



NEWS: Music will play a vital part in the battle for TV RATINGS as stars old and new join the festive schedules

Marketing 5



NEWS: CRAIG DAVID is preparing for his first headline tour of the US as 7 Days moves up the chart

International 6



NEWS: Urban label EMANCIPATED splits from BMG with backers including Richard Griffiths

A&R 8



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musicweek

BP and Aim deal keeps talks alive

by Robert Ashton

BP and Aim have headed off a potentially damaging fissure between the two trade bodies after agreeing last week to extend their initial three-year working - and funding - agreement for another 12 months.

The two organisations are now blocking out their diaries in the new year to establish another round of negotiations to establish the best ways of serving their membership, identifying areas of common interest and pooling their resources to save duplication and members' money. This means that the 62 companies that currently have dual BP and Aim membership, such as Pinnacle, Beggars Banquet and Kickin Music, have more time to decide which body best serves their interests if no reciprocal deal can be hammered out.

Under the original agreement, which was negotiated as a stop gap

while Aim established itself and was due to expire at the end of this year, the BPi passed on the £1,800,000 worth of annual subscriptions paid to it by the 35 founder members of Aim, including Mute and Warp. This arrangement will continue under the new extension.

BPi chairman Rob Dickinson described the move as the most "sensible" option to help the two organisations formulate areas of co-operation such as their attendance at trade fairs, but concedes "at some point they [labels] will have to make decisions". He adds: "The last thing we want to do is build empires and end up the next few months. We'd rather go forward together than go forward separately."

Similarly, Aim chief executive Alison Wenham describes the "interim" solution as good news because it provides both bodies with the forum and time "to sit down and dis-



In accord: the BPI's Yeates (left) and Aim's Wenham

cuss areas of communality and areas of difference". Wenham also rejects the suggestion that negotiations during the past six months have failed and says the extension is pragmatic and will flush out the true answers. "What we all want is a close relationship between Aim and the BPI," she says. "There is a responsibility on us as trade associations and the trick is to combine where appropriate and reduce costs."



Wenham adds that the next stage of the process will be to go into the detail of dividing responsibilities and ensuring that neither body duplicates each others' services unnecessarily. The BPI's anti-practice unit already works for the entire industry and Aim and the BPi collaborate on showcases at trade fairs such as SXSW. However, Wenham says Aim will be "fiercely protective" of its agenda. BPi director general Andrew Yeates says that membership of

trade bodies can be an "emotional thing", but letting the agreement roll on for another year will allow both sides to engage in a dialogue to find out "how these organisations are most beneficial to our industry".

The move has been widely welcomed by the industry. EMI president/CEO Tony Wadsworth says, "It's excellent because the closer BPi and Aim work together the better it is for the industry as a whole. To have two organisations going in different directions all the time is undesirable."

Another top ranking executive adds, "I'm very glad they agreed to give themselves breathing space. It wasn't a foregone conclusion and it's desperately important that they agreed. Now hopefully they won't wait for a year to resolve it again. For the next few weeks they should shut the door and have sensible talks about how to reshape things."

EMI-Chrysalis signing **Beth Orton** (pictured) was on full display last week at the company's annual Christmas media dinner, which featured a surprise performance from Robbie Williams. Orton's performance at the event last Wednesday - organised as a thank you to radio and TV executives from across the industry - included two tracks from her forthcoming Heavenly album through EMI-Chrysalis, expected in April. "This event has evolved in the last few years and is an opportunity to have a good time as well as introduce new music," says EMI-Chrysalis managing director Mark Collen, who last year introduced Starsailor to the media at the event. "Having Beth play gently reminded everyone that she is a world-class artist", he adds. Orton's new album has been produced by Victor Vescovo, who was responsible for production duties on PJ Harvey's Technics Mercury Music Prize-winning album *Stories From The City, Stories From The Sea*, and also includes a collaboration with the Chemical Brothers.



Brits academy votes in strength

Brits organisers are hailing their campaign to fight voter apathy among the event's academy a success after a notable lift this year in votes received.

Around 65% of the 2000-strong academy posted or emailed their votes for next February's ceremony ahead of last Monday's deadline, compared to just over half responding for the previous event.

As part of the drive for voters members of the academy, which

includes executives from major and independent record companies, retailers, the media, producers and club DJs, were posted reminders while a "polling day" was held on the last day votes could be returned.

Brits committee chairman Tony Wadsworth says, "It's encouraging because we still got to try to do better next year. A 25% increase is substantial, but what we really like is everybody to vote."

My Sweet Lord puts Christmas race in spin

The race for this year's Christmas number one has taken an uncertain turn as EMI debates plans to re-issue George Harrison's *My Sweet Lord*.

Although it has yet to confirm it publicly, the major is understood to be planning to re-release the 1971 trans-Atlantic chart-topper following the former Beatle's death from cancer on November 29. However, at this stage no release date has been set or tracklisting decided. It is expected proceeds from any release will go to charity with details likely to emerge shortly.

EMI discussions about *My Sweet Lord* come on the back of an uplift in sales last week for Beatles and solo George Harrison catalogue with the Fab Four's 1 album yesterday (Sunday) looking on course to make a significant hike up the Top



Harrison: chart re-entry

75. Harrison's *All Things Must Pass*, which contains *My Sweet Lord*, had moved back inside the Top 100 in the midweeks, while sales of The Beatles' *Abbey Road* - featuring the Harrison-penned *Something* and *Here Comes The Sun* - were up around 350% week-on-week.

Music awaits Jowell's decision on BBC3

Music will be one of the biggest winners if BBC3 is given the green light by Culture Secretary Tessa Jowell, following the Corporation's rethink of its programming proposals for the new digital channel.

Jowell turned down the BBC's original programme ideas on September 13, claiming the proposed new channel, which will replace BBC Choice, was not "distinctive" enough. But after returning to the drawing for almost three months, BBC director of television Mark Thompson unveiled his new "radically different" proposals at Broadcasting House last Friday and they promise greater emphasis on music and the arts.

The BBC promises eight key planks of programming aimed at



Jowell: considering proposals the 25- to 34-year-old target audience, including:

- at least 50 new hours of dedicated music and arts programming a year;
- coverage of major events and festivals that affect a younger

audience;

- opportunities to develop new musicians and champion performance; and
- six new talent initiatives, including one focusing on R&B.

Further, this means around 15% of hours broadcast will be dedicated to either music and arts, new, current affairs or education.

BBC Choice controller Stuart Murphy, who has been developing the new proposal, says, "No other channel has the same commitments to promoting new talent and innovative programming covering every genre and race."

Jowell is giving consumers and the media until January 25 to offer their views on the proposals before making her decision.



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Branson plans cash backing winning V2 staff departures

by Robert Ashton

Richard Branson expects to bail out V2 Music to the tune of \$20m (£14m) during the next 12 months following last week's restructuring, which saw the firing of chief executive Jeremy Pearce, the announcement of widespread redundancies and the creation of a new management team.

Branson is also promising to take a more hands-on role at the group in an effort to get a grip on spiralling overheads and to produce the five-year-old group's first set of profits. "I think that we made the mistake of running it like a major bit too quickly," says Branson. "We've got overheads get ahead of themselves. I see the future of us being one of the best indies in our world, still with an international net-

work, but get costs down a bit. I think the size of the company for the current roster is too large."

The highest-profile casualty is Pearce, whose contract has not been renewed. Ironically it comes as the label is enjoying some of its biggest chart successes with Stereophonics and Liberty. Pearce was expecting to meet Branson last Friday to discuss the timing of his departure in the new year. "I would have never deserted V2 and I believe in its wonderful staff and artists," he says.

Precise redundancy figures are not being revealed, although insiders suggest that at least 50 of the company's 230 staff around the world are likely to go. Outs are expected throughout the international subsidiaries, although Branson says he remains committed to run-



Branson: to take more hands-on role in the new year. "I would have never deserted V2 and I believe in its wonderful staff and artists," he says. A new management team comprising six general managers from these offices, including V2 Records chief David Steele and V2 Music France boss Sophie Zannietto, is also being formed to replace Pearce in the short- to mid-term.

No Doubt's fifth album Rock Steady receives a low-key UK release this week as Polydor

prepares a full marketing campaign for February, when the act (pictured) will be available for promotion. A solid reinvention for the band – following the disappointing Return Of Saturn in 2000 – Rock Steady's production includes work with William Orbit, Prince and Sly & Robbie, though much of the credit for their new sound comes courtesy of Nellee Hooper. "He is someone we've wanted to work with, but he never seemed like the right guy for what we were doing. This record was perfect timing and chemistry," says vocalist Gwen Stefani. Rock Steady's first single Hey Baby, which is scheduled for release on January 14, is off to a strong start in the US, where Interscope is reporting it as the company's fastest-added radio single of the year.



Wall Of Sound in talks over new label link-up

After months of negotiations, indie label Wall Of Sound says it is close to securing the next step in its development and will announce a partnership deal in the new year.

Founder and managing director Mark Jones believes he could sign a new deal as early as January after holding talks with several labels involved in a long-term licensing or equity deal. WoS's deal with Virgin/EMI in continental Europe ends in August and Jones says it is just one of several companies with whom he has held discussions.

The move is likely to be crucial as the company enters 2002 with a handful of key releases. Norwegian act Røyksop is currently preparing their next single Remind Me ahead of a tour in February, while Poppleheads' new as-yet-untilled album is expected in the spring.

Jones admits that he still needs to finalise the type of structure that will be put in place next year. "We need to move on. I've made that decision. It's about setting new goals and talking about the next 10 years because it is tougher and tougher to sell records," he says.

Warner brings classics into UK music operation

Warner Classics International is to be folded into Warner Music UK just months after its A&R, production and editorial business was relocated to London, says Andrew Stewart.

It is understood that 10 staff are to be made redundant at the operation's London headquarters, including its president Marco Bignotti and Niall O'Rourke, VP of international marketing and public relations. Warner Classics UK general manager Matthew Cosgrove will oversee Warner's new classical division.

The move is the latest restructuring at Warner Music Group, which has been cutting costs on both sides of the Atlantic in recent weeks, including closing the London-based offices operated by its US labels.

According to Warner Music International chairman/CEO Stephen Shrimpton, the latest restructuring "will allow us the opportunity to reassess our classical business and further strengthen its position in London". This is likely to involve drastic reductions in its artist roster and recording programme.



Bignotti: pledged to retain artists

At the time of Marco Bignotti's appointment last March, he stated that artists would not be dropped following the creation of WCI. However, mezzo-soprano Susan Graham's contract was terminated this summer and others have since left the roster. Gramophone editor James Jolly believes the demise of WCI will mean the end of Teldec and Erato as heavyweight labels. "If they shut down Warner Classics International, they have clearly taken the view that the business is not financially worthwhile. Why should it be worthwhile if classics are produced in the UK? Do think this is a very ignominious end for two great labels," he says.

Boote set to depart in Virgin retail restructure

V Shop development director Neil Boote has confirmed he is leaving the company as a result of the planned merger of V Shop and Virgin Megastores' backoffice operations.

Boote, who has spent 17 years within the Virgin Entertainment Group, most recently serving as a temporary Christmas staff member in 1994, says that the new company structure has effectively made his role redundant. "It's a huge change after 17 years but I've been considering my options ever since the failure of the Our Price M&O," he says.

The restructuring is already underway, according to a spokesman for the company, although precise details will not be confirmed until all staff have been fully consulted about the changes.

Stewart eyes deal after Warner split

Rod Stewart's manager Arnold Stiefel expects to have a new recording deal in place for the veteran singer by March next year following his widely-reported split with Warner.

Stiefel, who has worked with Stewart since 1982, says he is considering various options for the artist, which had been part of the Warner stable since 1975. However, he totally dismisses reports Stewart was part of Atlantic Records' recent cut of acts. "Somehow we got caught up in that which is not the case at all," he claims.

Stiefel adds that Stewart was never actually signed to Atlantic, which released his last studio album Human earlier this year. Instead he remained with the Warner Bros label and only worked with Atlantic staff on that particular album. "My company then began negotiations with Warner Bros and agreed we could leave if we gave them a greatest hits album. That fulfils Rod's contract with them," says Stiefel.

Stiefel says he is "not ruling out the possibility" of a new deal with Warner, although the company is not the first choice.

newsfile

LEVIN SET TO LEAVE AOL THE WARNER
Gerald Levin is stepping down as AOL Time Warner chief executive in May, when he will be replaced by co-chief operating officer Dick Parsons. Following the move, Warner Music Group chief Roger Ames will report directly to co-chief operating officer Bob Pittman rather than to Parsons.

BRONFMAN REDUCES UNIVERSAL ROLE
Edgar Bronfman Jr is to resign and former BMG operations vice president Stephen Navin, who is not taking an official title. Bronson, who announced the long-expected restructuring last Tuesday afternoon, says he expects group turnover to hit £50m this year. By "lightening the V2 belt" and with the additional funding pumped into the group he now claims it will be in the black by 2003. For the year to June 30, 2000 pretax losses hit £40.5m with £10.8m derived from the UK alone. "What's been achieved has been very good. The cost has been awful. We want to become a lean, mean company. We went through this at Virgin and came out stronger as a result," adds Bronson.

WORLDPOP CHART DEAL EXPIRES
Worldpop is a sponsorship of the Official UK charts expired last Thursday ahead of a new sponsor being secured. The Official UK Charts Company does not expect to announce a replacement for Worldpop immediately.

UK ACTS SCORE IN PE AWARDS
The IFPI awarded a record number of 23 Platinum Europe awards for Noveltree in recognition of 1m unit sales across Europe. Fourteen albums were honoured for the first time, while among the UK-ignored winners were BMG's Westlife and EMI acts Gorillaz, Kylie Minogue, Pink Floyd and Robbie Williams.

MEAN FIDDLER JOINS FM RADIO BID
Mean Fiddler has joined forces with GWR and Channetty to bid for the East Midlands FM regional licence. The three companies, which will be bidding under the company name East Midlands Radio Ltd and under the brand name Storm, are submitting a bid to establish a rock and alternative station in the region. The licence closing date is February 5, 2002.

EMAP SIGNS NTL CABLE LINK-UP
Emap has concluded a deal with cable company NTL to carry all six of its music TV channels. The NTL deal, which comes hot on the heels of the Emap music channels' launch on Telewest on December 4, will result in the six channels being added to NTL's package. Meanwhile, deal MTV and RTV Ireland has renegotiated its deal with Telewest in order to continue featuring as part of the cable TV operator's service.

BARBAROUGH WINS CMA AWARD
Radio 20 presenter Nick Barraclough has been honoured with the International Country Broadcaster Award from the Nashville-based Country Music Association. Barraclough was presented with the award by Texan singer Lee Ann Womack during a telephone interview on his Radio 20 programme last Wednesday.

WOMAN OF THE YEAR
Molva Bellas and Barbara Charene were the joint winners of the woman of the year award at the seventh annual Woman Of The Year Awards. The award was presented with the MTV Music & Related Media and not as stated in last week's Music Week. The lifetime achievement award was won by Jenny Marshall, while Ann Harrison and Sam Lord were presented with the accolade and special achievement awards respectively.

Music is set to play vital role in seasonal TV ratings battle

by Steve Hemsley
Music will play a key role in the battle for TV ratings this Christmas as old favourites and artist specials are sprinkled throughout the festive programme schedule.

As well as the traditional Christmas Day Top Of The Pops, the highlight for BBC1 is Kylie Minogue: On A Night Like This (December 22) featuring the artist's gig in front of more than 11,000 fans in Sydney in April.

BBC2 will also show U2 - Live In Boston (29) taken from the band's visit to the US city in June, while there are plans for a commemorative George Harrison documentary, Meanwhile, BBC2 will broadcast a TOP2 Christmas special (19), while Jojo Whildon's Hootenanny returns on New Year's Eve with artists David Gray and Ash.

ITV hopes to win more younger viewers with Hear'Say in concert on Boxing Day and a Spice Girls special 24 hours later (27). ITV will also air The Hear'Say Story (30).

Channel 4 expects Robbie Williams Live In Cologne (26) to be one of its biggest music shows at the end of the year while acts including Atomic Kitten, Emma Bunton, Samantha Mumba, Blue and S Club 7 will appear on T4 during the school holidays.

Coverage of live act specials will boost viewing figures in the competitive children's TV market. The act take part in the only music event on Sky Box Office 5 this Christmas (22), while Channel 5 has a Special Christmas (20) with behind-the-scenes coverage of the Gold Tour.

Channel 5 has allocated much of its



T4 team: pop schedule

afternoon programming on New Year's Day to Britney Spears. It has commissioned Carlton TV to make The Britney Spears Story and acquired the UK broadcast rights for Britney Playback and Britney Live In Vegas.

Satellite music channels fill their schedules with themed specials at this time of year and MTV will count down its viewers' Top 100 tracks of

2001 (22-23) and repeat the MTV Europe Music Awards on Christmas Day. It will choose the Top 50 Dance Anthems Of All Time on New Year's Eve.

Sister channel VH1 will broadcast the Evolution - Madonna documentary and give a first showing to Travis: Gig On The Green taken from the act's summer appearance in Glasgow on Christmas Day. MTV2 will reveal its Top 20 Alternative Albums of 2001 (27) featuring Gorillaz, Limp Bizkit and Linkin Park.

BBC Choice will repeat the Robbie Williams Night (24) broadcast earlier this month while the channel has put together edited highlights of the BBC's 'Glastonbury coverage (27/28). It will also repeat the Wild Westlife special shown yesterday (9) on December 30.

V SHOP TO USE ARTIST-LED CREATIVES
V Shop has unveiled a change in advertising strategy by including quotes from artists such as Keltie, Lenny Kravitz and Slipknot. And snippets of tVIs in its ads to grab customers' attention. The chain will analyse the effect of the new creatives being used for the first time this Christmas, but it expects to continue with the idea into the new year.

R2 ANNOUNCES FOLK AWARDS LIST
Nominations for the third BBC Radio Two Folk Awards at the Marriott Hotel in London on February 11, have been announced. Martin Corby, Sara Dillon, Katie Rusby and Martin Simpson are shortlisted for single appearance of the year and their respective albums Carthy Chronicles, Carra Dillon, Little Lights and Bramble Birds are nominated for best album. Highlights from the awards night will be broadcast on Radio Two on February 13 during the Mike Harding Show.

LUNNY JOINS DIABOLICAL ARM
Promotions agency Diabolical Liberties has added new media consultants Oisin Lunny to its online marketing arm, Diabolical Media. Lunny moves from specialist music heavy agency Hypnosis Media where he worked on behalf of EMI, UMGV and Independent. He also replaced an album as Firstborn for Independent earlier this year.

CARLTON PRODUCES ROCK LEGENDS
Carlton TV has produced a six-part series called Rock Legends which will appear in the Central TV region from early January. Noddy Holder presents the six-part weekly series which features UB40, Mott The Ramlows, Roy Wood, The Spinal Tap and The Beat. The first programme celebrates UB40's 21 years in the music business by returning to their Birmingham roots.

MARKETING TOOL GETS GOOD RESPONSE
As retailers promote new releases via their email databases, could achieve a higher response rate using a new marketing tool called Mailtrail. The system streams music and video content into a specially-designed player which email recipients can access. The player allows users to send the message to friends and can include a "buy" function linked to a label's preferred on-line retailer. The Mailtrail system has been tested by the Who's Next label for its Elite Force's Gasoline Alley release. The email campaign achieved a response rate of more than 20% which is four times higher than for previous label e-shots.

Top Of The Pops finds new producer in Kelpie

Top Of The Pops executive producer Chris Cowey has filled the gap left by Lee Lodge's departure in June with the recent appointment of Michael Kelpie as producer.

Kelpie, who joins in the wake of the first TOTP Awards at the Manchester Evening News Arena, previously worked on projects including Macy Gray Live At The Old Vic for Sony and Flava series six for Bright/Endemol.

BBC 1's broadcast of the awards the previous Saturday attracted an overnight audience of 4.8m. The event will be broadcast to 93 countries in the coming months.

Cowey says that he felt the awards were a success, despite complications caused by the death of George Harrison on November 29 and the terrorist attacks of September 11.



Ministry magazine, MTV and Galaxy Radio have joined forces to produce a dance compilation album called The Distinctive. All tracks on the album, released on January 29 through the Distinctive label, are chosen by the readers, viewers or listeners of each media partner to compile a greatest hits of 2001 and the last decade. Voting is taking place on the Ministry of Sound website where visitors choose 10 tracks from a selection of 20 from this year and pick a favourite track from 1990-2000. Ministry readers and MTV viewers are being directed to the website and MTV Dance will devote the weekend of release to tracks from the album. Galaxy stations are broadcasting promotional trailers which guide listeners to the Ministry website, while the Ministry's Top 100 Dance Singles show on New Year's Day will be based on the survey. The album is being supported by an extensive press advertising campaign, outdoor posters and 100,000 flyers. Among the tracks and being voted on is Mindcrisis by Distinctive act Way Out West (pictured) feat Tricia Lee Kelschall.

Adidas deal sees Universal increase links to football

Universal Music's success in negotiating key licensing deals for TV football programmes could see it increase its marketing activity around the sport.

The company has already licensed U2's Beautiful Day for ITV's The Premiership, Ronan Keating's Lovin' Each Day for Sky's soccer coverage and the Jam's Town Called Madder for Channel 5's football show. In another deal, The Jam's That's Entertainment is being used by Adidas in its latest TV, internet and cinema campaign - featuring members of the England squad.

Head of film and TV licensing Steve Ley says he wants Universal to increase its involvement in football to exploit further the strong demographic link between the sport and record buyers.

"Football has grown in popularity in recent years but the music industry has not taken full advantage of the extra interest the sport has generated. I will be investigating how



Adidas: using Universal's The Jam

our company or labels could benefit from being actual club or competition sponsors," he says. Independent labels already involved in this area include Skint Records and Cherry Red Records. Sussex-based Skint is the shirt sponsor for Division Two leaders Brighton & Hove Albion and its part played at matches and feature in club videos.

Cherry Red Records has released more than 50 football-themed albums since 1989, including the first football compilation called 4-2-4.

Virtual Music Stores expects to be in High Street by spring

Virtual Music Stores is confident shoppers will be able to buy the top 100 chart singles and access major-label content from its kiosks by spring 2002.

VMS managing director Adam Turner has spent months trying to convince the music industry that its retail music system can provide labels with incremental sales.

Following meetings with the Official Charts Company and the RPI/BPI chart committees VMS has begun software trials which will enable consumers to buy CD singles from VMS's in-store kiosks which burn CDs to order. The aim is to target grocers and other retail chains such as Marks & Spencer and Argos that do not offer a singles range.

VMS has already signed a non-exclusive licensing deal with EMI/Virgin and a number of independent labels to provide catalogue content for the system which broadcasts via a satellite network.

Turner says he hopes to sign



Turner: negotiating deals

agreements with BMG and Universal before Christmas and with Sony Music and Warner Music in the New Year.

"We have carried out a considerable amount of research which tells us we must offer around 80% of the content people want if the system is to really take off, so we remain reliant on the music industry to support us," says Turner.

The on-site research took place in October at Sainsbury's and WH Smith outlets in Berkshire where the system has been on trial since October.

THIS WEEK'S BPI AWARDS

Steps' GO goes four-times platinum while Gabrielle's Dreamland Come True - Greatest Hits Vol 1 and Travis' The Invisible Band both go three-times platinum. Meanwhile, S Club 7's Sunshine album and Russell Watson's Encore both receive a two-times platinum award.

HOW TV SHOWS' RATINGS COMPARE

Programme	this week	% change 2000s to 2000
Top Of The Pops #1	2,416	-39.1
Top Of The Pops #2	2,296	-25.4
CD-UK #1	2,097	-10.1
Exclusive (Sun)	1,919	-16.9
The Saturday Show	1,060	n/a
Night Fever	978	0.9
The Pepsi Chart and		
Dr Fox Chart Update	856	44.8
Exclusive (Sun)	659	3.1
Popworld (Sun)	441	n/a
The Base	179	n/a

*combined totals. Source: Mediagram EMO (Barb data) for w/c November 12 2000

chartfile

● Robbie Williams' 'Swing When You're Winning' album is the highest new entry of the week in the Danish chart as three white rising seven places in Norway to reach number five. The album holds onto the number one positions in Germany, Ireland and Austria, while edging closer to the top of the Dutch chart moving 4-2. The EMI-Chrysalis album is the second highest new entry of the week in Australia at six, while it also rises six and eight places in Belgium and Italy respectively to reach new chart highs of seven and eight. In France it improves 36-26.

● U2's Universal island single 'Walk On' is the highest climber on the Dutch airplay chart, moving 20-7. The track wins the same accolade in Switzerland, where it reaches a new high of seven following a five-place lift while doubling in two in Spain and 12 in Denmark.

● EMI, Sony and Universal hold equal shares of four's Top 20 UK-signed tracks at European radio this week, with three track entries. Geat Halliwell, Kylie Minogue and Robbie Williams make up the share, while Sony currently has European radio hits with Jamiroquai and two songs from Travis. Universal's most successful UK-sourced tracks currently come from Gabrielle, the Lighthouse Family and U2. BMG and Virgin follow close behind with two tracks each.

● Pink Floyd's greatest hits album Echoes continues to top the sales charts in Italy and Portugal, while rising a place in Switzerland to reach three and holding steady in Norway at two. The EMI album also maintains top five chart positions in Belgium and the Netherlands.

● Gabrielle's *One Beat/Polydor* greatest hits album Dreams Can Come True rises an impressive 52 places in the Dutch chart to reach 17, and holds its number three chart position in Ireland. Gabrielle's single *Out Of Reach* rises two places in the Portuguese airplay chart to reach 14.

● Kylie Minogue's *Can't Get You Out Of My Head* is still the most popular track at radio in Europe. The Portuguese artist continues to head the airplay charts in Austria, Belgium, Germany, Italy, Norway, Sweden and Switzerland, while her single also tops the sales charts in Belgium, Italy and Portugal. However, it did for a clean sweep of all mainland European sales charts, suffers a setback because of a repeat—the only territory yet to make it a number one—it slips from a peak of five to number 14.

● BMG's Dido is making a new assault on Europe's charts with *Hunter*, the latest single on her new album *Angel*. It rises two places in the Portuguese airplay chart to reach 11 and receives the biggest increase in radio audience in Norway to rise 24 places to number 10. Playlist programmers are also working to the tune with their support moving it 12-5 on the airplay charts. *Angel* is its highest-placed UK album in 11 weeks, where it rises six places to 14.



It's his classic Billboard chart as a 10-year veteran for US radio

by Paul Williams

Craig David is gearing up for his first headline tour of the US next year in spectacular style with 7 Days currently one of the fastest-growing tracks on US radio.

The airplay-only single moves 61-50 on the *Billboard* Hot 100 just a week after becoming the chart's highest new entry and is now reaching a weekly radio audience of more than 14m people. Its radio progress there is more rapid than predecessor *Fill Me In*—which took a number of weeks to win over programmers, having to rely instead on retail sales for its initial chart placements.

Wildstar international CEO Graham Williams says he is still hesitant about describing 7 Days as the "breakout" record that will take David to the next level of stardom in the US. "It's too early to say, bearing in mind the quality of the album and the fact



David: highest new entry in US

this is a long campaign. We could say this is a breakout record and then we could find the next one makes more of an impact," he says. The track's strengthening radio support is translating into a healthy lift in weekly sales of the album *Born To Do It*, which, having debuted at number 11 in July before easing down the chart, is now experiencing a revival. Its over-the-counter SoundScan sales are now approaching the 600,000 mark, although it dips on the chart slightly again this week, 92-97. Meanwhile,

Mercury UK is hoping an existing profile on the UK urban scene will lead to widespread commercial success when it releases *Chdnging Millen 3.3* (pictured) debut single *AM To PM* through Def Soul on December 31. Although only 19 years old, Gillian has already achieved a US number one single with her debut offering as guest vocalist on Ja Rule's single *Between Me And You*, while also writing the Jennifer Lopez hit *Play*, which achieved UK top five status earlier this year. Millen spent a large part of the summer touring the US with "N Sync, with whom she shares Johnny Wright as manager. "We're looking to firmly secure her exposure in the urban market first, though the long-term plan is to widen her profile as an artist as possible," says Def Soul marketing manager Marion Raja, who also took AM To PM down playlistings at 27 UK radio stations only one week after being serviced. The label will back the release with self-titled debut album on January 7 with advertising on The Box, MTV, Smash Hits TV and Kiss TV.

the single moves 15-13 at rhythmic, 33-32 on the crossover chart and 38-31 at Top 40.

Williams expects the album to reach platinum status in the US by the end of the year with another strong lift likely to come at the end of January when David begins his first headlining US tour. Ahead of that David, whose releases are handled in North America by Atlantic Records, is currently immersed in his final US promotional visit of the year. This latest trip takes in 11 scheduled radio concert appearances during the month, including a £200 event in Madison Square Garden, New York this Thursday and will conclude six days later at the Staples Center in Los Angeles.

Williams, who oversaw a deliberate waiting game for David in the US until he had broken other key territories around the world, is now adopting a

similar policy for Telstar signings. Meanwhile, instead of the focus for the group includes Japan which they visited in September and where 30,000 copies of their album *Lickin' On Both Sides* have been shipped since its release last month. First single *One Night Stand* has been a top five hit on the Radio On-Air Chart for international artists having also broken into the Top 40 sales chart in Australia where they visited following their Japan trip. Further promotion in mainland Europe is planned for January.

Williams says interest from US record companies in signing a deal for Mis-Teeq is "beginning to swell up" but he adds, "Our total focus for the first six months of next year is to concentrate on Europe and Japan. That won't give us a lot of time for America and I would say America would come in the third or fourth quarter, if all signed year."

UK TOP 20 AIRPLAY HITS IN EUROPE

UK AIR	Artist (UK position)
1	Can't Get You Out of My Head (Kylie Minogue) (Parlophone)
2	Free Lighthouse Family (Wild Card Records)
3	The Radiohead's No Good Without You (Clerk (HEA))
4	Somebody's Supa! Robbie Williams & Nicole Kidman (Chrysalis)
5	Walk On (U2) (Universal Island)
6	All Rise Again (Imperial)
7	Hunter (Dido) (Cherry Red)
8	When You're Looking Like That Westlife (J&R)
9	You Gave Me Something Jamiroquai (S2)
10	Out of This Eye (The Roots)
11	Have You Ever So Close 7 (Phonix)
12	Girls Get This This Daniel Bedingfield (Ritenores)
13	One Night Stand (Mis-Teeq) (Inferno)
14	5 Ring Ties (Impedimenta)
15	Have You Ever So Close 7 (Phonix)
16	Who Do You Love Now? (Savage Rose, Daniel Mwaigwi (It))
17	Calling Geat Halliwell (EMI)
18	5 Ring Ties (Impedimenta)
19	Where's Your Head At? (Boyz n the Banda)
20	Out of Reach Gabrielle (Island)

Chart shows the 20 most played UK singles at radio in Europe. UK 100 percent of the chart's singles in Europe. Source: GfK Music Chart.



GAVIN US URBAN TOP 20

US UR	Artist (US position)
1	U Got It Bad Usher (Arista)
2	Rock on the Beat Usher (Background/Interscope)
3	Always On Time Ja Rule (Mercury, Def Soul, J&R)
4	Woman's World Alicia Keys (J Records)
5	You Got Me Into Love Faith Evans (Bad Boy/Arista)
6	Girls, Girls, Girls Jay-Z (Roc-A-Fella/J&R)
7	Butterflies Michael Jackson (A&M)
8	Light's Camera, Action! M. Cheeks (Jive/Interscope)
9	Deliriousious Glavin (Epic)
10	Real Set My Business Ladies (Empire/The Power/DMG)
11	My Wayz 4eva Fat Joe (Atlantic)
12	Caravan City High (Interscope)
13	Got Your Mind (So So Def/Columbia/CGR)
14	Black in a Minute Busta Rhymes (J&R)
15	Raise Up Higher Kelly Rowland (A&M)
16	Go Home N Sync (Jive)
17	Likkle Misses (Columbia/CGR)
18	Living 'U Up Ja Rule (Mercury, Def Soul, J&R/J&R)
19	Backstreet Backstreet Girls (Arista)
20	Son Of A Gun (Interscope) / Janet Jackson (A&M)

Chart shows the 20 most played US hits at US radio for 10/10/02. Source: Nielsen SoundScan.



TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Artist (Album)	WEEKS ON CHART
AUSTRALIA	single Mariah Carey The Joke (Epic)	4
	album The Joke (Epic)	4
	album The Joke (Epic)	1
CANADA	single Shaz in a Moment... U2 (Atlantic)	3
	album Echoes Pink Floyd (EMI)	3
	single Can't Get You Out of My Head (Kylie Minogue)	2
FRANCE	album Wala tu Dansez? (L'energie)	13
GERMANY	single Can't Get You Out of My Head (Kylie Minogue)	8
	album Swing When... Robbie Williams (Mer)	1
ITALY	single Can't Get You Out of My Head (Kylie Minogue)	1
	album Echoes Pink Floyd (EMI)	1
NETHERLANDS	single Can't Get You Out of My Head (Kylie Minogue)	6
	album Swing When... Robbie Williams (Mer)	2
SPAIN	single Can't Get You Out of My Head (Kylie Minogue)	1
	album All This Time (Interscope)	10
US	single Only Time (Usher)	12
	album A Call Within Reach (Epic)	6

Source: Nielsen SoundScan. Charting from 10/10/02. All figures are based on sales of 100,000 copies or more.

AMERICAN CHARTWATCH

by ALAN JONES

Sales traditionally plunge in the US in the week after Thanksgiving and this year was no exception, with all but two of last week's Top 40 albums suffering declines. The biggest drop in both unit and percentage terms came from Creed's *Weathered*, which dipped 53% from its debut week tally of more than 887,000 to 417,000. It was still enough to earn the band a second week at number one, however, as Now That's What I Call Music! 8, which remains at number two, declined from 549,000 to 355,000.

Both winners, as you might expect, were seasonal offerings. Mannheim Steamroller's Christmas *Extraordinary* posted a 20% increase in sales to jump 15th, while *Barbra Streisand's* Christmas *Memories* bowed 28/22 with a 12.5% rise in sales. Further down the chart, the death of George Harrison sparked a big revival for *The Beatles' 1* album. It halves its chart position from 146 to 73 while doubling its weekly sales to 31,000. It has sold 7,745,000 since its November 2000 release. It is the only Beatles' Harrison album eligible for the Top 200 under *Billboard* chart regulations, but the catalogue chart saw new entries for Harrison solo albums *All Things Must Pass* and *The Best of All Numbers 26* and 39 respectively, driven by sales of 13,000 and 10,000. The Beatles' *Abbey Road* and *White Album* also charted

at 34 and 44 after selling 12,000 and 9,300 copies. Back on the Top 200, the only new entries with enough clout to debut inside the Top 20 are both hip hop acts. Ludacris' *Word of Mouf* attracted 252,000 buyers to earn a number three debut, while *Busta Rhymes' Genesis* sold 185,000 copies to land at number seven.

Among acts from the British Isles, *Eyna's* *A Day Without Rain* is again the star performer, though it also slips 59 with sales off by 30% in the week to 150,000. After dipping 26.6% last week, *Paul McCartney's* (pictured) *Driving Rain* stabilised, selling just three notches to number 18. That is partly due to increasing airplay for his single *Freedom*, which enters the Hot 100 at number 97, marking Macca's return to the chart for the first of the highlights of *The Concert For New York City*, which debuts at number 27. *David Bowie, Eric Clapton, Mick Jagger, Keith Richards, The Who* and *Elton John* also feature on the double album.

On the singles chart, 15 weeks of female solo rule is ended by Usher who earns the second number one off his 8701 album with *U Got It Bad* repeating the chart-topping exploits of *U Remind Me*. Meanwhile, *Craig David's* 7 Days 61-50, although his *Born To Do It* album continues its slow decline, slipping 92-97.

Sunrise doesn't last all morning
A cloudburst doesn't last all day
Seems my love is up,
And has left you with no warning
But it's not always going to be this grey

All things must pass



George Harrison

1943 • 2001

EMI


Parlophone

news file

ILLUSTRIOS COMPLETES LINE-UP

Epic Records imprint Illustrious Records has completed its staff line-up, with Sean Denny joining the company as label assistant. It follows the recent appointment of James Goodhall from Amato, who joins Illustrious next week as A&R manager. "Between them, they bring a blend of youth, enthusiasm, passion and knowledge for what we do, and I'm confident they will contribute a great deal to the development of the label," says managing director Kevin Robinson. In the New Year, the label is currently setting up the release of DB Boulevard's Point Of View and has also signed acts including Fragma.

UNIVERSAL-ISLAND A&R CHANGES

Universal Island's artist development officer Alison Lower has left the label as part of a restructuring of the A&R department. Lower joined the company from *Top Of The Pops* magazine, where she was editor. Meanwhile, Louis Bloom has also joined the company as A&R manager. He previously held a similar role at RCA/BMG.

HOS WINS RACE FOR MINIMALISTIX TRACK

Members of Sound Hustle (pictured) are now winning the bidding war to sign the buzz track from last month's Amsterdam Dance Event, *Close Cover* by Minimalistix. The track has already been a favourite with Radio One's Dave Pearce and Judge Jules.

ANOTHER SO SOLID SOLD DEAL

So Solid Crew's Asher D is the latest member of the act to sign a solo deal having first had a long-term deal with Independent, home to So Solid's albums deal. It follows MC Romeo's recent solo deal with Releasent, which will be releasing the next So Solid-affiliated single - *Haterz* by Mr Shabs - on January 7.

KITTENS CONFIRMED FOR LULU COLLABORATION

Atomic Kittens are the latest act to record a duet for Lulu's forthcoming album of collaborations, which also includes collaborations with Sting, Elton John and two artists with whom Lulu shares management - Ronan Keating and Samantha Mumba. The album, which had originally been scheduled for release before Christmas - is expected to be released in late March.

MORRIS IN THE STUDIO WITH MARAH

The Verve, Oasis and Ash producer Owen Morris is reuniting with Philadelphia act Marah in Rockfield studios, Wales, on the follow-up to the act's second album *Kids In Philly*. The new album is expected in April through E²/Artemis/Sony.

NW PLAYLIST

No Doubt - *Hella Good* (Interscope)
Excellent comeback

sc to revive

their fortunes (from album, out now);
Minimalistix - *Close Cover* (Data) Set to follow into and Ian Van Dahl onto the list of punter-friendly choons (single, tbc);
Blue - *Fly By* (Innocent) Potential future follow-up to their success story (album track, out now);
Kosheen - *Catch (Hiver & Hammer remix)* (Moksha/Arista) The strongest of an impressive set of new mixes (single, out now);
Haven - *Between The Senses* (Radiate) An entrancing follow-up to their *Mystikal - Bouncin' Back* (live) The Neptunes reinvent their sound again - ground-breaking (single, tbc).

Urban label goes indie with Griffiths

by James Roberts

Former BMG UK chairman and central Europe president Richard Griffiths is among the backers of the launch of urban label Emancipated as an independent operation following the dissolution of its partnership with BMG after just a year.

Label founder Mick Clarke led the major corporation in November, taking the label with him. Along with Clarke and Griffiths, the label is being backed by Clarke's long-time partner Tosca Jackson, producer Andrew Hale and Alice Bamford, daughter of businessman Sir Anthony Bamford.

"We're putting our balls on the line financially and are paying for all recording, mixing and videos ourselves," says Clarke, who founded the imprint almost a year ago, under Griffiths' command at BMG.

The label, which is currently looking for office space in London's Fulham area, is preparing its first release by West London rapper Mr Hectic, whose debut single *H.E.C.T.I.C.* is already receiving support for its Barney Clay-directed video (pictured). Clay, most recently directed Ed Case's video *Who?*, which was set in West London's Trillick Tower.

"Beyond that, we will be looking to form strategic alliances - initially on an act-by-act basis," says Clarke. Elsewhere on the label, Purple Haze Kru have also received early media interest, with supporters including



Mr Hectic: Barney Clay-directed video

Radio One DJ Pete Tong. The act's vocalist Chanel has also been offered a sponsorship deal with the fashion/beauty company Chanel.

"Emancipated is moving along well but needs somebody to give them direction on the business side, which is what I'm doing," says Griffiths, who assumes a non-executive directorship role at the company. "It's an interesting group of people and I'm sure we'll get some good deals for Purple Haze Kru and Mr Hectic and will then do a label deal once we have established them." He adds that Emancipated is just one of a number of projects in which he is currently involved in negotiations. Working with him is former RCA managing director Harry Magee, who left BMG days after his former boss.

BMG has yet to confirm whether it intends to take up its option on Madafi, the Miami-based Haitian soul vocalist signed by Clarke during his time at the company.



Blue: looking to build on success

Blue to work with new Barlow team

R&B pop act Blue are set work with former Take That songwriter Gary Barlow on tracks for their second album.

The collaboration will be among the first batch of big projects for True North, a new writing/production company formed by Barlow, Tim Woodcock and Elliott Kennedy, who worked on several songs on Blue's current platinum debut album *All Rise*.

Meanwhile, Blue have signed a publishing deal with Universal Music Publishing as they prepare to increase their writing role of their repertoire, having co-written six of the tracks on their debut.

Band member Duncan James says, "We were very interested in finding the right publishing company. We have already written about 10 songs for the second album and have deemed a couple." James adds that the group are also set to write with the team behind US R&B act 112. Blue are also expected to write with Swedish powerhouse Murin, who are also published by Universal, while their ties with Norway's Stargate remain strong.

Universal Music Publishing deputy managing director Nivo McCormack says, "Blue are really talented and I believe they have a long career ahead of them."



UK urban artist Pluto (pictured) is expected to complete his record deal this week following strong A&R interest. Pluto is managed by New Vision Arts management,

which also manages Epic signing Evidence and Columbia vocalist Ebony Alleyns. New Vision is also currently developing two new acts - solo artist Ocean Brooks and garage collective C4 Family. The company has also recently struck a deal to be the UK A&R consultancy for DMX's new US imprint. Managing director Chris Nathaniel says 2002 will also see New Vision developing a satellite office in the US and a studio complex in London, which he hopes will serve as a drop-in centre where new unsigned artists can develop their ideas free of charge.

Metrophonic scores Barry coup

Ascap songwriter of the year Paul Barry has signed a new long-term publishing deal with Metrophonic, the fledgling joint venture publishing company launched by Ministry of Sound and producer Brian Rawling.

"I wouldn't swap Paul for any other songwriter on the planet at the moment," says Rawling, who has worked with him since 1987. "He has stuck loyally to us due to the fact that we have worked together for so long and the success we have had together," he adds. The move follows the expiry last month of Barry's previous deal with Rive Droite Music, which contributed to the French publisher being named publisher of the year by *Ascap*. Among Barry's first assignments for Metrophonic is a new track for US star Faith Hill and tracks for UK-signed Irish singer Samantha Mumba. Barry is also said to be in discussions with Sony Music president Tommy Motola regarding a number of projects.

Since its inception in June, Metrophonic has built a balance of known and up-and-coming writers. Alongside the established



Barry: new publishing deal

names associated with Rawling, such as Mark Taylor, are a number of newcomers including Craig Hardy, discovered via his role as a programmer at PWL.

"The Metrophonic deal with Ministry allowed us to purchase a beautiful country house in Surrey with all the studios based in the grounds. It's a great set-up," says Rawling.

New dance acts join Budd roster

Stephen Budd management has launched a dance division to run alongside its roster of mainstream producers including Rick Nowels (Dido, Ronan Keating, Texas), Billy Steinberg (Atomic Kitten) and Greg Fitzgerald (Kylie Minogue, Natalie & Nicole Appleton).

Among the first signings are Alpha - signed to Massive Attack's Melanoidic label as artists - who have just produced the music for a European advertisement for phone company Orange and are currently producing and mixing tracks for Sony Japan roster Act.

"All the acts on our dance roster are quality producers in their own right," says Louise Smith, who joined the company earlier this year from 51st Management.

Also signed to the new company is K Warren, the UK garage producer and original member of Architects, currently working with Shelley Nelson. SBM has also added So Solid Crew, Oxide (Oxide & Neutrino) and Oskar Paul (S Club 7, Hear/Say) to its producer roster.

RETAIL FOCUS: TOWER

by Karen Faux

Minimising the devaluation of music has been at the top of Tower's agenda this year and it has worked hard to maintain a clearly-defined and competitive pricing level without resorting to selling CDs for what it calls "the price of a couple of coffees from Starbucks".

At the same time it has extensively promoted new acts and found innovative ways to expose its customers to more interesting and diverse labels. It believes its relationship with its customers has never been closer, which is increasingly due to the success of its website and e-mail database. Tower reports it now has an active core of around 200,000 customers who purchase both in-store and online.

For Andy Lowe, senior vice president/managing director of Tower Europe, tackling the pricing issue is a huge challenge. "Customers are being persuaded that the price to pay for a CD is around the £9.99 or even £8.99 mark, which is chilling," he says. "Our approach has been to compete creatively on frontline titles by making our



Tower: fighting the devaluation of music

bread-and-butter catalogue business work harder."

This Christmas, music sales are being driven by one of Tower's biggest ever seasonal campaigns. Titled 12 Reasons, it features 12 titles including Alicia Keys, Macy

NEW ALBUM SUCCESSES

This week's releases vying for the top spot in Tower include albums from artists such as Alicia Keys, Smashing Pumpkins, The Strokes, White Stripes, Diana Krall, Mick Jagger and George Harrison. Tower's flagship store in Piccadilly says that it has served more than 41m customers since it opened in 1986 and if every piece of music sold was played back in a single session it would last 2,000 years.

Gray and Slipknot, which are being used as loss-leaders. Lowe reports that the response has been great and a heavyweight campaign including underground posters and radio and press ads will keep it motoring up until Christmas.

Tower has also built vital fourth quarter market share with its £120-worth of money-off vouchers on purchases of £25 and over. "These represent excellent value and can be redeemed throughout January and February," says Lowe.

Meanwhile DVD is proving a force to be reckoned with in Tower's 11 stores in the UK and Ireland and the format has now virtually completed its conquest of VHS. Sales growth has been spectacular and Tower is confident the format will maintain its recent 150% sales growth into next year.

With September's US atrocities reducing foot traffic by 30% in the Piccadilly store during that month, business has now recovered beyond expectations. Lowe says: "I was in the Piccadilly store on Saturday and it was really jumping. It was great to see our staff communicating in the 20 odd languages they speak, to tourists from all over the world."

Tower Records: 62-64 Kensington High Street, London W8 4PE, tel: 0207 938 3525, website: www.towerrecords.co.uk

IN-STORE NEXT WEEK (from 17/12/01)



Windows – Michael Jackson, Stereophonics, Garbage, Zero 7, The Mad Capsule Markets, Vaughan Williams, Barber, Robbie Williams, Starsailor, Pink Floyd, Cypress Hill, Damage, Becky Taylor, Paul McCartney, Diana Ross, Daniel O'Donnell, De La Soul, Lesley Garrett, Kiri Te Kanawa, Maria Callas, Angela Gheorghiu, three CDs for £18. "This Week Only" campaign with CDs at £9.99, two cassettes for £10



Singles – Mariah Carey, Faithless, Bonney M, Gordon Haskell; **Album** – Kiss Hit List 2002



In-store – three CDs for £18, two for £10, Macy Gray, Bryn Terfel, Diana Krall, Eva Cassidy, Harry Potter, Kate Rusby, Burt Bacharach, Goldfrapp, Destiny's Child, Beyond Nashville, Time Relax – Classic FM; **Listening posts** – Pink Floyd, The Corrs, Russell Watson, Garth Brooks



In-store display boards – Best of 2001 titles including The Avalanches, Pixies, Basement Jaxx, White Stripes, Bonnie Prince Billy, Roots Manuva, Stereolab



Windows – "Christmas Top Deals" campaign; **In-store** – Robbie Williams, Michael Jackson, Jan Van Dal, Feeder, Emma Bunton; **Press ads** – System Of A Down, Sum 41, Ash, Missy Elliott, Sophie Ellis Bexter



Album – Robbie Williams; **Windows** – CDs from £9.99 for cardholders, Angel, Creed, Now 50, Anastasia; **Listening posts** – Elbow, Mick Jagger, 4 Hero



Album – Merie Haggard; **Selecta listening posts** – De La Soul, Feeder, Tricky, The Hives, Ragging Speedhorn; **Press ads** – Dolly Parton, The In Crowd, Cotton Mather, Masters Of Reality, Francoise Breut, Joe Stummer, Sizzix, Frank Black



Windows – Mercury Rev, Nitin Sawhney, Elbow, Stereophonics, Robbie Williams, Bridget Jones, The Avalanches, White Stripes, Basement Jaxx, EMI Boxed-Set Collection, Robbie Williams & Nicole Kidman, Clara.net, Starsailor; "12 Reasons" discount campaign, £20 worth of money-off vouchers; **In-store** – Nas, Wu-Tang Clan, Roots

Manuva, White Stripes, Basement Jaxx, Ian Dury, Block Rockin' Beats, Dreadzone, John Tavener, Mick Jagger; **Press ads** – "12 Reasons" campaign and money-off vouchers; **Outdoor posters** – "12 Reasons" campaign, money-off vouchers



Blige, O Brother Where Art Thou, The Avalanches; Press ads – Kylie Minogue, Ash, Dido, Paul Weller, The Strokes, OPM



Single – Faithless; **Windows** – Gordon Haskell, Faithless, David Gray, East West; **In-store** – Wang Bros, Mariah Carey



WHSmith **In-store** – DJ Ozzi, David Gray, Gordon Haskell, Faithless



Woolworths **In-store** – Robbie Williams & Nicole Kidman, Classical Chill 2, Stereophonics, Heartbeat Moments, Steps, Liberty, Bob Marley, Madonna, Blue, Now 50, Hts 51



"There is a strong feeling that Christmas has kicked in. We had a quiet September and October following events in the US, which stopped a lot of tourists coming over, but we are now back in line with expectations. In fact, the department (pictured) is currently above budget.

A PA from Lesley Garrett in November got the season off to very good start. She was scheduled to spend just an hour in the store, performing tracks from her album Travelling Light and signing copies of the CD. She ended up staying more than two hours and made a point of talking to everyone which was great.

DVD space has recently been expanded to reflect galloping sales and the format now accounts for 60% of our non-audio turnover. We've done phenomenally well with big releases like *Shrek*, *Phantom Menace* and *The Grinch*, which have been aggressively promoted in-store. We have big table displays for boxed sets including *The*

ON THE SHELF

CHRIS SWEET,
manager, Sound and Vision,
Harrods, London

Godfather, Audrey Hepburn and James Bond, which are proving extremely popular. On the audio side, **Robbie Williams' Wings** When You're Winning has been massively successful, appealing to pop fans and old CD buyers. It is also selling sales of EMI's *Rat*. Pack compilations and albums from **Frank Sinatra** which we have displayed alongside it. A close runner to Robbie is **Kylie Minogue**, with 'best of's from: **Madonna, Gabrielle and Sting** are also performing well. **Buddan Bar** compilations are consistently successful and, in a similar vein, the ethno/fusion musical blend of **Hotel Costes Vol. 4** is benefiting from being played in the store's 70 departments.

This final quarter rounds off a very successful year for the department which saw it win a British Video Association award for retail success 2001. Once Christmas is over we launch our famous January sale, so there will be no letup in the pace."



ON THE ROAD

PETER LOCKE,
Koch area sales rep for
Scotland and North East

"With only three weeks to go until Christmas, sales are starting to hot up. Our new Koch catalogue has been a great success, with shops in my area taking advantage of our current discount campaign to order top selling titles in bulk. Stores report that sales have generally been off to a slow start and many are concerned about supermarkets aggressively discounting prices. However, all are agreed that catalogue sales are going to play an important part in seasonal purchases and this is where Koch is ideally placed to meet demand, with a broad-based roster of labels and artists appealing to all musical tastes.

As one would expect, **The Proclaimers** have been a big success in Scotland with many stores selling out of their album. Persevere during their recent tour. We are certain that this product will be a must-have item for many Christmas lists up here in the coming weeks. **Lesley Garrett's** boxed set is also firing

well, fuelled by her television appearances. It's a perfect Christmas gift as a very competitive price. **Carole King's** new release on Koch is also receiving healthy sales.

My big success story this week has been the re-release of four **Bush** albums, which are flying out of the back of their current album, *Golden State*. Other strong performers include the **Transatlantic** album, **Bridge Across Forever**, a new **Tony Joe White** release and the long-awaited **Motorhead DVD**, 25 **Alive** Boneshaker. DVD hardware sales look like being a top seller this Christmas, so the format is bound to do well.

Finally our Christmas trends from the 'twof'er' fairy have proved a winner, with mid-price two-CD sets from artists such as **Molly Hatchet**, **Lynyrd Skynyrd**, **Sweet** and many more. For us there is a footgood factor to the end of the year with all of our stores confident that this Christmas will be an excellent one for sales."

CHRISTMAS OPENING TIMES

DISTRIBUTOR	DEC 17	DEC 18	DEC 19	DEC 20	DEC 21	DEC 22	DEC 23	DEC 24	DEC 25	DEC 26	DEC 27	DEC 28	DEC 29	DEC 30	DEC 31	JAN 1	JAN 2	PARCEL FIRM
AMATO	0930-1730	0930-1730	0930-1730	0930-1730	0930-1730	CLOSED	CLOSED	0930-1500	CLOSED	CLOSED	0930-1600	0900-1600	CLOSED	CLOSED	0900-1600	CLOSED	0930-1730	SECURICOR
APEX	TO ORDER DURING THE CHRISTMAS PERIOD CONTACT UNIVERSAL OR BMG																	SECURICOR
ARABESQUE	0930-1800	0930-1800	0930-1800	0930-1800	0930-1800	FAX/EMAIL	FAX/EMAIL	FAX/EMAIL	FAX/EMAIL	FAX/EMAIL	0930-1800	0930-1800	FAX/EMAIL	FAX/EMAIL	0930-1800	FAX/EMAIL	0930-1800	SECURICOR
AVID	0900-1730	0900-1730	0900-1730	0900-1730	0900-1730	TO ORDER DURING THIS PERIOD, CONTACT BMG											0900-1730	PARCELFORCE
BEECHWOOD	0930-1800	0930-1800	0930-1800	0930-1800	0930-1800	0930-1800	0930-1800	0930-1200	VOICE MAIL	VOICE MAIL	VOICE MAIL	VOICE MAIL	VOICE MAIL	VOICE MAIL	VOICE MAIL	VOICE MAIL	0930-1800	WEY GROUP
BMG	0830-1730	0830-1730	0830-1730	0830-1730	0830-1730	VOICE MAIL	VOICE MAIL	VOICE MAIL	VOICE MAIL	VOICE MAIL	0830-1730	0830-1730	VOICE MAIL	VOICE MAIL	VOICE MAIL	VOICE MAIL	0830-1730	SECURICOR/VARIOUS
CM DISTRIBUTION	0930-1800	0930-1800	0930-1800	0930-1800	0930-1800	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	0930-1800	CLOSED	0930-1800	TUFNELLS
DA TAPES & RECORDS	0900-1700	0900-1700	0900-1700	0900-1700	0900-1700	ANSWER PHONE	ANSWER PHONE	ANSWER PHONE	ANSWER PHONE	ANSWER PHONE	ANSWER PHONE	ANSWER PHONE	ANSWER PHONE	ANSWER PHONE	ANSWER PHONE	ANSWER PHONE	ANSWER PHONE	TNT, OMEGA AND OTHERS
DISC DISTRIBUTION	0800-1800	0800-1800	0800-1800	0800-1800	0800-1800	CLOSED	CLOSED	0800-1800	CLOSED	CLOSED	0800-1800	0800-1800	CLOSED	CLOSED	0800-1800	CLOSED	0800-1800	SECURICOR
EMI MUSIC	0900-1730	0900-1730	0900-1730	0900-1730	0900-1730	1000-1800	1000-1800	0900-1730	CLOSED	CLOSED	0900-1730	0900-1730	1000-1500	1000-1500	0900-1730	CLOSED	0900-1730	PARCELINE
EUK	0700-1700	0700-1700	0700-1700	0700-1700	0700-1700	0700-1800	0700-1800	0700-1200	CLOSED	CLOSED	0700-1700	0700-1700	0700-0800	0700-1800	0700-1200	CLOSED	0700-1700	PARCELINE/VARIOUS
GREYHOUND RECORDS	0930-1730	0930-1730	0930-1730	0930-1730	0930-1730	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	0930-1730	SECURICOR
HARMONIA MUNDI	0900-1730	0900-1730	0900-1730	0900-1730	0900-1730	CLOSED	CLOSED	0900-1200	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	0900-1730	SECURICOR
INDEPENDENT DISTRIBUTION	TO ORDER DURING THE CHRISTMAS PERIOD CONTACT UNIVERSAL OR BMG																	SECURICOR
KOCH INTERNATIONAL	SEE BMG																	SECURICOR
LIGHTNING EXPORT	0900-1800	0900-1800	0900-1800	0900-1800	0900-1800	FAX	FAX	0900-1400	FAX	FAX	0900-1800	0900-1800	FAX	FAX	0900-1800	FAX	0900-1800	VARIOUS
PINNACLE	0830-1800	0830-1800	0830-1800	0830-1800	0900-1730	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	0900-1730	0900-1730	CLOSED	CLOSED	0900-1600	CLOSED	0900-1730	SECURICOR
PLASTIC HEAD	0900-1730	0900-1730	0900-1730	0900-1730	0900-1730	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	0900-1730	0900-1730	CLOSED	CLOSED	CLOSED	CLOSED	0900-1730	SECURICOR
PRISM LEISURE	0900-1730	0900-1730	0900-1730	0900-1730	0900-1730	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	0900-1730	0900-1730	CLOSED	CLOSED	0900-1730	CLOSED	0900-1730	PARCELFORCE
PROPER MUSIC	0900-1730	0900-1730	0900-1730	0900-1730	0900-1730	CLOSED	CLOSED	0900-1730	CLOSED	CLOSED	0900-1730	0900-1730	CLOSED	CLOSED	0900-1730	CLOSED	0900-1730	UPS
ROLLED GOLD	0800-1800	0800-1800	0800-1800	0800-1800	0800-1800	1200-1800	1000-1500	0800-1100	CLOSED	CLOSED	0800-1800	0800-1800	TBA	TBA	0800-1100	CLOSED	0800-1800	SECURICOR
SELECT MUSIC	0900-1730	0900-1730	0900-1730	0900-1730	0900-1730	E-MAIL/ANS	E-MAIL/ANS	E-MAIL/ANS	E-MAIL/ANS	E-MAIL/ANS	0900-1730	0900-1730	CLOSED	CLOSED	CLOSED	CLOSED	0900-1730	SECURICOR
S GOLD	0900-1800	0900-1800	0900-1800	0900-1800	0900-1800	0900-1300	0900-1300	0900-1300	CLOSED	CLOSED	0900-1800	0900-1800	0900-1300	TBA	0900-1300	CLOSED	0900-1700	SECURICOR
SOUND & MEDIA	0900-1730	0900-1730	0900-1730	0900-1730	0900-1730	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	0900-1730	SECURICOR
SRD	0930-1800	0930-1800	0930-1800	0930-1800	0930-1800	CLOSED	CLOSED	0930-1500	CLOSED	CLOSED	1000-1600	1000-1600	CLOSED	CLOSED	1000-1600	CLOSED	0930-1800	SECURICOR
TECHNICOLOR	0830-1800	0830-1800	0830-2000	0830-2000	0830-1800	0900-1800	CLOSED	0830-1400	CLOSED	CLOSED	0900-1600	0900-1600	CLOSED	CLOSED	0900-1400	CLOSED	0830-2000	PARCELFORCE/CONSIGNIA
TEN	0830-1800	0830-1800	0830-1800	0830-1800	0830-1800	1000-1700	1200-1800	0830-1800	E-MAIL/ANS/FAX/EDI	E-MAIL/ANS/FAX/EDI	0830-1800	0830-1800	E-MAIL/ANS/FAX/EDI	E-MAIL/ANS/FAX/EDI	0830-1800	E-MAIL/ANS/FAX/EDI	0830-1800	SECURICOR
THE	0900-1800	0900-1800	0900-1800	0900-1800	0900-1800	1000-1800	1100-1700	0900-1400	CLOSED	CLOSED	0900-1800	0900-1800	1400-1800	CLOSED	0900-1800	CLOSED	0900-1800	PARCELINE
3MV	0900-1800	0900-1800	0900-1800	0900-1800	0900-1800	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	CLOSED	0900-1800	SECURICOR
UNIVERSAL	0800-1900	0800-1900	0800-1900	0800-1900	0800-1900	0800-1400	ANS/WEB/E-MAIL	ANS/WEB/E-MAIL	ANS/WEB/E-MAIL	ANS/WEB/E-MAIL	0800-1900	0800-1900	ANS/WEB/E-MAIL	ANS/WEB/E-MAIL	0800-1700	ANS/WEB/E-MAIL	0800-1900	SECURICOR
VITAL	0900-1730	0900-1730	0900-1730	0900-1730	0900-1730	CLOSED	CLOSED	0900-1400	CLOSED	CLOSED	0900-1730	0900-1730	CLOSED	CLOSED	0900-1400	CLOSED	0900-1730	SECURICOR/OMEGA
COMPILED BY CLAIRE BOND	DEC 17	DEC 18	DEC 19	DEC 20	DEC 21	DEC 22	DEC 23	DEC 24	DEC 25	DEC 26	DEC 27	DEC 28	DEC 29	DEC 30	DEC 31	JAN 1	JAN 2	

CLASSICAL news

SANCTUARY EYES CLASSICAL EXPANSION

Recent classical acquisitions by Sanctuary have prepared the way for a new umbrella label, Sanctuary Classics. The initial imprints will comprise ASV and Black Box, with ASV's specialist early music series Guadeamus and Living Era repositioned as distinct brands.

"All of the brands within Sanctuary Classics will receive a makeover to help define those brands as clearly as possible," says creative director Chris Craker (pictured). "We are going to target brand definition very strongly next year."



Classical PR Karen Pitchford, formerly contracted part-time to distributor CRC, has joined Sanctuary Classics to help implement Craker's branding programme and deliver PR and marketing support. The company is also looking to acquire other classical imprints in the early months of 2002.

"I can't say which they are at present, but there are four on my shopping list," says Craker. He adds that details are likely to emerge after he visits Midem next month.

Repertoire range and strong branding are key attributes of those labels Craker is eager to acquire for Sanctuary. "I'm looking to expand the roster and develop what we are doing," he says. Despite the general downturn in classical sales in the first three quarters of 2001, and recent company failures and retrenchments, Craker remains bullish about the good chances of progress for Sanctuary Classics.

"I think the downturn in the market provides an opportunity for growth and

development for those who are tooled up so to do," he says. "With Black Box, we're going to remove those things that are not 20th Century or contemporary. I feel that Black Box has potential for even better definition than at present, with ASV being a repertoire-driven label."

LABELS STRIKE FRESH DISTRIBUTION DEALS

In the wake of the collapse of Nimbus and the Complete Record Company in October, a series of new representation and distribution deals have been brokered to ensure continued retail presence for more than a dozen independent classical labels. Former Nimbus clients Meridian and Ivory Classics have joined the increasingly eclectic roster of labels distributed by Priory Records, the Leighton Buzzard-based company.

Warner Classics UK, meanwhile, has announced that its retail representation is to be handled by Harmonia Mundi UK, which will now carry details of the Eristo, Teldec, Nonesuch, Finlandia, Fonit, Apex and Ultima labels to UK independent stores. Independent Distribution, part of the Apex group, has taken on the distribution of Dutton, Testament, NMC, Ondine, Berlin Classics and other labels once handled in the UK by CRC.

"We are approached for distribution around three or four times a week," says Caroline Paschalides, senior producer at Priory Records. "Most of the time we have to turn them down, but it is good for us to take on labels that were represented by Nimbus."

She adds that the distribution side of Priory's operation adds to the profile of the company's catalogue of specialist church music recordings. "I feel it can only serve to grow the awareness of the company."

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

ALBUM of the week



THE STORY OF CHRISTMAS: Music by Cowey, Palestrina, Sweelinck, Howells, Byrd, Dering, Gardner, Anon etc. Monteverdi Choir/Gardiner (Philips 462 050-2), Sir John Eliot Gardiner's (pictured) choice of music for this superior Christmas

compilation was influenced by his childhood experience of the village nativity play given each year at his family home in Dorset. The sequence of works, originally devised by the conductor's parents, successfully conveys the mystery, wonder and joy of the nativity. Above all the Monteverdi Choir creates a rare atmosphere in which contemplation and celebration are neatly balanced. This re-release performed well at its first appearance in 1999, and is supported by advertising in the specialist classical press.

REVIEWS

for records released up to December 24 2001



SIR THOMAS BEECHAM CONDUCTUS DELIUS: North Country Sketches; In a Summer Garden; Appalachia, Royal Philharmonic Orchestra/ Beecham (Sony Classical SMK89429). Between 1910 and his death in 1961, Sir Thomas Beecham made more than 500 records. Sony Classical UK began to reissue the conductor's CBS recordings in the summer and continues the project with a batch of four discs, including this collection of works by Beecham's friend Delius. The sublime reading of *In a Summer Garden*, offered here for the first time on CD, has a depth of sound and warmth that belie its creation 50 years ago. **PETER PHILIPS: Cantiones Sacrae Quis Vocibus. The Tudor Consort/Walls (Naxos 8.555056).** New Zealand's Tudor Consort has been in business for over 20 years. Under sensitive guidance from Peter Walls,

the group clearly has the polish and discipline required to highlight the inventive "Sacred Songs" of Peter Philips, the London choirboy who was later accused and cleared of conspiracy to murder Elizabeth I and went on to become organist to the vice-regent in Brussels in 1597. This disc is advertised in the specialist classical press.



THE FLOWERING OF GENESIS: Works by Guerrero, Tallis, Victoria, Sheppard, De Monte, Byrd. The Sixteen/Christophers (Coro COR16001). Harry Christophers' unobscure choir recently launched Coro as an own-brand label to carry the large catalogue of tracks originally recorded for the defunct Collins Classics. This compilation of English and Spanish music associated with Mary Tudor and Philip II offers several previously unreleased items and creates a strong and convincing programme. The sheer quality of *The Sixteen* and of the music itself helps make this a choral collector's dream issue.

MUSIC WEEK DIRECTORY

The essential guide to who's who in the UK music industry

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2002 DIRECTORY

15 DECEMBER 2001

CHART COMMENTARY

by ALAN JONES

While album sales bound ahead, singles remain below the million mark for the fourth consecutive week, with Daniel Bedingfield's *Gotta Get Thru This* enjoying an easy second week at the top despite a 26% dip in its sales week-on-week. It sold over 80,000 copies last week, ending up 44% ahead of Sophie Ellis-Bextor's *Murder On The Dancefloor*. The latter track gives Ellis-Bextor her second consecutive number two hit, although it does so with a considerably lower first week sale than *Take Me Home* - 55,500 compared to 74,500. *Steps* debut at number five with *Words Are Not Enough/I Know Him*. So well to register their 15th consecutive hit and their 14th successive *Top 10* hit. It is also their 13th *Top 5* hit in a row, a sequence bettered only by *The Beatles*.

Two years after his last single *The Millennium Prayer* topped the chart and gave him his 122nd hit, Cliff Richard returns with *Somewhere Over The Rainbow/What A Wonderful World*. The record fails to become



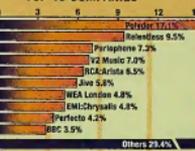
SINGLE FACTFILE

The Stereophonics enjoy the fourth and highest charting hit from their album *Just Enough Education To Perform* with *Handbags And Gladrags*. It debuts at four this week and beats the number five peaks of *Mr Writer* and *Have A Nice Day* and the 16 peak of *Step On My Old Size Nines*. The track, which was only added to the album last week, was written and originally recorded by former Manfred Mann vocalist Mike D'Abo and was a

number 33 hit for Chris Farlowe exactly 34 years ago this week. Farlowe's rendition was closely followed by Rod Stewart for his debut solo album *An Old Raincoat Won't Ever Let You Down*, and the Stereophonics' version stays true to Farlowe's version. It has certainly perked up just enough Education To Perform, which has advanced 78-29-25 in the last fortnight, increasing its cumulative sales to 700,000.

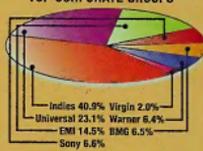
MARKET REPORT

TOP 10 COMPANIES



Figures show top 10 companies as % of total sales of the Top 75 and compare against share as % of total sales of the Top 15

TOP CORPORATE GROUPS



SALES UPDATE
VERSUS LAST WEEK: **0.3%**
YEAR TO DATE VERSUS LAST YEAR: **-8.2%**

PERCENTAGE OF UK ACTS IN THE CHART
UK: 61.3% US: 32.0% Other: 6.7%

Cliff's 65th *Top 10* hit however, debuting at number 11. As *Millennium Prayer* was in his first chart for 2000 and his new single gives

him his 2001 hit, the last year in which Cliff failed to chart was way back in 1978. That year and 1975 are the only no-shows by Cliff

in a chart career which now stretches back more than 43 years.

Dutch act *The Herms House Band's* *Country Roads* - a cover of the John Denver song that Olivia Newton John steered to number 15 in 1973 - debuts at number seven. It is easily number one in Scotland, where it is more than 20% ahead of Sophie Ellis-Bextor. Scottish sales accounted for nearly a quarter of its total. Meanwhile, Daniel Bedingfield is nine in Scotland, with sales there representing just 3% of his total.

The MoS-affiliated *Impetuous* imprint's impressive boast of reaching the *Top 40* with every single it has released remains intact - but only just. The label's 21st single, *Light A Rainbow* by Takara creeps in just below the wire debuting at number 38 this week, just seven weeks after *Course Bruv* by Genius Cru reached number 39. Their highest placed single was *Mario P's* *Communication* (*Please Pick Up The Phone*), a number five hit in 1999.

INDEPENDENT SINGLES

This Week	Last Week	Title	Artist	Label (distributor)
1	NEW	HANDBAGS AND GLADRAGS	Stereophonics	V2 VVR 50772 (3M/WP)
2	1	RESURRECTION	FPK	Perfecto PERF 2005 (3M/WP)
3	NEW	WORDS ARE NOT ENOUGH/ I KNOW HIM SO WELL	Steps	Jive 529152 (2P)
4	NEW	I BELIEVE IN CHRISTMAS	Twocolors	BBC Music WMS5 5602 (P)
5	NEW	DOIN' IT	Liberty	V2 VVR 50778 (3M/WP)
6	2	WHERE'S YOUR HEAD AT	Basement Jaxx	XL Recordings XLS 140C (V)
7	NEW	SOMEWHERE OVER THE RAINBOW...	Cliff Richard	Capitol CLRCX 1 (P)
8	NEW	BELIEVERS	Baz	One Little Indian 213 TPJCC3 (3M/WP)
9	NEW	SEE GOT GAME	Timex 4	Blacklist 013465 (3P)
10	NEW	GONE	70 Sync	Jive 529272 (P)
11	NEW	POOR LEND	Rockytop	Wall Of Sound WALLD 072 (P)
12	4	FM WAKING UP TO US	Belle & Sebastian	Jeagster JPRCS 023 (3M/WP)
13	6	THE COMPASS	Muse	Skint SKINT 730C (3M/WP)
14	7	HYPER MUSIC/FEELING GOOD	Muse	Mushroom MUSH830C3 (3M/WP)
15	5	SHINOBU VS DRAGON NINJA	Lostrapheats	Visible Noise TORMENT17 (P)
16	8	FM A SLAVE 4 U	Brimley Spears	Jive 529282 (P)
17	NEW	IBESATA	Palace Club	Definitive CDDEF 2 (3M/WP)
18	3	LAST NITE	The Streets	Respect Trade TRAD500 (41 W)
19	NEW	GAME OVER	Club Cavier	Tigolai Tru TRXAN 08C (V)
20	NEW	JO JO'S JACKET	Stephen Makkus	Domino DRG 133C (V)

All charts © The Official UK Charts Company 2001



This Week	Last Week	Title	Artist	Label
1	1	GOTTA GET THRU THIS	Daniel Bedingfield	Realness
2	NEW	MURDER ON THE DANCEFLOOR	Sophie Ellis-Bextor	Arista
3	NEW	HAVE YOU EVER... I SA?	Polydor	22
4	NEW	HANDBAGS AND GLADRAGS	Stereophonics	V2
5	NEW	WORDS ARE NOT ENOUGH...	Steps	EMI
6	1	RESURRECTION	FPK	Perfecto
7	NEW	COUNTRY ROADS	The Herms House Band	Liberty
8	4	WHAT IF YOU LOVE...	Bis Bis, David Mungo	30
9	NEW	BELIEVE IN CHRISTMAS	Twocolors	BBC Music
10	NEW	WHO DO YOU LOVE...	Bis Bis, David Mungo	30
11	NEW	IF YOU COME BACK	Jive	Innocent
12	NEW	FALLIN'	Blue Juice	4
13	NEW	CAN'T GET YOU...	Rhiz Mungo	Parlophone
14	NEW	EVERYBODY	HeartStyle	Polydor
15	NEW	REAPTURE	Dist/Monitory Of Sound	5
16	NEW	EMOTION	Dancing City	Columbia
17	NEW	FAMILY AFFAIR	Where 2 Stop	BMG/Atlantic
18	NEW	CRYING AT THE DISCOTHEQUE	Alcazar	Alcazar
19	NEW	DOIN' IT	Liberty	42
20	NEW	FM REAL	Jennifer Lewis	Spic
21	NEW	SOMEWHERE OVER THE RAINBOW...	Cliff Richard	Capitol
22	NEW	QUEEN OF MY HEART	WAZA	22
23	NEW	WHAT WOULD YOU DO	Cy Hill	Interscope/Polydor
24	NEW	CALLING	Sam Rollins	EMI
25	NEW	BONEMAN LIKE YOU	The Dirty Washers	Capitol
26	NEW	YOU CAN'T CHANGE ME	Roger Sanchez & Friends	Real Gone
27	NEW	IN TOO DEEP	Hi	Hi
28	NEW	DON'T NEED THE SUN...	Galvesto	Go Beat/3M/WP
29	NEW	PAID MY DUES	Alcazar	30
30	NEW	ONE NIGHT STAND	Max Fleck	Interscope/Arca
31	NEW	BECAUSE I GOT HIGH	Rain	Universal/Island
32	NEW	STRAIGHT	Summer Love	Independent
33	NEW	IT AIN'T ENOUGH	Arca/Deja	Mer
34	NEW	SOMEWH' STUPID	Kevin Williams & Kevin Kincaid	Cherry
35	NEW	WHERE'S YOUR HEAD AT	Reverend Jaxx	XL Recordings
36	NEW	WALK ON	12	Interscope/Arca
37	NEW	HIT EM UP STYLE (DOPPE)	City Control	Arca
38	NEW	HEY HEY BABY	12	EMI
39	NEW	WILL I BE YOURS	12	Capitol/Jive
40	NEW	DO WAN DIDDY	12	EMI

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→ MIDEM 2002
20-24 JAN. 2002

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15 DECEMBER 2001

CHART COMMENTARY

by ALAN JONES



Although there were no notable new releases last week, album sales jumped more than 20% for the fourth straight week. All but nine of the Top 75 albums did better than a week ago, exceptions being the latest by S Club 7, Blue, Five, the Corrs, So Solid Crew, Britney Spears, Daniel O' Donnell, Mick Jagger and The Smashing Pumpkins. Having delivered their chart-topping debut album *Popstars* a mere nine months ago with first week sales of more than 306,000, *Hear Say* have to settle with a 24 debut for *Everybody*, which sold fewer than 38,000 copies last week. The album includes a remake of their million-selling single *Pure and Simple* and the title track, which was a number four hit last week.

Record sales in America got a massive boost at this time of year from Christmas-related albums. In the current Top 200 chart in *Billboard*, there are 18 such sets – and there would be many more but for the fact that catalogue albums are excluded from the

MARKET REPORT

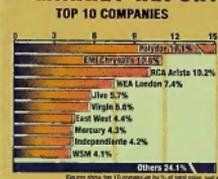


chart. Those included represent just a fraction of this year's offerings, including albums by high profile artists like Barbra

ALBUMS FACTFILE

Gabrielle is closing the gap but not quickly enough to overtake Robbie Williams' third straight week at number one with *Swing When You're Winning*. Williams' fourth solo album increased its sales week-on-week by 9% to more than 212,000, and vaults to eighth place in the year-to-date chart with sales already of more than 200,000. In reaching that target in less than three weeks, it easily outperforms his previous sets *Life Through*

A Lens (which took 29 weeks to reach that figure), *I've Been Expecting You* (eight weeks) and *Sing When You're Winning* (nine weeks). The latter disc, incidentally, will top the 2m sales mark this week while *I've Been Expecting You* reached the 2.4m mark on Saturday. *Life Through A Lens* has sold 1.91m, meaning that Williams' overall solo album sales have now topped the 7m mark.

Christmas Album by The Tweenies leads the way at number 49, while 8 Days of Christmas by Destiny's Child is number 125, and Classic FM: Christmas Carols by the Choir of Trinity College, Marlborough is at 190. George Harrison's death continues to increase sales for his work. The Beatles' 1 increased sales by 50% last week, and moves 73-64, while Sgt. Pepper's Lonely Hearts Club Band moves 146-128 with a 48% expansion. *Handmade* solo albums naturally enjoy bigger increases but from lower sales bases. Only two are charting: All Things Must Pass jumps 168-93 and The Best of George Harrison re-enters at number 129 with 209% and 153% increases respectively.

Three years after Mariah Carey's hits were compiled on No.1's, Sony has unleashed Greatest Hits, which covers much of the same terrain and suffers as a result. No.1's reached number 10 and sold nearly 600,000 copies, while Greatest Hits debuts at 48 with fewer than 18,000 sales.

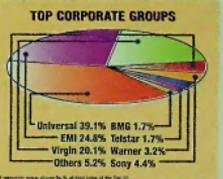
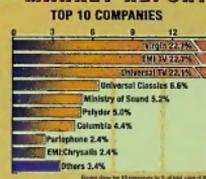
COMPILATIONS

Sales of compilations last week surged to 1,691,000 a 31% leap over the previous week and easily the highest weekly tally of the year. They were 16.5% ahead of the same week in 2000 but 2.7% behind the record pace set in the comparable week in 2000, when 1,738,000 were sold. The biggest single contribution to the figure came, naturally, from *Now That's What I Call Music!* 50, which bounced back after the 200,000 sales mark last week. It sold 205,500 to take its 23 day tally to 704,000. That was a little ahead of the 691,000 that Now! 47 had sold at the same stage of this recent Christmas, but well below the massive 827,000 sales that Now! 44 had amassed at an identical point in 1999. Now! 50 looked like it might have stiff competition from *Hits 51*, the BMG/Sony/Telstar/wsm

rival which is neither the 51st volume in the set nor a 51 track compilation. One can only imagine it was given the numerical suffix it has to suggest it is newer and fresher than its rival. If so, the psychology did not work, with the album limping to a number 13 debut with 30,000 sales.

A year ago, the 2000 equivalent of *Hits 51* – titled, confusingly *Hits 2001* – started out with sales of 43,000, and in 1999 *Hits 2000* opened with 84,000 sales. Incidentally, the competition between Now and *Hits* has led to some tracks being edited to fit more into the available 160m playing time these double discs allow. Such butchery is neither noted on the artwork nor subtle and could ultimately result in consumers avoiding these compilations to be sure of getting the hit versions they want.

MARKET REPORT



INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (Distribution)
1	1	JUST ENOUGH EDUCATION TO PERFORM GOLD – THE GREATEST HITS	Stereophonics	V2 VVR 1051838 (SMV/P)
2	1	GREATEST HITS – CHAPTER ONE	Sings	Jive 5229142 (P)
4	4	IS THIS IT	The Strokes	Rough Trade RTMDCD 200 (N)
5	5	ORIGIN OF SYMMETRY	Musa	Mushroom MUSIC 8020 (SMV/P)
6	9	SONGBIRD	Eva Cassidy	Blix Street/Hot CD1045 (P)
7	8	WANTED	CW Richard	Papillon WANTED 1 (HOT)
8	11	ROOTY	Basement Jaxx	XL Recordings XLCD 143 (N)
9	6	BRITNEY	Britney Spears	Jive 522532 (P)
10	10	GOODBYE COUNTRY (HELLO NIGHTCLUB)	Groove Armada	Pepper 5226952 (P)
11	7	WHITE BLOOD CELLS	White Stripes/Sympathy For The Record Industry	Jive 5229172 (P)
12	12	THE CHRISTMAS ALBUM	Tina Turner	BBC Music WMSF 60482 (P)
13	13	SIMPLE THINGS	Zoro 7	Ultimate Dilemma ULDRC05 (SMV/P)
14	14	THE ALBUM	The Boo Bynder	BBC Music WMSF 60472 (P)
15	17	ECHO PARK	Feeder	Echo ECDIC034 (P)
16	16	THE FINE SOUND OF PROGRESS	Lothropots	Visible Noise (V)
17	15	YOUR NEW FAVOURITE BAND	Hives	Poptones (P)
18	18	SINCE I LEFT YOU	Avanteches	XL Recordings XLCD 138 (P)
19	19	ANT OFFICIAL INTELLIGENCE: BIONIX	De La Soul	Tommy Boy TBCD1382 (P)
20	19	FREE ALL ANGELS	Ash	Infectious INFECT100CD (SMV/P)

THE YEAR SO FAR... TOP 20 ALBUMS

TW	LV	Album	Artist
1	1	NO ANGEL	DIDO
2	1	WHITE LADDER	DAVID DRAVE
3	3	SONGBIRD	EVA CASSIDY
4	6	THE INVISIBLE BAND	TRAVIS
5	5	HOT SHOT	SHAGGY
6	4	POPSTARS	HEAR'SAY
7	8	SURVIVOR	DESTINY'S CHILD
8	6	SWING WHEN YOU'RE WINNING	ROBBIE WILLIAMS
9	9	JUST ENOUGH EDUCATION TO PERFORM	STEREOPHONICS
10	7	NOT THAT KIND	ANASTASIA
11	15	GOLD – THE GREATEST HITS	STEPS
12	10	HYBRID THEORY	LINUK PARK
13	12	FEVER	KYLE MINOGUE
14	11	PARACHUTES	COLDFEY
15	13	CHOCOLATE STARLIN'S AND THE HOT DOD	LUMP BIZKIT
16	14	GORILLAZ	GORILLAZ
17	16	WORLD OF OUR OWN	WESTLIFE
18	16	ALL THAT YOU CAN'T LEAVE BEHIND	U2
19	15	BEAKS CAN COME TRUE – GREATEST HITS	GABRIELLE TOPLADER
20	17	ONKA'S BIG MOON	TOPLADER

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15
dec
2001

THE OFFICIAL CHARTS

music week



BBC RADIO 1
57.75-59.9m



15
dec
2001

albums



1 GOTTA GET THRU THIS

- | | | | |
|---|---|--------------------------|-------------|
| 1 | RELIENTLESS/DON'T | Daniel Bedingfield | EMI |
| 2 | MURDER ON THE DANCEFLOOR | Sophie Ellis-Bextor | Polydor |
| 3 | HAVE YOU EVER | S Club 7 | Polydor |
| 4 | HANDBAGS AND GLADRAGS | Stereophonics | V2 |
| 5 | WORDS ARE NOT ENOUGH/I KNOW HIM SO WELL | Steps | Jive |
| 3 | RESURRECTION | PKK | Perfecto |
| 6 | COUNTRY ROADS | Hermes House Band | EMI/Liberty |
| 8 | WHAT IF | Kate Winslet | Liberty |
| 9 | I BELIEVE IN CHRISTMAS | Tweenies | BBC Music |
| 5 | WHO DO YOU LOVE NOW (STRINGER) | Riva feat. Danni Minogue | fir |



- | | | | |
|----|---|----------------|----------------------|
| 11 | SOMEWHERE OVER THE RAINBOW/WHAT A WONDERFUL WORLD | Dina Carroll | Capitol |
| 4 | EVERYBODY | Hear'Say | Polydor |
| 13 | IN TOO DEEP | Sum 41 | Mercury |
| 14 | DOIN' IT | Liberty | V2 |
| 10 | QUEEN OF MY HEART | Westlife | RCA |
| 8 | IF YOU COME BACK | Blue | Innocent |
| 11 | FALLIN' | Alicia Keys | J |
| 7 | CALLING | Geri Halliwell | EMI |
| 15 | BECAUSE I GOT HIGH | Altman | Universal/Unl Island |



1 SWING WHEN YOU'RE WINNING

- | | | | |
|----|--------------------------------------|-----------------|----------------------|
| 1 | SWING WHEN YOU'RE WINNING | Robbie Williams | Chrysalis |
| 4 | DREAMS CAN COME TRUE - GREATEST HITS | Gabrielle | Go Beat/Polydor |
| 3 | SUNSHINE | S Club 7 | Polydor |
| 6 | GOLD - THE GREATEST HITS | Steps | Ebu/Jive |
| 2 | ALL RISE | Blue | Innocent |
| 5 | WORLD OF OUR OWN | Westlife | RCA |
| 8 | ENCORE | Russell Watson | Decca |
| 7 | GHVZ | Madamama | Maverick/Warner Bros |
| 10 | THEIR GREATEST HITS - THE RECORD | Bee Gees | Polydor |
| 17 | ECHOES - THE BEST OF | Pink Floyd | EMI |



- | | | | |
|----|-------------------------------------|---------------------|------------------|
| 11 | THE STORY SO FAR - THE VERY BEST OF | Rod Stewart | Warner Bros |
| 15 | SOLID BRONZE - GREAT HITS | The Beautiful South | Go/Discs |
| 16 | WHATEVER GETS YOU THROUGH THE DAY | Lighthouse Family | Wid Card/Polydor |
| 21 | NO ANGEL | Dido | Cheeky/Arista |
| 9 | GREATEST HITS | Five | RCA |
| 16 | FEVER | Kylie Minogue | Parlophone |
| 11 | THE BEST OF THE CORRS | | Atlantic |
| 19 | SMALL WORLD | Big Band | Jools Holland |
| 14 | BREAK OF NATURE | Aerostyle | Epic |



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WHAT'S YOUR SOUND?

compilations

- 1** NOW THAT'S WHAT I CALL MUSIC! 50 16 11 PURE CHILLOUT
EMI/Virgin/Universal
Virgin/EMI
- 2** CLASSICS 2002
Decca
Virgin/EMI
- 3** CAPITAL GOLD LEGENDS II
EMI
Hits 51
BMG/Sony/Relief/WSM
- 4** THE ANNUAL 2002
EMI/Virgin/Universal
Ministry Of Sound
- 5** ANDREW LOYD WEBBER - GOLD
Real Gone/Universal
EMI/Virgin/Universal
- 6** THE BEST OF THE RAT PACK
Capitol
Universal TV
- 7** THE BEST AND GREATEST ALBUMS IN THE WORLD... EVER
EMI/Virgin/Universal
WSM/Universal TV
- 8** MOTOWN GOLD
Universal TV
Universal TV
- 9** I LOVE 2 PARTY
Virgin/EMI
Universal TV
- 10** BEST CHRISTMAS ALBUMS IN THE WORLD EVER
Virgin/EMI
Dunblain
Universal TV
- 11** ALL TOGETHER NOW
Universal TV
- 12** CLASSICAL CHILLOUT
Virgin/EMI
- 13** HITS 51
BMG/Sony/Relief/WSM
- 14** CHRISTMAS HITS
EMI/Virgin/Universal
Ministry Of Sound
- 15** NOW THE CHRISTMAS ALBUM
EMI/Virgin/Universal
- 16** THE OPERA ALBUM 2002
Capitol
Universal TV
- 17** KERRANG! 2 - THE ALBUM
WSM/Universal TV
- 18** ALL TOGETHER NOW
Universal TV
- 19** COLD FEET
Universal TV
- 20** THE CLASSIC CHILLOUT ALBUM 2
Dunblain
Universal TV

GARAGE:2001: THE DEFINITIVE GUIDE

[HTTP://WWW.DOTMUSIC.COM/GARAGE2001](http://www.dotmusic.com/garage2001)

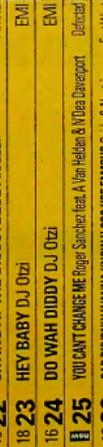


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17 21 CAN'T GET YOU OUT OF MY HEAD Kylie Minogue
18 22 CRYING AT THE DISCOTHEQUE Alcazar
19 23 HEY BABY DJ Obitz
20 24 DO WAH DIDDY DJ Obitz



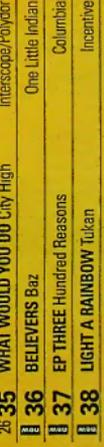
21 25 YOU CAN'T CHANGE ME Roger Sanchez feat. A1, Jay-Z, Lil' Kim & N'Dea Davenport
22 26 RAP DISJUNCTION WANNABE KANDY D COIS feat. FAVORITE THINGS & NARAIRO
23 27 WHERE'S YOUR HEAD AT Basement Jaxx
24 28 EMOTION Destiny's Child



25 29 I'M REAL Jennifer Lopez
26 30 RAPTURE IIO
27 31 PAID MY DUES Anastacia
28 32 I WISH I KNEW HOW IT WOULD FEEL TO BE FREE Iggy Azalea



29 33 UGLY Bubba Sparox
30 34 WHO WE BE DMX
31 35 WHAT WOULD YOU DO City High
32 36 BELIEVERS Baz



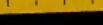
33 37 EP THREE Hundred Reasons
34 38 LIGHT A RAINBOW Tulan
35 39 FAMILY AFFAIR Mary J Blige
36 40 SHE GOT GAME Tymes 4



37 31 LICKIN' ON BOTH SIDES Mis-Teeq
38 32 ALL KILLER NO FILLER Sum 41
39 33 WHITE LADDER David Gray
40 34 THE 50 GREATEST LOVE SONGS Elvis Presley



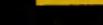
37 31 LICKIN' ON BOTH SIDES Mis-Teeq
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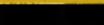
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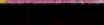
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37 31 LICKIN' ON BOTH SIDES Mis-Teeq
38 32 ALL KILLER NO FILLER Sum 41
39 33 WHITE LADDER David Gray
40 34 THE 50 GREATEST LOVE SONGS Elvis Presley



CLASSICAL ARTIST

This	Last	Title	Artist	Label (Distributor)
1	1	ENCORE	Russell Watson	Decca 470302 (U)
2	2	THE VOICE	Russell Watson	Decca 0467252 (U)
3	3	ROMANTIC CALLS - THE BEST OF GIFT COLLECTION	Maria Callas	EMI Classics CDC520712 (E)
4	4	THE GOLD COLLECTION	Lenny Carmichael	Silver Treasury SVL300019 (SG)
5	5	THE GOLD COLLECTION	Sir Harry Scobie	Philips 9851022 (U)
6	6	KIRI	Dame Kiri Te Kanawa	EMI Classics CDC527212 (E)
7	8	CLASSIC FM - CHRISTMAS CAROLS	Ch Of Trinity College/Marlow	Classic FM CFMC035 (BMG)
8	9	CAROLS AT CHRISTMAS	Christina Burali	Crisono CRM03197 (EUK)
9	11	ELLENORIAN ARIAS	Jerry Berry	Decca 4652352 (U)
10	7	ETERNAL ECHOES	Carmen/Gonzalez/Pavarotti feat. Mehta	Sony Classical SK50911 (TEN)
11	10	THE THREE TENORS CHRISTMAS ARIAS	Andrea Bocelli	Philips 4662002 (U)
12	13	ROMANTIC CALLS	Maria Callas	EMI Classics CDC527252 (E)
13	14	THE ENTERTAINER - THE VERY BEST OF SCHULZ	Scott Joplin	Nonesuch 755334948 (TEN)
14	12	WINTERING STRAINERS/FOLKSONGS	Carole King	Decca 4664892 (U)
15	15	CAROLS FROM KINGS	KCCWWTracks	HMV HMV97242 (U)
16	15	MYSTERYM - SACRED ARIAS	Angela Gheorghiu	Decca 4661102 (U)
17	20	BUTTERMUSIC FOR CHRISTMAS	Polypath/Dayton	Hyperion CDA62745 (S)
18	19	VERDI	Andrea Bocelli	Philips 4662002 (U)
19	20	VOICE OF AN ANGEL	Charlotte Church	Sony Classical SK 60597 (TEN)

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CLASSIC SOUNDTRACKS & COMPILATIONS

This	Last	Title	Artist	Label (Distributor)
1	1	CLASSICS 2002	Various	Decca 4729282 (U)
2	3	CLASSICAL CHILL-OUT	Various	Virgin/EMI VTD00408 (E)
3	2	THE OPERA ALBUM 2002	Various	Virgin/EMI VTD00414 (E)
4	4	TIME TO RELAX	Various	Classics FM CFMC234 (BMG)
5	6	LORD OF THE BINGS (OST)	Shore	Reprise 5362481 (U)
6	5	HARRY POTTER AND THE PRISONERS OF AZKABAN (OST)	John Williams	Atlantic: 756730865 (TEN)
7	7	A CLASSIC CHRISTMAS	Various	EMI Classics CDC525262 (E)
8	8	UTOPIA - CHILLED CLASSICS	Various	Philips 4657122 (U)
9	9	CLASSIC CHILL-OUT MOVIE ALBUM	Various	Decca 4657122 (U)
10	10	GLADIATOR (OST)	Hans Zimmer & Lisa Gerrard	Decca 4670492 (U)
11	14	KAMEN: BAND OF BROTHERS (OST)	London Metropolitan (Ocal)	Sony Classical SK03919 (TEN)
12	11	CLASSIC HITS 2	Various	Erato 396420876 (TEN)
13	13	THE VERY BEST OF DESERT ISLAND DISCS	Various	BBC Music VNM470672 (P)
14	12	SONGS OF PRAISE - YOUR FAVORITE HYMNS	Various	BBC Music VNM700662 (P)
15	17	CLASSIC CHILL-OUT COLLECTION	Various	EMI HMV975462 (E)
16	15	REXELING CLASSICS	Various	EMI Gold 574822 (E)
17	19	A CHRISTMAS CELEBRATION	Pavarotti/Carerras	Musica Collection MDC00031 (U)
18	16	SONGS OF PRAISE - THE CHRISTMAS ALBUM	Various	Crisono CRM03208 (EUK)
19	15	PAVARTOTTI/DOMINGO/CARRERAS	Various	Emperio EMT13230 (OJCS)
20	20	THE NATIONAL TRUST - MUSIC COLLECTION	Various	BMG 1432167962 (BMG)

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JAZZ & BLUES

This	Last	Title	Artist	Label (Distributor)
1	1	THE LOOK OF LOVE	Diana Krall	Nonesuch 755334948 (TEN)
2	2	PLAYIN' WITH MY FRIENDS	Tony Bennett	Columbia 5541782 (TEN)
3	3	SWING	Various	Columbia - (TEN)
4	3	THE VERY BEST OF JAZZ FM	Jazz FM - (HAM/P)	Columbia UK 64305 (TEN)
5	4	KIND OF BLUE	Miles Davis	Blue Note 5230212 (E)
6	5	TOURIST	Sly Germain	Candice (BMG)
7	6	THE VERY BEST OF SONGS I HEARD	Henry Connick Jr	Columbia - (TEN)
8	6	WHEN I LOOK IN YOUR EYES	Diana Krall	Blue Note 5230212 (E)
9	10	30	Henry Connick Jr	Columbia - (TEN)

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ROCK

This	Last	Title	Artist	Label (Distributor)
1	1	HYBRID THEORY	Lilkin Park	Warner Bros 536237552 (TEN)
2	2	INTERNATIONAL SUPERHERITS	Green Day	Reprise 536248162 (TEN)
3	4	YOUR LUST - THE ANTHOLOGY	Aerosmith	Universal UV 483192 (U)
4	3	KERRANG! 2 - THE ALBUM	Various	WSP/Universal UV 485782 (U)
5	6	BREAK THE CYCLE	Staind	East West 755063640 (TEN)
6	5	NEW OLD SONGS	Limp Bizkit	Interscope/Polydor 4975942 (U)
7	8	ORIGIN OF SYMMETRY	Muse	Mushroom MUSH SDCD (UNWTTEN)
8	5	ROTTEN APPLES - THE GREATEST HITS	Smashing Pumpkins	- + 0
9	7	WEATHERED	Creed	Epic 5049782 (U)
10	9	TAKE OFF YOUR PANTS AND JACKET	Blink 182	MCA/Uni-Island 1120712 (U)

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R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	GOTTA GET THRU THIS	Daniel Bedingfield	Relentless RELENT 277 (UMV/TEN)
2	3	FALLIN'	Alicia Keys	J 423192383 (BMG)
3	2	IF YOU COME BACK	Blue	Immanent SINC02 (E)
4	5	BECAUSE I GOT HIGH	Aronan	Universal/Uni-Island MCST0 40296 (U)
5	7	I'M REAL	Jennifer Lopez	Epic 670302 (TEN)
6	4	WHO WE BE	DMX	Def Jam 5986512 (U)
7	4	EMOTION	Destiny's Child	Interscope 672112 (TEN)
8	6	UGLY	Subba Spanox	Interscope/Polydor 4975942 (U)
9	8	WHAT WOULD YOU DO	City High	Interscope/Polydor 4975942 (U)
10	9	THE SGE GOT GAME	Timbaland	Blackground 0334065 (EUK)
11	10	FAMILY AFFAIR	Mary J Blige	MCA/Uni-Island MCST0 40297 (U)
12	9	OWSINKNOW HOW I WOULD FEEL TO BE FREE	Lighthouse Family	World Circuit/EMI 9073812 (U)
13	10	AFTER THE LOVE HAS GONE	Damage	Cosmoteq CDC00LS 300 (E)
14	12	HIT 'EM UP STYLE (ODP'S)	Blu Cantrell	Capitol 672072 (TEN)
15	13	YOU GIVE ME SOMETHING	Jamiroquai	S2 670012 (TEN)
16	15	WHAT'S GOING ON	Artists Against AIDS Worldwide	Columbia 672182 (TEN)
17	11	LOWIDER/TROUBLE	Dypress Hill	Columbia 672182 (TEN)
18	17	ONE NIGHT STAND	Mis-Teeq	Intempo/Talstar CDSTAS 3208 (BMG)
19	14	WISH YOU WERE HERE	Wyclef Jean	Columbia 672182 (TEN)
20	16	GO TY	Pharoshe Monch	Priority PTC02 140 (E)
21	19	HIT MUSIC	S-12	Shelby/Interscope/Polydor 4975942 (U)
22	21	YOU ROCK MY WORLD	Michael Jackson	Epic 672202 (U)
23	20	DON'T NEED THE SUN TO SHINE	Giselle	Go Beat/Polydor 4975942 (U)
24	18	SEXUAL REVOLUTION	Mary Gray	Epic 672182 (TEN)
25	24	LETTER 2 MY UNBORN	2Pac	Epic 672182 (TEN)
26	25	LYVIN' IT UP	Juice WRLD feat. Cassa	Def Jam 598142 (U)
27	22	STAND CLEAR	Adam F. feat. MOP	Chrysalis COEM 587 (E)
28	23	GET UP	Beverly Knight	Parlophone CDRS 6564 (E)
29	27	LET ME BLOW YA MIND	Eve feat. Gwen Stefani	Interscope/Polydor 4975942 (U)
30	29	LADY MARMALADE	Christina Aguilera/Lil' Kim/Mya/Pink	Interscope/Polydor 4975942 (U)

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DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	GOTTA GET THRU THIS	Daniel Bedingfield	Relentless RELENT 277 (UMV/TEN)
2	2	IT AIN'T ENOUGH	Green Team Vs Artful Dodger	Public Domain 674 (TEN)
3	4	POOR LENO	Rockystar	Wall Of Sound WALLY 023 (E)
4	5	YOU CAN'T CHANGE ME	Roger Sanchez & Friends	Defected DEFE 41 (UMV/TEN)
5	2	RESURRECTION	PPK	Perfecto PERF 327 (UMV/TEN)
6	10	LIGHT A BAMBINO	Takan	Incentive CENT 317X (UMV/TEN)
7	7	WHO WE BE	DMX	Def Jam 5986512 (U)
8	5	THUNDERBALLAZZ BONES	Moving Fusion	Ram RAM 55 (SMD)
9	8	THEY DON'T KNOW	So Solid Crew	Relentless RELENT 287 (UMV/TEN)
10	10	BRING IT BACK	HardBeat Pts Andy Fairley	Nucleus: NUKFA020 (ADD)
11	7	DIRTY	Dirty	United BRG 025 (ADD)
12	4	THE COMPASS	Dave Clarke	Skin! SKINT 73X (UMV/P)
13	13	FEEL GOOD/HEAVEN AND EARTH	Agent Black	Invory IVOR910 (SMD)
14	14	JUST IN CASE	Jahiem	Warner Bros W 5647 (TEN)
15	15	MURDER ON THE DANCEFLOOR	Sophia Ellis-Bextor	Polydor 4975942 (U)
16	16	RUFFUFF 'N' READY	J-Louis & Jade Lunz feat. Banton	Unit Five (P)
17	18	SERIOUS	Moswell D	4 Liberty/Relentless LIBT2 046 (U)
18	3	WHERE'S YOUR HEAD AT	Recessions-Jazz	XL Recordings XL1 140 (U)
19	8	UGLY	Subba Spanox	Interscope/Polydor 4975942 (U)
20	10	WHO DO YOU LOVE NOW (STRINGER)	Riva feat. Damini Minogue	HR 092 (EUK)

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DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	ART OF INTELLIGENCE: BIONIX	De La Soul	Tommy Boy - (RED)382 (P)
2	1	GENESIS	Busta Rhymes	J-4081200092 (BMG)
3	2	SMOKE RAINBOWS	Various	Columbia 504171/504171 (TEN)
4	3	RAY BROWN WANK 'N' WIG US US US FAMOUS	Guido & Neutrons	East West DDX0827 (U)
5	1	THEY DON'T KNOW	So Solid Crew	Relentless/Independent SGM 7375942 (U)
6	5	ELECTRICITY	Avantones	XL Recordings - (XLS)13700 (U)
7	6	LYVIN' IT UP	Various	INCREDIBLE/Inspired - (INSP)CD15 (UMV)
8	7	WESTWOOD 2	Various	Def Jam - (U)
9	8	A FUNK ODYSSEY	Various	S2 5040991/5040992 (TEN)
10	11	GRIZ	Jamiroquai	Maverick/Warner Bros - (536)24002 (TEN)

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MUSIC VIDEO

This	Last	Title	Label Cat. No.
1	1	WESTLIFE: Where Dreams Come True	RC4 742761533
2	2	ROBBIE WILLIAMS: Live At The Albert	Chrysalis 497063
3	3	STEPS: Gold - The Greatest Hits	Jive 822715
4	4	3 CLUB 7: 3 Club Party - Live	Polydor 9850572
5	5	CLIFF BRIDGES: Sir Richard	Video Collection VCD2675
6	6	DANIEL O'DONNELL: Live In The Dingle	Reprise ROV0301
7	7	UE: Elevator 2001 - Live In Boston	Universal/Uni-Island 505433
8	8	HEAT SEZ: Heat Set Live	Universal 5063693
9	9	MADONNA: Drowned World Tour 2001	Warner Music Video 752828653
10	9	KYLIE MINOUE: Live In Sydney	Warner Music Video 02746533

This	Last	Title	Label Cat. No.
11	10	RUSSELL WATSON: The Voice - Live	Dynacore 497063
12	14	BRIITNEY SPEARS: Britney	Jive 822715
13	11	ATOMIC KITTEN: So Far So Good	Jive 822715
14	13	SHANIA TWAIN: Live In Las Vegas	Polydor 9850572
15	15	BRUCE SPRINGSTEEN: Live In NYC	Video Collection VCD2675
16	12	FIVE: Greatest Hits	Reprise ROV0301
17	16	TRAVIS: Live	Universal/Uni-Island 505433
18	17	VARIOUS: New 2001 - The DVD	Universal 5063693
19	18	JANE MCDONALD: Live In Las Vegas	Warner Music Video 02746533
20	18	CRIG DAVID: Dr The Head - Live At Wembley	Warner Music Video 02746533

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15 DECEMBER 2001

COOL CUTS CHART

as featured on Top Gear's Saturday night show on Kiss 100 and Easy Mix TV Network

1	4	BILLIE JEAN Bushwicka	white label
2	3	SLEEP TALK ATFC	Defected
3	5	EVER SO LOVELY Jaki & Wilson	Defected
4	5	POINT OF VIEW DJ Boulevard	Mercurius
5	1	I DON'T WANNA LOSE MY WAY Dreamcatcher	Mercurius
6	NEW	JUDGEMENT & MICHIGANS Steve Moke & Arian	Mercurius
7	NEW	GHETTO Rhythm Masters	Neo
8	NEW	THE BRAZILIAN Dirty Vegas	Credence
9	10	NEVER FUCK ROMANTHONY'S NIGHTVISION	VC
10	NEW	WHEN LOVE BREAKS DOWN TEASER	Eternal
11	NEW	MURDER-POU KNOW IT'S HARD CUSTY Method Outcast	VC
12	NEW	FANTASIZE Rehab Mellelone feat. Cecille	Classic
13	15	HYPNOTIZING Kid Ceme	white label
14	19	MAKE LOVE FEEL LIKE OLIVER CHEASTMAN	Noisetrax
15	10	LO LIFE Fat Lips	Kilowatt
16	NEW	ANSWER breaks track from Jay Gray and Nick Muir	VC
17	NEW	MORPHEUS Koca & Bonas	YCR
18	NEW	WHEN YOU TOUCH ME PRO-GRAMMED	Lowered
19	NEW	MULE SOUND Macefate	white label
20	NEW	DAYS TO COME THAT NIGHT Jazzanova	JCR

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URBAN TOP 20

1	8	3	YOU GETS NO LOVE Faith Evans	Puff Daddy/Arista
2	1	4	SON OF A S@B (I HATE THAT THIS IS ABOUT YOU) Top Notch/Jay-Z	Intige
3	NEW	FORMAL INVITE Jay Z	Atlantic	
4	5	ALWAYS ON TIME Ja Rule (feat. Ashanti Douglas)	Def Jam	
5	4	DI DIDDY/ON TOP P Diddy	Bad Boy	
6	2	UGLY Bobba Sparax	Beat Club/Interscope/Polydor	
7	NEW	GIRLS, GIRLS, GIRLS Jay-Z	Roc-A-Fella/Interscope/Polydor	
8	NEW	DIFFERENCES Gismelle	Epic	
9	7	LATELY Samantha Mumba	Wild Card/Polydor	
10	NEW	AM TO PM Christina Milian	Def Soul/Def Jam UK	
11	5	AFTER THE LOVE HAS GONE/LET IT BUMP DAMAGE	Capitol	
12	NEW	I'M HOT Eric Sarmiento feat. Marvin Gaye	JMCA	
13	NEW	CARAMEL City High	Interscope/Polydor	
14	9	5 ANKLES, BRIGHT NIGHTS (FUNKY) Jaha Supina	Def Jam/Interscope/Polydor	
15	6	2 EXPERIENCE (LIP SAMPLER) Jill Scott	Epic	
16	3	12 LIVING UP TO IT Jay Rule	Cause	
17	4	ONE GOT GAME Tame 4	Blackout	
18	1	1 EGG LOU Late Dog	Elicita	
19	2	12 LOWERDOWN Cypress Hill	Columbia	
20	19	11 HIT ME UP STYLE (DOPPI) Bliz Cantrell	Arista	

CLUB CHART TOP 40

1	2	1	IT'S LOVE (TRIPPIN') Goldtrix presents Andrea Brown	Evolve/Serious/AM/PM
2	3	3	RUNNIN' Mark Pischetti presents Bassy feat. Dana Black & Blue/Neo	Perfecto
3	4	2	EVERYBODY'S A ROCKSTAR Tali Paul	Decade/Duty Free
4	5	4	SEXUAL REVOLUTION Macy Gray	Wild Card/Polydor
5	6	3	LATELY Samantha Mumba	Mercurius
6	7	NEW	BELFAST TRANCE John '00' Fleming vs Simple Minds	Mercurius
7	8	1	TARANTULA Fatlissers	Cheeky/Arista
8	9	3	BE FREE Live Elements	Stictly/Arista
9	10	2	CHEERY LIPS Gabube	Mushroom
10	5	3	OFFICIAL CHEMICAL Dub Pistols	Polydor
11	2	5	CATCH Kushen	Moksha/Arista
12	6	3	IMAGINATION Plasma	Wanderboy
13	7	3	IT AIN'T ENOUGH DREAM TEAM VS. ARTFUL DODGER	Public Demand/Interscope
14	8	5	IT'S GONNA BE... (A LOVELY DAY) Brannacco & Asher	Bedroom/Credence
15	23	2	THE HOUSE OF GOD D.H.S.	Club Tubs/Edel
16	12	4	HE UP Ayu Hamasaki	Axe Japan
17	NEW	FOR A LIFETIME Ascension	Xtravaganza	
18	21	3	DRIFTING AWAY Lange feat. Skye	VC Recordings
19	6	4	MURDER ON THE DANCEFLOOR Sophie Ellis Bextor	Polydor
20	NEW	WHEN LOVE BREAKS DOWN TEASER	Eternal	
21	11	3	THE MUSIC'S NO GOOD WITHOUT YOU Cher	WEA
22	NEW	ALL YOU WANT Dido	Cheeky/Arista	
23	NEW	ERECTION Corina feat. BK & Madam Friction	Wikituz	
24	NEW	SAVE OUR SOUL Bob Sinclair	Defected	
25	NEW	I WON'T LET YOU DOWN Live In Progress feat. Emmie Decade	Decade	
26	NEW	HERO Enrique Iglesias	Interscope/Polydor	
27	10	6	SOMEONE LIKE YOU New Order	London
28	4	5	BELEIVERS Baz	One Little Indian
29	12	5	WOMAN FEAT PUPPASH NAST & DENISE	Tommy Boy
30	14	6	ADDICTED TO BASS Purotone	Gusto
31	7	9	YOU CAN'T CHANGE ME Roger Sanchez feat. Amanda Van Helden & N'Joy Zeynep	Defected
32	8	6	WALKIN' IN THE NAME Terry Maxx	Club Tubs/Edel
33	17	6	WALKIN' UP IN VAN DASH	Nile/Nile/Arista
34	3	3	THRILL ME Junior JAG	PIAS
35	22	4	SON OF A GUN (I BETCHA THINK THIS SONG IS ABOUT YOU) Janet Jackson	MWA
36	39	3	IT'S YOURS Jon Cutler	MWA
37	NEW	GIVE IT UP Eminence Feat. Kathy Brown	Defected	
38	16	7	LOVE AND AFFECTION Mr. Pink presents The Program	Manifesto
39	20	5	TOO MANY MC'S/LET ME CLEAR MY THROAT Public Domain	Xtra Hard

CLUB CHART BREAKERS

1	PAID MY DUES Anastacia	Epic
2	STRINGS OF LIFE Plank 15	Rip
3	EL BIMBO LATINO Love Selective	Tommy Boy Silver Label
4	AM TO PM Christina Milian	Def Soul/Def Jam UK
5	GET THE PARTY STARTED Pink	LaFace/Arista
6	WE 'N HERE DJ Paj & The Masters Of Ceremonies	Relentless/Ministry Of Sound
7	THE GHETTO RHYTHM MASTERS feat. Jon Watson	Black & Blue/Neo
8	ALWAYS ON TIME Ja Rule (feat. Ashanti Douglas)	Def Jam
9	IT DID NOTO! Sublime Sound System	Defected
10	WORDS ARE NOT ENOUGH! KNOW HIM SO WELL Steps	Cap/Jive

Breakers on the 10 records across the Top 40 which have registered the most improved DJ reactions. The Club Chart Top 40 (including new entries, remixes, Pop and Club charts) can be obtained from www.dancemusic.com. To receive the Club Charts in full by fax contact Emma Peters-Joseph on tel: (020) 7579 4170

CHART COMMENTARY

by ALAN JONES

Combining new London production team Goldtrix's deep house monster 'Trippin'' and American dance Andrea Brown's recording of Jill Scott's 'It's Love', this week's new number one on the Club Chart is one of the most eagerly-awaited releases of the year, and its ascension to the throne was almost inevitable. It really did not happen, however, as Basement's 'Runnin'' finished just 2% behind. It also scored substantially more points across the Club/Pop charts combined and was even charted by a good 9% more upfront DJs than its rival. It at least has the compensation of being more widely heard - a definite plus point when it comes to its commercial release. Earlier this year, *Runnin'* had registered a massive club hit with *The Big Life*, which combined vocals from Queen's Bohemian Rhapsody and instrumental samples from Simple Minds' 'Theme For Great Cities'. The hottest new entry to the chart this week features another Simple Minds sample - and this time it's a cover. Belfast's Trance vs Bournebottom DJ John '00' Fleming's take on the group's Belfast choir, complete with Jim Kerr's original vocals. It smashes into the chart at number seven, becoming the highest new entry for a month, and will clearly be fighting it out near the top of the chart next week, possibly against another record that samples a Virgin recording artist - namely Belinda Carlisle, whose *Live Your Life* (see *Free*) is used for *Live Element's* *Be Free*, which springs 35% this week... On the Pop Chart, *Steps* move emphatically to number one with their latest twin-sized smash, pairing the new song *Words Are Not Enough* with their cover of the Elaine Paige/Barbara Dickson chart-topper *I Know Him So Well*. Both songs have been given big pop/dance remixes and provide one of the strongest number ones of the year... Already charting from a few promo CDs, *Faith Evans' You Gets No Love* catapults 18.1 on the Urban Chart, enjoying a very easy victory over former chart champ Janet Jackson's *Son Of A Gun*. A jump like that would normally indicate a record that was going to spend several weeks on top, but it is the busiest week for some time, with four new entries to the Top 10 by artists such as Jay-Z & RAY J so Evans' crown is with no real ease.

POP TOP 20

1	12	2	WORDS ARE NOT ENOUGH! KNOW HIM SO WELL Steps	Cap/Jive
2	7	3	LATELY Samantha Mumba	Wild Card/Polydor
3	2	3	EVERYBODY'S A ROCKSTAR Tali Paul	Decade/Duty Free
4	5	4	THE MUSIC'S NO GOOD WITHOUT YOU Cher	WEA
5	NEW	IT'S LOVE (TRIPPIN') Goldtrix presents Andrea Brown	Serious/AM/PM	
6	1	5	CALLING (I'M NOW DE L'AMOUR) Geri Halliwell/Lillie Puti	EMI
7	20	2	AMORRE MEGALOMANICO Ricky Martin	Columbia
8	2	6	WALKIN' IN THE NAME Terry Maxx	Club Tubs/Edel
9	13	4	MURDER ON THE DANCEFLOOR Sophie Ellis Bextor	Lafayette
10	12	3	GET THE PARTY STARTED Pink	LaFace/Arista
11	4	3	TARANTULA Fatlissers	Cheeky/Arista
12	5	3	IT AIN'T ENOUGH DREAM TEAM VS ARTFUL DODGER	Public Demand/Interscope
13	6	4	CATCH Kushen	Moksha/Arista
14	8	5	WALKIN' UP IN VAN DASH	Nile/Nile/Arista
15	NEW	NEVER KNEW LOVE Stella Browne	Perfecto	
16	9	2	CHEERY LIPS Gabube	Mushroom
17	NEW	WHEN LOVE BREAKS DOWN TEASER	Eternal	
18	NEW	MUSIC TO MY HEART Natalie Brown	Armstrong	

Midem 2002

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20-24 Jan 2002, Cannes, France

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CHART COMMENTARY

by ALAN JONES

Helped considerably by the 33 plays which put it in a three way tie atop Radio One's most played week, Rapture by 110 registers a third straight week at number one on the airplay chart achieving its highest audience to date (80.23m), while having its lead trimmed to a lowest yet 1.02m, thanks to the continuing advance of Danzig. Bedford's *Get This* Too. Not all radio stations were willing to believe the hype about Bedfordling until he topped the sales chart last week but his retail victory brought many new converts last week, with the result that *Get This* Too. This vaults 7-2, and is champion-elect and already the most-played record, with 2,181 spins last week, including 95 from Atlantic 252 and 60 from Capital FM - enough for it to be the most-played disc on both stations. It is also one of the records sharing top spot at Radio

AIRPLAY FACTSHEET

● After improving its position for seven weeks in a row, Alicia Keys' debut hit *Fallin'* holds its eighth week as difficult to judge where it will go next as its audience is down even though it increased 170 plays last week to reach a new high of 9,521.

● With more than three Top 20 than any of their three previous singles but fewer from Radio One, the Stereophonics' *Handbags &*

Gladrags improves 24-19 on the airplay chart, becoming the fourth Top 20 record from one album - something they have never achieved before.

● Ian Van Dahl's set for her second major hit in a row, with *Will It Be* already a club hit, it has jumped 39-36-14 in the last two weeks, while climbing from three to 27 plays at Radio One in the same timeframe.

AT A GLANCE WEEKLY MARKET SHARES



Figures from the UK Music Chart, by UK Music, based on data from the Top 100 UK corporate group charts by UK Music, as of the 15/12/01.

One with 110, the third member of the triumvirate being Starsailor's Lullaby. Robbe Williams and Nicole Kidman's *Somethin'* Stupid catapults 10-4 with Radio One (13 plays last week) and Virgin 1215 (nine plays) both apparently biting the bullet and accepting that although it isn't the kind of song or performance they normally air, Williams is a core artist for both. Radio Two continues to be the record's most powerful ally however, and aired it 26 times last week, providing a very substantial 37.6% of its audience as a result.

● Kylie Minogue's nine week chart topper *Can't Get You Out Of My Head* slips 3-1 this week, but her top five berth is simply handed to sister Daniell, whose Who Do You Love Now (Stringer) collaboration with Riva continues to expand all a rapid rate. It jumps 9-5 this week, and the 1,889 plays it registers

represents the highest weekly tally ever for a single by the younger of the Minogue sisters.

Talking of siblings, Janet and Michael Jackson go head-to-head at retail for the first time in their careers this week. Neither one has enjoyed their normal level of support from radio ahead of their releases, although Janet's *Son Of A Gun* (I Betcha Think This Song Is About You) leapfrogs Michael's *Cry This* week, jumping 65-49 as Cry hits 55-54.

With her latest single *Calling* sliding 7-18 at retail, Gail Hatfield looks like missing the Top 20 of the airplay chart for the first time in her solo career. The song moves 33-30 this week, that impetus being provided by chart show airings of the song, without which it is actually in decline. Its rapid sales slide will discontinue further

expansion of its airplay, however. DJ QTZ's *Do Wah Diddy* remains a no-show on the Top 200 airplay chart, as does the *Twentees* I Believe in Christmas, despite its number nine debut on the sales list - but the highest ranking sales hit to fall short of the Top 200 this week is veteran Cliff Richard's melding of *What A Wonderful World* and *Over The Rainbow*, which didn't even get a hand from his traditional sponsors at Radio Two.

Although significant airplay never materialised for DJ Ozzi, it may yet bolster the *Twentees*/Cliff Richard singles; actress Kate Winslet was similarly ignored until her *What If* proved itself at retail, and is now experiencing a rapid increase in support, hence its arrival as the highest new entry in the Top 50 of the airplay chart this week, as it climbs 77-35.

MTV

Rank	Title/Artist	Label
1	4 THIS ACES	Arista
2	11 IN MY STYLE (Gipsy) Danzig	Arista
3	2 FALLIN' Alicia Keys	J
4	1 WHOSE'S YOUR HEAD AT? Basement Jaxx	XL
5	8 BOWENIE LIKE YOU The Dixie Trash	Capitol
6	5 YOU CAME BACK LIVE Incoherent	
7	6 SOMETHIN' STUPID Williams & Kidman	Chrysalis
8	5 WHAT'S GOING ON Anissa Auguste	Colombia
9	19 GOTTA GET THIS THRU This Dead Bedfordling	Reprise
10	9 IN TOO DEEP Sun J	Mercury
11	7 YOU CANT DANCE RE Backus & Wilson	Decca

Most played videos on MTV UK/Media Research Ltd w/e 9/12/2001. Source: MTV UK

THE BOX

Rank	Title/Artist	Label
1	5 GOTTA GET THIS THRU This Dead Bedfordling	Reprise
2	3 COUNTRY ROADS Herbie Hancock	EMI
3	2 IN THE END Linkin Park	Warner Bros
4	4 CRYING AT THE DISCOTHEQUE Alcazar	Arista
5	1 SOMETHIN' STUPID Williams & Kidman	Chrysalis
6	7 MURDER ON THE DANCOFFER Sophie Ellis-Bextor	V2
7	17 QUEEN OF MY HEART Vanessa	HCA
8	8 IF YOU CAME BACK LIVE Incoherent	
9	9 HAVE YOU EVER 5 Dubs	Polygram
10	10 WONDERFUL LIFE U1	Melting Pot

Most played videos on The Box, w/e 9/12/2001. Source: The Box

VH1

Rank	Title/Artist	Label
1	11 THIS TRAIN DON'T STOP Dan John Backus	Mercury
2	7 WHAT IF KIM WATSON	EMI
3	1 SOMETHIN' STUPID Williams & Kidman	Chrysalis
4	3 WALK ON 12	Universal/Island
5	15 LULLABY Swallowtail	EMI
6	8 HANDBAGS AND GLADRAGS Stereophonics	V2
7	6 EMOTION Davies, Child	Colombia
8	7 I'M TALKING Jennifer Lopez	Epic
9	9 CRY MICHAEL JACKSON	Mercury
10	10 GOO GAE ME EVERYTHING Mick Jagger	Virgin

Most played videos on VH1 w/e 9/12/01. Source: VH1

STUDENT CHART

Rank	Title/Artist	Label
1	1 WHOSE'S YOUR HEAD AT? Basement Jaxx	XL
2	4 LAST NIGHT The Strakes	Rough Trade
3	3 BOWENIE LIKE YOU The Dixie Trash	Capitol
4	6 A MAN NEEDS TO TALK Charlene	Unearthed
5	10 FEELING GUNPHRAKE MUSIC Muse	Mushroom
6	2 GOT YOU/ONYX/MR. TAYLOR	Virgin
7	5 JUST A DAY Dream	Echo
8	11 IN TOO DEEP Sun J	Island/Universal
9	8 CATCH KOSHAN	Makasha/Arista
10	10 IN THE WAITING LINE Zero 7	Ultimate/Dineen

UK student chart for w/e 14/12/01. Compiled by Student Broadcast Network, based on UK students radio charts.

CD UK

World of...
Mister: Im Real Jennifer Lopez; Caught in the Middle: AJR Winder; On... Sophie Ellis-Bextor; Dale: I Liberty; Went... Steps; All You Want Does: Getta Get This; This Dead Bedfordling; Video: This Train Don't Stop Here: Anissa Auguste; John: First line up: 9/12/2001.

RADIO ONE PLAYLISTS

A-LIST Family Affair: My Bigger; One Night Stand: 44; Lullaby: Herbie Hancock; 10; Ballerinas Like You: The Danzy's; Minogue: Im Real (remix feat. Ju Re); The Jennifer Lopez; Fallin' Alicia Keys; Getta Get This: This Dead Bedfordling; RE: Yes To Style (Open) (DJ Curious); Get Your Phobias: Monch; Where's Your Head Here? Basement Jaxx; Resurrection: PPK; Who Do You Love Now (Stringer): Riva set; Danni Minogue; In Too Deep: Sun J; Lullaby: Stratos; Will I See You: Danzig; All You Want Does: Catch Koshan; Bad Intentions: Dr Die feat. Koo-Turn; Somethin' Stupid: Robbe Williams & Nicole Kidman.

B-LIST If You Came Back Live: Ugly Dubbe; Sparks; Who We Be: OMB; It Ain't Enough: Dream Team vs Artful Dodger; Del: I Liberty; Sun: On A Gun: Janet Jackson; Moby: Electric; Temptation Faithless; Lately: Samantha Mumba; We're Not Gonna Stop: Tonight: Emma Bunton; Just A Day: Sun J; Gipsy: Danzig.

MTV UK

Playlist Additions: Will I See You: Star Sky; My Sweet Lord: Catch Koshan; Points of Authority: Linkin Park; Because I Got High: Anissa; Overheated: Britney Spears; This Train Don't Stop Here: Anissa; Dan John; Cheryl; Lucy Garbage; Diddy P; Diddy & Boyz; Family; Get The Party Started: PPK; It's Not The End Of The World: Super Furry Animals; Wasn't Gonna Stop: Lullaby; What's Your Single Of The Week: Somethin' Stupid; Robbe Williams & Nicole Kidman.

THE PEPSI CHART

Performances: Catch Koshan; Lately: Samantha Mumba; Temptation Faithless; Getta Get This: This Dead Bedfordling; Video: Overheated: Britney Spears; Package: AJ. First line up: 10/12/2001.

RADIO TWO PLAYLISTS

A-LIST How Wonderful You Are: Gordon Haskell; Somethin' Stupid: Robbe Williams & Nicole Kidman; Handbags and Gladrags: Stereophonics; Murder On the Dancoffer: Sophie Ellis-Bextor; Say Hello, Wave Goodbye: David Gray; "Swing When We're Winning" (album): Robbie Williams; "There's A Star In Me": The Darkness.

B-LIST We're Not Gonna Stop: Tonight: Emma Bunton; Who We Ever See 5: Dubs; Anyday: Now: Paul Carrack; Lately: Samantha Mumba; Where Are You Not Going? I Know How So Well: Steps; What If: Kaitlin; Oh On The Roof: David Gray; "Small World Big Big": David Gray; It's My Right: The Roots; Backstreet: Friends; This is My Girl: The Only One: The Sex Doctors.

CAPITAL RADIO

Additions: It's Your Love; (The Tingles) Golden; Andrea Brown; Be Free: Live: Gomez; AM: The End Of The World: Super Furry Animals; Wasn't Gonna Stop: Lullaby; What's Your Single Of The Week: Somethin' Stupid; Robbe Williams & Nicole Kidman.

THE BASE

Performances: Apps Of My Eye; Ed: Horowitz; Videos: How You Reminded Me: Nicky Katt; Get The Party Started: PPK; Lullaby: Stratos; All You Want Does: Getta Get This; Robbe Williams & Nicole Kidman; Just A Day: Dream. Interview: Feeder. First line up: 6/12/2001.

VIRGIN RADIO

Additions: There's A Star In Me; Sacrifice: Feeder; Apps Of My Eye: Ed Horowitz; My Sweet Lord: Gary Harrison; Say Something: Herbie Hancock; Everlasting: Michelle Branch; Somethin' Stupid: Robbe Williams & Nicole Kidman; Pacific Coast Party: Smash Mouth.

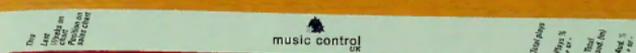
14 SUNDRY

Performances: Show Me Your Colors: Sun J; Smash Hits: PPK. Interview: Feeder. First line up: 9/12/2001.

GALAXY

Additions: Star: Gutter; The Chemical Brothers; It's Your Love: John Cutler; Get The Party Started: PPK; Supernice: Bliffnot; Dale: Willy; Don't Wanna Lose: My Way; Dreamcatcher: Chris Wilby.

15 DECEMBER 2001



music control

1 13 25 RAPTURE **110 Made/Data/Ministry Of Sound** 2071 n/c 80.23 +2

Pos	Title	Artist	Label	Wk	Wk	Wk	Wk	Wk	Wk
2	GOTTA GET THRU THIS	Daniel Bedingfield	Relentless/DVD	2181	+27	79.23	+23		
3	MURDER ON THE DANCEFLOOR	Sophie Ellis-Bextor	Chrysalis	2050	+16	77.85	+20		
4	SOMETHIN' STUPID	Robbie Williams & Nicole Kidman	Polydor	1881	+29	76.59	+33		
5	WHO DO YOU LOVE NOW (STRINGER)	Riva feat. Danni Minogue	Mer	1889	+17	72.07	+24		
6	FAMILY AFFAIR	Mary J Blige	MCA/Uni-Island	2083	-1	71.68	-7		
7	CAN'T GET YOU OUT OF MY HEAD	Kylie Minogue	Parlophone	1834	-32	61.80	-22		
8	FALLIN'	Alicia Keys	V2	1921	+10	58.65	+10		
9	BOHEMIAN LIKE YOU	The Dandy Warhols	Innocent	2021	+2	57.50	+4		
10	HAVE YOU EVER	S Club 7	Polydor	1778	n/c	50.26	-41		
11	EMOTION	Destiny's Child	Columbia	1639	-3	49.04	-4		
12	ONE NIGHT STAND	Mis-Teeq	Inferno/Telstar	1224	-16	46.43	-9		

HIGHEST TOP 50 CLIMBER

14	2	WILL I	Ian Van Dahl (NuLife/Arista)	1242	+95	48.85	+85
15	4	RESURRECTION	PPK	Perfecto	905	+45	45.86
16	29	FM REAL	Jennifer Lopez	Epic	1360	-7	42.21
17	34	WHAT WOULD YOU DO	Cy Hi	Interscope/Polydor	1346	-19	42.13
18	39	STARLIGHT	Supermen Lovers	Independiente	1066	-1	41.72
19	3	HANDS AND GLADRAGS	Stereophonics	V2	699	+52	41.25
20	7	CRYING AT THE DISCOTECUE	Alcazar	Arista	1661	+37	40.62
21	38	HIT 'EM UP STYLE (OOPS)	Bliz Control	Arista	1235	-18	40.31
22	3	ALL YOU WANT	Dido	Cheeky/Arista	529	+43	38.00
23	42	WALK ON	U2	Island/Uni-Island	1161	-37	36.78

BIGGEST INCREASE IN PLAYS

24	4	LULLABY	Sarsarlor	Chrysalis	649	+137	35.41
25	19	DON'T NEED THE SUN TO SHINE (I MAKE ME SMILE)	Gabrielle	Go Beat/Polydor	1436	-6	34.79
26	19	WHERE'S YOUR HEAD AT?	Basement Jaxx	XL Recordings	431	+5	34.77
27	3	CATCH	Koshen	Moksha/Arista	807	+26	33.38
28	5	EVERYBODY	Hea'Say	Polydor	1191	+10	32.43
29	2	WE'RE NOT GONNA SLEEP TONIGHT	Emma Bunton	Virgin	1020	+78	31.76
30	3	CALLING	Ger Halliwell	EMI	962	+11	30.57
31	4	IN TOO DEEP	Sun 41	Def Jam/Mercury	412	+11	30.34
32	3	LATELY	Samantha Mumba	Polydor	980	+33	28.98
33	3	WISH I KNEW HOW IT WOULD FEEL TO BE FREE	Lighthouse Family	Wild Card/Polydor	1019	-7	28.96
34	4	PAID MY DUES	Anastacia	Epic	1091	+4	28.49
35	1	WHAT IF	Kid Winslet	EMI Liberty	494	+89	26.09
36	2	DOIN' IT	Roby	V2	719	+23	23.33
37	4	YOU CAN'T CHANGE ME	Roger Sanchez feat. A Van Halen & A Davenport	Defected	917	+22	23.29
38	4	HOW WONDERFUL YOU ARE	Gordon Haskell	Flying Saucers	19	-11	22.69

BIGGEST INCREASE IN AUDIENCE

39	2	I SAY HELLO, WAVE GOODBYE	David Gray	IHT/East West	422	+84	22.08
40	3	GIRL ON THE ROOF	David Mead	RCA Victor	149	+49	21.30
41	1	LET ME BLOW YA MIND	Eve feat. Gwen Stefani	Interscope/Polydor	576	-23	21.76
42	4	YOU GIVE ME SOMETHING	Jamiroquai	S2	1265	-3	21.67
43	7	LAST NITE	The Strokes	Rough Trade	129	-52	21.28
44	5	GOT YOU	Pharosha Monch	Priority/Arista	154	-12	21.00
45	14	FLOW ME	Uncle Kracker	Lava/Atlantic	812	-7	20.13
46	4	DOLLY	Subba Spanxxx	Interscope/Polydor	266	-21	19.30
47	4	WOULD YOU BE HAPPIER	The Corrs	East West	572	-61	18.99
48	20	TURN OFF THE LIGHT	Nelly Furtado	DreamWorks/Polydor	557	-7	18.56
49	6	SUR ON (I REMIX) BEYONCE THIS SING IS ABOUT...	Janet Jackson	Virgin	504	+19	17.78
50	12	WHEN YOU'RE LOOKING LIKE THAT	Westlife	RCA	925	+15	17.58

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 ***** BBC Radio 50

RADIO ONE **BBC RADIO 1**

Pos	Title	Artist	Label	Wk	Wk	Wk	Wk	Wk	Wk
1	1	RAPTURE	110 Made/Data/Ministry Of Sound	2071	n/c	80.23	+2		
2	2	GOTTA GET THRU THIS	Daniel Bedingfield	2181	+27	79.23	+23		
3	11	LULLABY	Sarsarlor	649	+137	35.41	+85		
4	1	WHERE'S YOUR HEAD AT?	Basement Jaxx	431	+5	34.77	+5		
5	10	IN TOO DEEP	Sun 41	412	+11	30.34	+11		
6	3	RESURRECTION	PPK	Perfecto	905	+45	45.86		
7	23	FAMILY AFFAIR	Mary J Blige	MCA/Uni-Island	2083	-1	71.68		
8	7	WILL I	Ian Van Dahl (NuLife/Arista)	1242	+95	48.85	+85		
9	1	GOT YOU	Pharosha Monch	Priority/Arista	154	-12	21.00		
10	5	BOHEMIAN LIKE YOU	The Dandy Warhols	Innocent	2021	+2	57.50		
11	20	CATCH	Koshen	Moksha/Arista	807	+26	33.38		
12	3	FALLIN'	Alicia Keys	V2	1921	+10	58.65		
13	28	ALL YOU WANT	Dido	Cheeky/Arista	529	+43	38.00		
14	1	ONE NIGHT STAND	Mis-Teeq	Inferno/Telstar	1224	-16	46.43		
15	1	CAN'T GET YOU...	Kylie Minogue	Parlophone	1834	-32	61.80		
16	1	BOHEMIAN LIKE YOU	The Dandy Warhols	Innocent	2021	+2	57.50		
17	20	CATCH	Koshen	Moksha/Arista	807	+26	33.38		
18	3	FALLIN'	Alicia Keys	V2	1921	+10	58.65		
19	28	ALL YOU WANT	Dido	Cheeky/Arista	529	+43	38.00		
20	1	ONE NIGHT STAND	Mis-Teeq	Inferno/Telstar	1224	-16	46.43		
21	1	CAN'T GET YOU...	Kylie Minogue	Parlophone	1834	-32	61.80		
22	1	BOHEMIAN LIKE YOU	The Dandy Warhols	Innocent	2021	+2	57.50		
23	20	CATCH	Koshen	Moksha/Arista	807	+26	33.38		
24	3	FALLIN'	Alicia Keys	V2	1921	+10	58.65		
25	28	ALL YOU WANT	Dido	Cheeky/Arista	529	+43	38.00		
26	1	ONE NIGHT STAND	Mis-Teeq	Inferno/Telstar	1224	-16	46.43		
27	1	CAN'T GET YOU...	Kylie Minogue	Parlophone	1834	-32	61.80		
28	1	BOHEMIAN LIKE YOU	The Dandy Warhols	Innocent	2021	+2	57.50		
29	20	CATCH	Koshen	Moksha/Arista	807	+26	33.38		
30	3	FALLIN'	Alicia Keys	V2	1921	+10	58.65		
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32	1	ONE NIGHT STAND	Mis-Teeq	Inferno/Telstar	1224	-16	46.43		
33	1	CAN'T GET YOU...	Kylie Minogue	Parlophone	1834	-32	61.80		
34	1	BOHEMIAN LIKE YOU	The Dandy Warhols	Innocent	2021	+2	57.50		
35	20	CATCH	Koshen	Moksha/Arista	807	+26	33.38		
36	3	FALLIN'	Alicia Keys	V2	1921	+10	58.65		
37	28	ALL YOU WANT	Dido	Cheeky/Arista	529	+43	38.00		
38	1	ONE NIGHT STAND	Mis-Teeq	Inferno/Telstar	1224	-16	46.43		
39	1	CAN'T GET YOU...	Kylie Minogue	Parlophone	1834	-32	61.80		
40	1	BOHEMIAN LIKE YOU	The Dandy Warhols	Innocent	2021	+2	57.50		
41	20	CATCH	Koshen	Moksha/Arista	807	+26	33.38		
42	3	FALLIN'	Alicia Keys	V2	1921	+10	58.65		
43	28	ALL YOU WANT	Dido	Cheeky/Arista	529	+43	38.00		
44	1	ONE NIGHT STAND	Mis-Teeq	Inferno/Telstar	1224	-16	46.43		
45	1	CAN'T GET YOU...	Kylie Minogue	Parlophone	1834	-32	61.80		
46	1	BOHEMIAN LIKE YOU	The Dandy Warhols	Innocent	2021	+2	57.50		
47	20	CATCH	Koshen	Moksha/Arista	807	+26	33.38		
48	3	FALLIN'	Alicia Keys	V2	1921	+10	58.65		
49	28	ALL YOU WANT	Dido	Cheeky/Arista	529	+43	38.00		
50	1	ONE NIGHT STAND	Mis-Teeq	Inferno/Telstar	1224	-16	46.43		

© Music Control UK. This chart lists the total number of plays on Radio One from 00:00 on Sun 10 Dec 2001 to 00:00 on Sat 16 Dec 2001.

ILR

Pos	Title	Artist	Label	Wk	Wk	Wk	Wk	Wk	Wk
1	2	FAMILY AFFAIR	Mary J Blige (MCA/Uni-Island)	2083	-1	71.68	-7		
2	11	GOTTA GET THRU THIS	Daniel Bedingfield (Relentless/DVD)	2181	+27	79.23	+23		
3	1	RAPTURE	110 Made/Data/Ministry Of Sound	2071	n/c	80.23	+2		
4	1	MURDER ON THE DANCEFLOOR	Sophie Ellis-Bextor (Chrysalis)	2050	+16	77.85	+20		
5	1	WHO DO YOU LOVE NOW	Riva feat. Danni Minogue (Mer)	1889	+17	72.07	+24		
6	1	WHO DO YOU LOVE...	Riva feat. Danni Minogue (Mer)	1889	+17	72.07	+24		
7	1	BOHEMIAN LIKE YOU	The Dandy Warhols (Innocent)	2021	+2	57.50	+4		
8	1	SOMETHIN' STUPID	Robbie Williams & Nicole Kidman (Polydor)	1881	+29	76.59	+33		
9	1	WILL I	Ian Van Dahl (NuLife/Arista)	1242	+95	48.85	+85		
10	1	CAN'T GET YOU...	Kylie Minogue (Parlophone)	1834	-32	61.80	-22		
11	1	BOHEMIAN LIKE YOU	The Dandy Warhols (Innocent)	2021	+2	57.50	+4		
12	1	ONE NIGHT STAND	Mis-Teeq (Inferno/Telstar)	1224	-16	46.43	-9		
13	1	WALK ON	U2 (Island/Uni-Island)	1161	-37	36.78	-22		
14	1	CRYING AT THE DISCOTECUE	Alcazar (Arista)	1661	+37	40.62	+31		
15	1	EMOTION	Destiny's Child (Columbia)	1639	-3	49.04	-4		
16	1	DOIN' IT	Roby (V2)	719	+23	23.33	+21		
17	1	FM REAL	Jennifer Lopez (Epic)	1360	-7	42.21	-7		
18	1	WHAT WOULD YOU DO	Cy Hi (Interscope/Polydor)	1346	-19	42.13	-17		
19	1	YOU GIVE ME SOMETHING	Jamiroquai (S2)	1265	-3	21.67	-3		
20	1	HIT 'EM UP STYLE (OOPS)	Bliz Control (Arista)	1235	-18	40.31	-17		
21	1	EVERYBODY	Hea'Say (Polydor)	1191	+10	32.43	+10		
22	1	WALK ON	U2 (Island/Uni-Island)	1161	-37	36.78	-22		
23	1	ONE NIGHT STAND	Mis-Teeq (Inferno/Telstar)	1224	-16	46.43	-9		
24	1	PAID MY DUES							

Those suffering at the hands of the current job market can doubtless relate to those who are just looking for their first job. They might even tell them not to bother. But whereas more conventional sectors often have only one or two possible entry routes, the music industry's unique collision of corporate structures, small and large businesses and spontaneous, ad hoc creative environments makes for an unusually wide selection of avenues of approach.

From street teams to graduate recruitment programmes to good old work experience, there is no shortage of potential opportunities for first-time job-hunters to prove their willing — even if there is no such thing as a guaranteed fast track to success.

In many cases, the first step will be work experience. Over the years, thousands of keen-eyed volunteers have found that all you have to do is ask — even if some have subsequently found themselves spending their days doing their boss's shopping. In any case, every major label and most independents make grateful use of young, enthusiastic volunteers who are prepared to work for nothing.

EMI invites students over the age of 16 to apply for week-long placements, while other record companies operate schemes which provide graduates with the opportunity to widen their knowledge in the relevant business environment. It is worth considering the fact that, statistically speaking, the majority of work experience trainees are unlikely to earn a full-time contract from their placement, but the experience and evidence of ambition are certainly transferable.

The fact that many of the industry's leading figures eschewed further education in favour of immediate exposure to the industry demonstrates that formal qualifications are by no means a prerequisite. But the increasing availability of

HOW TO GET AHEAD IN THE MUSIC BIZ

To the outsider, the music industry may appear to be a closed shop, but as Claire Bond reports, there are many ways to climb that first, and vital, step on the ladder, from work experience upwards

First job: the dance label assistant

Name: **JON KENNARD**

Age: **23**

Current Position: **Label assistant, Tummy Touch**

Touch

With previous work experience including stints at Ninja Tune, Concertonic booking agency and Demon Music Group's Harmless label, Kennard gained his first permanent position earlier this year at the north London-based indie Tummy Touch, home to the 14kt Boys, Simba from Groove Armada and label founder Tim 'Love' Lee. Acting as label assistant, the role is fairly diverse with responsibilities in distribution, new media and manufacturing.

Kennard, who hopes eventually to develop his own label, chose to abandon a university career in music technology in favour of gaining hands-on experience. "I think the most important thing is having the motivation to get in there and just learn from other people," he says. "I've learnt more working within the industry than I ever have done from doing a degree. University is an invaluable qualification, but I think work experience and actually working within the industry is more important than anything."



Kennard: 'work experience is more important than anything'

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WANT TO WORK IN THE MUSIC INDUSTRY?

The BPI produces up-to-date information on how to enter the music industry. Please contact the Education & External Affairs department to receive your free Music It's The Business leaflet or visit our website www.bpi.co.uk.

The dates for next year's general overview courses are as follows:

- April 11th 2002
- May 23rd 2002
- September 26th 2002
- November 14th 2002

IN THE INDUSTRY AND WANT TO LEARN MORE?

The BPI offers a range of training from our one-day industry overviews to specialist seminars. Specialist seminars this year have included 'The Radio 1 Playlist Unravell'd' and 'Export North America'. To be put on the mailing list FREE OF CHARGE for future BPI educational events please e-mail kelly.coxall@bpi.co.uk. Current planned seminars include 'Trademarks and Brands' and 'AP1/AP2 agreements' with MCPS.

Please contact Kelly Coxall within the Education & External Affairs department for an application form and syllabus. The cost is £50+VAT for BPI members and £150+VAT for non-members. The overview is an intense one-day course explaining the structure of the recording industry, distribution partners, merchandising methods as well as covering promotion and marketing techniques.

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First job: the PR

Name: Letitia Thomas

Age: 29

Current Position: Press officer, Slice Integrated Agency

Following a short CSV media course and a period in commercial radio, Letitia joined Slice's music division in April of this year. Within the music PR division she is responsible for generating press for artists such as Misteq, Morcheeba and DMC and enjoys the diverse aspects of the company.

"I knew that working in an integrated agency would give me much more scope in terms of being able to transfer across departments to learn different aspects of the business and a more informed basis for the press work," says Thomas.

She harbours aspirations to work with Puff Daddy, Masters at Work, Dimitri From Paris and Bob Jones, and believes her chosen path is the one most likely to help her realise her ambitions.

"I do not regret not doing a degree because most of what you really need to know can't be taught. I think you have to be flexible and be prepared to start out in any position that gets your foot in the door, and it is essential to keep up to date with the industry by watching specialist music shows and reading trade magazines."



Thomas: 'most of what you really need to know can't be taught'

university places – both in general and on dedicated industry courses – coupled with the changing nature of the global music market, means that such qualifications are seldom a waste of time. Indeed, many record companies make specific provision for eager graduates.

BMG provides a programme for university students in their industrial placement year. With between 10 and 15 undergraduates chosen each year, the scheme offers a route into a number of areas across the business. "By structuring our scheme in this way, we ensure that we continually introduce new talent to the industry and give graduates the opportunity to enter the

music industry with some valuable and relevant experience, with the aim that they will return to BMG and continue their career with us," says BMG human resources advisor Rosie Belfield.

Next year also sees the launch of Warner Music Group's revamped graduate trainee scheme. The programme expects to place eight graduates on a nine-month structured scheme designed to ensure them a complete

grounding within the company. The scheme allows candidates to branch off into one of three areas: music – incorporating press, promotions, A&R and marketing – finance or business. Following two highly successful open days at Oxford and Cambridge universities, Warner says there is already great

interest in the scheme.

"We have had a huge response, and the deadline for applications is not until early next year," says John Athanasiou, Warner senior human resources manager. "We have broadened the search by attending the London Graduate Fair on December 5-6. Record companies are very rarely represented at these events and this is just one way for us to find the right people that will grow within our business." Although jobs are not guaranteed following the final presentation and interview process, plans to maintain a graduate database will ease methods of recruitment should junior departmental positions arise throughout the year.

'By structuring our graduate scheme in this way, we ensure that we continually introduce new talent to the industry' – Rosie Belfield, BMG



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First job: the pluggers



Martin: 'street teams are a great way to get into the industry'

Name: SOPHIA MARTIN

Age: 22

Current Position: Promotions manager, Soul 2 Soul

Promotions

Martin joined street promotions outfit Soul 2 Soul Streets six months ago after gaining invaluable experience working on the street team at Sony, where she assumed the position of assistant editor at Sony's in-house marketing publication *Soul Urban*. Having initially nursed ambitions to become a music journalist, Martin completed a BA in Media Studies majoring in radio broadcasting at the University of Westlister.

Now, assisting managing director Jamie Binns, she spends her time servicing promos to radio and club DJs, communicating with

DJs, compiling reports while liaising with A&R and marketing people at various record companies and working with her own team on the promotion of artists including Wookie, Lain and Soul 2 Soul.

"Street teams are a great way to get into the music industry if you are prepared to start out doing the worst jobs, like giving out flyers or putting up poster boards on the coldest of winter nights," says Martin. "It really does depend on how committed your own street team is to developing the members."

"Semtex acted as a mentor as well as a street team manager and he was always committed to members of the street team's progression. Several members of the street team now have jobs in the industry."

months, Semtex and the fledgling urban promotions department now have a nationwide team of 30 people, heading street promotions in the UK major cities.

Recruitment is largely by word of mouth, and candidates are often recommended by friends. "We don't need to advertise," says Semtex. "If a person is brought to me that can prove themselves to be reliable, motivated and passionate about the music I may well take them on," says Semtex. "It is often the persistent people that gain places. These people act as external representatives in each area, learning about the policies and decision-making that goes on in a label. They get to feel the pressure of deadlines and feel the benefits of their work with a paid wage at the end of it — this is why we choose enthusiastic, motivated people."

Even the Government is trying to help, under its New Deal employment scheme recent initiatives have aimed at embracing the need for guidance within the creative industries, with the help of funding from the European Social Fund. One service recently launched in Hackney provides up-to-date advice on gaining employment within industries such as film, TV and music.

Mike Manera, Hackney's newly-appointed creative industries outwards adviser, describes the service as an undeniable success, with his individual consultation diary booked up until Christmas. "It is important for people to work out a strategy and not look blindly for a job," says Manera. "People need to be guided by a useful progression and I try to provide advice tailored to each person," says Manera. Having previously worked in A&R, brand management and concert promotion, Manera has established a database of contacts which he uses to source advice and employment opportunities across the industry.

"A vast number of people are now very receptive to the scheme and have accepted the need to address the creative industries," he says. "Although many people come to me because they are seeking paid employment, we do encourage voluntary work in some instances. Occasionally we had the opportunity to subsidise employment at perhaps one of the smaller labels." A pilot careers fair is also being organised by the scheme. Taking place in north London between January 14-18 2002, the week-long event will bring creative industry employees, speakers and potential employer together. One day will be devoted to the music industry.

Further education has continued to develop its commitment to genre-related qualifications. Many music-based courses are available now that provide not only an insight into the industry, but constructive knowledge and advice.

Among the most well-known is the music business degree course at Buckinghamshire Chilterns University College. Set up by Chris Kemp in 1995, the course is recognised by Sony Music among others.

"The key is in gaining underpinning knowledge and transferable skills relevant to the industry," says Jojo Gould, a lecturer at Buckinghamshire Chilterns. "No-one ever sits you down and tells you about each individual part of the industry, which is why, although we offer generic business courses, we also look at specifics such as publishing, record company management and artist management."

The course tackles areas such as live production, marketing, popular music culture and entertainment industry management. With more than 80% of their BA graduates gaining employment across the industry, it demonstrates the fact that a classroom-based course can open doors to

Music Industry Management



BA (HONS) MUSIC INDUSTRY MANAGEMENT

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The Music Industry Management courses were developed in close consultation with a wide range of industry professionals.

Core business, marketing and management skills are supported by a strong emphasis upon developing the industry specific skills required for working with recording artists and artistic product.

"Although we will continue to advertise positions, this database will provide an efficient and effective method of sourcing some of the most talented and bright graduates available," says Athanasios.

Along with the 2002 launch of a new training and development scheme for employees, Warner remains committed to education within the group. "On the nine-month trainee scheme graduates get to learn about the business and gain a better overall picture," says Athanasios. "They develop their interpersonal and behavioural skills as well as technical skills."

Of course less structured avenues into the music industry exist, providing valuable experience in perhaps more diverse music genres. Street teams, for example, have gradually become a recognised marketing tool for record labels keen to generate credible, street-level interest in their acts. Focusing most often on urban genres, street teams are typically responsible for distributing flyers and initiating poster campaigns at appropriate events.

"Our aim was always to create awareness in the core audience at an early stage," says Def Jam's urban promotions manager, Semtex. While he currently promotes acts such as DMX, Jay-Z, Ja Rule, Ludacris and Warren Stacey, Semtex worked on such promotions for dozens of urban artists during his time with Sony. "We are provided with a really good opportunity to see artists develop from a really early stage. In the early days, when Destiny's Child were struggling to achieve airplay, I was involved in the street team promoting the single No, No. No. We watched an increase in activity build, not just with Destiny's Child but also other artists such as Fugees, Wyclef Jean and Maxwell," says Semtex. Having worked at Def Jam for six

'We don't need to advertise. If a person is brought to me that can prove themselves to be reliable, motivated and passionate about music, I may well take them on' — Semtex, Def Jam

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Buckinghamshire Chilterns UNIVERSITY COLLEGE

First job: the publishing assistant

Name: **ANDY DOWIE**

Age: **22**

Current Position: **UK tracking assistant, EMI Publishing**

After responding to an ad in *Music Week*, Dowie joined EMI a month ago having completed a music industry management degree course at Buckinghamshire Chilterns University College. As his first full-time position in the music industry, the role involves tracing income from UK radio and TV performance and querying payments with the MCPs/PRS. Dowie also provides administrative support for the royalty audit manager.

"On the whole, the degree did give me an adequate grounding for the industry and was fundamental in helping me to



Dowie: found a lack of knowledge within the academic advisory departments

the music industry.

Other courses also provide specialist performance units that incorporate practical experience as well as business training. The Academy Of Contemporary Music has recently added a BA (Honours) degree in contemporary popular music to its repertoire, allowing students to specialise in performance, production or music business across two years.

"We believe this is a good pilot, to provide a bridge between industry and education," says Jonathan Little, head of undergraduate studies. "Traditionally you could have gone straight to the industry for work, however there is now more awareness of qualifications and they are accepted more. We focus on the contemporary and offer the opportunity to integrate all parts of

the industry." Recent master classes have been held at the course by Paul Weller, Red Hot Chili Peppers drummer Chad Smith and Hugh Cornwell, formerly of the Stranglers.

Many such vocational courses strongly recommend that students find first-hand experience.

"We don't offer formal work experience placements but we do suggest students actively seek them," says Gould. "It is certainly good to have practical experience on your CV."

The University of Westminster, the

Liverpool Institute of Performing Arts (LIPA) and City University, London, have also developed strong ties with the record industry, feeding the work-experience schemes of many record companies and helping at least a proportion of students directly into jobs.

The recruitment consultants which cater for the music industry emphasise the importance of flexibility when the job offers do begin to come.

"You have got to take whatever position comes up, as you are more than likely to move up the company if you are good," says

"You have got to take whatever position comes up, as you are more than likely to move up the company if you are good" – Helen Pearce, Music Market

get this role within EMI, although I know I still have a lot to learn," says Dowie.

After deciding, at 16, that he wanted to pursue a career in the music industry, Dowie did find a lack of advice and knowledge within the academic advisory departments.

"No-one was aware that I could actually do a degree based on the music industry, nor could they advise me of organisations like the BPI who I could contact.

"Although my degree provided a good overview of the industry, it was not as practical as it could have been in helping develop an actual career," says Dowie. "It was up to me to get involved in as much as I could outside of my lectures to improve my CV for when I graduated, such as getting work experience at Sony."

Helen Pearce, managing director of recruitment company Music Market. "The music industry predominantly promotes from within. Temping is always a good way in, especially if you prove yourself to be good and especially if you are working in a position that is vacant."

Agencies such as Music Market, Handle Recruitment, G Solution and Career Moves variously work across the board and in specialist areas, filling positions from post room assistants to marketing and finance directors.

Prospective music industry professionals are certainly advised to explore as many of the different approaches as possible. The record business may not be the most labour-heavy in the world, but the rewards for determination are there to be seen.

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He only went along to party, but within moments at Wise Buddha's Christmas bash last Thursday, BOY GEORGE found himself trapped, mid-Atlantic like, between chart rundowns. Radio 2's US chart king PAUL GAMBACCINI (left) and Wise Buddha's head honcho and Radio One Top 40 man MARK GOODIER (right) no doubt grabbed every opportunity to discuss the highlights of the 'Boy's American and UK chart careers at the do at London's Mayfair Club, which also attracted the likes of Muddyman-head-writer Rob Davis, Dave Pearce and Seb Fontaine. Quite clearly in such company the party DJ really had to impress; Tiger Feet apparently went down a storm. Meanwhile, the following night (2) the Aim crew were getting on down at the Bod Bar on west London's Portobello Road. Among the 250 though were, left to right, Wippit's PAUL MYERS, Aim chief executive ALISON WENHAM, Westbury Music's CAROLINE ROBERTSON and Magick Eye's CHRIS HILLMAN.



Remember where you heard it: Expect **Saul Galpern** to continue his long-running relationship with **Suede** despite the collapse of his Nude label earlier this month. Sources suggest the three Ss – Saul, Suede and Sony, which has handled the group for the past couple of years – are busy in negotiations to ensure Galpern and some Nude input...Labelless **Rod Stewart** was not re-establishing his winning Rod/Rob partnership with **Rob Dickins** at Instant Karma, but that doesn't stop the two old muckers chatting. "He sounds his most energised for ages," reports Rob...Talking of which: some

musicians can be so horribly ungrateful. There was Dickins dancing his socks off at Instant Karma act **The Kennedy Soundtrack's** Dublin Castle gig last week only for the band to then observe that "it was good to see so many people getting into it, especially" – as they pointed to Dickins – "the old ones"...**Chatter Stateside** about the possible implications for Warner Music Group of **Dick Parsons'** elevation within AOL Time Warner and the fact that **Ames** now reports to **Bob Pittman**. Although he has roots back in MTV, Pittman is thought to be less well disposed towards musical content (and possibly the people who oversee it) than his new boss...Reports that **Richard Branson** might want to reacquaint himself with **Ken Berry** by installing him as the new boss of V2 have been dismissed by insiders. Branson thinks **Jeremy Pearce** is expensive, reports one. And, judging by the package he was on at EMI, Berry certainly isn't going to be any cheaper...**George Michael** was still unsigned at press time, but all the Universal bods who have heard his first single, **David Joseph** included, report that this is class dance with a huge pop slant...It's not just record companies that are cutting back. Dooley hears of some real belt-tightening across MTV Europe before the year is out. Most of the cuts are expected to affect the non-UK feeds and the

UK division looks likely to escape the worst of it, though **Viacom** is also predicted to review its online operations...Dooley would like to mention the name **Simon Cowell** because, frankly, he's just not getting enough profile at present... **Finest wording** of a Christmas party invite this year comes care of 9PR who "lime cordially invite you to leave behind the shitterat and join the glitterati in celebrating the birth of baby Jesus"...It's so good **Barthez** will simply drop everything for it. Yes, **HMV's Football Extravaganza** is back, set for kick off at London's Grosvenor House on Thursday, March 21. Meanwhile, **EUK, Viktor Obogu** and **Nordoff-Robbins** are getting their hands dirty with their rugby dinner at London's Intercontinental Hotel on January 23 to launch the Six Nations Rugby Championship. For ticket details ring **Linda McLean** at Nordoff-Robbins on 020 7371 8404...It just never happened to Wham! but **Norman Cook** suffered the indignity last week of being pulled from his decks by police during his first DJing excursion in China after organisers became worried that the floor was vibrating too much. The authorities in Shanghai ordered all that thumping noise to be replaced by nice, slow romantic music...It's a dangerous job, er, walking. Dooley's well wishes go out to **Kelly Pike** of **Kelly Pike Publicity**, who is currently nursing two broken toes and a set of cracked ribs after a freak accident somehow involving a box of **Michael Nyman** CDs....



Starting life as a regional radio lunch many years ago, EMI/Chrislays' Christmas bash has grown so large even Robbie rocked up to do a 'farm' this year. Besides revealing that Swing When You're Winning "was a whim and I can't fucking believe it has done so well", Robbie followed his fine performance of One For My Baby with his Christmas wish, hinting at his current contractual status along the way. "EMI, I really hope I'm with you at this time next year," he quipped. Pictured enjoying the entertainment, left to right, are Century Group's **STUART ELLIS**, BBC Wales' **KEVIN HUGHES**, Wireless Group's **PAUL CHANTLER**, Radio One's **SCOTT MILLS** and Galaxy's **NEIL GREENSLADE**.

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If you have any comments or queries arising from this issue of Music Week, please contact **Alex Scott** at alex@musicweek.com fax +44 (0)20 8349 7000; or write to – Music Week Feedback, Seventh Floor, Ludgate House, 245 Blackfriars Road, London SE1 9UR.

We're by no means suggesting the music industry is facing tough times but it used to be the case that Sony sponsored the mighty Juventus. These days its name is carried on the shirts of an under-16s football team. Not any old kids team mind. This is your actual Aawful Academicals, the very same team that features Ensp Performance pop managing director **TREVOR DANN**'s son among its line-up and which, let's stress, have yet to be beaten all season in the prestigious Royston Croc League. Rather more, frankly, than **Man Utd** can claim at present. Alongside **Dann the Man**, the big wheeler-dealer behind this huge sponsorship tie-up was Sony's communications vice president **GARY FARROW** who specified his things before signing on the dotted line. "I want a minute's silence when I die and the main stand at the stadium must be named after me," said the music industry's answer to **Ron Atkinson**. Dooley will spare him the obvious rest, though he notes Sony has three new entries on this week's Box Top 10.



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