tragedy

was the BMI awards, which were scheduled to have taken place at London's Dorchester Hotel last Wednesday, but was postponed within hours of the attacks. However, the Technics Mercury Prize went ahead last Tuesday with organisers insisting they had no time to cancel.

Follow US right society Ascop was in mourning for the loss of Jane Simpson, part of their Northeast licensing team, who was one of the 65 people killed in the United Airlines Flight that crashed into the World Trade Centre.

In the States a number of events and gigs were postponed or cancelled, including the second annual Latin Grammy Awards, the CMJ Conference and Destiny's Child, Janet Jackson and Slipknot performances.

● See full coverage on p3

A live music link back to the early Sixties and acts such as The Who, Rolling Stones and Jim Hendrix will be forged next year when the world famous Marquee Club reopens its doors at a new purpose-built site in North London.

The Marquee plans to relaunch as an 800-capacity venue and 120 seater restaurant in Islington on June 1, 2002.

The link with the past is maintained with the involvement of former Rod Stewart manager Billy Gaff, who owned the club after it had moved to Wardour Street in 1964 and later Charing Cross Road in the late Eighties. The Soho venue subsequently closed its doors in 1996.

Doug Palfreeman, managing director of Marquee Trading, says it will be an important platform for new bands. "Everybody knows the Marquee name," he says.

Dreamworks/Polydor act Alien Ant Farm (pictured) are looking to spoil the party of one of the biggest singles battles of the year, as Kylie takes on Posh. The US rock band's cover of Michael Jackson's track Smooth Criminal, which is released today (Monday), is the outside contender for the number one spot in a week that also sees the release of Kylie Minogue's Parlophone single Can't Get Out Of My Head and Victoria Beckham's Virgin-released Not Such An Innocent Girl. Minogue looks most likely to reach the top of the chart, with a shipment figure reported to be around the 200,000 mark, while 100,000 Alien Ant Farm singles have been shipped. Polydor Associated Labels manager Greg Cassell says of Smooth Criminal, "if it's number one, great, but we're not expecting it to be. Our objective is to establish a band, which is why we've been promoting their album the past four or five weeks."



OMAs in partnership deal with 12snap

A ground-breaking way of voting for awards will be unveiled next month, following a deal between leading European mobile marketing company 12snap and Music Week's Online Music Awards.

The deal means 12snap is the official mobile marketing partner at the September 27 event and will provide three unique mobile marketing activities throughout the evening, which is expected to attract 600 leading music executives to the east London venue

Ocean. Using its pioneering mobile technology, 12snap will also handle live voting on the night from the attendees via text messages on their mobile phones – the first time an award has been judged in this way at any event – to find the winner for the music site of the year award.

12snap managing director Anne De Korchova says, "By using the audience vote, the UK Online Music Awards are guaranteeing impact on the night."

Bard to spread voice across all entertainment retail

Simon Wright is vowing to widen Bard's influence in his second year as chairman, establishing it as the key trade organisation for all entertainment retailers.

The Virgin Entertainment Group chief executive, who was re-elected chairman at Bard's AGM last Thursday, believes the leading role the body has played in music retailing over the past decade can be successfully extended to both visual media and games software retailers. However, he stresses that any expansion of its brief will not be at the expense of its role within the music industry.



Wright: keen to increase influence out with the bath water."

"It's absolutely crucial that within the strategy of Bard we do not dilute our close ties with the music industry in any way," he says. "That is a sacred cow to us. We don't want to throw the baby

use of CD-Rs. "They are a fact of life," he told the AGM. "However, I believe technologies can be developed to limit their negative commercial impact if we work closely with record companies."

The growing menace of CD burning was also raised by BMG chairman Hasse Breitholtz at his company's sales presentation last Monday, when he warned that the industry could not afford to be complacent about the issue. He told the event, at London's Mermaid Theatre, that recently-published IFPI figures illustrated the effect the practice was having on music sales in territories like Germany. "[The figures] should bring home how lucky we are not to be at the forefront of this particular technology," he said.

● BMG sales conference, p26-27

beautiful garbage

garbage

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Record labels moved quickly to amend potentially offensive artwork in the light of the US tragedies. EMI-Chrysalis covered up posters promoting its Adam F album *Kaos* following concerns about the nature of the cover image. EMI-Chrysalis managing director Mark Collen says, "We had all the posters covered up. We are very sensitive about the artwork." He says that no decision has been taken on the album artwork itself, which inside features striking cartoon images of buildings being destroyed in explosions. The artwork for the forthcoming album *Party Music* by rap act *The Coup* was withdrawn last Thursday, to be replaced by a new visual for the planned release on November 5. The image, showing the act standing in front of the World Trade Centre as it explodes, was devised in May and June this year and was "designed to symbolise capitalism", according to band member Boots Riley, who gave condolences to families and friends of the victims. East West is reworking the sleeve of its Dream Theater concert album, *Live Scenes From New York*, because it depicts the New York skyline - including the World Trade Centre - in flames. The album, which was due to appear on September 24, has now been removed from the release schedules.



Industry event organisers anticipate cancellations

Organisers of forthcoming industry events feared their plans would fall into disarray following the US tragedy. In the City, which runs in Manchester from September 29 to October 2, had organised a large delegation of US-based speakers and guests, including John Lydon, manager Doc McGhee, Motown boss Kedar Massenburg and Future of Music executive director Jerry Toomey. Fortunately, managing director Warren Bramley says he has had assurances from Toomey and former Rolling Stones manager Andrew Loog Oldham that they will attend, although Massenburg has pulled out. The Mobos on October 4 is also relying on a heavy contingent of US names, including Arita's Usher and J Records' Luther Vandross, although

none had cancelled as *MW* went to press. "We hope everything will settle down," says a spokeswoman. A spokeswoman for the event, scheduled for January 19-24, recalls The Gulf War had a significant impact on the attendance of industry executives and artists from the US, but says no international cancellations have yet taken place to discuss last week's tragedy. "It's a bit too early to gauge the effect yet, but how can it not have an impact?" she says. Other events which could be affected include The Manager's Forum's Wednesday of honour dinner this weekend (September 19). The event will go ahead, although MIF general secretary James Fisher accepts that one key US figure he has invited may cancel.

Police advise Mercurys to go ahead as Harvey's victory is dented by tragedy

by Paul Williams
Organisers of this year's Technics Mercury Music Prize say they were persuaded by police to go ahead with the event, despite the horror unfolding just hours before in the US.

Event producer David Wilkinson says officers feared chaos could have been created around the event's Grosvenor House Hotel venue if it had been postponed as there would not have been sufficient time to tell guests not to attend. Security problems, he noted, were also increased by the fact the American Embassy in London is within yards of the Grosvenor.

"The decision of the police was this had to go ahead because a postponement would have caused more confusion turning guests away and with OB trucks outside," says Wilkinson. He adds that had the Mercury be scheduled for the following night it might well have been called off.

The artist the Grosvenor, the music industry went through the motions of an awards ceremony, although minds were clearly focused elsewhere. Several acts collecting their prizes for being nominated spoke of the sudden "insignificance" of it all. The night then took a further twist when last year's winner Badly Drawn Boy announced that the 2001 prize had gone to Universal Island artist PJ Harvey, a *States From The City, States From The Sea*.

For the first time in the contest's 10-year history the winner was not present to collect the prize in person, with Harvey early linked to the event by phone from Washington, within view of the attached Pentagon building. "It is a surreal day and it comes at a time when I am feeling pretty stunned by everything and I did expect it all," said Harvey, who decided to press ahead with her US tour, although some other acts



Harvey: win touched by tragedy

halted gigs in light of events. Unsurprisingly, coverage of the prize was swept from the following day's national newspapers with only the independent *Irish Times* making space. However, further press stories did appear later in the week. While the Mercury continued, the BMI decided to postpone its dinner and awards, which were due to have taken place at London's Dorchester Hotel last Wednesday

with planned guests including Eric Clapton and Pete Townshend, BMI's European writer-publisher relations vice president Phil Graham says BMI is looking to reschedule the dinner but, with other industry events competing in the diary, it is unlikely now to take place this year.

Ascap's international senior vice president Roger Greenaway says the organisation has no plans to postpone or cancel its own London dinner, which is due to take place on October 17.

Meanwhile, the UK's British Phonographic Industry cancelled a seminar on exporting to America last week but the plug was also pulled on a BPI seminar with BBC national radio station Radio One.

In the US, a lengthy list of events were cancelled or postponed, including the CMJ conference, which was due to run in New York from last Thursday to Sunday and feature a number of UK acts such as

Universal Island's The Charlatans and EMI's Coldplay and Starsailor. It has been rescheduled for October 10 to 13 at the New York Hilton.

Meanwhile, A&M/Polydor artist Sting's planned webcast from the grounds of his Tuscan villa last Tuesday was curtailed, with only one song, *Fragile*, going out as part of the planned webcast. The release of an album, due to feature tracks from the performance, is expected to go ahead, although no release date has been set.

Universal Island act U2's forthcoming US tour dates are unaffected at present, while Independent's Travis are considering their options on four weeks of scheduled North America dates. Stereophonics have cancelled their forthcoming US gigs. Meanwhile, interscope/Polydor's D12 went ahead with their gig at London's Astoria, although they held a minute's silence at the end of the performance.

Music TV adapts to achieve correct tone

Music television stations in the UK and across continental Europe responded swiftly to the US tragedies, with suitably toned programming and - in some cases - temporary shutdowns.

MTV's UK services continued broadcasting but dropped all news bulletins and features, while week-end *VH1 Award* winners and *Emilium* specials were dropped from the schedules. Instead, the output was switched to back-to-back videos by mainstream artists such as Dido, Madonna and Travis, with musically textured and inappropriate videos such as U2's *Elevation* which includes explosion scenes - banished. "We're trying to reflect the mood of the nation," says a spokesman.

In Germany, both *Viva* and *Viva Zwei* shut down from 7pm last Tuesday until midday the next day, *BBC1's Top Of The Pops* was broadcast as usual last Friday, with all the US acts' performances featured having been recorded before the terrorist attacks.

WEA London's Linkin Park travelled in by Eurostar rather than flying to London to record a TOTP performance for future broadcast.

Radio acts with tact to remove inappropriate tracks

The terrifying events across the Atlantic had the greatest impact on UK music radio since the death of Princess Diana four years ago, as stations swiftly adapted their outputs to reflect the sombre mood.

Stations up and down the country carefully scrutinised their playlists, banishing suddenly inappropriate or insensitive tracks from the airwaves, with many switching their musical content to reassuring tunes in between news updates.

Music Control reported sharp falls in airplay for Ian Van Dahl's *Castles In The Sky* and Let Me Blow Ya Mind by Eve featuring Gwen Stefani, while there was sudden support for ditties such as Robbie

Williams' *Angels*, I'll Be Missing You by Puff Daddy and John Lennon's *Imagine* (see Airplay chart, p25). Virgin Radio switched to only playing ballads.

Radio One music policy editor Alex Jones-Donnelly cancelled the usual playlist meeting on Wednesday because of the tragedy. He says, "We still wanted to represent the best new music around, so decided to have the playlist meeting on Thursday. But, at the same time, the output will still reflect the mood of our audience after the events in America and we will be reviewing the output continually."

Radio Two's executive producer (music) Colin Martin cancelled his



Smith: tailored Capital output

immediate appointments with pluggers, while *Godfrapp's Pilot* and *Acousmith's By-Bye-From Here* were removed from the station's playlist along with Bob The Builder's seemingly innocent *Mambo No. 5*.

Offices shut and acts stranded as impact of attack reaches ever wider

Cancelled flights, missed or postponed appointments and meetings and shuttered label offices were all part of the music business landscape at the end of last week as the industry struggled to get to grips with the logistics of returning to a state of normality.

EMI, BMG, Warner and Sony shut down their New York offices in the aftermath of the attack, although the latter planned to reopen last

Friday. Elektra was operating with a skeleton staff at the end of the week and Universal Music gave employees the option of staying home.

Some acts also found themselves stranded in the US after last Tuesday's attack. Innocent/Virgin acts Atomic Kitten and Blue and Innocent managing director Hugh Goldsmith were all in New York when the disaster struck. Blue had been due to film their new video in New

York, which would have included shots of the Manhattan skyline. Meanwhile, Polydor's Ronan Keating was delayed in Toronto for two days but has now returned to the UK.

Sony S2's Jai Rodriguez was also grounded in the US, as was the company's European communications vice president Jonathan Morris. The launch details of Pink Floyd's forthcoming *EMI* best of Echoes, which were due to be unveiled at the

weekend, have also been put back, while filming was temporarily halted on Polydor act S Club 7's third TV series in Los Angeles.

A gig by Tricky in London on Wednesday was also cancelled because the ban on air travel meant the singer was unable to fly out of LA and, similarly, Ian Brown was unable to make a booking for an MTV interview in London because he was stuck in New York.

MUSIC COMMENT

WHY WE MUST TRY TO CARRY ON

Most readers of *Music Week* will have friends, relations or colleagues who live in the US and whose lives have temporarily been upended by the awful events of Tuesday, September 11.

We have all seen the TV news footage. Many of us have heard first hand stories of people grieve sick with worry as they were unable to contact friends, colleagues or loved ones in New York to check that they were alright. Our thoughts go out to everyone who is suffering at this time.

As the hours turn into days, some of the implications are still only starting to filter through – and many will not yet become clear for days to come.

Certainly the atmosphere at the Technics Mercury Music Prize ceremony in London on Tuesday night was totally subdued as many of those in attendance – both artists and executives – were unable to keep their thoughts from wandering from the music to events in the outside world. And this mood has deepened since the full impact became clear.

Music has been affected like almost every other business, with people unable to contact their own offices, let alone travel from one place to another or proceed with their activities as planned.

Concerts, playlists, events, meetings – all have been cancelled on both sides of the Atlantic. At a time when the industry would normally be focused solely on the packed release schedules of the fourth quarter, it remains quite unclear as to how the situation will develop.

On one level, the day-to-day runnings of the music industry are utterly irrelevant when compared with the horrific scenes in New York and Washington.

But in another sense it is already becoming obvious that it is vitally important, wherever possible, simply to attempt to get on with things.

With a tragedy of this magnitude there is no question of getting back to normality – for some such a concept will never be possible. But there is a growing determination not to let those responsible for this outrage, whoever they are, achieve their aim of using a massacre of innocents to bring civilised society to a standstill.

This is not a case of the music industry attempting to pretend that nothing has happened as it merrily goes about its business of chasing hits.

It is a case of everyone, wherever they are, making a stand against acts of barbarity.

It may be tough, but right now it seems to be the only option. We cannot let them win.

Alax Scott

TILLY

OUR THOUGHTS GO TO AMERICA

Like everyone in the UK music industry my thoughts are with our many friends and colleagues in New York and across the rest of the US.

Even now, a few days after the unespeakably horrific events of last Tuesday, it is still scarcely possible to believe that such an event could actually have happened.

At this stage it is impossible to know quite what knock-on effects the terrible news will have in any area of endeavour, let alone what the impact on any particular industry and those who work in it will be.

We can only pray for the best.

But even now it has been heartening to see how artists and entertainers, plus companies right across the entertainment sector – like individuals and companies across all areas of the community – have been attempting to do their bit, whether by offering blood, making donations themselves or creating facilities such as website links so that their fans and customers can also contribute.

Some of these may seem like small gestures, but every little bit counts, however helpless we may feel watching on from afar.

As the three minutes of silence observed all over Europe on Friday underlined, and our support – in whatever form – counts in this hour of need.

Tilly Rutherford's column is a personal view

Woolies results reveal overstocking problem

More details of the scale of Woolworths' overstocking problem were revealed when the newly-listed group's former parent company Kingfisher revealed its interim results last week.

Woolworths, which demerged from its former parent group on August 28, was listed under "discontinued operations" in the half-year results, where it was revealed that the "businesses were impacted by the stock reduction programme".

The report said, "At the end of last year, stocks were £93m higher than the previous year. This excess level of stock was reduced by £58m by the half year." Earlier this month, executive chairman Gerald Corbett revealed that the company was starting a round of multi-buy promotions and sales to shift non-chart CDs.

Turnover rose from £912m to £983.8m at Woolworths, with an operating loss of £27.6m (£33.8m loss) and pre-tax loss of £62.8m (£40.1m).

Boosey & Hawkes bounces back with improved figures

Boosey & Hawkes has reduced its debt, according to interim results which indicate that it is rebuilding its position after being hit by accounting irregularities and a management reshuffle at the US distribution company (BHM).

For the six months ended June 30 2001, net borrowings were £50.1m. However, the company confirmed that in July – just after the end of the last reporting period – the publishing-to-instrument group raised a further £17.5m towards reducing its debt, selling off its Edgware offices and the lease on its Regent Street site.

Group chief executive Richard Holland says the repayment of borrowings remains a priority and that the company is undertaking a strategic review to further reduce debt. "Inevitably, we have a different situation and reducing borrowings remains a priority," he adds. "But we

also need to look at how we can develop everything, where we can invest."

As part of this, the group has also decided to put the US-based re manufacturer Rico, which it bought for around £15m five years ago, up for sale.

In the past year, the group has reorganised under new management following accounting irregularities at BHM, which has now been relocated from Chicago to Los Angeles.

These problems also mean that comparisons of this year's figures with last year's results is flawed, because data for the first half of 2000 were overstated.

However, this first half reporting it was £3.3m (£4.1m) on turnover slightly up at £47.2m (£45.1m). Turnover grew more strongly in the publishing division, which saw sales increase 16m from £10.6m to £12.3m.

BBC unveils urban groove with digital radio launch

by Robert Ashton

Acts and labels in the urban music sector are celebrating after the black network awarded its own BBC service as part of the Government's approval of Network X and four other digital radio services.

Culture secretary Tessa Jowell gave the green light to the five new radio services – Network X, Y, Z, Asian Network and Five Live Sports Plus – last Thursday. X and Y will have the most impact on the music business, the former being aimed at a youth audience with a remit requiring it to play contemporary black music, with Network Y offering popular music from the Seventies to Nineties.

Relentless A&R director Glyn Akins hails the move as "very good news". He adds, "Radio One has been the biggest supporter of our music to date, but this shows a real commitment by the BBC to black music. It's the first time we've been given our own major outlet."

Similarly, Virgin UK president Paul Conroy welcomes Jowell's decision. "We see this as a tremendous opportunity for Virgin and record companies in general and an important step in the targeting of the



Jowell: gives the go ahead

BBC's radio output," he says.

Although Network Y will mostly play non-chart material, Conroy adds, "The success of Radio Two shows there is potentially a huge opportunity of reaping album sales and reactivating interest in music among people who may feel alienated by the more modern output of some stations."

The Department for Culture, Media and Sport also laid down conditions, insisting, "[Network X] must maintain its distinctiveness by concentrating on new black music and new artists within that genre by presenting a strong strand of live music." About 20% of its output will be speech, including 10% covering news, documentaries and social action programming.

Network Y's remit includes a "strong strand of live music" in addition to supporting major artists, who do not receive much radio support. Network Z is a speech station, but there will be an opportunity to play music on the Asian Network.

BBC director general Greg Dyke says he was "delighted" Jowell approved eight of the nine services proposed and GWR Group executive chairman Ralph Bernard also welcomed the culture secretary's decision. "This is an important day in the development of radio," he says.

However, the BBC and music industry voiced disappointment that proposals for BBC3, the station aimed at 16- to 34-year-olds and which would undoubtedly have included music and youth programming, has been knocked back by Jowell. She said the BBC had not made the case for the station and it was "not clear that its proposals were truly distinctive".

On the upside, the BBC was given approval to press ahead with two new TV channels aimed at children (one at six- to 13-year-olds, another at under six-year-olds) and BBC4, which will replace BBC Knowledge.

Chrysalis to put no further funds into net

The Chrysalis Group announced last week that it will make no further investment in the Internet.

The group issued a statement revealing that its new media operation has cost it £9.6m, but its online interests will now be restricted to its Rivals online sports network, its 35% minority interest in DarkerThanBlue and its Debt and Gay websites. The heart will be written off in the forthcoming year-end results.

However, Chrysalis has "ring-fenced" funds for development of Rivals and the brand websites and has already disposed of Puremix and its stake in the local information service Citypages. CEO Richard Huntford also adds that



Huntford: cap on net spending the company is looking for "strategic alliances" in relation to Rivals.

The media group's shares immediately fell 25p on the day, to a year low of 175p. By late Friday they were trading at 165p.

Huntford says the statement follows a promise made at the half-year, when the company vowed to

keep shareholders up to date with ad revenues and its new media interests.

"I think it is about not kidding ourselves," he says. "It's prudent to write everything down to the pound rather than include something in the balance sheet that has no worth."

Huntford, who expects to see a sizeable loss in the balance sheet because of the write-off and costs of new media, adds that the group may eventually move back into new media. "We would be a lot more cautious," he says. "We have learned lessons from the Internet and would need to see that it would add value to consumers."

The number one single success of Bob The Builder's Mumbo No.5 has convinced BBC Worldwide to begin TV advertising for the forthcoming album in the week of release. The TV campaign was due to start in mid-November, but marketing manager Alan Taylor says there will now be ads shown during GMTV in two eyes (October 1) in response to strong retail support for what is expected to be one of the year's biggest albums. In November, commercials will also appear on up to five ITV1 regions (excluding London) as well as satellite stations. The BBC is going for mass retail coverage from day one, with in-store support being confirmed this week, while retail co-op press advertising has been secured with *Chat* and *Heat* magazines and *The Daily Star*. The BBC has booked slots advertising in the *Mirror* and *Daily Mail*, while Nell Mortisey, the voice of Bob, will be available for national radio and TV promotion in the week of release. Republic Media has been coordinating press interviews with the characters. There will also be extensive marketing activity on the Bob The Builder website, which attracts more than 500,000 hits a month, and in the character's magazine, which has a circulation of more than 200,000. A straight-to-video 50-minute Christmas special starring Elton John as a rock star character is set to be released by HIT Entertainment on October 22. The market for branded Bob The Builder products is already worth more than £100m.



Virgin announces its first 3 for 2 campaign

For the first time, Virgin Megastores customers can enjoy a 3 for 2 offer across music, DVD, video, games and accessories such as T-shirts. The promotion starting today (Monday) sees the chain return to a multi-buy campaign following its four-week music money-off sale in June. The latest music campaign includes more than 20 chart albums and around 300 catalogue music titles featuring artists such as Rids, Faithless, Destiny's Child and Groove Armada.

The advertising has been created by design agency Farm to encourage consumers to try something new with their third purchase. One image features an old lady buying a Leftfield album.

"As a retailer, we have to keep devising new mechanics to persuade customers to be more adventurous in their music tastes," says Virgin Megastores music marketing manager Vicki Davis.

newsfile

NME TO BE PUBLISHED IN RUSSIA
IPO Ignited will launch a Russian edition of NME tomorrow (18). NME Russia is the 25th international version of the magazine and will be published fortnightly. A concert to mark the launch takes place in Moscow on Saturday, featuring four Russian bands and Mushroom's Muse.

PAIR FORM CONSUMER PR VENTURE
Former EMI/Chrisland head of press Judy Dunleavy has teamed up with Andy Saunders, founder of music industry corporate PR company Velocity Communications, to launch a consumer PR venture called Hi-Velocity Public Relations. The business will specialise in urban music PR.

MTV SEeks SUPPORT FOR ONLINE LAUNCH
MTV is looking for advertising and sponsorship agreements to support the launch of its My Messenger, its latest communications tool. The online division of MTV Networks has linked with instant messaging provider Odigo, to offer the technology via MTV websites across Europe. Users can receive instant messages and seek chat partners by searching an interest or demographic database.

VSHOP OPENS 100TH STORE
The VShop chain released the 100th store mark this Thursday with the launch in Manchester of its biggest outlet to date. Richard Branson will open the doors of the store, which is 200sqm in size compared to an average VShop store of around 100 sqm. Meanwhile, north-west based music retailer Music Zone has announced the acquisition of a new site on Manchester's Market Street.

BLAZE TV PROMOTES MOUNT
CDUK producer Phil Mount has been promoted by Blaze Television to the post of series producer, CDUK Mount has been producing the show since 1999 and previously worked on TFI Friday and The Who!ley Show, as well as overseeing ITV's coverage of this year's Party in The Park festival.

CLASSIC FM DRINKS TO WINE DEAL
Wine producer Ernest & Julio Gall has struck a deal with broadcaster GWR's Opus sales arm for sponsorship of a new wine feature on Classic FM's flagship news programme, Classic Newsnight. The deal will combine on-air advertorials, sponsorship and features within the radio station's Classic FM magazine. It is valued at around £125,000.

THIS WEEK'S BPI AWARDS
Led Zeppelin's Remasters album goes two-times platinum, while Frank Sinatra's Classic Sinatra, Zero 7's Simple Things, Jamiroquai's A Funk Odyssey and New Order's Get Ready! all go gold. Meanwhile, Groove Armada's Goodbye Country (Hello Nightclub) and Miss Elliott's Da Real World receive silver awards.

HOW TV SHOWS' RATINGS COMPARE

Programme	Viewers (000s)	% up/down on 2000
Top Of The Pops*	4,125	53.9%
Top Of The Pops II	3,098	n/a
SMY	1,267	6.3%
CDUK*	1,240	24.4%
The Pepsi Chart*	1,318	19.1%
Dr Fox Chart Update		
Live and Kicking	928,000	13.7%
Wine & Cheese	378,000	n/a
Exclusive/Sun	281,000	n/a
Flava (Weds)	172,000	n/a

*combined totals
Source: Mediamark Ergo (Boro data) 1st w/c September 3 2001.

BBC Redges more music for the Saturday morning show

by Steve Hemsley
The BBC is promising a greater mix of music when the Saturday Show replaces Live And Kicking this Saturday morning (September 22). The new three-hour show will feature two live performances each week and discussions are continuing over a possible on-link link-up with Radio One to discuss the next day's chart. Executive producer Annette Williams has also recruited a house band.

"We are not trying to compete with CDUK, which is a very good programme, but overall there will be more music in The Saturday Show and we want it to reflect the fact that there is less pop and more rock in the charts," says Williams. "This policy may attract a different kind of viewer than Live And Kicking."



The Saturday Show: more variety

The Saturday Show will be presented by Dani Behr and Joe Mac and broadcast live from the BBC Television Centre. The programme will feature one large purple-bust stage "which will be somewhere bands will want to come and play," says Williams.

The BBC is reluctant to announce which two acts will appear on the opening programme but, according to plugging sources, Victoria Beckham and Kylie Minogue — who go head-to-head with new singles released last Monday — are believed to be lined up.

Regular features will include Karaoke Karaoke, during which members of the audience will be asked to emulate an artist by singing an act's new single accompanied by the house band.

The decision to axe Live And Kicking after eight series was taken in March by BBC's head of children's television Nigel Pickard, who, ironically, started CDUK and brought its presenters Ant and Dec to ITV. The audience for Live And Kicking has dipped to under 1m in recent weeks, while CDUK is attracting around 2m.

The launch party for the new show took place last Monday and Williams is keen to receive feedback from the many pluggers who attended. "Lots

of the people we invited have been phoning Fleming And Connolly, so for years, so it made sense to get their views. We do want to work very closely with the record industry," she says.

Claire Houston, promotions executive for Fleming And Connolly, was impressed with the new set and the presenters. "What I saw at the launch was a good sign," she says. "Many teenagers are into US-style rock at the moment and that trend was acknowledged by the show's house band, but it is still not clear exactly how the music will run on the day."

RCA TV pluggier Richie Crossley also welcomes the new show. "It is always exciting to have a new daytime TV programme that is committed to music and it will get BMO's full support," he says.

MoS and Dixons join forces for digital radio promotion

High street electrical chain Dixons and Ministry Of Sound are discussing plans for a joint initiative to help raise the profile of digital radio this autumn.

The two parties have held meetings to discuss joint funding a press campaign, to drive younger consumers into stores to buy digital tuners by promoting MoS's digital radio station within Dixons's traditional double-page advertising.

The initiative is one of many being considered as part of The Digital Radio Development Bureau's latest marketing campaign to mobilise Christmas sales in a bid to double the number of sets sold to more than 70,000 by the end of the year.

Other promotional activity includes tactical radio airtime and a PR campaign driving the public to chains such as Dixons and PC World and independent electrical stores.

The DRDB has also published a newsletter to educate retail staff

and launched the website www.drdb.org.uk.

"This autumn is an important new phase in the development and roll out of digital radio and it is our job to coordinate retail and manufacture energies to stimulate consumer interest in the technology," says DRDB chief executive Terry Schouma.

Meanwhile, national commercial digital multiplex Digital One has announced the start of phase three of its transmitter network, bringing another 20 transmitters to the network. The operator now expects to achieve 90% population coverage within four years.

Digital One has helped electronics firm Videologic develop a potentially mass market kitchen digital radio which will be unveiled at the UK consumer show Live 2001 at the NEC later this month. Videologic will also begin marketing a portable digital radio before the end of the year.

V2 to tap into Worldpop database of fans to launch new act Liberty

Worldpop has been chosen as the interactive marketing agency for V2 outfit Liberty.

As part of the campaign for the act's first single Thinking It Over, which is released next Monday (September 24), Worldpop is recruiting a 2,000-strong E-selectors of fans via teaser e-mails offering free ringtones and mobile logs.

The fans selected to join the E-team will receive a Liberty welcome pack and be managed on a daily basis by Worldpop staff, who will provide instructions on how to target key radio and TV stations and access relevant chat rooms and bulletin boards.

Each member will receive exclusive news on the band, which they can release to other fans as part of the viral campaign. As an incentive, free tickets to see the band will be available and 10 members will get a chance to meet the act.

The marketing campaign by

LIBERTY

Liberty website: recruiting fans

Worldpop also includes postal mailshots, mobile text messaging and the setting up of a premium rate Liberty telephone hotline.

Head of marketing Dan Avenor says, "Our audience is happy at being asked to play such a pivotal role in the launch of a new act, while this campaign will demonstrate to the industry all the marketing skills Worldpop can offer."

V2 marketing manager Pier Reid says it made sense to make the link with Worldpop, which has a large database the label could tap into to build a fanbase.

● **Bob The Builder** is on top of the world down under after taking just four weeks to climb to number one on the ARIA singles chart. The BBC/Universal-Hussein Casbi Wee H! makes a three-place move to sweep aside Lifehouse's Pounding By A Moment as Polydor's S Club 7 slip 2-3, with Don't Stop Movin' and Innocent/Virgin's Blue with 3-5 with All Rise.

● Westlife's International fortunes are progressing with When You're Looking Like That arriving at 19 on the Australian singles chart and UpTown Girl's highest new entry at 41 on France's airplay chart. The BMA's act later in August hit is a firm favourite in Germany, moving 25-24 at retail while improving 24-17 on an airplay Top 50.

● Independent/Sine's Travis had a fantastic week in France, claiming the singles chart's fastest mover with Sing which lifts 28-13, moving 8-5 with the same track on the airplay chart and rising 40-30 on the albums countdown with The Invisible Band. Sing is one of five UK-sourced tracks in an uncharacteristically British-favoured airplay Top 10, led by BMG's David holding at three with Thank You and also featuring Sony S2's Jamiroquai (8-5 with Little L), Wildstar's Craig David (4-6 with Walking Away) and EMI's Craig's Great Hallwell (9-9 with It's Raining Men).

● Phonoprene signing Kylie Minogue races 10-6 on top to 20 on the biggest airplay hits on European radio with Can't Get You Out Of My Head ahead of its release at retail. It is one of two tracks on the chart, matching the new entry tally with two, but trailing BMG's five representatives, Universal and Virgin with four and Sony with three.

● Atomic Kitten's Eternal Flame rerelease claims highest new entry honours at three on the Swedish singles chart to head a double week for the Innocent/Virgin act in Scandinavia. It also enters the Danish Top 20 at 17 – a place above Polydor arrives S Club 7 with Don't Stop Movin' – while the Kittens enter at six on Denmark's albums chart with Right Now.

● One Little Indian's Björk, whose releases go through Universal overseas, is leapfrogged by EMI tracks to number one on the French albums chart but reverses the situation in Spain as Vespertine arrives at two, a place ahead of the Sony S2 act's A Funk Odyssey. The York album becomes an instant number one in Denmark and enters at seven in Sweden, while holding at two in Italy behind the newly-arrived Jamiroquai and moving to the same position in Belgium. However, it suffers a 1-6 slip in its second week on the chart in Norway as it slides 3-7 in Germany.

● Super Fury Animal's Rings Around The World project is gaining Internet interest in the UK with its first single Juxtaposed With U the highest new entry at 15 on Norway's airplay chart. The two-episode TV series of 11 Sony releases within the Top 20, headed by Michael Jackson at one and Independent's Travis holding at two with Side.



Universal conference goes ahead as tragic New York news breaks

by Hamish Champ
Universal pressed ahead with its international marketing conference in Mallorca last week, despite arriving as news broke of the New York and Washington tragedies.

Senior VP international marketing Max Hoke said that, after conferring with attendees on the opening day last Tuesday – with many leaving flown in from the US – it was agreed that the meeting should continue.

"It is deeply shocking and our first concern is for family, friends and colleagues, both within Universal and beyond," said Hoke. "It puts life in perspective in a horrible way. But we're all here, including our US colleagues and as far as possible it's business as usual. The show must go on."

The show did go on, with showcases from Sophie Ellis-Bextor, the Lighthouse Family, Danish dance act



US2: doubts over New York dates

Saif Douba and Elton John. John's new album, Songs From The West Coast, released on October 1, which is previewed by the single I Want Love on September 24, will go ahead following events last Tuesday. A second single from the

Jamiroquai (pictured) were forced to halt a programme of US promotion last week, because of the terrorist attacks in the US. The band's album A Funk Odyssey had been held back in the US until last Tuesday, to allow time to maximise their promotional opportunities. Despite that, Sony is rapidly making up ground with the new Jamiroquai album, which is enjoying one of the best international chart starts yet for a UK-sourced album this year. The album debuted at number one in the key territories of Australia, France and Italy, entered at two in Germany and three in Spain, while on the all-Genies Japanese Chart it achieved a rare high debut on an international release by entering at two, after high debut on the Japanese and airplay success, too, of its lead-off single Little L. Sony International vice president Catherine Davies is convinced Jamiroquai have recaptured their previous commercial form. "People have seen the long-term potential for this album and it's great we've started to get the results right away," she says.

this Train Don't Stop Here Anymore, is set for release on November 26. Uncertainty hovers over the band's proposed US tour in October/November, which was due to include three nights at New York's Madison Square Gardens. The dates are part of the promotion for the fourth single from the Smiling Elevator album, Walk On, released on October 29, and a DVD of the band's June concert in Boston which is set for release on November 19.

Other priorities flagged up included a new album from Ronan Keating, Gabrielle's greatest hits album, whose showing should be given a boost by her inclusion on the Bridget Jones's Day OST – and the Bee Gees two-CD 40th set. The Record, released in November, "We are going for a Beatles' 1-style marketing campaign with this one," says Universal Music UK senior VP international marketing Dave Doyle. "I can't emphasise enough how big this record is going to be. It will be the ultimate Christmas album."

Hopes are also high for Mercury's Bridget Jones's Diary, which has already sold 2.2m worldwide, with the film still to be released in 17 countries including France and Germany. A follow-up Volume 2 is due on October 29.

Universal Island's Pulp return with a single, The Trees/Sunrise, on October 8, and a self-titled album co-produced by ex-Walker Brother Scott Walker on October 22. Meanwhile, labelmate PJ Harvey, winner of last week's Technics Mercury Music Prize for her album Stories From The City, Stories From The Sea will have this love issued as a single on October 8.

UK TOP 20 AIRPLAY HITS IN EUROPE

PLW	TRACK/ARTIST (UK COMPANY)
1	1 Lene L. Lendroog (Arista)
2	2 Thank You (Cherry/Arista)
3	3 Eternal Flame Atomic Kitten (Innocent)
4	4 Family Bible Williams (Chrysalis)
5	5 Can't Get You Out Of My Head (Phonoprene)
6	6 It's Raining Men Craig Hallwell (9-9 with It's Raining Men)
7	7 All Rise Bob (Innocent)
8	8 Sing Trine (Independent)
9	9 Let It Dance Free (JCA)
10	10 Don't Stop Movin' S Club 7 (Polydor)
11	11 Side Travis (Independent)
12	12 Walking Away Craig David (Innocent)
13	13 When You're Looking Like That Westlife (JCA)
14	14 Huron Dicks (Cherry/Arista)
15	15 Elevation U2 (Island)
16	16 Take Me Home Sophie Ellis-Bextor (Arista)
17	17 Have A Nice Day Dan Snares (Virgin)
18	18 Take My Breath Away Emma Bunton (Virgin)
19	20 Carsten In The Sky Jan Van Dalbe (Mute)
20	20 Out Of Reach David Lee Roth (JCA)

Chart based on the 20 most used airplay tracks on terrestrial radio in 200 European countries. UK Music Company. Data supplied by Sony, and last updated on 02/10/2001.

GAVIN US URBAN TOP 20

PLW	TRACK/ARTIST (UK COMPANY)
1	1 2 Different Shades (Blade)
2	2 I'm Ready Jennifer Lopez (Epic)
3	3 Family Affair Mary J Blige (J&R)
4	4 Get It (P.D.I.V.A.) Jay-Z (Roc-A-Fella/DMG)
5	5 Ghetto House Inley Benford (FRESH/Atlantic)
6	6 I'm A Thug Thank Daddy (S&P-Sub/Atlantic)
7	7 Fallin' Alicia Keys (J Records)
8	8 Hook The Boat Aaliyah (A&M/World/J&R)
9	9 Where The Party At? Jaqueline Epps & Kelly (Columbia/CYG)
10	10 Feelin' On Yo Body R Kelly (J&R)
11	11 One Minute Man Missy Elliott (Gold Mine/Ed/West/Epic)
12	12 You Rock My World (The Notorious B.I.G.) (A&M)
13	13 You Rock My World Michael Jackson (A&M)
14	14 Living It Up Ja Rule (Murder Inc./The Family/J&R)
15	15 Lifetime Maximum (Columbia/CYG)
16	16 Aya Coles Ladies (Globe/Atlantic/The Priority/DMG)
17	17 I Remember Me Urban (Arista)
18	18 Set It Off Jennifer (C&H/Music/Universal)
19	19 John Doe Public Announcement (JCA)
20	20 Icy (Beverly Spector) (Interscope)

Chart based on the 20 most used airplay tracks in US terrestrial radio for week ending September 12 2001. Source: Gavin Publications.

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

COUNTRY	ARTIST (UK COMPANY)	SPIN	UK SALES
AUSTRALIA	single One Way, Back The Bubble (S&P-Sub/Atlantic)	1	4
CANADA	single Walks Out Radiohead (Platino) (1)	1	1
FRANCE	single It's Raining Men Craig Hallwell (9-9)	1	1
GERMANY	single Eternal Flame Atomic Kitten (Innocent)	10	6
ITALY	single Family Bible Williams (Chrysalis)	6	12
NETHERLANDS	single Thank You (Cherry/Arista)	5	6
SPAIN	single Little L Jamiroquai (Sony S2)	1	1
US	single I'm In Craig David (Wildstar)	16	17

Source: Music Information Services Company (MUSICINFO) and Nielsen SoundScan. UK sales based on the 100 highest UK sales.

AMERICAN CHARTWATCH by ALAN JONES

Rising metal stars System D.F.A. Down and Aaliyah's posthumous one-week reign at the top of the Billboard albums chart, debuting in pole position with their second album Toxicity. The album sold more than 222,000 copies in the survey period, an impressive 74 times as many copies as their first previous album, a self-titled set, sold on its first week in the shops in 1998. That album eventually reached number 124 in a 23-week chart run and has sold at an increasingly rapid pace in recent weeks thanks to airplay for its first single, One Step Beyond. Under Billboard chart regulations, which impose time limits on albums appearing in the chart, it has, however, been relegated to the catalogue chart where it jumps 23-13 this week, after selling a further 10,000 copies to take its overall tally to 764,000.

Toxicity is one of only three new entries on the albums chart, with the next highest debut coming from the Doobie Brothers' Greatest Hits at number 142, and the soundtrack to the new Rock City movie trailing at number 180. With so few attractive new albums hitting the shops and many of last week's much larger new entries making significant falls, numerous established albums take the opportunity of regaining lost ground. Gorillaz' self-titled debut is among

them. It slipped 16-21 last week, but now charges to a new high at number 14, while their debut single Clint Eastwood progresses 63-57 on the Hot 100, with airplay increasing significantly again. The Gorillaz album has sold more than 660,000 copies to date.

Among other UK and Irish acts, there are climbs for Enya (26-20), Craig David (45-43), Dido (98-87), and Robbie Gray (107-93). The Beatles 1 (28-12), Sade (122-119), Coldplay (169-138) and The Wurzels' (145-143), and the star performers are: U2, whose All That You Can't Leave Behind (2) got a 145% boost and moves 104-78 following their powerful performance on MTV's Video Music Awards. The group are winning worldwide airplay for their track Peace On Earth in a mix of radio stations in NYC, which incorporates some chilling news reports of the New York attacks.

Those bombings forced a temporary closure of Billboard's New York office, the use of incorrect data for the albums chart on its website (which showed Alicia Keys at number one at the time of writing) and have forced its writer to file this copy from an internet cafe in Miami rather than – but I'm sure you'll agree – at such matters are of little consequence compared to the events that may have caused them. The tragedy will slow sales for the current week. Even so, there should be high new entries next week for Mariah Carey, Jay-Z and Bob Dylan.



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ROOM TIME FOR MUSIC CHOICE EUROPE

Music Choice Europe has unveiled a 68% rise in turnover for its interim results for the six months to June 2004, while reporting a continued rise in subscribers and the successful launch of interactive TV services in the UK and Sweden. This announcement coincides with the appointment of Donagh O'Malley as head of legal and business affairs.

IMRO REPORTS RIGHTS IN REVENUE

The Irish Music Rights Organisation (Imro) has reported a 12% increase in total licence revenue collected last year, continuing its annual trend. Bellefire, Samantha Mumba and Westlife are recent additions to the host of acts who hold membership.

EAGLE VISION GRASPS EMI DEAL

Eagle Vision has struck a TV distribution deal with EMI's Picture Music International TV arm, as a result, the Eagle Rock Entertainment company will handle all new programmes of artists it has signed to EMI. The deal also relates to the majority of PMI's catalogue and will see the standalone PMI team being disbanded, with the brand continuing within the marketing of EMI's programming.

SHOESHINE BOSS WINS AWARD

Shoeshine Records proprietor Francis Macdonald has won the small business young music professional award for his work on the Glasgow-based record label, McDonald, who is currently the drummer with Teenage Fanclub and also a former member of the group BMX Bandits, has released UK guitar-based pop through the Shoeshine labels for some time now, as well as releasing American and country music through Shoeshine's Americana imprint. Macdonald is now hoping to find funding for the expansion of the label.

SONY UK VENTURES FURTHER INTO CHILL-OUT

Sony UK has signed a joint venture deal with chill-out pioneer Chris Coco to form a new brand called Organic Recordings. The new label will focus on mainstream chill-out releases and will launch with the release of an album entitled Acoustic Chill. Coco, who has a three-album deal with Avex, is managed by Seven Webster, who has been influential in the development of artists including Sade, Dido and BT. The deal was forged by iNcredible managing director Graham Ball, while Organic will be managed by Sari Ali, who recently joined Sony from Reelness.

ALL EYES TURN TO INDUSTRY AWARDS

Three music industry leading lights are being inducted onto the roll of honour at the seventh Music Managers Forum this Wednesday. A crowd of 600, including around 100 young managers and A&R people, are also expected to witness performances by a stellar cast of artists at the London Hilton, who are turning out to support the three other winners of the producer of the year, manager of the year and Peter Grant awards.

HIT SCORES

In September 1 issue's Sony autumn release preview Sony's albums hit scores should have had top 10 artist and four top 10 compilation albums, one artist top 10 hit and five compilation top 20 hits. The Universal Islands scores in the September 15 issue should have had Universal Island with one artist number one album, while Working Title - Not Universal - is making All 6 The Move.

Exciting new talent set to spice up In The City

by Nick Robinson

The organisers of In The City are predicting a new enthusiasm for rock to emerge through the unsigned acts playing at the event this year.

ITC's A&R director Phil Saxe and coordinator Chas Morrison believe a real passion is returning to the underground of new talent. The variety in musical styles of the demo tapes submitted to ITC this year also suggests that bands are going back to basics. Meanwhile, the rise of the internet has led many acts to venture out on their own and may be getting distracted by the commerce of music, according to Saxe.

"There was a feeling in recent years that it was all a bit calculated," he says. "Bands were deliberately playing music or copying others in a way they felt could get them a record deal."

"The middle-of-the-road stuff has disappeared," adds Morrison. "The copying replication has gone and everything is now much heavier, poppier or just different."

More than 75 acts have been selected to play at this year's event - which runs from September 29 to October 2 - from the 1,300 demos sent in.

While there is only one Scottish act playing this year - Glasgow's Lapsus Linguae - there are a number from Sheffield and the usual representation from Manchester, Liverpool and London, with a movement towards the rural genre, among others, beginning to come through.

"That's just the way it goes and the variety this year ranges from sort of The Strokes style to heavier rock and electronics," says Saxe. He adds that bands expected to get a lot of A&R attention this year include Nylon Pylon (from Manchester), Torpedo (London) and Hogboy (Sheffield).

Parlophone A&R manager Dan Keeling says the ITC unsigned line-up is probably reflecting a general optimism in new music. "There will always be one or two acts worth catching at in



Nylon Pylon (top) and Torpedo

The City but in general there is some good stuff coming through anyway. Bands are just going their own thing again and it's an optimistic time," he says.

In addition to the UK unsigned acts, a host of other acts are set to play in Manchester during the convention. Finnish guitar act Manboy and Swedish guitar pop outfit Core are to perform at this year's BMI Showcase & Brunch, which will take place on the Sunday (September 30) at The Life Club in Fetter Street, Westminster. ITC organisers say that other acts confirmed to play in the city include Roxy Music, St Germain, Roots Manuva, New Found Glory, The Orb, Elliott Eastwick, Dax Riders, Mum & Dad, Riton, Billie Ray Martin, Fingertwig, Suns Of Arqa, Bamboo Soul, Saw Doctors, Crazy Penis, A Trak, Cosmic Rough Riders, Spiritualized and Snowblind.



The Planets: pushing classical boundaries

EMI Classics targets crossover market with Dramatico label deal

EMI Classics is hoping to crack the classical crossover market via a new label deal with composer Mike Batt and his boy/girl act The Planets.

If it is successful, the deal with Batt's Dramatico label will see the composer develop more artists for the major.

"The Planets, whose debut album Classical Graffiti is released at the end of October, comprise four girls and four boys, all music students aged between 19 and 24. "I just wanted an act that was totally musical, plays completely live and is great to look at," says Batt, who co-created current crossover act Bond and whose previous successes include Vanessa Mae.

EMI Classics Worldwide President Richard Lyttelton, who struck the deal with Batt, believes The Planets will "push the barriers of classical music in all directions". The label's UK managing director Barry McCann adds, "They have the spirit of a young pop band - a sort of Club 72 plus one. Hopefully, they will appeal to the older middle market and aspirational young teenagers."

The debut album features contemporary arrangements of classical pieces as well as Cream's I Feel Free, which original vocalist Jack Bruce appears on. It will be followed by the single Rodrigo which features a club remix.

Madonna, Dido, Beck, Dr Dre and Beth Orton are among the artists collaborating with William Orbit on the producer's debut pop album for BMG. The record, as yet untitled, is close to completion and is due for release next April. BMG UK international A&R vice-president Nick Stewart, who, along with the company's recently-departed chairman Richard Griffiths, signed Orbit, believes the record is unique. "William is a very meticulous artist and the work that he is doing is exceptional," says Stewart. "Based upon what I have heard so far, I think the record will be something extraordinary." Recently, Orbit has achieved huge success as a producer with the likes of Madonna and Blur but has also established himself as an artist in his own right with his dance project Bassomatic, ambient/chill-out persona Strange Cargo and his album of classical interpretations Pieces in A Modern Style. Orbit, who is now based in the US, has recorded the album in London and Los Angeles during the year since he signed to BMG. "Every major label was very interested in William. The reason he and his manager Andy Kipnes chose BMG is our powerful worldwide network," says Stewart, who adds that the album's release will be previewed by a full trade launch next spring.



PRODUCER PROFILE
British R&B may not be storming the US charts, but not American producer Jermaine Dupri is more than aware of its influence. Spicing up the eve of a trip to those shores to promote his second Columbia album *Innocents*, Dupri says he is keeping a close eye on the UK's developing talent.



Dupri: Influenced by UK two-step

"I've been trying to figure out this two-step thing and it's one of the reasons I like Craig David's album," says the 29-year-old producer of recent hits for Usher, Mariah Carey, Janet Jackson and Lil' Bow Wow. "You might hear that influence on one of my records soon. I know Usher wants to do a record with him," says Dupri. "David's music is what he wishes he had had the chance to remix David's music to help him crack the US. "His album wasn't designed for the US so it would have made sense to get people like me or Rodney Jerkins to remix it," he suggests.

Dupri's own success took a few years to develop. From his body-popping and rap beginnings as a 12-year-old in Atlanta, he went on to find his way as a producer by studying a friend at work in one of the city's studios. "I had a sound in my head that I wanted to create, but the speakers at home had to learn myself," he says. By 16 he was producing records, with his first album being the debut by Silk Jimes Leather. While this is a follow-up project

achieved few sales, Dupri was honing his sound and introducing samples to his work. "That came his first big success with teenage duo Kris Kross, who became a multi-platinum crossover act, and Second Nature, who evolved into TLC. In 1993, Dupri struck a deal with Columbia US to launch his own label So So Def Recordings and immediately garnered more hits. This time with Kscape and then Da Brat.

He proved himself in the Nineties by achieving the unique production feat of having number ones in the US Pop, R&B and Rap charts with different singles. His ability to traverse styles yet still retain a unique sound is the reason why he has become one of the US hottest producers. It also explains why someone like Britney Spears recently called him in to produce his version of What's Going On, which is being released to support Artists Against Aids in Africa.

Dupri is keen to turn his attentions towards pop in the future. "I want to find a pop group for my label," he says.

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SINGLE of the week

ASH: Candy (Infectious Infect106s). Sampling the Waitresses' track *Take It Easy On Yourself*, this single's laidback post-summer affair. Number one-selling album of this year, the Northern Irish group have managed to maintain their public profile with 48 festival appearances, and are currently embarking on a tour of South East Asia. The track is B-listed at Radio One.

SINGLE reviews

RECORDED ELBOW: Newborn (V2 VVRS016173). The fourth single from Elbow's Mercury Prize-nominated album *Asleep In The Back* is a powerful, brooding affair. Clocking in at more than seven minutes, this is the album highlight and should help keep sales of the album high. The single is C-listed at Radio One and the band embark on their biggest UK tour yet in October.

ANGRY MEXICAN DISCS: I Like It Funky (Palm Pictures PPCT0772). Despite the act's great name, this is a slightly run-of-the-mill track. Happening in a midday sort of way in the clubs, this straightforward stomper will probably work well on the dancefloor but does not have the potential to cross over in any big way.

THE B-15 PROJECT: Feels So Good (Relentless LENT17). The title track from the Birmingham garage act's forthcoming album is one of its more obviously commercial cuts. Featuring vocals by Shoja Aka (currently out of a deal) and a co-producing rap from Ms Dynamite, this will hope to repeat the success the Project enjoyed first time around with *Girls Like Us*.

REMOVED CRACKOUT: You Dumb Fk (Hut HUCD143).** Crackout's first single since signing from Precious Cargo to Hut starts the rock zeligist with ease. Throwing You Dumb F**k out with plenty of punky attitude, the trio look certain to pick up attention — if not airplay — over the coming weeks. Their debut album *This Is Really Nice* is released on October 22.

FUNK D'VOID: Diabla (Soma SOMA112). Lars Sandberg's Funk D'Void material has been a reliable source of quality for some time, and *Diabla* is certainly no exception. This tart piece of analogue techno is currently doing the business in clubland.

FATH HILLS: Braitha (Warner Bros WS2CD2). To follow the *Top Five* single from *There You'll Be* which accompanied the film *Pearl Harbor*, this track follows a similar vein. A slightly more upbeat ballad, it may not receive the required publicity to duplicate her previous success. It precedes the artist's best of album, *There You'll Be*, scheduled for release a week later.

UGLY DUCKLING: A Little Samba (XL Recordings XLS135CD). The second single from Ugly Duckling's debut album *Journey To Anywhere* takes the Long Beachers' fun-loving take on hip hop to its



limit. Purist fans of the classic hip-hop sound will delight in the remix from West Coast heroes People Under The Stars.

SUGAR RAY: When It's Over (Lava/Atlantic AT0114CD). The first single from the Californian group's recent album is an infectious pop track with a catchy hook. It has proved popular with a B-listing at Capital, and the band will be looking to raise their UK profile with a gig at London's Shepherd's Bush Empire on September 26.

RECORDED INDIA ARIE: Brown Skin (Motown MOWC07). The standout cut from her strong debut album, Brown Skin sees this US soul champion in lyrical form. B-listed at Radio One and A-listed at Radio Two, it should finally bring her the broader recognition that she deserves.

BRIAN HARVEY & THE REFUGEE CREW: Loving You (Blacklist Edel DL32252RE). The result of this unlikely collaboration between Brian Harvey and Wycef Jean is a laidback R&B track with Jean's usual slick production. Already C-listed at Radio One, the single may help to provide the much-needed boost that Harvey requires.

4 HERO: Les Fleur (Talkin' Loud TLCD66). Lifted from Dejo MacFarlane and Marc Mac's forthcoming album *Creating Patterns* — the follow-up to the *Mob* Award-winning *Two Pages* — this is a cover of the Minnie Riperton soul classic. Re-working Charles Steppen's epic arrangement with strings and subtle beats, it should nudge their finely-crafted sound towards the mainstream.

TODD TERRY: No More Tears (Enough Is Enough)/Raining (Sound Design SDES2CD5). After a hit with Gysneys's *Barabarita*, the US producer returns to this reworking of the 1979 Donna Summer/Barbra Streisand hit. The Rhythm Masters provide a bubbly remix which outshines the somewhat pedestrian radio edit.

ALBUM reviews

VICTORIA BECKHAM: Victoria Beckham (Virgin CDV2942). The last of the Spice Girls to make a solo outing, Beckham has delivered a professional piece of work. If the album can rise above the public's preconceived idea of the star's abilities, this should have some shelf life, powered by the Radio One B-listed *Not Such An Innocent Girl*. Other standouts include *I Wish and Watcha Talkin' Bout*.

RECORDED BOB THE BUILDER: The Album (BBC Worldwide WMSF0472). Having

RECORDED SUPER FURRY ANIMALS: (Drawing) Rings Around The World (Epic ETS190862). The second single from the Super Furries' much-awaited 'breakthrough album' *Rings Around The World* is a whosht of retro-futurist pop that the band excel at combining the Beach Boys' melodic nous with a driving space-rock backing, this Radio One B-listed single has every chance of giving the band their so-far-elsewhere first Top 10 single.

ALBUM of the week

KYLIE MINOQUE: Fever (Parlophone 5358042CD). With her new single, *Can't Get You Out Of My Head*, due to go head to head



with *Posh Spice* — and it likely to win — Kylie's latest album continues along the trajectory established with her Parlophone debut, *Light Years*. The contemporary electro-disco pop perfectly matches her current image, and Parlophone has paired her up with good writers, like Cathy Dennis and Pascal Gabriel, who have put together a set of infectious pop tunes.

just achieved the impressive feat of gaining two number one singles. The animated character with the voice of Neil Morrissey releases his debut album. Likely to appeal to the pre-schoolers, it is completed by new material as well as a duet with Elton John performing *GrooveDile Rock*.

MACHINE HEADS: Supercharger (Roadrunner 3906062). Based in San Francisco the quartet deliver their fourth album. Like their previous offerings this an intense collection of unrelenting rock which will precede the group's plan to appear in the UK before the end of the year.

RECORDED MODJO: Modjo (Sound of Barclay 5893012). Modjo hold the rare record of being the first French band to reach the UK number one which, given the competition from their own countrymen, is no mean feat. On this album the band show their seemingly effortless ability to craft polished pop-dance gems. From their huge hit *Lady through Chain* to the slamming *On Fire*, it is a satisfying ride on a Gallic dreamboat.

RECORDED ELTON JOHN: Songs From The West Coast (Mercury 5803302). This is easily Elton's best album for more than 25 years. Stripped-down and at moments quite beautiful, the set harks back to *Madman Across The Water*. Created again with lyricist Bernie Taupin, the highlights are opener *The Emperor's New Clothes*, the introspective *Original Sin* and the stark *I Want Love*.

BOB GELDOF: Sex, Age And Death (Eagle EAG0187). Geldof's first album in five years is an eclectic mix of strange and brooding overtones. Apparently paying homage to the turbulent recent years, the album has a melancholy, haunting sound that remains current throughout.

IAN BROWN: Music Of The Spheres (Polydor 5891262). Brown's third player sees the ex-Stone Roses frontman propelled into a more intriguing space than on previous efforts. The blend of minimalist styles gets into an alluring whole courtesy of producer Dave McCracken, and the lyrics and vocal delivery are as individual as ever.

ORCHESTRA BADAIB: Pirates Choice (World Circuit WCD063). Orchestra



Boabab started life in 1970 as the house band at the Boabab Club, which had been created by a trio of Senegalese government ministers. Marring Cuban and African music in a way that is both relaxed and soulful, it is a work of beauty.

BEN JASON: Ten Songs About You (Go Beat 5890942). The duo's third album platform their folk/pop sound, which may now find wider favour among the public. Following the release of the single *The Wild Things* and their collaboration with Knobe, they are able to cement further UK success.

VARIOUS: Solid Steel Sessions - DJ Food & DK (Ninja Tune ZEN55CD). Kickstarting a compilation series inspired by their *Kiss FM* at BBC London Live

shows, DJ Food and DK serve up a spellbinding display of turntable. Likely to be compared to Goldcut's celebrated *Journeys* by DJ album, this is a lesson in the art of putting together DJ mix albums.

RECORDED SKINNY: Taler (Cheeky/BMG CHEEKYCD055). Following 1997's critically acclaimed debut *Weekend*, *Fatless* cohorts Skinny re-emerge with this second album of twisted pop. Paul Herman's songwriting — showcased on Dido's album *No Angel* — is sharper than ever, and Matty Benbow's production keeps the songs focused. The single *Morning Light* is A-listed at Xfm, while the band recently played the Reading/Leds festivals.

JERMAINE DUPRI: Instructions (So Def/Columbia 4979802). The hip-hop industry veteran and R&B super-producer entices the help of hot names such as Ludacris, Jay-Z and Jagged Edge on this, the follow-up to his solo debut *Life In 1472*. It is not easy to see why they are keen to oblige — each track fairly bounces along as Dupri serves up cutting-edge rap and R&B.

SYSTEM 7: Seventh Wave (A-Wave AAW007). Steve Hillage and Miquetta Giraudy unleash another album of hypnotic trance grooves. Featuring their trademark ethnic influence alongside breakbeats and spaced-out ambience, it should please fans of their two previous album releases.

Heat new releases
 O Audio clips from the releases marked with this icon can be heard on dotmusic at www.dotmusic.com/reviews

This week's reviewers: Dugald Baird, David Barrington, Claire Bond, Jimmy Brown, Alex Scott, Nick Tesco and Simon Ward.



RECORDED GARBARGE: Beautiful Garbage (Warner Bros MUSH592). Following the eclectic Version 2, Garbage have opted to go down the pop route with a melodic and breezy set. The grunge element of their earlier work has been toned down and there are even shades of R&B, particularly on the B-listed first single *Androgyny*. Shirley Manson still manages to shout sweet and menacing, especially on *Shut Your Mouth*. Possible future singles are the waltzing *Can't Cry These Tears* and the postapoc *Cherry Lips* (Go Baby Go).

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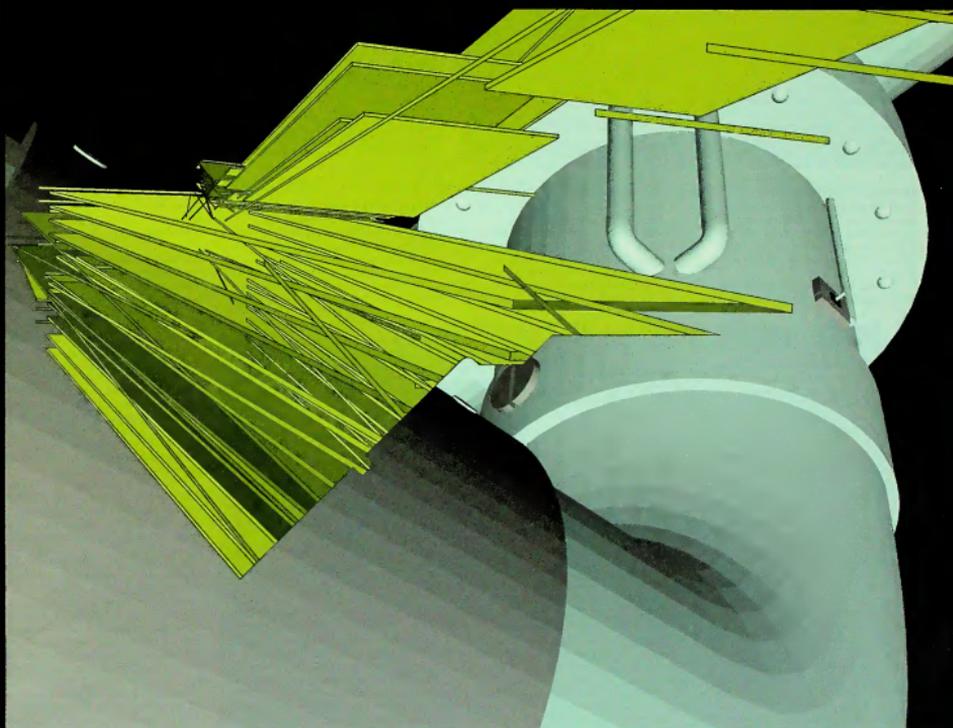
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A BUSINESS VISION THAT WAS SET TO MAKE THE UNSTOPPABLE FORCE

Last year's management buy-out signalled a rebirth for the UK's biggest distributor, reports Karen Faux

While THE says it is not afraid of the word consolidation, it is now determined to move beyond its traditional areas, with a business vision that will turn it into an unstoppable force in the 21st century.

This is a fitting remit for the UK's biggest independent distributor of home entertainment product, which has been trading for almost 20 years and currently employs 500 people.

Last year the company underwent a rebirth when directors Warren Mason, Dennis Ashton and David Pemberton staged a management buyout from John Menzies, purchasing the company for a net asset value of £10m.

Commercial director Warren Mason is quite ready to admit that three years ago THE was on its knees. He says the business was "haemorrhaging customers" and annual turnover had declined from £200m in the mid-Nineties to £100m in 1999.

"Prior to the buy-out, while still under Menzies ownership, we had already started to lay the foundations for turning it around," says Mason. "Initially, that involved reducing the mountain of stock and refocusing on our quality of service. At that time, Menzies had to write off a loss of £30m."

By 2000, it had become obvious that Menzies was planning to sell THE and other

retail interests to enable it to concentrate on its core businesses. THE had made an operating loss of £4.2m on sales of £130m in the 12 months to May 6 and the future looked uncertain.

"In the spring of last year, myself and Dennis Ashton began the process of selling the business to anyone who was interested," says Mason. "We ended up in a bar in London one evening and started to ask the question, why are we doing this? It

'We ended up in a bar one evening and asked, why are we doing this? We decided we had the strength and experience to take it on ourselves' — Warren Mason, THE

was then that we decided we had the strength and experience to take it on ourselves."

Following the addition of David Pemberton to the management team, as company secretary, the buy-out was swiftly completed by August 2000. In May this year, THE went on to acquire Startle Distribution, a London-based distributor with an annual turnover of £60m.

The deal gave the company control of Startle's assets including Startle Lightning Export and 24/7, the home fulfillment operation. The deal represented a bold step towards an annual sales target of £500m within the next three years and provided a vital foothold in the international market.

It did not take long for THE to complete the relocation of the Startle distribution operation to Newcastle, with a large number of staff retaining their jobs.

The acquisition of the Lightning Export business yielded HMV, Tower and Virgin accounts in the US, Asia and the Far East, while Lightning's jukebox provided accounts such as Leisurelink and Crown Leisure.

But the Startle acquisition has not been the only way in which THE has invested in business since the buy-out. Mason says, "Before the Startle acquisition we had already added £500,000 to our annual salary bill, by strengthening our sales and marketing teams. This has been essential to re-focusing on quality of service."

Currently THE's operation not only spans the management, order picking and distribution of a whole range of fast-moving consumer goods, but also provides business to business, business to consumer and third party handling. THE's major customers comprise High Street multiples and supermarkets, along with a



The new management triumvirate (from left): Warren Mason, Dennis Ashton and David Pemberton

broad base of specialist and independent stores and, increasingly, e-tailers linked to the internet, interactive television and web-phone operations.

From its 250,000 sq ft warehouse in Newcastle-under-Lyme, Staffordshire, THE is able to offer next-day delivery to mainland UK on more than 160,000 products to 8,000 customers, including 18,000 retail outlets. Mason believes that its existing wholesaling business, involving CDs, books, multi-media, video and DVD will continue to grow organically and bring a host of new opportunities its way.

Core businesses such as books are continuing to expand, with this area currently representing 20% of its annual turnover. Independent bookstores would THE the best wholesaler during the last Christmas period on the basis of its speedy and efficient delivery.

"We've seen a 40% uplift in this area this year," says Mason. "We have a dedicated team of 40 people working across the admin and sales functions, reflecting the in-depth knowledge required in the books market."

At the same time, e-fulfillment is an area which is hugely important for future momentum and it was the first project initiated by the new management team, with investment to the tune of £500,000. Today THE handles fulfillment for the online sales of Tesco, Virgin Megastores, Telewest and Scene One. Direct Line and its Jam Jar stores are also supported by THE.

"One of the main differences about e-tailing is that it is consumer-facing rather than retail-facing and it is our job to be completely invisible," says Mason. "Tesco expects a service that is second to none and, while they provide all the front-end sales and marketing, we have to be spot-on with consignments and handle all the queries and returns."

For Mason, the beauty of this kind of business is that it has the potential to ►

A tailor-made service to retailers

Since the management buy-out, THE's business has been re-focused around individual product areas in order for an audio business unit to sit alongside departments for books and video, DVD and games. As part of this re-structuring, a dedicated audio-marketing team consisting of six people has been created to supplement the ordinary telesales operation.

Audio general manager Andy Adamson says, "This team is supplemented by four field sales executives who cover all of England and Wales. They work on a weekly cycle for new releases and a monthly one for promotions. Between them, they cover 400 independent accounts every month."

Adamson reports that dealers have so far responded positively to this way of working, which ultimately allows them to provide a tailored service to a wide range of stores. He believes that face-to-face contact with store buyers is essential for maintaining a healthy relationship with accounts and getting feedback on how its service can be enhanced.

The specialist music sector currently accounts for 30% of its sales, while non-traditional outlets take the biggest chunk at 60% and the multiples take the smallest at 10%. The currently carries 30 million lines of audio in stock across its traditional wholesale and distributed labels.

"For non-traditional outlets we will

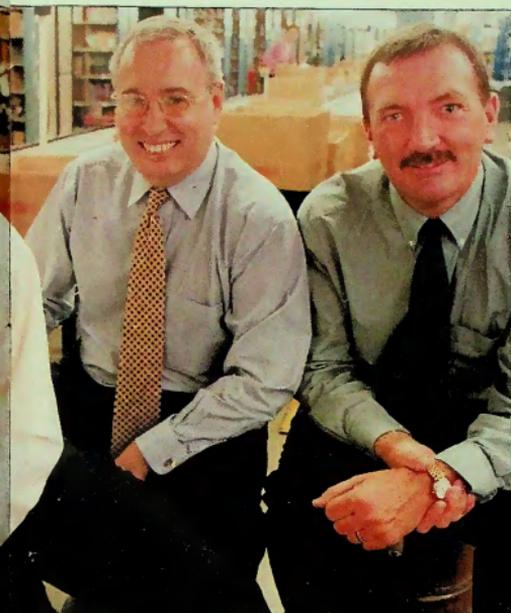


organise their charts, manage stock, sell their marketing packages and brief the stores on any special offers for a particular week," says Adamson.

The usually has at least six promotions going on at any one time and says that indie stores are currently being offered a mid-price campaign involving more than 4,000 lines that can be sold to the consumer on a three-for-£18 offer. It is also offering a Universal budget promotion with product priced at £2.75, a Sony boxed-set promotion and an autumn sale encompassing a wide variety of catalogue retailing between budget and mid-price.

THE is currently gearing up for what it expects to be a very busy autumn period, when it will be extending its ordering hours. "We give ourselves plenty of time to plan for the Christmas rush so that we can maintain the highest level of service to our accounts," says Adamson. "We will be operating seven days a week and guaranteeing next-day delivery."

Adamson says the most important thing is to remain flexible. "It is in the nature of the market that release dates change and his emerge suddenly. These are factors that we have to be able to deal with comfortably."



...Mason, David Pemblington and Dennis Ashton

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The invisible e-partner

In one of the fastest-growing areas of the business, Virgin Megastores Online, Tesco.com and TeleWest are just three of the clients that THE services have brought on board as part of its e-fulfilment operation.

General manager of commercial development Gerry McAuley says THE acts essentially as the invisible partner for retailers who require their goods to be despatched right to the customer's front door.

"When the consumer shops with the retailer, the retailer sends us the order electronically. We then pick the product from our distribution centre and print a despatch note in the retailer's own identity," he says. "We are never seen by the consumer in the process."

McAuley says this system was designed for speed and accuracy and that generally THE is picking an order within an hour of the consumer placing their request with the retailer. "Orders are rising all the time and we are relied on not to make mistakes on their behalf," he says.

THE's online capabilities are also applied to its ordering systems, making it easy for a wide range of stores to place



orders. New clients reap the benefit of a technical integration team which ensures that in-store computers can interact with THE's ordering lines. Last year its Electronic Gateway system won a BT sponsored award.

"We are always looking at ways of improving what we do and recently we built, at a client's request, a system that helps prevent the despatch of potentially fraudulent credit card orders," says McAuley.

take THE beyond its traditional product areas. "There is no limit to the kind of products we can handle as part of this service," he says. "We are also keen to offer this distribution expertise on a third-party basis, to anyone who needs a logistics solution, and are currently in discussion with various people. We see this as a way of strengthening relationships within the entertainment industry while paving the way to new partnerships outside of it."

THE's increasing involvement in the internet sector is also fuelling new ideas.

The latest is the launch of a branded payment mechanism in the form of a card that will bring online shopping within the reach of those who prefer to shop with cash or are too young to have a credit card.

The card is being developed in conjunction with Paypoint, which has 8,000 outlets in newsagents in the UK, which, as Mason points out, are situated within a mile of most people's homes. "People can go into their local newsagent and convert cash into a secure internet trading card," he says. "It is a way in which parents can give

cash to their children for them to shop online and still keep their spending under control."

So far Mason and his co-directors have been vindicated in their strong belief in THE as an ongoing concern. The ship has already been stabilised and the three-year programme agreed with the financiers to turn around previous losses is well under way. THE says that the past year has been extremely profitable and its plans have already been exceeded.

"In effect, we've bought all the good bits

of THE and added to that," says Mason. "We've extended both our product and customer range and, in the process, have benefited many, including the independent retail sector."

As the company enters a new entrepreneurial era and becomes ever more bullish about new markets and acquisitions, at least one old-fashioned virtue will remain. THE has always been renowned for the friendliness and efficiency of its Staffordshire-based staff and that is one thing which won't be changing.

McAuley says, "We have recently begun a review where we are asking our customers what they expect from our service and also asking them what we can do to improve it. It is an ongoing process and one we are committed to."

He adds, "Our future success lies in anticipating our customers' demands as their business grows and adapts to a changing marketplace."

A Startling recovery

With the acquisition of Startle Distribution earlier this year, THE says it is getting back to its position in the early Nineties, when annual turnover was in the region of £250m. The deal is key to broadening THE's activities, yielding the home-delivery supermarket business of 24/7, the established international business of Lightning Export and the lucrative UK jukebox sector which accounts for £5m sales a year.

Three years ago, due to a lack of

resources, THE had to pull out of export but commercial director Warren Mason believes the time is now right for the company to gain a strong international foothold. "We are keen to move forward with Lightning Export and intend to do it by building on the high service levels that THE has traditionally offered," he says. "The distances are greater but we have the logistics to handle that. We have the contacts to get goods from A to B quicker than anyone else."

Lightning currently operates through 22 purchasing and sales staff based in Enfield, Middlesex, and through an office in Japan serving the Pacific Rim region. These are both supported by the massive distribution operation at Newcastle Under Lyme, which now accommodates all of



Lightning's order picking and despatch.

"It must be stressed that we have been very keen to keep the skills, processes and people which made the Lightning brand synonymous with service," says Mason. "This combination of companies is about using the best strengths in both to provide a better offer to the client."

THE reports that it is now usual for it to ship a diverse range of products – spanning magazines, DVD, videos, computer games and books as well as CDs, mindiscs, vinyl and accessories – in one order. Here it sees the strengths of THE's product base ultimately complementing the Lightning range and expertise. Mason says, "We are also talking about an incredibly diverse client-base that spans every continent and covers wholesalers and distributors, independent stores and national chains. Our remit is to provide a service that is fast and accessible and we like to see all our customers face-to-face."

Given its wide variety of customers and time zones, THE has been working towards an easy online ordering solution which will allow clients to order product through its website from anywhere at any time. "This will facilitate international business and allow us to grow not just in Europe, but in the US and Far East as well," says Mason.

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TOP 75

22 SEPTEMBER 2001

This Week	Last Week	Title	Artist (Producer/Publisher/Writer)	Label	CD/Cass (Distributor)	7/17
1	4	HEY BABY	DJ Bobo (Bakerman/Marcus/Seitz) EMI (Carmel/Cobli)	EMI 8862457/07/02101 (E)		1
2	1	MAMBO NO 5	Rob Butler (Mitchell) Peermusic (Prada)	BBC Music WMSS 50442/WMSS 50444 (PI)		2
3	2	STARLIGHT	Independent/ICOM 53M5/ICOM 5326 (TEN)	ICOM 5321		3
4	NEW	SET YOU FREE	All Around The World CXLDRS 242-(AMM10)	242-AMM10		4
5	NEW	BABY COME ON OVER	Wid Card/Arctic 8072352/8972354 (SI)	8072352		5
6	3	FOLLOW ME	Atlantic At 0190/CAT 0190 (TEN)	ATLANTIC		6
7	4	TOO CLOSE	Innocent/SMO JUSING 310 (E)	310-EM		7
8	NEW	IT BEGAN IN AFRICA	Virgin/Genealogy 12/GRASS 12 (E)	12-GRASS		8
9	5	LET'S DANCE	PCA 7423187582/7423187594 (BMG)	7423187582		9
10	3	STUCK IN THE MIDDLE WITH YOU	1st Avenue/EMI CDEM 8027EM 600 (E)	8027EM 600		10
11	5	LET ME BLOW YA MIND	Interpol/Polystar 4976255/4976354 (LI)	4976255		11
12	NEW	THINGS THAT GO BUMP IN THE NIGHT/5	Interpol/Polystar 4976255/4976354 (LI)	4976255		12
13	2	TWO FOUR FIVE SEVEN	1st Public Domain FCDP 405FC 400 (TEN)	405FC 400		13
14	5	TAKE ME HOME	Polygram 877212/87721204 (LI)	877212		14
15	2	TURN OF THE LIGHT	DreamWorks/Polygram DRADM 0581 (SONY)	0581-SONY		15
16	6	21 SECONDS	Real Gone/RELENT 180/RELENT 180M (MCA/INT)	180-INT		16
17	NEW	HUNTER	Cherry/Arctic 7423187582/7423187594 (BMG)	7423187582		17
18	NEW	ON THE MOVE	Positive CTIVT 126 (BMG)	126-EM		18
19	NEW	LET ROBESON SING	Epic 8717235 (TEN)	8717235		19
20	2	IT'S BEEN AWHILE	Elektra E 7250CD/VE 7250C (TEN)	7250C		20
21	16	CASTLES IN THE SKY	Nuff/Nuff/Arctic 74321867/4421387144 (BMG)	74321867		21
22	1	SMASH SUMTHIN'	Def Jam/Arctic 8086525/8086526 (LI)	8086525		22
23	17	PERFECT GENTLEMAN	Columbia 6710922/6711054 (TEN)	6710922		23
24	10	OUT OF CONTROL (BACK FOR MORE)	NEO NEED 0610NE/0610C 067 (V)	0610C		24
25	3	TAKE MY BREATH AWAY	Virgin/V202 1814/052 1814 (E)	1814-EM		25
26	NEW	IN THE AIR TONITE	WEA WEA 231/CD WEA 231C (TEN)	WEA 231		26
27	1	HELP! I'M A FISH	RCA 7432187452/7432187454 (BMG)	7432187452		27
28	1	LITTLE L	52 6711702/6711718 (TEN)	6711702		28
29	1	ETERNAL FLAME	Innocent/SMO 27521C 27 (E)	27521C		29
30	NEW	SOULJACKER PART 1	DreamWorks/Polygram 4953822-1 (E)	4953822		30
31	7	HIDE U	Melchior/Arctic 74224254/21 (BMG)	74224254		31
32	10	ETERNITY/ROAD TO MANDALAY	Chrysalis COCHS 5126/COCHS 5128 (E)	5126-EM		32
33	4	AINT IT FUNNY	Epic 67119302/67119354 (TEN)	67119302		33
34	1	HEAVEN IS A HALFPINE	Atlantic At 0190/CAT 0190 (TEN)	ATLANTIC		34
35	7	DROPS OF JUPITER (TELL ME)	Columbia 6711427/6711414 (TEN)	6711427		35
36	1	LADY MARMALADE	Interpol/Polystar 4976255/4976354 (LI)	4976255		36
37	2	SWEET BABY	Epic 6711822/6711824 (TEN)	6711822		37
38	16	STOP YOUR CRYING	Spaceman/Arctic 0024 (BMG)	0024-EM		38
39	2	BODYGLISS	Columbia 6711282/6711284 (TEN)	6711282		39
40	31	PURPLE PILLS	Shady/Interpol/Polygram 4975622/4975624 (LI)	4975622		40
41	NEW	THE BEAUTY OF SILENCE	Xtreme/2000/Avantrax 2005 CD5-(MCA/INT)	2005-INT		41
42	3	HANGING BY A MOMENT	DreamWorks/Polygram 4508424/4509134 (E)	4508424		42
43	NEW	HOLE IN THE ICE	Parlophone/Cosmos 65503-1 (E)	65503-1		43
44	6	BATTEL UP	Universal MCSTD 40281A-1 (MCA)	40281A-1		44
45	3	I'M ALL ABOUT YOU	Island/Uni-Island CD 781/CD5 781 (LI)	781-EM		45
46	7	21ST CENTURY	Wakand/Playas (Cass) Warner/Chrysalis (Cass/Fort)	WAKAND		46
47	3	FLAVOR OF THE WEEK	Mercury 5886722/588724 (E)	5886722		47
48	2	WHO?	Columbia 6718522/671804 (TEN)	6718522		48
49	5	YA MAMA/SONG FOR SHELTER	Skint SKINT 71 CD-(MCA/INT)	71-EM		49
50	3	THE NOODIES	Interpol/Polygram 4975622-1 (LI)	4975622-1		50
51	6	ALL OR NOTHING	J 742127192/742127192A (BMG)	742127192		51
52	4	ANTE UP	Epic 6717832/6717884 (TEN)	6717832		52
53	2	PLAYAS GON' PLAY	Epic 6717832/6717884 (TEN)	6717832		53
54	3	SERIOUS	4 Liberty/Realness LBSTD 046/LBSTD 046 (V)	046-EM		54
55	6	DO THE LOLLIPOP	BBC Music WMSS 6045/WMSS 6054 (PI)	6045-EM		55
56	4	SUPERSTYLL	Peggy 920472/920474 (V)	920472		56
57	NEW	LUNCH OR DINNER	Sunshine/Arctic 0190/CAT 0190 (TEN)	ATLANTIC		57
58	NEW	TRANSAMISSIION	B Unique 180 09200D-1 (V)	180 09200D-1		58
59	3	SCREAM IF YOU WANNA GO FASTER	EMI CDMS 5972CM 951 (E)	5972CM 951		59
60	NEW	LAW UNTO MYSELF	Perfecto PERF 23CDS-(MCA/INT)	23CDS-EM		60
61	14	A LITTLE RESPECT	Columbia 6714282/6714284 (TEN)	6714282		61
62	4	WHERE I WANNA BE	London LOND 641/LOND 641 (E)	641-EM		62
63	6	ONE MINUTE MAN	The Gold Mind/Elektra E 7245CD/E 7245C (TEN)	7245C		63
64	3	THERE YOU'LL BE	Warner Brothers W 9630D/W 9630C (TEN)	9630C		64
65	18	THE WAY TO YOUR LOVE	Polygram 5871452/5871484 (V)	5871452		65
66	7	OH YEAH	Def Jam 5887312/5887314 (E)	5887312		66
67	NEW	MY BABY	Priority P7CD 136/PTCD 136 (E)	136-EM		67
68	4	LOVE IS THE KEY	Orion/EMI 0283/Arctic (Perry/Marley/Gordy/Lossler)	0283-EM		68
69	NEW	DA ANTOOTE	Mob M08CD 006-1 (V)	006-1		69
70	1	ANOTHER CHANCE	Defected DFE135/DEFECT135/DEFECT135 (MCA/INT)	135-EM		70
71	16	ANGEL	MCA/Island MCSTD 4025/MJSC 4025 (LI)	4025-EM		71
72	NEW	LET IT LIVE	Radioré 807 30-1 (V)	807 30-1		72
73	1	DANCE FOR ME	Def Soul 5887500/5887024 (V)	5887500		73
74	3	BODY ROCK	Ram RAMM 34CD-(SRS)	34CD-EM		74
75	3	PEACHES & CREAM	Arista 7432182832-1 (BMG)	7432182832		75

As used by Top Of The Pops and Radio One

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22 SEPTEMBER 2001

CHART COMMENTARY

by ALAN JONES



Sales of Bob The Builder's Mambo No.5 only fell by a modest 15% this week's but it still lost its throne to DJ Otzi's Hey Baby this week. Bob's single sold nearly 87,000 copies. DJ Otzi's some 4,000 more.

Featuring several new mixes, many of which first saw service on bootlegs, N-Trance's Set You Free is the week's highest new entry and a hit for the third time in eight years. After scrapping in the chart at number 39 when first released in 1994, it was reworked and re-issued the following year and climbed as high as number two, being denied pole position by Celine Dion's Think Twice. The current incarnation of the song, which still features vocals by Kelly Lorenna, includes mixes by Rob Searle, Voodoo & Serano, BM Dubz and Kenny Hayes, among others. It sold more than 34,000 copies last week to add to the track's previous 402,000 sales.

Samantha Mumba's debut album Gotta Tell You yields its fourth Top 5 hit this week,



Figures show top 10 companies as % of total sales of the Top 101, and percentage group sales by % of total sales of the Top 101

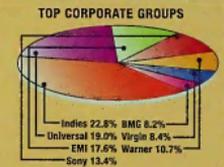


as Baby Come On Over debuts at number five. The 18-year old Dubliner previously reached number two with Gotta Tell You,

SINGLE FACTFILE

A number two hit in 1962 for co-writer Bruce Channel, (and later featuring in the film Dirty Dancing) Hey Baby goes one better this week, storming 45-1 on the singles chart in a version by DJ Otzi. This move is made possible by the fact that the UK edition bears the same catalogue number as the import that has been selling in smaller numbers for several weeks. It is the biggest jump ever to the top of the charts - beating Captain

Sonsible's 33-1 leap with Happy Talk in 1982 - and delivers Austria its second number one in UK chart history, the first being the late Falco's 1986 Amadeus tribute to his famous countryman Mozart. A huge hit throughout Europe coupled with the import success of DJ Otzi's version - and a slight delay in its release - allowed an opportunistic local cover on Tempo Toons by 2 Amigos to chart this week at number 90.



number five with Body II Body and number three with Always Come Back To Your Love. The album includes several more potential

hits, among them Mumba's current US single (a Diane Warren song called Don't Need You To Tell Me I'm Pretty), a sparkling version of Stevie Wonder's Signed, Sealed, Delivered and lately (which is not a Wonder cover).

The Manic Street Preachers have had more hits than any other act who started their chart career in the Nineties, and are the first act to have four Top 20 hits in 2001. They reached number eight with So Why So Sad and number nine with Found That Soul, simultaneous releases in March, and number 15 with Ocean Spray in June. They return this week with Let Roberson Sing at number 19.

After reaching number four with her debut solo single Here With Me and number three with the follow-up Thank You, Dido has to settle for a number 17 debut for her third single, Hurter. Its more modest position is not due to lack of exposure - it surges 15-6 on the airplay chart. Already the fact her album No Angel has instead sold nearly 1.5m copies is more likely to be a major factor.

INDEPENDENT SINGLES

This	Last	Title	Artist	Label (Enter Details)
1	1	MAMBO NO 5	Bob The Builder	BBC Music WMS5 6942 (P)
2	2	OUT OF CONTROL (BACK FOR MORE)	Darude	No. NEDICE 90 (V)
3	3	YA MAMA (SONG FOR SHELTER)	Fabrizio Slim	Saint SIKIT 7120 (DMV/P)
4	NEW	LAW UNTO MYSELF	Korkore	Perfecto PERF 230CS (DMV/P)
5	4	SERIOUS	Marwell D	4 Liberty LIBCO 046 (V)
6	NEW	TRANSMISSION	Gay David	B Unique BUN90X (V)
7	NEW	DA ANTIOTIDE	Stanton Warriors	Mab MBOCB006 (V)
8	5	SUPERSTYLIN'	Groove Armada	Pepper SPC042 (V)
9	NEW	LET IT LIVE	Haven	Redgate RD3 (V)
10	NEW	DRUMS & BETTER DAZE	Lowkey	Heat Charts (V)
11	6	BODY ROCK	Shimon & Andy C	Ram RAMM 3420 (DMV/P)
12	NEW	KILLAMANJARO	Art Of Trance	Platinum PLAT 83X (V)
13	NEW	HEY BABY (UHH AAH)	2 Amigos	Tempo Toons CDT0020 (DMV/P)
14	NEW	IN THE MUSIC	Deepswag	INCredible 6714K2 (TEN)
15	NEW	RAGE	Bad Company	Rever 12RCACT01 (P)
16	9	GOOD GOD	JFK	Y&K Y&K 035D (V)
17	8	RIDE THE STORM	Akabo feat. Linda Dillard	NRK Sound Division NRKCD 053 (V)
18	16	DESTINY	Zor7	Ultimate Dilemma ULD025 041 (DMV/P)
19	NEW	GO BACK	Ewok	Tidy Tuo TUD 1962D (ADD)
20	NEW	YLAH RIGHT	Jonah	Kickin KICK125 (SD)

All charts © DJ

PEPSI Chart

This	Last	Title	Artist	Label
1	NEW	HEY BABY (UHH AAH)	DJ Otzi	EMI
2	1	MAMBO NO 5	Bob The Builder	BBC Music
3	2	STARLIGHT	Superman Lesko	Independent
4	NEW	SET YOU FREE	N-Trance	All Around The World
5	NEW	BABY COME ON OVER	Samantha Mumba	Ward East/Polaris
6	4	FOLLOW ME	Lesko Kraker	Lambdatec
7	1	TOD CLOSE	Black	Independent
8	NEW	IT BEGAN IN AFRICA	The Chemical Brothers	Virgin
9	1	LET'S DANCE	Five	RCA
10	NEW	STUCK IN THE MIDDLE WITH YOU	Loose	Int. America
11	1	TURN OFF THE LIGHT	Heri Joze	DreamWorks/Polaris
12	1	TAKE ME HOME	Crash	Polaris
13	1	TWENTYFOURSEVEN	Loft	Virgin
14	1	CANT GET YOU OUT OF MY HEAD	Loke	Polaris
15	1	LITTLE L	James Jay	52
16	1	PERFECT GENTLEMAN	Washed	Delux
17	1	LET ME BLOW YA MIND	Enzo	Int. America
18	1	CASTLES IN THE SKY	Van Van	Cherry/Delta
19	1	HUNTER	2 Amigos	52
20	1	AMIT IT FUNKY	Jamille-Lopez	52

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22 SEPTEMBER 2001

CHART COMMENTARY

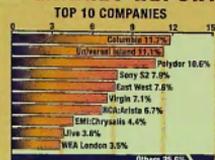
by ALAN JONES



International's A Funk Odyssey album registers its second week at number one, with sales of 43,500 copies setting too hot a pace for **The Charlatans** and **Bob Dylan** to match. Combined with A Funk Odyssey's impressive tally of international debuts last week (see international p6), this looks like a real return to form for the group.

The Charlatans have had three number one albums, most recently *Tellin' Stories* in 1997, but have to settle for their second number two album in a row with *Wonderland*, which sold 33,000 copies last week. Meanwhile, even at the age of 60, **Bob Dylan** remains a potent chart presence, and impresses with *Love And Theft* – a collection of 12 new songs that Dylan himself considers "blues-based". His first album of new material since 1997's acclaimed *Time Out Of Mind*, it easily beats that title's introductory chart position and sales (number 10, 15,000) by debuting at number three with 26,500 buyers.

MARKET REPORT



Figures show last 12 compared to % of total sales, and corporate groups divided by % of total sales of the Top 10 artists alone



Groove Armada would certainly not have suffered from vertigo when their 1999 album of that title reached number 23, but the

ALBUMS FACTFILE

Mariah Carey makes her album chart debut for Virgin this week following her successful tenure at Sony, which extended to 10 years and nine albums, all of them Top 10 entries save for her Christmas album, and two of them number ones. In light of her recent well publicised personal problems and the fact that her first Virgin single *Loverboy* peaked at number 12 in July, the number 10 debut of her Glitter album may be

viewed on the upside of expectations. It also shows that support for Carey has diminished little since her final Sony album, *Rainbow*, which debuted and peaked at eight in 1999, with first-week sales of 26,000 and cumulative sales of 210,000. Carey topped the chart with 1993's *Music Box* and 1995's *Daydream*, the latter providing her highest ever weekly sale of 84,000 copies on its 13th week, which has at Christmas.

TOP CORPORATE GROUPS



PERCENTAGE OF UK ACTS IN THE CHART

eclectic and much-wanted dance duo had for an altogether higher plan with their follow-up *Goodye Country* (*Hello Nightclub*), which

debuts at number five this week. Vertigo got off to a very slow start, debuting at number 69 with first week sales of 2,000 and taking 11 weeks to reach its highest position. It has continued to sell steadily ever since, with sales now just short of the 180,000 mark. *Goodye Country* sold 22,500 copies last week alone.

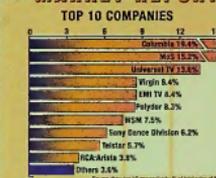
PJ Harvey's *Stories From The City, Stories From The Sea* reached number 23 last October and spent just four weeks in the chart then, making it one of Harvey's least successful albums to date, with sales of 92,000. But it responds to its Mercury Music Prize win last Tuesday by jumping 134-61 this week with sales up by 12.7%, despite the relatively little press exposure that this year's prize received due to the tragic events on the other side of the Atlantic. Last year's winner, *Basic Instinct* sold 49,000 copies of *His Hour Of Bewilderbest* album before getting the nod, and a further 271,000 subsequently.

COMPILATIONS

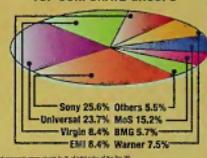
Six weeks after debuting at number one, *Now That's What I Call Music! 49* cedes pole position to an album of identical vintage which debuted at number three behind it and which has spent the last five weeks at number two while drawing ever closer to its mighty rival. The album in question is *The Classic Chillout Album*, a Sony release, which has sold upwards of 216,500 copies in total, including 31,500 in the last week. Including familiar acts like *Missing* by Everything But The Girl, it also gives a airing to lesser known recordings like *Silver* by Jozzi Tisani, *Adagio* by Robin Young-Smith and *Nimrod* by Chris Davies. The gap between *Now 49* and *The Classic Chillout Album* was a massive 251,000 on the first week, when *Now 49* sold 274,000 and *The Classic Chillout Album* sold just 23,000. The

difference between the two narrowed 128,000-63,000-34,000-20,000-11,000 in favour of *Now 49*. This week sees *The Classic Chillout Album* 2,000 ahead. After 1.7 weeks around the bottom of the compilation chart between positions 73 and 128, the *Moulin Rouge* soundtrack explodes to number three following the film's release. The album, featuring the all-star take on *Lady Marmalade* which recently topped the singles chart, sold 19,500 copies last week, far more than its previous cumulative total of 8,300 units. The album includes vocal performances from stars Nicole Kidman and Ewan McGregor, as well as Nature Boy by David Bowie with Massive Attack, Bono's remake of *I, Rex's* *Children Of The Revolution* and Beck and Timbaland's revision of *Black's* *Diamond Dogs*.

MARKET REPORT



TOP CORPORATE GROUPS



COMPILATIONS' SHARE OF TOTAL SALES

Artist shares: 75.1%
 Compilations: 24.9%

INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (distributor)
1	NEW	GOODYE COUNTRY (HELLO NIGHTCLUB)	Groove Armada	Trappes (SC20682) (P)
2	1	IS THIS IT	The Struts	Rough Trade RTM0456 (D) (V)
3	7	SIMPLE THINGS	Zoro 7	Ultimate Dilemma UDC0016 (D) (MP)
4	4	JUST ENOUGH EDUCATION TO PERFORM	Twin Strakes	V2 VR 101588 (D) (MP)
5	THE OPTIMIST	Stevie Nicks	Source SOUR CD003 (2)	XL Recordings XLCD 138 (V)
6	6	SONG	Eva Cassidy	Blix Street/Velvet G21045 (HOT)
7	10	SINCE I LEFT YOU	Avantchance	Mushroom MUSS 59CD (D) (MP)
8	3	ORIGIN OF SYMMETRY	Muse	V2 VR 101528 (D) (MP)
9	5	ALL IS DREAM	Mercury Rev	Mano CDSUM118 (V)
10	13	FELT MOUNTAIN	Golfrapp	One Little Indian TYP 105CD (D) (MP)
11	2	VEPERTINE	Björk	XL Recordings XLCD 143 (V)
12	11	ROOBY	Baroness/Jazz	Infections INFECT10CD (D) (MP)
13	FREE ALL ANGELS	Esh	V2 VR 101588 (D) (MP)	
14	NEW	ASLEEP IN THE BACK	Ruud Maruwa	Big Dada BDC0032 (V)
15	15	RUN COME SAVE ME	Muse	Mushroom MUSS 59CD (D) (MP)
16	20	SHOWVIZ	Graveyard	Sanctuary SANC006 (P)
17	12	WHITE BLOOD CELLS	White Stripes	For Heist
18	16	VERTIGO	Groove Armada	Echo ECH034 (P)
19	14	THE TIXI BAR IS OPEN	John Hiatt	
20	18	ECHO PARK	Feeder	

MUSIC WEEK 22 SEPTEMBER 2001

THE YEAR SO FAR... TOP 20 ALBUMS

UK	US	Title	Artist	Label
1	1	NO ANGEL	DIDO	CHERRYBARRISTA
2	2	POPSTARS	HEAR'SAY	POLYDOR
3	3	SONORIBO	EVA CASSIDY	BLIX STREET/HOT
4	4	WHITE LADDER	DAVID GRAY	EAST WEST
5	5	HOT SHOT	SHAGGY	MC&JHI-ISLAND
6	6	NOT THAT KIND	ANASTASIA	EPIC
7	8	SUNBURNIV	DE-STAYN'S CHILD	COLUMBIA
8	7	JUST ENOUGH EDUCATION TO PERFORM	STEREPHONICS	W
9	10	THE INVISIBLE BAND	TRAVIS	INDEPENDENT
10	9	PARACHUTES	COLDPLAY	PARLOPHONE
11	11	CHOCOLATE STARFISH AND THE HOT DOG	LIMP BITZIT	INTERSCOPE/POLYDOR
12	13	GORILLAZ	GORILLAZ	PARLOPHONE
13	12	ONE'S BIG MOMA	TURK DAGER	SONY
14	14	HYBRID THEORY	LINCOLN PARK	WARNER BROS
15	16	ALL THAT YOU CAN LEAVE BEHIND	U2	ISLAND
16	14	THE GREATTEST HITS	TEXAS	MERCURY
17	15	THE ULTIMATE COLLECTION	BILLY JOEL	COLUMBIA
18	18	SING WHEN YOU'RE WINNING	ROBBIE WILLIAMS	CHRYSALIS
19	19	THE MARSHALL MATHERS LP	EMINEM	INTERSCOPE/POLYDOR
20	20	MUSIC	MADONNA	MAVERICK/WARNER BROS

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

22
sept
2001

THE OFFICIAL CHARTS

22
sept
2001

100%
music week

singles

THE OFFICIAL UK CHARTS



BBC RADIO 1

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45	1	HEY BABY	DJ Daz	Atlantic
1	2	MAMBO NO 5	Bob The Builder	BBC Music
2	3	STARLIGHT	Superman Lovers	Independiente
3	4	SET YOU FREE	N-Trance	All Around The World
4	5	BABY COME ON OVER	Samantha Mumba	Wild Card/Polydor
5	6	FOLLOW ME	Uncle Kracker	Atlantic
6	7	TWO CLOSE	Blue	Innocent
7	8	IT BEGAN IN AFRICA	The Chemical Brothers	Virgin
8	9	LET'S DANCE	Five	RCA
9	10	STUCK IN THE MIDDLE	WITH YOU Louise	1st Avenue/EMI



11	11	LET ME BLOW YA MIND	Eve feat. Gwen Stefani	Introscope/Polydor
12	12	THINGS THAT GO BUMP IN THE NIGHTS	THERE... Alstars	Island/Universal
13	13	TWENTYFOURSEVEN	Artful Dodger feat. Melanie Blatt	Tru/Polygram
14	14	TAKE ME HOME	Sophie Ellis-Bextor	Polydor
15	15	TURN OFF THE LIGHT	Nelly Furtado	DreamWorks/Polydor
16	16	21 SECONDS	So Solid Crew	Relentless
17	17	HUNTER	Dido	Cheeky/Arista
18	18	ON THE MOVE	Barthez	Positiva
19	19	LET WESSONEN SING	Minnie Street	Preachahaus
20	20	IT'S BEEN AWHILE	Stead	Epic

albums



1	1	A FUNK ODYSSEY	Jamiroquai	S2
2	2	WONDERLAND	The Charlatans	Universal
3	3	LOVE AND THEFT	Bob Dylan	Columbia
4	4	WHOAA NELLY	Nelly Furtado	DreamWorks/Polydor
5	5	GOODBYE COUNTRY	(HELLO NIGHTCLUB) Groove Armada	Pepper
6	6	WHITE LADDER	David Gray	IHT/East West
7	7	NO ANGEL	Dido	Cheeky/Arista
8	8	BREAK THE CYCLE	Staind	East West
9	9	CHANGING FACES - THE BEST OF	Louise 1st Avenue/EMI	EMI
10	10	GLITTER	Mariah Carey	Virgin



11	11	READ MY LIPS	Sophie Ellis-Bextor	Polydor
12	12	THE INVISIBLE	BAND Travis	Independiente
13	13	ANTHOLOGY	Alien Ant Farm	DreamWorks/Polydor
14	14	IS THIS IT	The Strokes	Rough Trade
15	15	KINGSIZE	Five	RCA
16	16	THE ESSENTIAL	Alison Moyet	Columbia
17	17	SURVIVOR	Destiny's Child	Columbia
18	18	THE VERY BEST OF	Prince	Warner Brothers
19	19	RIGHT NOW	Atomic Kitten	Innocent

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15 **19** LET RUBBSON SING Mamic Street Preachers

7 **20** IT'S BEEN AWHILE Staind



16 **21** CASTLES IN THE SKY Ian Dahi

17 **22** SMASH SUMM'N Redman feat. Adam F

18 **23** PERFECT GENTLEMAN Wyclef Jean

19 **24** OUT OF CONTROL (BACK FOR MORE) Darude

20 **25** TAKE MY BREATH AWAY Emma Bunton

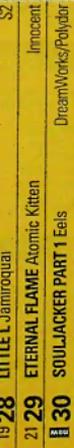
21 **26** IN THE AIR TONITE Lil' Kim feat. Phi Collins

22 **27** HELPI I'M A FISH Little Trees

23 **28** LITTLE L Jamiroquai

24 **29** ETERNAL FLAME Atomic Kitten

25 **30** SOULJACKER PART 1 Eels



26 **31** HIDE U Koshien

27 **32** ETERNITY/THE ROAD TO MANDALAY Robbie Williams

28 **33** AIN'T IT FUNNY Jennifer Lopez

29 **34** HEAVEN IS A HALPIPEPE OPM

30 **35** DROPS OF JUPITER (TELL ME) Train

31 **36** LADY MARMALADE Christina Aguilera/Lil' Kim/Mya/Pink

32 **37** SWEET BABY Macy Gray feat. Erykah Badu

33 **38** STOP YOUR CRYING Spiritualized

34 **39** BOOTYLICIOUS Destiny's Child

35 **40** PURPLE PILLS D-12



Epic

Elektra



16 **21** HYBRID THEORY Linkin Park

17 **22** NOT THAT KIND Anastacia

18 **23** SONGBIRD Eva Cassidy

19 **24** IF YOU'VE NEVER BEEN Embrace

20 **25** HOT SHOT Shaggy

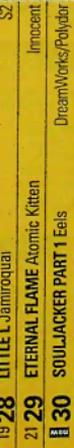
21 **26** JUST ENOUGH EDUCATION TO PERFORM Stereophonics

22 **27** GORILLAZ Gorillaz

23 **28** SIMPLE THINGS Zero 7

24 **29** THE VERY BEST OF Bronski Beat

25 **30** NO MORE DRAMA Mary J. Blige



26 **31** GOD HATES US ALL Slayer

27 **32** TOXICITY System Of A Down

28 **33** GET READY New Order

29 **34** DROPS OF JUPITER Train

30 **35** THE VERY BEST OF The Eagles

31 **36** ALL KILLER NO FILLER Sum 41

32 **37** THE OPTIMIST Turn Brakes

33 **38** THE ELEGANT - TWO SIDES TO A BOOK Wyclef Jean

34 **39** SAILING TO PHILADELPHIA Mark Knopfler

35 **40** THE ULTIMATE COLLECTION Gene Pitney



compilations

1 **THE CLASSIC CHILLOUT ALBUM** 11 **GARAGE NATION**

2 **NOW THAT'S WHAT I CALL MUSIC '08** 12 **CIGARETTES AND ALCOHOL - VOL II**

3 **MOULIN ROUGE (OST)** 9 **CHILLED IBIZA II**

4 **IBIZA EUPHORIA - DANF PEARCE** 6 **IBIZA ANNUAL**

5 **BIG CLUB HITS** 12 **CLUBMIX IBIZA**

6 **CLASSICAL CHILLOUT** 15 **BRIDGET JONES'S DIARY (OST)**

7 **CLOSE TO YOU** 13 **IBIZA CHILLOUT SESSION**

8 **STREET VIBES 8** 16 **CHILLED IBIZA**

9 **CAPITAL GOLD LEGENDS** 19 **THE GREATEST #1'S SOUL WEEKENDER**

10 **LOVIN' IT** 18 **PURE FLAVA**

Columbia

#1 Billboard

Epic/Virgin/Universal

Interscope/Polydor

Telstar/BMG

Inspired

Virgin/BMI

Universal TV

BMG/Sony/Interscope

Virgin/BMI

#1 Billboard/Inspired

11 **GARAGE NATION**

12 **CIGARETTES AND ALCOHOL - VOL II**

9 **CHILLED IBIZA II**

6 **IBIZA ANNUAL**

12 **CLUBMIX IBIZA**

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16 **CHILLED IBIZA**

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18 **PURE FLAVA**

Columbia

#1 Billboard

Columbia

WBM

Ministry Of Sound

UMTV/Ministry Of Sound

Ministry Of Sound

WBM

WBM

WBM/Universal TV

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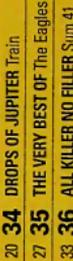
33 **36** ALL KILLER NO FILLER Sum 41

35 **37** THE OPTIMIST Turn Brakes

29 **38** THE ELEGANT - TWO SIDES TO A BOOK Wyclef Jean

36 **39** SAILING TO PHILADELPHIA Mark Knopfler

1 **40** THE ULTIMATE COLLECTION Gene Pitney



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CLASSICAL ARTIST

This	Last	Title	Artist	Label (distributor)
1	1	THE VOICE	Russell Watson	Decca 0672512 (U)
2	NEW	THE ARMED MAN - A MASS FOR PEACE	Karl Jenkins	Verano CDV919E (E)
3	2	LUMINOZA	Libera	Warner Classics 02740117 (TEN)
4	4	SACRED ARIAS	Andrea Bocelli	Philips 462092 (U)
5	3	AMORE - THE LIVE ALBUM	Luciano Pavarotti	Decca 4701382 (U)
6	5	VERDI	Andrea Bocelli	Philips 464002 (U)
7	9	ALFVENSKE CHANTS	Decca 469632 (U)	
8	7	THE ORGANIST ENTERTAINS	Philips 462092 (U)	
9	8	HOKED ON CLASSICS	Royal Philharmonic Orchestra/Dark	Crinson CRMCD144 (EUK)
10	10	BETHOVEN: SYMPHONY NO 5	Chung/WP/Arte	EMI Classics CDC057952 (E)
11	NEW	HAYDN/VELLOLO CONCERTOS	Klang/Colonna Co	Naxos 855954 (E)
12	NEW	BARBERICHON WORKS VOL 2	Warner/CRN/Altoop	Naxos 855958 (E)
13	NEW	CHARLOTTE CHURCH	Charlote Church	Sony Classical SK 8903 (TEN)
14	12	THE MAGIC BOX	John Williams	Sony Classical SK89483 (TEN)
15	6	BERNSTEIN: WEST SIDE STORY SUITE	Joshua Bell	Sony Classical SK89588 (TEN)
16	11	NSO Ireland/Penny	Naxos 852001 (S)	
17	15	ENGLISH STRONG MINATURES - VOL 3	Royal Ballet SW/Uny/Jones	Naxos 762000 (S)
18	11	AT HER VERY BEST	Nena Moushikiou	Philips 548452 (U)
19	NEW	THE ARTISTRY OF	Martha Argerich	Deutsche Grammophon 462932 (U)
20	18	WELL KEEP A WELCOME	Byn Tafel	Deutsche Grammophon 462932 (U)

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JAZZ & BLUES

This	Last	Title	Artist	Label (distributor)
1	1	BREZZIN'	Various	Jazz FM JAZZFM003A (P)
2	3	YOURSIST	St Germain	Bliss New 52021E (E)
3	4	KIND OF BLUE	Miles Davis	Columbia CA 6483 (TEN)
4	2	TIME TRADERS	Peer Green Splitter Group	Enja - CMV/BMG
5	5	BADUUM	Erykah Badu	MCA/UM-Island UD 5302 (U)
6	7	SMOOTH JAZZ - THE ESSENTIAL ALBUM	Various	MCA/UM-Island CD2024 (BMG)
7	NEW	IN THE MOOD - THE VERY BEST OF	Glen Miller	Crinson CRMCD37 (EUK)
8	8	THE BLUE SERIES	Various	Blue Note 53429E (E)
9	11	THE ESSENTIAL	Nina Simone	Motown NETCD35 (IMP)
10	NEW	ESSENTIAL BLUES & SOUL	Various Artists	Crinson CRMCD42 (EUK)

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R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	2	LET ME BLOW YA MIND	Eve feat. Gwen Stefani	Interscope/Polydor 476762 (U)
2	3	TURN OF THE LIGHT	Nelly Furtado	Drown/Warner/Polydor WEMMA 5089 (U)
3	NEW	IN THE AIR TONITE	Lil' Kim feat. Phil Collins	Virgin/DMA USA 2110 (CD)
4	1	SMASH SUMTHIN'	Redman feat. Adam F	Def Jam/Mercury 598832 (U)
5	5	PERFECT GENTLEMAN	Wyclef Jean	Columbia 671852 (TEN)
6	8	AIN'T IT FUNNY	Jennifer Lopez	Epic 671752 (TEN)
7	6	SWEET BABY	Macy Gray feat. Erykah Badu	Epic 671882 (TEN)
8	4	BATTER UP	Nelly & Stunatics	Universal MCSTD 40281 (U)
9	10	LADY MARMALADE	Christina Aguilera/Lil' Kim/Miya/Di	Interscope/Polydor 476762 (U)
10	7	WHO	Ed Case & Sweetie Lee	Columbia 671832 (TEN)
11	NEW	LUNCH OR DINNER	Sunshine Anderson	Atlantic AT 01960 (TEN)
12	11	BOODYGLISS	Dreem'z Child	Def Jam/Mercury 598832 (U)
13	9	PURPLE PILLS	D-12	Shady/Interscope/Polydor 476762 (U)
14	9	OH YEAH	Foxy Brown	Def Jam/Mercury 598832 (U)
15	12	PEACHES & CREAM	112	Arista 76218652 (BMG)
16	NEW	MY BARS	Lil' Romeo	Pricely PTYCD 136 (E)
17	14	WHERE I WANNA BE	Shade Shifon/Neke Dogg/Kunst	London LONCD 461 (TEN)
18	16	ANTE UP	MOP feat. Busta Rhymes	Epic 671782 (TEN)
19	15	PLAYAS GO PLAY	3W	Epic 671782 (TEN)
20	17	ONE MINUTE MAN	Muzy Elliott feat. Ludacris	Elektra E 726502 (TEN)
21	NEW	BAD BOY FOR LIFE	P Diddy & The Bad Boy Family	Bad Boy/Arista 76218652 (Impor)
22	20	ANGEL	Shaggy feat. Rayvon	MCA/UM-Island MCSTD 40257 (U)
23	18	LOVE YOU ANYWAY	De Nads	Wildstar CDVWLD 37 (BMG)
24	24	ALL THESE THINGS	Blue	Innocent SINGCD 29 (E)
25	23	SOMEONE TO CALL MY LOVER	Jane Jackson	Virgin VSDOT 1813 (E)
26	19	SWEET REVENGE	Spickeys	Arms/epic 671802 (TEN)
27	13	MISS CALIFORNIA	Darby Thomas feat. First Aid Kit	Epic 671832 (TEN)
28	26	WE NEED A REVOLUTION	Asiatic feat. Timbaland	Def Soul BDD52036 (E)
29	22	DANCE FOR ME	Del Sol 587700 (U)	
30	NEW	HEARD IT ALL BEFORE	Sunshine Anderson	Atlantic AT 019100 (TEN)

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CLASSICAL SOUNDTRACKS & COMPILATIONS

This	Last	Title	Artist	Label (distributor)
1	NEW	CLASSICAL CHILL OUT	Various	Virgin/EMI VYDC049 (E)
2	3	ONLY CLASSICAL ALBUM YOU'LL EVER NEED	Various	Conifer Classics 750555320 (EMG)
3	2	RELEASING CLASSICS	Various	Celstone CRM1502 (EUK)
4	1	GLADIATOR (OST)	Hans Zimmer & Lisa Gerrard	Decca 467942 (U)
5	NEW	RELEASING CLASSICS	Various	EMI Gold 574822 (E)
6	NEW	THE BEST FROM CLASSIC FM IN THE WORLD EVER	Various	Virgin/EMI VYDC032 (E)
7	NEW	COOL CLASSICS	Various	EMI Gold 538181 (E)
8	4	THE SOUND OF CLASSIC FM	Various	Classic FM CFMCD35 (BMG)
9	5	CAPTAIN CORNELIUS'S MANDOLIN (OST)	Stephen Warbeck	Virgin/EMI VYDC036 (U)
10	8	MOST ROMANTIC PIANO ALBUM	Various	Classic FM CFMCD32 (BMG)
11	12	RELAX MORE	Various	Classic FM CFMCD31 (BMG)
12	9	HALL OF FAME 2000	Various	Decca 467936 (U)
13	7	HANNIBAL (OST)	Hans Zimmer	Crinson CRMCD172 (EUK)
14	17	CLASSICAL MOODS	Various	Crinson MIDCD048 (EUK)
15	14	RELEASING CLASSICS	Various	Decca 131922 (U)
16	15	MORE MUSIC FROM GLADIATOR (OST)	Hans Zimmer & Lisa Gerrard	Crinson CRMCD172 (EUK)
17	18	PLANET OF THE APES (OST)	Anthony/Elman	Sony Classical SK89246 (TEN)
18	16	PAVARTO/DOMINGO/CARRERAS	Various	Emporio EMTC8203 (DISC)
19	NEW	THE CLASSICAL ALBUM 2001	Various	EMI/Virgin/Universal CLOC2 (E)
20	NEW	BEST CLASSICAL ALBUM OF THE MILLENNIUM	Various	Virgin/EMI VYDC028 (E)

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ROCK

This	Last	Title	Artist	Label (distributor)
1	1	BREAK THE CYCLE	Slayer	East West 75582042 (E)
2	NEW	600 HATES US ALL	Slyther	Mercury 536312 (U)
3	2	THE	Slyther	Roadrunner 1256492 (U)
4	3	TOXICITY	System Of A Down	Columbia 501346 (TEN)
5	5	HYBRID THEORY	Larkin Park	Warner Brothers 338247352 (TEN)
6	4	ORIGIN OF SYMMETRY	Muse	Mushroom MUSH SDCD 3300 (IMP)
7	7	DROPS OF JUPITER	Train	Columbia 522880 (TEN)
8	NEW	RECONIFICATION	Enja	Enja/FARROW (IMP)
9	6	BLACK OF YOUR PANTS AND JACKET	Blisk 12	MCA/UM-Island 112672 (US)
10	8	PARACHUTES	Coldplay	Parlophone 527832 (E)

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DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	NEW	IT BEGAN IN AFRICA	The Chemical Brothers	Virgin CHEMST 12 (E)
2	1	BODY ROCK	Simone & Andy C	Ram RAMM 34 (SR)
3	NEW	ON THE MOVE	Banartez	Positiva 1271V 158 (E)
4	NEW	SET IT FREE	Hi-Tenace	All Around The World 12708 (E/IMP)
5	2	SEBIOUS	Maxwell D	4 Liberty/Relentless LIBT12 946 (U)
6	NEW	THE BEAUTY OF SILENCE	Sweeney & Gielan	Xtrahard/Xtravaganza X2V15 12 (IMP/TEN)
7	5	WHO	Ed Case & Sweetie Lee	Columbia 671832 (TEN)
8	NEW	RAGE	Bad Company	React 12REACT201 (P)
9	3	SMASH SUMTHIN'	Redman feat. Adam F	Def Jam/Mercury 598832 (U)
10	NEW	DA ANTIDOTE	Stratton Warriors	Hot MOB 886 (P)
11	11	JUST IN CASE	Jahson	Warner Brothers W5 SAT (TEN)
12	4	STARLIGHT	Superman Loves	Indiependente ISDM 31 (TEN)
13	10	YA MAMA/SONG FOR SHELTER	Fatboy Slim	Skint SKINT 71 (IMP/P)
14	21	21 SECONDS	So Solid Crew	Relentless RELENT 112522 (U)
15	6	HIDE U	Kosheen	Arista 7421818961 (IMP)
16	NEW	DEEP EVERYTIME/WHAT YOU NEED	Celbire	Creative Source CRES402035 (SR)
17	16	HUNTER	Dido	Cherry/Arista 7421818961 (IMP)
18	NEW	IN THE AIR TONITE	Lil' Kim feat. Phil Collins	Virgin WEAS211 (TEN)
19	NEW	DRUMS 4 BETTER DAZE	Lovinsky	Roaj Choops HOJ4 164R (U)
20	NEW	LET'S GROOVE	Gorge Morel	Positiva 12MOR01 (IMP/P)

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DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	NEW	KIDS - THE ANTI ACUSTIC WARFARE	Act 8	Glyphis GSD4941 (E)
2	NEW	GOODYBOE COUNTRY (HELLO NIGHT CLUB)	Groove Armada	Pepper 320491 (P)
3	1	A FUNK ODYSSEY	Jamiroquai	S2 504681/504692 (IMP)
4	4	NO MORE DRAMA	Mary J Blige	MCA/UM-Island 1126181/112622 (U)
5	NEW	GHEBTO STYLE EP	Future Cut	Renegade Hardware RH55 (SR)
6	3	GRACE HATTON	Various	INCredible - 5946170 (E)
7	NEW	SONGS IN A MINOR	Alicia Keys	J - 7681130992 (BMG)
8	2	RUN COME SAVE ME	Roc-A-Fella	Big Dada BDD 5221002 152 (U)
9	NEW	A LITTLE BIT OF LUCK	DJ LUCK & MC Neat	Millenium Music ALUCK001 (IMP)
10	8	RELENTLESS SUMMER	Various	Relentless RELENT3LP (IMP/TEN)

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MUSIC VIDEO

This	Last	Title	Label Cat No.
1	1	VARIOUS ARTISTS: Wow! Let's Dance - Vol 5	Avic 401346
2	2	UC: Baita Am	CD Video WCR231
3	4	VARIOUS: Wow! Let's Dance - Vol 6	Avic 401347
4	3	BOB JOY: The Crush Tour	English Video 263310
5	7	VARIOUS: Hip Hop Central Up In Smoke	Evil Vision ERE155
6	NEW	RAGE AGAINST THE MACHINE: The Battle Of Mexico City	SMV 52032
7	11	LEZ ZEPPEL: Stay Remains The Same	Warner Bros 526139
8	5	ORIENTAL: The Alchemist	Warner Music Video 52780122
9	6	PEARL JAM: Touring Band 2000	SMV Columbia 54102
10	8	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Universal Video 8218823
11	11	EMINEM: E	Universal Video 901453
12	9	FUN LOVIN' CRIMINALS: Love Ya Back	EMI 426139
13	16	VARIOUS: Debnas: Bow Ya Back	EMI 426139
14	13	MURV: Play - The DVD	Visual VYD 013
15	22	BRTNEY SPEARS: In Hawaii	Mute (DG)ML 0472
16	15	BUNK 182: The Undies Chronicles	Joe 821035
17	4	DAVID GRAY: Love	WLE 02040
18	7	ROBBIE WILLIAMS: Where Eyes Dars	Warner Music Video 52780123
19	18	CLUB 7: It's An S Club Thing	Chryslas 424249
20	NEW	THE CORRS: Live At Lansdowne Road	Warner Music Video 52780120
			Warner Music Video 8336320

22



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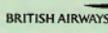
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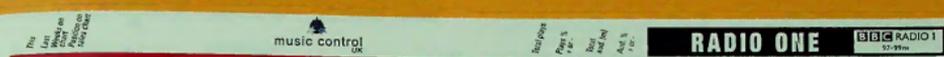
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22 SEPTEMBER 2001



Pos	Weeks on chart	Artist	Title	Label	1399	+40	80.11	+40
1	1	Travis	Independiente	1399 +40	80.11	+40		
2	18	Nelly Furtado	Turn Of The Light	DreamWorks/Polydor	2321	+3	77.51	+3
3	4	Kylie Minogue	Can't Get You Out Of My Head	Perfomance	2342	+1	77.43	+9
4	10	Blue	To Close	Innocent	2370	+4	75.83	+8
5	13	Jamiroquai	Little L	S2	2394	n/c	75.19	+6
6	10	Hunter	Hunter	Cheeky/Arista	2397	+15	75.29	+23
7	7	Supernova	Starlight	Independiente	2106	+13	75.16	+23
8	14	Arif Lodger feat. Melanie Blatt	Twentyfourseven	hfr	1503	+5	73.81	+63
9	14	Sophia Elie-Bextor	Take Me Home (A Girl Like Me)	Polydor	1976	-14	73.73	-29
10	12	Wyclef Jean	Perfect Gentleman	Columbia	1521	-12	73.69	-17
11	9	Xscape Kracker	Follow Me	Lava/Atlantic	1770	+11	73.33	+14
12	4	Shaggy feat. Samantha Cole	Luv Me, Luv Me	MCA/Uni-Island	1358	+7	72.18	+7
13	9	Michael Jackson	You Rock My World	Epico	1051	+38	72.00	+39
14	4	Samantha Mumba	Baby Come On Over	Wild Card/Polydor	1532	+10	71.53	+11
15	10	Roger Sanchez	Another Chance	Defected	1273	-19	72.11	-21
16	4	Victoria Beckham	Not Such An Innocent Girl	Virgin	1361	+5	71.62	+9
17	5	Macy Gray feat. Erykah Badu	Sweet Baby	Roger Sanchez	830	+16	71.39	+30
18	11	Eve feat. Gwen Stefani	Let Me Blow Ya Mind	Interscope/Polydor	952	-40	71.61	-47
19	11	Kosheen	Hide U	Moksha/Arista	615	-16	71.48	-45
20	9	Five	Let's Dance	RCA	1518	-16	71.30	-45
21	11	Ian Van Dahl	Castles In The Sky	NuLife/Arista	842	-59	71.68	-65
22	2	Cy High	What Would You Do?	Interscope/Polydor	1175	-9	71.69	-40
23	12	Destiny's Child	Bootylicious	Columbia	1107	-27	71.36	-53
24	10	Jennifer Lopez	Ain't It Funny	Epico	1171	-18	71.31	-27
25	2	Silence Soul	Right On	VC Recordings	552	+58	70.51	+28
26	3	Stonerhops	Step On My Old Size Nines	V2	443	+32	70.52	+22

Pos	Weeks on chart	Artist	Title	Label	1399	+40	80.11	+40
27	47	Staind	It's Been Awhile	East West	118	+25	26.49	+45
28	46	Usher	U Remind Me	Arista	441	-7	26.25	+42
29	4	Starsailor	Alcoholic	Chrysalis	328	+75	25.22	+30
30	45	Emina Burton	Take My Breath Away	Virgin	990	-35	24.87	-122

BIGGEST INCREASE IN PLAYS								
MOST ADDED								
31	2	Nothing On But The Radio	The Alice Band	Instant Karma	382	+390	24.67	+8
32	1	Brown Skin	India Arie	Motown	84	+211	24.45	+121
33	44	21st Century	Weekend Players	Multiply	458	+13	23.84	+54
34	14	I Want Love	Eton John	Rocket/Mercury	498	+52	23.56	-3

BIGGEST INCREASE IN AUDIENCE								
35	19	2People	Jean Jacques Smootherie	Echo	224	+109	23.33	+20
36	9	Smooth Criminal	Alien Ant Farm	DreamWorks/Polydor	525	-12	22.81	-8
37	16	Thinking It Over	Liberty	V2	422	+29	22.84	+189
38	13	Ju's I Kiss	Basement Jaxx	XL Recordings	428	+42	22.45	+43
39	6	Stop Your Crying	Spiritualized	Spaceman/Arista	152	+8	22.44	+9
40	21	Stuck In The Middle With You	Louisa	1st Avenue/EMI	788	-38	22.04	-9
41	16	Drops Of Jupiter (Tell Me)	Train	Columbia	1153	-4	22.00	n/c
42	3	Last Year's Troubles	Suzanne Vega	A&M/Polydor	35	+6	21.35	+17
43	4	Someone To Call My Lover	Janez Jackson	Virgin	997	-14	21.21	-21
44	10	Eternity	Robbie Williams	Chrysalis	723	-22	21.18	+3
45	12	Out Of Reach	Gabriele	Go Beat/Polydor	535	+28	21.15	+65
46	10	Whole Again	Atomic Kitten	Innocent	435	+27	20.49	+211
47	10	Muhammad Ali	Faithless	Cheeky	422	+35	19.57	+69
48	10	Family Affair	Major J Blige	MCA/Uni-Island	410	+20	19.27	+23
49	5	Wonder	Embrace	Hut/Virgin	195	+48	18.22	+18
50	10	Thank You	Dido	Cheeky/Arista	571	+8	18.59	+14

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Pos	Weeks on chart	Artist	Title	Label	1399	+40	80.11	+40
1	1	Travis	Independiente	1399 +40	80.11	+40		
2	15	It's Been A While	Staind (East West)	27521	23	205		
3	1	HIDE U	Kosheen (Moksha/Arista)	22629	32	28		
4	1	ALCOHOLIC	Starsailor (Chrysalis)	20633	24	27		
5	1	CANT GET YOU OUT	Kyla Minogue (Perfomance)	19825	27	27		
6	1	SWEET BABY	Macy Gray feat. Erykah Badu (RCA)	22268	18	26		
7	1	HUNTER DIDS	Hunter (Cheeky/Arista)	10224	16	26		
8	1	TURN OF THE LIGHT	Nelly Furtado (DreamWorks/Polydor)	18742	26	26		
9	1	LUV ME, LUV ME	Shaggy feat. Samantha Cole (MCA/Uni-Island)	19616	25	26		
10	1	LITTLE L	Jamiroquai (S2)	19761	24	26		
11	1	PERFECT GENTLEMAN	Wyclef Jean (Columbia)	16921	24	24		
12	1	2PEOPLE	Jean Jacques Smootherie (Echo)	19712	23	24		
13	1	RIGHT ON	Silence Soul (VC Recordings)	16323	23	24		
14	1	LET ME BLOW YA MIND	Eve feat. Gwen Stefani (Interscope/Polydor)	14022	16	23		
15	1	TO CLOSE	Blue (Innocent)	16104	14	21		
16	1	STOP YOUR CRYING	Spiritualized (Spaceman/Arista)	16417	22	20		
17	1	WHAT WOULD YOU DO?	Cy High (Interscope/Polydor)	12568	9	20		
18	1	21ST CENTURY	Weekend Players (Multiply)	15313	8	19		
19	1	DESTINY 'N	Destiny's Child & Sophie B Hawkins (Columbia)	10070	0	17		
20	1	STREET SUPERSTARS	Supernova (Independiente)	13085	27	15		
21	1	ANOTHER CHANCE	Roger Sanchez (Defected)	12658	7	15		
22	1	ANDROGYNY	Chaque (Mushroom)	9284	7	17		
23	1	THINKING IT OVER	Liberty (V2)	14611	5	15		
24	1	MURHAMMAD ALI	Robbie Williams (Chrysalis)	13606	15	15		
25	1	U REMIND ME	Usher (Arista)	13065	9	15		
26	1	FINALS	Five (Capitol)	12024	7	15		
27	1	THINGS I've Done	Sophia Elie-Bextor feat. J. McKnight (Defected)	13120	7	15		
28	1	BUTTERFLY	Chase Power (Goldmine)	11241	14	15		
29	1	SMOOTH CRIMINAL	Alien Ant Farm (Drap-World/Polydor)	16579	14	15		
30	1	FAMILY AFFAIR	Major J Blige (MCA/Uni-Island)	10445	12	14		
31	1	LOVE IS THE KEY	The Chantays (Island)	16238	20	14		
32	1	PURPLE HILLS	1-12 (Interscope/Polydor)	9034	27	14		
33	1	21ST CENTURY	Weekend Players (Multiply)	8946	30	14		

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TOP 100 PRE-RELEASE								
1	1	CANT GET YOU OUT	Kyla Minogue (Perfomance)	4516	1888	2096		
2	1	STARLIGHT	Supernova Leaves (Independiente)	3054	1640	1872		
3	1	TO CLOSE	Blue (Innocent)	4252	1776	1853		
4	1	TAKE ME HOME	Sophia Elie-Bextor (Polydor)	3228	2047	1826		
5	1	TURN OF THE LIGHT	Nelly Furtado (DreamWorks/Polydor)	2704	1670	1696		
6	1	FOLLOW ME	Xscape Kracker (Lava/Atlantic)	3704	1544	1559		
7	1	LITTLE L	Jamiroquai (S2)	3187	1547	1573		
8	1	BABY COME ON OVER	Samantha Mumba (Wild Card/Chrysalis)	2821	1258	1354		
9	1	LET'S DANCE	Five (RCA)	2962	1055	1348		
10	1	PERFECT GENTLEMAN	Wyclef Jean (Columbia)	2916	1508	1339		
11	1	AIN'T IT FUNNY	Jennifer Lopez (Arista)	2797	1535	1305		
12	1	ANOTHER CHANCE	Roger Sanchez (Defected)	2049	1554	1300		
13	1	TWENTYFOURSEVEN	Arif Lodger feat. Melanie Blatt (hfr)	2131	1121	1284		
14	1	HUNTER DIDS	Hunter (Cheeky/Arista)	2148	1109	1161		
15	1	NOT SUCH AN INNOCENT GIRL	Victoria Beckham (Virgin)	2542	1105	1157		
16	1	LUV ME, LUV ME	Shaggy feat. Samantha Cole (MCA/Uni-Island)	2179	1114	1143		
17	1	STARLIGHT	Supernova Leaves (Independiente)	2572	727	1126		
18	1	CASTLES IN THE SKY	Ian Van Dahl (NuLife/Arista)	2041	1024	1103		
19	1	DROPS OF JUPITER (TELL ME)	Train (Columbia)	2153	1134	1089		
20	1	BOOTYLICIOUS	Destiny's Child (Columbia)	2428	1331	1054		
21	1	YOU ROCK MY WORLD	Michael Jackson (Epico)	1848	894	962		
22	1	SOMEONE TO CALL	Janez Jackson (Virgin)	1879	1084	956		
23	1	TAKE MY BREATH AWAY	Emina Burton (Virgin)	1848	1241	923		
24	1	SWEET BABY	Macy Gray feat. Erykah Badu (RCA)	10574	714	838		
25	1	STUCK IN THE MIDDLE	Louisa (1st Avenue/EMI)	12298	897	726		
26	1	WHAT WOULD YOU DO?	Cy High (Interscope/Polydor)	1825	457	628		
27	1	ETERNITY	Robbie Williams (Chrysalis)	1536	856	688		
28	1	LET ME BLOW YA MIND	Eve feat. Gwen Stefani (Interscope/Polydor)	1518	933	663		
29	1	LADY MAMBO	Celia Cruz & Shaggy (Mercury)	1666	635	567		
30	1	OUT OF REACH	Gabriele (Go Beat/Polydor)	1463	417	518		

© Music Control UK. This ranked by total number of plays on all mainstream independent radio stations from 00:00 on Sun 9 Sep 2001 until 24:00 on Sat 15 Sep 2001.

TOP 10 GROWERS			
Pos	This Week	Last Week	Weeks on chart
1	5	1	Travis (Independiente)
2	1	2	Nothing On But The Radio The Alice Band (Instant Karma)
3	1	3	You Rock My World Michael Jackson (Epico)
4	1	4	Starlight Supernova Leaves (Independiente)
5	1	5	Can't Get You Out Of My Head Kyla Minogue (Perfomance)
6	1	6	What Would You Do? Cy High (Interscope/Polydor)
7	1	7	Right On Silence Soul (VC Recordings)
8	1	8	Twentyfourseven Arif Lodger feat. Melanie Blatt (hfr)
9	1	9	Angels Robbie Williams (Chrysalis)
10	1	10	Chain Reaction Steps (Epic/Jive)

© Music Control UK. Chart shows tracks boasting greatest increase in plays.

TOP 10 MOST ADDED			
Pos	This Week	Last Week	Weeks on chart
1	1	1	Nothing On But The Radio The Alice Band (Instant Karma)
2	1	2	Alcoholic Starsailor (Chrysalis)
3	1	3	I'm A Slave For Your Love DMX feat. Sade (Jive)
4	1	4	Don't Need The Sun To Shine Gabriel (Go Beat/Polydor)
5	1	5	I Want Love Eton John (Rocket/Mercury)
6	1	6	Stand As One (Infectious)
7	1	7	Step On My Old Size Nines Stonerhops (V2)
8	1	8	Mambo No. 5 Bob The Builder (BSC)
9	1	9	I Still Want You Mungo & Mungo (Gusto)
10	1	10	Brown Skin India Arie (Motown)

© Music Control UK. Chart shows tracks boasting greatest number of station adds.

TOP 10 PRE-RELEASE			
Pos	This Week	Last Week	Weeks on chart
1	1	1	Side Trax (Independiente)
2	1	2	Can't Get You Out Of My Head Kyla Minogue (Perfomance)
3	1	3	Luv Me, Luv Me Shaggy feat. Samantha Cole (MCA/Uni-Island)
4	1	4	You Rock My World Michael Jackson (Epico)
5	1	5	Not Such An Innocent Girl Victoria Beckham (Virgin)
6	1	6	Right On Silence Soul (VC Recordings)

The venue may have been the same, but it was a tellingly different BMG UK returning to London's Mermaid Theatre last week for its second conference of the year.

Back in April the company's then European president Richard Griffiths was welcoming on stage his newly-installed UK chairman Hasse Breitholtz, while a whole series of key appointments was announced across a company that had abandoned its label divisions and focused along genre lines instead, within which Griffiths had been fired and Thomas Stenz installed as his replacement, with Griffiths' appointments Harry Maggee and Stephen Navin swiftly following their ex-hoss out of the door.

With such dramatic changes, Griffiths could hardly have left the UK company in more calming, reassuring positions on the 35 weeks to w/e 1/9/01. BMG's market share for the half year was 10.2%, making it a third biggest corporate group. Source: MW

Given his Swedish compatriot Sven Goran Eriksson's elevation to England national hero, Breitholtz is naturally keen to mention himself in the same breath as the England football manager. However, while the England soccer supremo has taken the national team to the top of its World Cup qualifying group, the BMG chairman acknowledges he is "just a small step on the way" to fulfilling his aims at the major. One of the first targets announced on his appointment – a 10% market share this year for artist albums – he believes is on course, thanks to what he concludes is the company's best autumn lineup since it used to handle the pre-PolyGram Universal's repertoire. His aim of widening the company's talent successes

from traditionally strong areas such as pop is also making ground, illustrated by a diverse line-up of live conference performers last Monday, ranging from R&B act Peppermint and dance signing Kosheen to guitar bands Electric Soft Parade and Spiritualized.

Breitholtz says BMG as a company is spending more than ever on A&R as it pushes new acts such as Cooper Temple Clause and Mercury-nominated Tom McRae while pursuing other signings. "We can have another 10 to 15 acts right now," he says. "We have quite a trimmed roster and we're busy right now trying to find these acts."

While its UK-signed successes continue to be outweighed at present by repertoire from across the Atlantic, the major's performance with domestic artists has been swelled by the purchase of Cheeky – a deal announced by Griffiths at last year's autumn conference. Through the label's Dido it is 1.7m album sales richer with No Angel – a considerable distance ahead of the competition as the biggest-selling album of the year to date – while fellow Cheeky act Faithless are just getting into their stride with their first BMG-handled album *Outrospective*.

The two Cheeky acts have also been playing a leading role in the success of BMG's UK-signed talent overseas, alongside the likes of Westlife who scored their first pan-European hit this year with the Billy Joel cover *Uptown Girl*. However, Breitholtz suggested at the conference the performance of UK artists in the global market was still "lacklustre" even though fortunes were improving. "We have to capitalise on the fact things are starting to get better. We have to work hard to start to break artists out of the UK, which will drive revenues and, what really matters to me, realise a greater diversity of music," he told the event.

The chairman outlined at the conference

SINGLES CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total Hits
RCA/Arista 3	13	6	3	25	

Figures over 2001 releases' highest chart

positions on the 35 weeks to w/e 1/9/01. BMG's market share for the half year was 10.2%, making it a third biggest corporate group. Source: MW

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The chairman outlined at the conference

Breitholtz taps into to give UK acts a fee

Following a year of upheaval at BMG, the UK chairman was able to de



Breitholtz: BMG is spending more than ever on A&R



Electric Soft Parade: described as a

Dido, Five, Natalie Imbruglia, Arnie Stone and Westlife as the company's five UK-signed acts that had sold more than 1m units overseas. Four of those artists figure in this year's release line-up with the fifth, Arnie Stone, expected to make her bow on Clive Davis's J Records next year.

Griffiths had not even arrived at the

company and John Preston was still chairman when Imbruglia's first album *Left Of The Middle* emerged in November 1997 to unexpected acclaim. Her long-delayed return, *White Lilies Island*, will appear on November 5, a week after lead-off single *That Day*, which international vice-president Dave Shack revealed at the conference had so impressed

Natalie Imbruglia



VARIABLES: Hits 50 – BMG/Telstar/Sony/Warner (September 17). The hits brand strikes the first blow in the ongoing battle with Now! with this opportunisticly-titled album ahead of November's *Now! 50*. This title's "50" represents the number of tracks included.

FAITHLESS: Muhammad Ali – Cheeky (September 17). The first of two autumn singles from *Outrospective*, which has already sold 750,000 units worldwide, this Radio One B-listed track will be followed by Tarantula in late November and a sold-out UK tour.

KOSHEEN: Restin' – Arista (September 17). Despite a hectic schedule that included a performance in Cornwall, the previous Friday and Istanbul the following day, Kosheen figured among the conference's five line-up to promote this debut album which features the Top 10 single *Hide U*. The next single *Catch* will be issued on November 26.

SPIRITUALIZED: It All Came Down – Spacemusic/Arista (September 17). The band retain their high standards of sleeve packaging and design with an embossed

face on the cover of this album, which features their highest-charting single to date, *Stop Your Crying*. The album – the subject of speculations on Xfm and Radio One's Steve Lamacq – will be backed by a tour in November and the release of a second single, *Did It All Over Again*.

SKINNY: Sweet Thing – Cheeky (September 24). Radio One and Xfm's weight is already behind this second single release from the album *Teller*.

DARTY HALL & JOHN GATES: The Essential Collection – BMG commercial marketing (September 24). The hugely-successful duo are scheduled to undertake their first UK tour in more than a decade in November to support this retrospective, which will be backed by a £200,000 TV-advertising and PR budget and followed by the Hoax remix of *I Can't Go For That (No One Do)* issued as a single on October 8.

P DIDDY & THE BAD BOY FAMILY – Bad Boy/Arista (September 24). A massive re-release is lined up before Christmas for Diddy's *The Saga Continues* album, which features this

Radio One record of the week single, *Crazy Town*, Ice Cube and Snoop Dogg are among a lengthy list of acts making cameos in the video.

TALISMAN P FEAT BARRINGTON LEVY: Here I Come (Sing DJ) – NuLife (October 17). This Radio One-playlisted single is one of a handful of potential NuLife smashes this autumn, others including Jam & Spoon's Euro smash *Angel* (out December) and the Warp Brothers' *Blast the Speakers* (out December 3).

USHER: U Got It Bad – Arista (October 8). A currently-scheduled performance at October 4's Mobo awards, where he has three nominations, will figure as part of a UK promotional visit this autumn by Usher as BMG looks to take his chart-topping 8701 album to platinum status by Christmas. This follow-up single to U Remind Me and *Pop You Got It*, which features TLC's Chilli in the video, has already made it to the Radio One playlist.

RIGHT SAID FRED: Fredhead – RCA (October 8). The Freds have been one of the UK's biggest musical exports on the continent this year, debuting at number two in Germany this year and also going Top 10 there with the single *You're My Mate*. The single will be issued in the UK on September 24, having already become one of *The Box*'s 10 biggest tunes.

LUTHER VANDROSS: Luther Vandross – J Records (October 15). The man described by his label boss Clive Davis as "the best R&B singer in the world" is presently scheduled to be in the UK for two weeks' promotion this October, including collecting the lifetime achievement prize at the *Mobos* on October 4. The Vandross single, *Take You Out*, will be issued on October 8.

ELECTRIC SOFT PARADE: There's a Silence – Jb Records (October 22). "The most important band in the UK" is how Steve Lamacq describes the recently-renamed Brighton outfit who were many people's live highlight



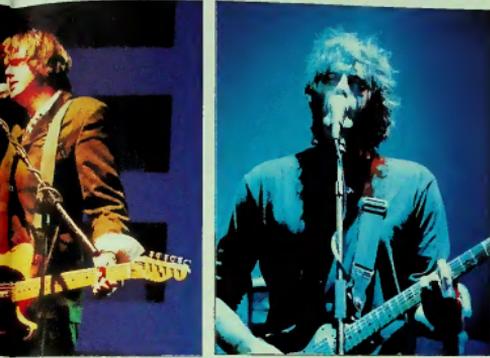
at the conference. Their debut album *Holes in the Wall* is expected to appear early next year.

O-TOWN: We Fit Together – J Records (October 22). Channel 4 will be re-running the series *Making The Band* around the release of this third single, which will be looking to follow *Liquid Dreams* and *All Or Nothing* instantly into the Top 10.

ALICIA KEYS: Fallin' – J Records (October 29). Clive Davis's latest megastar discovery has already reached number one and achieved double platinum status in the States with

the Eriksson factor el of Swedish magic

Deliver calming but confident predictions for the future. By Paul Williams



as 'the most important band in the UK' Jason Pierce: returning with Spiritualized

Radio One that it has promised to feature it today (Monday) in every programme. With the last album going Top 10 in the US and selling around 6m units globally, BMG is determined not to have anything out of place for the follow-up. With this in mind, Shack says it decided to rethink the original plan of having Imbruglia perform at the conference

her debut album *Songs In A Minor*. This first UK single will be followed in November by a huge re-promotion of the album as BMG looks to reach 250,000 sales by Christmas.

PEPPERCON: Nice To You - Arista (October 25). Possibly the first single to namecheck Sir Richard Branson, this track is taken from Peppercorn's critically-acclaimed debut album *Free Love*.

LIN NW MHL: I Will - NaLive (November 5). The follow-up to the Top Five, silver-selling *Castles In The Sky* will precede Van Dahl's debut album in the new year.

LISA LEFT EYE LOPES: Supernova - Arista (November 5). The TLC favourite will be in the UK for key TV performances to support this debut solo album, previewed by the single *Block Party* on October 15. The album will be the subject of a huge marketing push during the final quarter of the year.

NATALIE DRUGS: White Lillies Island - RCA (November 5). Four years and 6m sales after her debut album *Left Of The Middle*, comes this highly-anticipated follow-up which will be led off by the single *That Day*, co-penned with Patrick Leonard. Radio One has already committed itself fully to the single, which goes to radio today (Monday) and will be



Usher

commercially released on October 29. **PEERY COMO: Perry Coma Gold - BMG commercial marketing (November 5)**. A £150,000 promotional campaign aimed specifically at the 50+ market has been put behind this first TV-advertised retrospective in a decade from the crooner who passed away in May. The 25-track collection includes the hits *And I Love You So*, *Catch A Falling Star* and *Magic Moments*.

ELVIS PRESLEY: 50 All Time Greatest Love Songs - BMG commercial marketing (November 12). *Love Me Tender* and *The Wonder Of You* are among the half-century of classics on this double album which succeeds last Christmas's Presley retrospective *The 50 Greatest Hits*. A £300,000 marketing spend has been budgeted as BMG aims to match the 700,000 UK sales of its 2000 best, of which figures in the Top 10 during Christmas week.

BONEY M: The Greatest Hits - BMG commercial marketing (November 12). BMG is aiming to launch the "massive kitsch appeal" of this band whose singles *Rivers Of Babylon/Brown Girl In The Ring* and *Mary's Boy Child* still rank high among the UK's biggest-selling singles of all time. A £300,000 TV and PR spend has been earmarked for the album.

WESTLIFE: World Of Our Own - RCA (November 12). One year from their Spice-conquering *Coast To Coast* album comes this third long player which features the chart-topping *Queen Of My Heart* (out November 5) and the 2001 version of love favourite *When You're Looking Like That*. Thirty TV appearances are already confirmed for the band as BMG aims for 2m further album sales.

DAVE MATTHEWS' BAND: The Spaces Between - RCA (November 12). Among the US's biggest musical superstars who have yet to crack the UK, Matthews will be looking to join the Stateside rock ride that has taken the lives of *Staind* and *Train* into the UK chart with

leading lights behind the forthcoming Pop Idol star search on ITV, is particularly enthused by the album's lead-off single *Queen Of My Heart* - given its world premier at the conference - which he describes as "an exceptional record". "This is going to be a huge record," he told the conference of the new album. "The boys sound great and I think we will reach our target of 2m sales and above."

In addition to its superstar repertoire from RCA and Arista, the UK company has this year been blessed with a third source of material from the US via GIVE DAVIS'S J Records. The label's first act O-Town have already scored two Top 10 singles here, while the autumn will include the UK release of Luther Vandross's most successful album *Stateside* in years and an extensive push on *Songs In A Minor*, the first album from instant superstar Alicia Keys. "We have a major star in Alicia Keys," enthuses Davis, who has seen more than a few in his time.

Much closer to home, Dave Bates' db Records - independent domestically but with BMG backing overseas - has made its mark this year with Tom McRae's debut album winning a Technics Mercury Music Prize shortlisting. Meanwhile, his current other charges Electric Soft Parade arguably stole the show at the conference with an astounding and hugely-rememberable performance.

No BMG line-up is usually complete without at least one Elvis Presley album and this autumn's representative is a 50-track love songs collection to follow 2000's *The 50 Greatest Hits*.

Other commercial marketing priorities include Boney M and Hall & Oates best of, while its HITS partnership with Sony, Warner and its complications joint venture partner Telstar is opportunistically biting its

forthcoming title *Hits 50* (as in the number of tracks) in direct response to the more successful *Now!* series which reaches the 50 mark this autumn. There are also a series of further potential smashes from the NaLive label, including *I Will*, the follow-up to Van Dahl's top five hit *Castles In The Sky*.

BMG sales director Richard Corps has set himself and the company the task of selling 8m albums this autumn in what "will prove to be one of the biggest Christmases for a long time". The company also has plenty to look forward to in the first half of next year with music division president Ged Doherty revealing at the conference expected new albums from acts including Christina Aguilera, Whitney Houston, OutKast, Pink, Santana and TLC. William Orbit's BMG debut is also likely to emerge around April

and may featuring guests the calibre of Beck, Dido, Dr Dre, Madonna and Beth Orton.

In a year of remarkable change at the company, Doherty was also quick to praise at the conference the way in which his staff had coped. "This year we've been through an unbelievable amount of change and throughout all of that everybody has stayed incredibly focused and loyal and worked their butts off," he said.

Given the huge upheaval his charges have had to contend with this year, they will be mightily relieved to know this autumn they can channel all their energies again into producing the kind of results even Hasse Bröhlz's fellow Swede Sven Goran Eriksson would be proud of.

● BMG UK's international vice president Dave Shuck is reporting to European marketing vice president Susie Armstrong in the newly-structured BMG, with Sara Silver becoming UK marketing vice president, and not as stated last week.

ALBUMS CHART SCORES

No 1s	Top 10s	Top 20s	Top 40s	Total hits
RCA/Arista 2	3	0	2	7
BMG comm 0 (1)	0 (16)	0 (3)	0 (20)	

Figures cover 2001 releases: highest chart positions in the 35 weeks to w/e 1/9/01. BMG's market share for the half year was 7.6%, making it the fifth biggest corporate group. Source: MW



this single. Matthews and the band will be in the UK for a series of 15th anniversary gigs in October with a tour following in November.

FIVE Closer To Me - RCA (November 19). BMG has set a target of 2m UK album sales by Christmas for the boy band's already-issued third set *Kingsize*, which has been given a £1m TV advertising budget and £250,000 for direct marketing. This second single from the album is being led by BMG as the "biggest ever Five single".

BLU CANTRELL: So Blue - Arista (November 26). The Blu Cantrell single 'Hit 'Em Up Style (Oops)' recently reached number two on the Billboard Hot 100 and will be released in the UK a fortnight ahead of this debut

album. An extensive European promotion trip is scheduled for November.

VARIOUS: Family Divis 2 - BMG/Telstar (November 19). The soul, dance and R&B successor to this summer's 100,000-plus seller *Family Divis* will be part of an R&B compilations line-up from BMG/Telstar which will also include Urban (October 22) and Pure R&B 4 (November 12). **DMB: Don't Think Of Me - Cheeky (December 10)**. No Angel's fourth single after *Hunter* - which was expected to debut in the Top 10 yesterday (Sunday) - will be followed by a special edition of the album, which has already sold 1.7m in the UK. Another 1m album sales is targeted by BMG before Christmas.

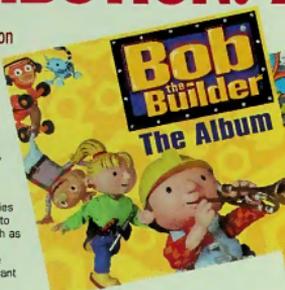
DISTRIBUTION: A SECTOR IN CHANGE

Moves such as Koch's decision to hand over physical distribution to BMG, concentrating on sales and marketing, are changing the whole distribution landscape. Sarah Davis reports

At a time when distribution companies are refocusing their commitment to specific areas of development such as sales, production, manufacturing, distribution and marketing, the climate within the industry is taking on significant changes.

On July 30, Koch announced it would be handing over its physical distribution to BMG and concentrating on sales and marketing. Meanwhile, Vital, which is owned by Play It Again Sam (PIAS), is also expected to announce a similar decision, following PIAS' recent restructuring and the company's management buyout of Edel's majority stake in the company.

Such moves have led to concerns within the distribution sector that these moves will have repercussions on the industry as a whole. S&D managing director John Knight says, "We've seen a lot of companies struggle with their own physical distribution over the past few years. Several distributors, both big and small, were not equipped to compete at the highest levels of efficiency and flexibility and so have had to outsource their own physical distribution



or perish."

Absolute managing director Henry Semmence speaks for many when he says, "At Popkorn there was gossip that Vital

will get rid of their physical distribution and become marketing and sales. This was relevant for all of us at the Aim stand because lots of independent people use Vital as their physical distributor. There's no doubt that there will be fewer players in the future doing physical distribution. There will be more doing sales and marketing and we will give record companies advice on getting records to other markets."

'It's easier for the retail trade to deal with one distributor. The indications are that retailers are very pleased with it' — Rashmi Patani, Koch

Koch and Vital will join the ranks of bolt-on distributors, looking after marketing, sales, production and manufacturing for their labels, while using a major label distributor for packing and shipping the product to the retailers. They also have their own labels which gives them a platform for securing rights for future exploitation.

Koch managing director Rashmi Patani, explaining the reason for his company's move, says, "It's easier for the retail trade to deal with one distributor. The indications are that retailers are very pleased with it. If you look back a

year ago or longer, you can see the physical distribution side changing. Five or six years ago Koch opened up a distribution centre in Basingstoke for Koch International and Koch Media. Then we decided to concentrate on our product, on the sales and marketing, and get another company to handle the actual physical side of things. We looked at lots of companies and opted for BMG."

Absolute is a bolt-on distributor which uses Universal for packing and shipping product. Semmence explains how it works: "To be in the indie chart you've always had to be distributed by an independent. Now things are changing. People may use an independent distributor, but that distributor will be using a major for physical distribution so the boundaries are blurred. Companies like Absolute, which look after sales,

Making the supermarket mark

Music is a fast growing commodity in today's supermarkets. But, while it is one thing getting music properly displayed in outlets such as HMV, Virgin or Independent music shops, it is quite another to do the same in Tesco or Sainsbury's, stores that do not have dedicated staff who understand music.

Secondary distributors E.L.K. and Handelman have invested heavily in field forces and merchandisers to make sure everything runs like clockwork. Handelman managing director Rob Salter says, "Whatever you get in the back door you've got to get on to the fixtures, it feels wrong to leave products at the back door and leave it up to the people in the store to do the rest."

E.L.K. is Europe's largest distributor and services thousands of retail outlets and online customers from its 250,000 sq ft Greenford distribution centre. It employs a field force of 20 full-time people and around 300 part-time merchandisers, hired through third-party merchandising company MEM.

E.L.K. commercial director Richard Iazard says, "It varies from customer to customer what they want us to do. Some like the merchandisers to stack the racks, others do it themselves but like help with promotions and returns. Returns is quite a big thing. We also make sure the new chart is put up on Monday mornings. Our two main roles are staff training — supermarkets have a rapid turnover of staff — and setting up new stores or refitted stores. Our staff will go in there and get them ready for the launch day."

Handelman recently won

the Asda business and looks after 240 Asda stores as well as High Street customers. It employs 14 district managers, 62 full-time reps and 125 part-time reps. Each store sees its rep at least once a week with the rep spending 20 hours plus in each store weekly. Salter says, "Many people use a third-party merchandising company but we didn't want to do this. Handelman in the US has a totally dedicated structure, it's a bit further developed. Each field rep does two or three stores and there are bonuses and incentives. It's much more of a business role in store. We're moving towards it in the UK."

Asda is still in the bedding phase with Handelman, but is positive about the service. Becky Oram, Asda music buying manager, says, "There is a merchandising field force which we didn't have before. It supplements the system with people on the ground. It means even if someone in the store is away, there's always someone there who knows what's going on which makes things much more efficient. It's a different business model working with this system."



Handelman: taking on the Asda business



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NGE TO REFLECT CHANGING NEEDS



marketing, production and manufacture, take their record labels through the mire. Now we're getting 24-hour delivery which is beneficial to the dealer and the labels. There is no need to ship large quantities out and then get loads of returns, so we save money."

However, Allan Nazareth, sales director at Caroline 2, says the move out of physical distribution does not help export companies such as his. "Nowadays we get a lot of things from different companies in one box and on one van – we have to sort them out and it makes things more difficult for us," he says. "All distributors are consolidating. Less and less people want to put anything in a box. In 15 year's time, there will be about three left. People will keep all the sales and marketing and sales and marketing will have to get sharper."

Distributors are also reviewing how many labels they carry. Vital product director Ian Dutt says, "We have streamlined our labels. There have been more releases year after year. We want to focus on our top-end labels and streamline down. This will be a continuous process. We had 97 labels, now we're at 77 – not like Pinnacle (whose distributed acts include Steps, Bob The Builder, Cliff Richard and De La Soul) with about 320. Ideally, what I want from our labels is for them to be pure A&R driven – like Mute, Source, Ninja Tunes – and into developing acts."

"All distributors are consolidating. Less and less people want to put anything in a box. In 15 year's time there will be about three left" – Allan Nazareth, Caroline 2

"More and more distribution companies aren't looking for huge amounts of business. And it's almost too easy to start a label," he adds. "There are 350-500 new releases a week, so how does a punter decide what to buy? I think punters are suffocated by the amount of releases and labels."

The smaller, specialist distributors report that the growing demand for vinyl and the move into mail order has helped their business. Knight says, "The niche markets such as vinyl in underground dance shops are expanding healthily and now HMV and Virgin

are taking a piece of this action. Our van fleet, which is seven-strong, has an increasingly important role in this market, in that we carry new releases, white labels and catalogue."

Vital set up a van sales business last February to handle this specialist product. Since starting Union Van Sales with 3MV, Vital has managed to expand its network. Dutt says, "It's getting us in to specialist stores that we haven't been getting to before – the kind of stores that don't want to open accounts. Lots of others do it like Amato and Prime – so these specialist shops don't need to buy product by people like us or 3MV. We started it in London and hope to expand."

Even secondary distributors like THE are moving in. THE sales director David Pemblington says, "We've been watching the situation and we're back into distributing vinyl."

Plastic Head, which handles labels such as Candlelight and Golf Records, is one of the many small distributors which is expanding because of vinyl sales and mail order. Director Steve Beatty says, "We started out of the bedroom 13 years ago and we're successful because we did it our way. We are self sufficient. People ask why we do it all ourselves and I say it's because we didn't want to rely on others. We do work with other companies to do occasional singles, there is that option, but some things you definitely do need size for, but some artists just wouldn't accept it."

Like many small distributors, it also offers a mail-order service which has helped increase revenue. "Our turnover last year was £5.5m and of that £100,000 was mail

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email: info@amatodistribution.co.uk

order. We've been doing mail order for two years and it has grown from nothing to that figure — it's still small but we're keen on going for it. We keep our prices the same as the shops so even though in this instance we are ostensibly acting as a retailer, it doesn't seem to the shops as though we're competing with them.

"I think it sends a message to retailers — if people are coming to us, why aren't they getting what they want in the shops? Specialist music has benefited because people can't find it in the shops and use mail order like their local store, if I can't get something where I live, I get it by mail order."

Wholesale books and home entertainment distributor THE underwent a major upheaval last year following a management buyout from John Menzies. THE has key accounts such as Sainsbury's and High Street stores Morrisons and Debenhams, as well as a large independent customer base.

Pemblington says, "When we bought the business, we believed we could restore it to profitability. We expected to break even, but our latest figures show we're achieving a considerable profit and have managed a balance sheet with a positive cash flow."

Then in May THE snapped up rival Starline's distribution assets for around £10m after Starline went into receivership. Starline numbered HMV, Virgin, Tower and online retailers such as Tesco.com and Amazon among its customers. THE has amalgamated some jobs across the business, with some redundancies in the finance, personnel and IT departments, and relocated some aspects, such as the jukebox business, to its Newcastle Under Lyme site.

The deal also included Starline Digital Marketing and, more importantly, Starline Lightning Express, which gives THE, Tower, Virgin and HMV accounts in the US, Asia and the Far East and Lightning's jukebox

Distributors go online for direct service

Just three years ago MP3.com's Michael Robertson was predicting the death of the traditional record industry. Free downloads, subscription services and e-tailing grew and, as physical distributors felt threatened, many entered the online business, some investing heavily. Then the hype fizzled out and reality set in.

Dotcoms disappeared, merged, got bought out and court cases flew about as record labels sought rights protection. The latest impact in the merry go round is B2B and subscription service Vitaminic's decision, to merge with Peoplesound in August.

Meanwhile, distributors have quietly gone on developing their own sites for future use. Pinnacle has spent a considerable amount of money and energy on a substantial e-commerce division. Managing director Tony Powell says, "We're preparing for change in the future. We're in the middle of revamping our website and moving toward web enablement for smaller labels. But, whatever the speed of the download and other mechanics of digital distribution, who's going to pay for it? Artists, record companies, writers all have to be paid."

Koch is expanding into US-sourced hip-hop and rock with artists such as Wu Tang Clan's RZA, KRIS on Its In The Paint label, and Hugh Cornwall and Carole King. Managing director Rashmi Patani agrees with Powell. "We are doing a lot of research into online at Koch, but we are waiting for the authorities to act so we feel confident it's secure. There are players out there who are doing online distribution, but record companies are still

business which has accounts with Leisurelink, Crown Leisure and Kunick.

Pemblington says, "It's fair to say Starline was an opportunity we couldn't turn down."



Patani: online research at Koch wary after Napster."

Smaller distributors including Amato and Plastic Head have been keenly developing their web presence. Shops can order product via Amato's website and the distributor also carries out research on its consumer database to discover tastes and trends. Managing director Mario Howell says, "New releases are available and an MP3 sample is up there four weeks before release date."

Plastic Head director Steve Beatty is convinced rights ownership is the key to any web presence. "Owning rights to product is important for survival," he says. "In five or 10 years, a lot of distributors will think it's all over. We won't. We now own some of our own labels and were



RZA: sourced from the US

pretty aggressive when that came along."

Etailing as an online service is growing. Etailing was 4% of the market in 2000 and it is predicted that by 2005 more than £800m worth of multimedia products (CDs, videos and DVDs) will be sold online. E.U.K. Direct is Europe's largest fulfillment operation service, with more than 140,000 titles in its database and each title is in stock. Customers such as V&S set up their own front-end and E.U.K. offers automatic order interfaces, order status tracking and pre-release information. E.U.K.'s commercial director Richard Iard says, "We don't offer customers product that doesn't exist. We carefully monitor stock availability and keep an accurate database."

We see this as a way of consolidating the industry and which marks us out as a serious player. The old THD hadn't been in exports and we're going to use Starline as an export arm to use it world wide. However, we're keeping out of markets with problems and we've noticed that, as America moves into recession, some of the retailers are finding things a bit difficult. Lightning was the only way we could get into the jukebox business and it seemed the right time."

Other changes have also been afoot for the other secondary distributors, such as E.U.K. and Handelman. E.U.K., which looks after more than 2,000 retail outlets including supermarket chains Woolworths, Tesco

'The niche markets such as vinyl in underground dance shops are expanding healthily and now HMV and Virgin are taking a piece of this action'

— John Knight, SRCO

and Safeway, is now part of the Woolworths Group, following the Kingfisher demerger on August 28. The move sees the company as part of an entertainment-focused group. E.U.K. commercial director Richard Iard says, "With Woolworths, ourselves, M&S, Streetsline and VCI, more than 40% of the total Group's business is now entertainment. Before, as part of a big group like Kingfisher, attention was more on the big DIV sheds all across Europe. Now entertainment will be more important to the group and it will get more attention."

E.U.K. recently lost its Asda account to Handelman in a move which came as little surprise given that Handelman's US parent is a key distributor for Walmart, which owns Asda. Handelman managing director Rob Salter says, "There are only a few players in the grocery and major multiple sector. We're number two in volume terms, ahead of the handle of the Asda business. We also handle Somerfield and Kwiksave — themselves Walmart businesses."

Asda reports it is pleased with the switch so far. Becky Oram, Asda music buying manager says, "We are getting very good service, Handelman have a good system although some adaptations need to be made for the UK market. For example, singles are a minor product in the US compared with

here so we needed to adapt to reflect that."

However, Iard does not express concern. "I'd love to still have the Asda business, but I see the reasons why not," he says. "But business is growing despite losing Asda. We saw sales growth last year and this year it will be a much faster growth. Tesco recently announced its sales were up 59% and the retailer is even more than that."

Tesco, like the other supermarket chains, is aggressively targeting shoppers to buy more non-food product such as

entertainment, Iard says. "Tesco has 14m customers each week. Through the club card scheme, they can identify which of them have the profile to buy CDs but aren't doing so. They then target so, they then promote and so on. This is seen as

incremental sales — that shoppers will put a CD in their shopping basket that they wouldn't have otherwise gone out and bought — rather than taking a sale away from someone else."

Handelman, meanwhile, is a key player in distributing to the motorway service chains. "We bought out Lifetime which had an in-house merchandising team which covered all the motorway service areas. We cover all the motorway service chains big and small — Welcome Break, Mogs — formerly Granada," says Salter. However, Handelman is trying to change the pricing programme that currently exists in the motorway retail services. "The general public feel ripped off when they buy something at a service area — whether it's a bacon sandwich or a cup of coffee. They look at CDs and see the priced £20 and they know they're £14.99 on the High Street. The chains lovingly call it premium pricing. They sell more tapes than CDs because not so many people have CD players in their cars. Tapes might be priced at £1 more than in the High Street and people will pay that because they want it immediately to play in the car. But if they're buying a CD they are more likely to buy to take home and they won't pay the extra. It could be better business."

music week Issue dated 6 October

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RETAIL FOCUS: POWERPLAY

by Karen Faux
 Unsurprisingly, it has been a quiet week for Eastbourne indie PowerPlay. Store buyer Zeph Annetts says, "Shopping for music seems to be the last thing on people's minds following the terrible events in the US. We've been running continuous CNN news coverage on our in-store televisions and the general mood here is very sober indeed."

Aside from this, business has been going well for the shop in recent months. Buoyed by the success of its first in-store PA for Toploader last year, PowerPlay's profile has been raised with a variety of signings and gigs, which can be comfortably accommodated in its spacious premises situated right between the Arndale Centre and McDonalds.

"This is no major upheaval involved," says Annetts. "All we have to do is slide our chairs rocking out to the back and we have plenty of room. Signings are usually done behind our large counter, which looks like a bar."

PowerPlay has always keen to lift the profile of lesser-known acts and local brand Raging Spearman was a recent beneficiary. "They did a signing and we had people queuing the length



PowerPlay: boosting sales with in-store PAs

of the shop," says Annetts. "We also shifted a lot of their single Gush, which had just been released to repressment the album."

Moving to bigger premises two years ago has been key to greater profitability for the store, whose nearest competitor is a much smaller Or Price. Annetts reports that PowerPlay enjoys a lot of attention from reps and is well served with POS and display material. "For

NU METAL AND HIP-HOP TOP 10

- Break The Cycle Stair (Rip/Elektra)
- Lower Slipknot (Roadrunner)
- Antology Alien Art Form (New Noise/Dreamworks)
- Toxicity System Of A Down (Columbia)
- Volume 1 OKY (Volcom)
- The Suga Cousins P Diddy & The Bad Boy Family (Bad Boy)
- Devil's Night D12 (Interscope/PolyDor)
- Space Boogie Kurupt (Pias Records)
- Space Boogie Kurupt (Pias Records)
- Digital BBL RZA (Koch)
- Malpractice Redman (Def Jam)

singles from Eels, Manic Street Preachers, Samantha Mumba and the Chemical Brothers all be moving out too.

Store manager Tony Goodwin says, "Like many stores, we have benefited from the punk and metal revival and we're also expanding our hip-hop offer. We are expecting the forthcoming album from DMX to do very well judging by the amount of pre-release interest and next week's singles should see a close contest between Kylie Minogue and Victoria Beckham."

Despite its chart bias, PowerPlay stocks a large range of back catalogue which is being fuelled by a two-for-£15 deal. It also reports that poster sales have been on the increase and it now has three racks devoted to them.

Goodwin says, "Eastbourne has an image of being a somewhat elderly resort but, in fact, there are a lot of young people here, which is why we are doing so well with chart, punk and hip-hop. Having said that, we like to cater to all the people who visit the town and our biggest advantage is having the space and the right location to do it."

Powerplay: 55 Terrace Road, Eastbourne, East Sussex BN21 3QP, tel: 01323 762922.

IN-STORE NEXT WEEK (from 24/9/01)

Andys RECORDS
 Windows - Travis, Macy Gray; In-store - Richard Bona, God's Kitchen, Mazy Gray, Travis, Starsallor, Kylie Minogue, RZA, McNeat & DJ Luck, Jean Pitney, June Tabor, Boz Scaggs, Adam F, John Hiatt, Bob Dylan, Embrace, Darker Than Blue, Jamiroquai, Macy Gray, Barthez, Henry Rollins, Gillian Welch, Nick Lowe, Alison Krauss, System Of A Down, New Means Down; Press ads - Starsallor, Kylie Minogue, Hayden, Mercury Rev, Lewis, Peter Green Splinter Group, Exposure 3, Chris Cowie

ASDA
 Singles - Basement Jaxx, Stereophonics, Garbage, Elton John, Silicone Soul, City High, Liberty, Mouvlin Rouge, Mary J Blige; Albums - DJ Luck & MC Neat, Tracy Chapman, Terrorvision, Club Nation 2001, Hall & Oates, I Love The Nineties

BORDER'S
 In-store - three CDs for £18, two CDs for £10, five Naxos CDs for £20, Gorke's Zygotic Myrci, Tracy Chapman, Cool & Deadly, Late Night Jazz; Listening posts - Macy Gray, Are You Ready For The Country, National Trust Music, Mouvlin Rouge

In-store display boards - Arsonist, Richie Hawtin, Brothomstates, Nooney Underground, Self Assembly, Smog, The



ON THE SHELF

CHRIS LAWSON,
 manager, Andys Records,
 Norwich

This is a fairly large store and much of it is devoted to our extensive range of catalogue product. It far outdistances chart sales and we do particularly well with soul, jazz, country and blues.

Our current As Good As It Gets campaign offers two CDs for £10 across a wide range of selected specialist titles and this has been going like a bomb during the past month. It has been a fantastic time for new releases and sales have been brisk on the back of Slipknot, The Strokes and New Order.

This week has been strong, with albums from Bob Dylan and The Charlatans, and next week we have releases from Macy Gray, Spiritualized, Garbage and Starsallor to look forward to.

I reckon the new Macy Gray album is brilliant. It's a bit more funky than the last one and her voice has improved. If Starsallor's upcoming debut album is up to

MUSIC WEEK 22 SEPTEMBER 2001

Zephrys, Champion Sounds, Hilmar Orn Hilmarsson & Sigur Ros

HMV Single - Silicone Soul; Windows - two CDs for £22; In-store - Steps, Liberty, City High, Garbage, Stereophonics; Press ads - Basement Jaxx, Mary J Blige, P Diddy, Ryan Adams; TV and radio ads - I Love The Nineties

MVC Album - Paul Weller; Windows - Charlatans, Diana Krall, CDs for £6.99 for Cardholders; In-store - Clubbed Out 2, Mojo spotlight on Introduction To... series; Listening posts - Spiritualized, Tori Amos, Anabeseque 2, EMI Encore CDs for £5 to Classical cardholders

our price Singles - Liberty; Windows - Steps, Mary J Blige, Basement Jaxx, Garbage; In-store - Blink 182, Stereophonics, Mercury Rev, City High

PHONO NETWORK Album - Ken Stringfellow; Selecta listening posts - Groove Armada, Spearmint, John Hiatt, Ivy, Arbesque 2; Mojo recommended retailers - Devils, Suzie Higgle, Trashmonk, Last Rates, Billy

C Farlow, Isaac Freeman & The Bluebloods

TOWER Windows - Big Deal 2 autumn sale, City High, Club Nation, compilations campaign, Liberty, Nicole Kidman & Ewan McGregor; In-store - Acoustic Chill, Hayden, Alex, Alice Band, Blackout, Tori Amos, Kylie Minogue, Ian Brown, Ryan Adams; Press ads - Garbage, Ian Brown, Machine Head, Mercury Rev, Suzanne Vega

Virgin Windows - Kiss in Ibiza 2001, Kylie Minogue, Macy Gray, Samantha Mumba, Shaggy, Spiritualized, Starsallor, Victoria Beckham; In-store - Macy Gray, Samantha Mumba, Skirny, Spearmint, Spiritualized, Tori Amos; Press ads - Artful Dodger, Basement Jaxx, Ben Folds, Blink 182, Bruce Dickinson, Faithless, Ian Brown, Jo Broecker, Nickelback

WHSmith In-store - Samantha Mumba, Chemical Brothers, Adam F, Eva Cassidy, Creamfields, Alison Moyet

WOOLWORTHS In-store - Hits 50, Victoria Beckham, Samantha Mumba, Clubbed Out 2, The Artful Dodger, Macy Gray, Steps, Charlatans, Ash, Michael Ball



ON THE ROAD

PAUL SOUTHGATE,
 SRD rep for
 London

The new album from US hardcore band **Tiger** comes out at £8 next week, which gives fans a very good deal. If they buy this and their single, they can pick up 14 new tracks for less than the price of a chart album. There's a big feature going in *Kerrang!* and we're expecting the single to dent the Top 40.

Presales are also shaping up well for **Manal Swift** on Charge Records and for **Acid Mothers Temple**, who are a Japanese psychedelic rock collective who are getting a lot of exposure in magazines like *The Wire*. Their double CD, *Absolutely Freak Out!*, will sell at around £13, making it considerably cheaper than their previous imports.

Drum & bass continues to be really big for us and this week I have been selling a lot of **Shimmion & Andy's** *C's Body Rock* off the van. It reached 69 in the national chart, almost solely on the back of 12-inch sales. It has also been good to see London band **The**

Ariens doing well with their limited-edition seven-inch and they are due to appear at the Barbican's alternative country festival.

Drum & bass album *Vintage Dreads*, by Ray Keith, has been out for a year but is still selling most of its competitors. As autumn kicks in I'm looking forward to working on an album from **Silver Mount Zion**, which is an offshoot of *God Speed You Black Emperor*. We've also got a beautifully-packaged **Clangers** release, compiled by Oliver Postgate who produced the children's TV series. This includes a complete **Clangers** opera lifted from old tapes and other-worldly music featuring bassoon and electronics.

On a more traditional note, I'm talking to stores about former Warp act **Jimi Tenor** and **Louie Austen**, a 63-year-old crooner who will be over to the UK for some five dates next month. It's been on the Las Vegas circuit and I'm looking forward to building interest in him."



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by Andrew Stewart

FENTON BBC SCORE SET TO DIVE INTO CHARTS

After five years in the making, BBC 1's *The Blue Planet* was launched last week with the first of eight primetime hour-long documentaries exploring the natural history of the world's oceans.

George Fenton's OST score, recorded by the BBC Concert Orchestra and choir of Oxford's Magdalen College, is a strong component of the series and has been released by BBC Music Worldwide as part of a bold marketing push for *The Blue Planet*.

According to the composer, writing music for the series was a particular challenge. "From a musical point of view, you tend to write music that is about what it would feel like to be in that submarine going down that deep. It would feel dangerous, it would feel dark, it would feel courageous."

Fenton's aquatic musical vision is likely to make strong progress in the classical charts, backed by a powerful marketing campaign.

"There's a danger that the music could get lost in a show that has such amazing visuals," explains Alan Taylor, marketing manager for BBC Music Worldwide. "We've made an album that isn't just a soundtrack disc. It's a stand-alone album where the music stands up on its own."

He adds that airplay and other radio exposure, including Classic FM advertising, will be key to the initial phase of the campaign. "We're not just marketing this as a classical release, even though it is a classical work. It's important that we target the general crossover market, so we're preparing a television commercial to support the release."

A five-minute trailer video for the series,



complete with Fenton's music, is also playing at UK cinemas.

A suite of music from *The Blue Planet* score is to be performed live at the Royal Festival Hall on October 13, conducted by the composer and hosted by Sir David Attenborough. "It's the first time the BBC has ever married onscreen pictures and music live," says Alan Taylor. "George will conduct the music to the pictures, so it will be a complete audio-visual experience." The concert is intended to generate further interest in Fenton's *Blue Planet* music.

INNIES LOOK GOOD FOR GRAMOPHONE AWARDS

Independent companies are strongly represented among the nominations for this year's Gramophone Awards, set to be presented at London's Barbican Centre on Friday October 19.

Hyperion leads the way with four nominated recordings, including Anthony Marwood's critically-admired performance of the Stanford Violin Concerto and a disc of Britten's choral works. Industry insiders are also predicting a good year for Chandos, which has two outstanding recordings conducted by Richard Hickox in line for choral and orchestral awards. Messiaen, Harmonia Mundi and ASV each attracted two nominations, while the continued A&R excellence of Naxos is reflected in the budget label's three nominations.

Universal's stable of classical labels has attracted eight nominations ranging from Handel's *Oratorio Theodora* in the baroque vocal category to Albeniz's *Merlin* in the opera category. EMI Classics and Virgin Classics are well placed for possible award winners. Murray Perahia's two recent Bach releases on Sony Classical are tipped to gain at least one award, while three Warner Classics titles have also attracted nominations.

Andrew Stewart can be contacted by e-mail at:

AndrewStewart11@compuserve.com

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**ALBUM
 of the week**

MORIMUR: Music by Johann Sebastian Bach,
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 Hilliard Ensemble (ECM New Series ECM
 1785). With this key ECM classical release,

Baroque violinist Christoph Poppen follows a recent scholarly interpretation of
 Bach's instrumental music to show connections between the composer's Second
 Violin Partita and certain Lutheran chorales, secretly embedded

and sung by the Hilliard Ensemble (pictured) between the
 Partita's five movements. This disc is backed by a preview ad in
 October's *Gramophone* and full-page ads in the November edition
 of *Gramophone* and October's *BBC Music Magazine* and
International Record Review.



REVIEWS

For records released up to September 24 2001

BETHOVEN: Symphony No.5; **BRAMHMS:**
 Violin Concerto. Kyung Wha Chung; Vienna
 Philharmonic/Rattle. (EMI Classics 5
 57185 2). Simon Rattle's Beethoven

performances with the Vienna Philharmonic
 are never predictable and always marked by
 fresh insights. His latest account of the
 Fifth Symphony, recorded live in Vienna last
 December, makes for compelling listening.

The performance is coupled with an
 elaborately lyrical interpretation of Brahms's
 Violin Concerto, beautifully shaped by Kyung
 Wha Chung and presented in outstanding
 sound. The marketing mix for this release
 includes ads in October's *Gramophone* and
BBC Music Magazine, national press

advertising in the *Sunday Times* Culture
 section and in-store poster displays.
OPENBACH: La Belle Héloïse. Dame
 Felicity Lott, Yann Beuron, Laurent Naouri,
 François Le Roux, etc., Les Musiciens du
 Louvre-Grenoble/Marc Minkowski (Virgin
 Classics VCD 5 45477 2 (2CD)).

Recorded simultaneously with a production

of the work in Paris last autumn, this
 version of Offenbach's comic opera restores
 the composer's colourful orchestrations and
 generally offers a sparkling performance of
 his piece de résistance, Dame Felicity Lott is
 on seductive form as Héloïse and is backed
 by a first-rate supporting cast. Marketing for
 this release includes all full-page
Gramophone ad.



TEMPLUM: Works by
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 of Ireland/O'Suilleabháin.
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 chant and traditional music dressed in
 choral and traditional music to create a vivid
 classical harmonies. National press
 advertising includes ads in *Folk*, *Roads*, *Classic*
FM Magazine and *Songlines*.

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Copy deadline Wednesday 10th October 2001

For more information contact
Daisy or Nick at:
ddorras@woodward@ubm.int.com
020 7579 4151/4405

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Music Week Directory 2002

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 The deadline for basic free listings and logo entries has now passed,
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D E A D L I N E S

DISPLAY BOOKINGS: September 14, 2001
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They were torn, but in the end they decided against it. NATALIE IMBRUGLIA wasn't quite ready to bring her band to BMG's conference at London's Mermaid Theatre last Monday. But, in honour of her fine new album *White Lies* on Island, she still put in an appearance. As well as meeting dozens of delighted retailers, she also found time to schmooze with BMG UK chairman HASSE



"Svennia" BREITHOLTZ (left) and European president THOMAS STEIN, along with her manager ANNE BARRETT (right).

Remember where you heard it; The horrific news emanating from the US cast a shadow over most of the events taking place last week, though many across the business sought to carry on as close to normal as they could...Ahead of the tragedy, BMG held its annual autumn sales conference, attracting an extended mix of retailers, international affiliates and UK staff to London's Mermaid Theatre. Making his conference debut as company chairman, Hasse Breitholtz reminded his audience of an old Swedish saying that you should only speak in public for as long as you take to make love. For details of his event speech, see our news in brief column...With his German boss Thomas Stein watching, Breitholtz was foolhardy enough to remind everyone that he came from the land that produced England's "latest hero" Sven Goran Eriksson. Just to check that Stein was still paying attention, some helpful bod added a caption to a film recalling that Right Aid Fred's forthcoming single had been played at half-time during that match with "5-1 by the way, Thomas"...Simon Cowell, meanwhile, suggested this could be his last BMG conference. "I've just been recording a TV show with Pop Idol and, after seeing the rushes, I'm going to be the Salman Rushdie of the industry," he noted...Earlier that day Sony staff had

suffered a sense of déjà vu after reading our report of Universal's conference. It was only five years ago, they recalled, that Trevor Macdonald had appeared on one of their videos while Des O'Connor had turned up in *Person A* at its own conference in Brighton. Rob

Stringer is now apparently working on his Ali G impression in revenge...EMI Europe chief Emmanuel de Buretel has clearly ascended to the single-nomer heights occupied by the likes of Madonna and Cher - his name uniquely appeared on the Technics Mercury Music Prize table plan simply as Emmanuel...Elsewhere in the room one of his artists - Trevor Jackson, the man behind Source's Playgroup, an early tip for a nomination in 2002 - was onto a good thing of his own. Invited by his publisher Universal Music, he won the sweepstake on the publisher's table. Who said Universal isn't artist-friendly?...It's amazing the lengths to which organisers will go to keep winners in the dark. One leading light in the Music Manager's Forum cannot understand why his friends and colleagues are being



Rock loves its robots. But, how it laughs how charlatans are exposed for the mineral water drinking ninjas they are. And it seems THE CHARLATANS may be just that - or at least their record company UNIVERSAL ISLAND is. Presumably, attempting to attract a bit of "banned" London, the record company claims its ad (pictured) for the band's *Love Is The Key* has been banned from all UK publications by the Advertising Standards Authority following "protests". Marketing director Jason Jay takes up the fight: "We can't believe, in this day and age, that people should be offended by this picture." Well, according to the ASA only two complaints were actually received and, far from banning the ad, an ASA spokesman says the body is merely looking into it and should make a decision in about three weeks' time.

so circumspect about their movements this week...Catch the exclusive line-up of around 80 unsigned bands at In The City on the Dr Martens - the ITC Unsigned sponsors - website at 7pm September 18...And finally: good luck to the Marquee Club, which is coming back to town with the legendary Billy Gaff at the helm. Far removed from its Soho roots, the Marquee will be part of a new retail and restaurant mall complex which will also house the likes of French Connection, Gap and Borders. Watch out, too, for a spin-off record label called M1...

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If you have any comments or queries arising from this issue of Music Week, please contact Ajax Scott at e-mail: ascc@cmpinformaton.com fax +44 (0)20 8309 7000; or write to - Music Week Feedback, Seventh Floor, Lodge House, 245 Blackfriars Road, London SE1 9UR.

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Birmingham gave their best-known reggae exports UB40 a real home town welcome last week when the band flew in for a special anniversary concert at the NEC celebrating their 21 years in the business. Before getting down to what they do best, the band revealed a more serious side. As spokesmen for UNAIDS, a UN charity which fights HIV/AIDS around the world, the veteran reggae outfit wrote out a cheque for \$75,000 towards UN-related projects in Botswana. The band, who were joined on stage by a host of celebrities including Chrissie Hynde, have a new studio album out on October 22 with the title track, *Cover Up*, dedicated to the UN's fight against HIV/AIDS. Pictured far left with ROBBIE, ALLI AND THE BOYS is UN AIDS development representative for Botswana MACHARRA KAMALI.



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