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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.



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



The move has been widely welcomed by the industry. EMI president/CEO Tony Wadsworth says, "It's excellent because the closer BP 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."

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 BPI 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.

BP chairman Rob Dickins 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 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 discuss 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-piracy 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".

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.

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.

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.

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."

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

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*.



Harrison: chart re-entry

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

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: considering proposals

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.

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

at least 50 new hours of dedicated music and arts programming a year;

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

coverage of major events and festivals that affect a younger

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.

The BBC promises eight key planks of programming aimed at



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Branson plans cash backing wing 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 restructuring, including V2 Records chief David Steele and V2 Music France boss Sophie Zannietto, is also being formed to replace Pearce in the short-to-medium-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 Røyksopp are 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? To think this is a very ignominious end for two great labels," he says.

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-chair operating officer Dick Parsons. Following the move, Warner Music Group chief Roger Ames will report directly to co-chair operating officer Bob Pittman rather than to Parsons.

BRONFMAN REDUCES UNIVERSAL ROLE
Edgewood Bronfman 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 by the UK's marketing & 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.

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.

TIME TO CLARIFY AIM AND BPI ROLES

At one stage it looked like the Aim-BPI negotiations could get ugly. So it's time to celebrate that the two record label bodies have seen sense and formally agreed to continue their partnership.

But they are by no means out of the trees yet, for last week's agreement effectively buys them time to resolve their relationship once and for all.

Attempting to turn the clock back is a non-starter. After all Aim has identified a community of interest and has pinpointed its needs very effectively. It is not going to go away, even if some within the BPI might have preferred that it never launched. In fact it is probably the BPI that is going to have to look harder at what it regards as its core activities in the months and years ahead.

Yet at the same time it would be crazy for both organisations to go their separate ways. In certain areas they clearly share divergent interests - Aim has inevitably pursued a very different path in the online licensing debate - while there are other activities that suit one more than the other. But the fact remains that there are as many areas that unite as divide them.

Above all there is a clear need to send out a united message to the outside world - especially to Government - and not just on dry but vital issues such as piracy and copyright. Now it is more important than ever that rational thought rather than politics, emotion or an attachment to the past guides the discussions in the months ahead.

Gwen Stefani's collaboration with Eve wasn't a one-off. Five albums into their career No Doubt may hardly be thought of as cutting edge, but their latest set is packed full of the tunes and quirky appropriations of other styles - noticeably dancehall reggae - that should make it huge when it is fully promoted next year. The collaborations with Lady Saw and Bounty Killer are just two of its textbook examples of how to do credible pop. A definite grower for 2002. **Ajax Scott**

TILLY

ONE LAST STAND FOR THE KNIGHTS

Many of our big mega stars from the past seem to be throwing in the towel, but are still doing lots of promotion of their current albums - a case of one last stand.

Take Sir Cliff. I've always admired him; during the years he has had incredible success from Move it in 1958 up to his Christmas single two years ago. But this new album of songs he loves is ripe. If you're going to cover other people's hits, at least try and make them better and different. I cringe when I hear Over the Rainbow - at least Eva Cassidy forged her own style on a very different but beautiful version.

Meanwhile, another knight - Sir Elton - has said he will never record again due to his increasing disillusionment with the music industry after 30 years (although he then appears to have back-tracked). If it turns out to be true, it would be particularly sad since Songs From The West Coast is one of the better albums he has recorded in recent years. Still, I suppose he can make more money doing Royal Mail ads.

And let's not forget Rod the Mod, who appears to be parting company with Warner after 28 years. Stewart, I'm sure, will have no problem putting a new deal in place, and he might be the one who comes back stronger and more successful as he does at least stay in touch with trends and newer music. All these superstars must be as reflective as all of us, if not more, over the sad death of George Harrison. His philosophy of "love each other" is now as famous as his music - and never more pertinent.

I bet Daniel Bedingfield can't believe his luck getting to number one with Gotta Get Thru This. Much has been speculated about the cost of the record to Relentless, but ultimately it still shows it's not just about the money that you throw at singles, it has to be in the groove. Congratulations to him and also to Paul Oakenfold and Perfecto for taking Russian club monster that is PPK into the top three. It just shows that we still have some great acts and talent spotters in the UK.

Tilly Rutherford's column is a personal view

MU to rewrite rules to end 'horrendous' year

The Musicians' Union (MU) is hoping to draw a line under this year's "horrendous year" later this week when it meets to propose new rule changes designed to fill the long-gestating general secretary and chairman roles.

The union is anticipating the moves will ensure that by next summer it has a new general secretary, to follow from Derek Kay's controversial reign.

It is proposed that the membership will be asked to agree to a change in the rule book and qualifications of future nominees for the post of general secretary. These are expected to include stipulations that candidates should have been members of the MU for five years instead of the present three, and are backed by five branches, rather than the current 10.

Assistant general secretary John Smith says the organisation hopes to put these changes to the membership early next year.



Three key staff leave DX3

Three key executives have left digital rights management company DX3 as the operation attempts to switch its emphasis from offering promotional services to providing technical solutions.

Managing director Rob Markus and business development and marketing vice president Kim King quit to "pursue other interests" last week while new business development manager Jason Binks has joined Peoplesound as online business development director. He will oversee the development of "People-sound's New Music Initiative" - a new music service, which already has deals with BT Openworld, Freeserve and Tower Records.

DX3 CEO David Stockley says that the company decided some months ago to refocus its business operations.

"Our most valuable asset is the technical platforms and content management services that we can

provide," he says.

Rob Markus and Jason were focused more on the promotional side of our operations so as the business has developed away from that focus it was only right to give them the opportunity to move elsewhere.

Stockley adds that DX3 soon hopes to announce a new alliance with a major record label, leading to the company providing a pan-European platform for promotional downloads.

Meanwhile, major label subscription service MusicNet launched its first consumer model in the US last Tuesday together with RealNetworks, although reactions to both the content and technology provided have been muted.

"It seems to me most focused on protecting record companies' rights than giving value to consumers," says Jupiter MMXI analyst Mark Mulligan.

Universal surges ahead in sea of Christmas share lead

by Paul Williams
Universal is dominating pre-Christmas sales of artist albums in an unprecedented manner, virtually matching the combined performance of its two nearest challengers as chart positions become locked down and sales soar.

Lucian Grainge's operation last week grabbed 26.4% of over-the-counter sales for the Top 75 artist titles - 13.0 percentage points ahead of second-placed Warner with EMI taking 13.1% of the market in third spot. In the equivalent week last year Universal claimed only a 0.7 percentage lead over runner-up EMI, while in 1999 it had to settle for second place behind Sony. The figures are significant since they provide a clear indication of who is likely to benefit most from peak Christmas buying as movement at the top of the chart comes to a virtual halt.

Universal's performance reflects its strength in the hugely-competitive greatest hits market, where it provided three of the seven biggest-selling titles last week with Gabrielle, The Bee Gees and Beautiful South. However, the majority of its sales - 58.7% - came from new recordings, reflecting the overall 64.2% split in the Top 75 last week between the contest of and greatest hits sales.

The story is reversed at Warner,

ARTIST LP MARKET SHARES

	1998	1999	2000	2001
Universal	26.7	25.8	23.2	28.4
Warner	13.5	6.0	13.3	15.4
EMI	7.0	13.2	22.5	13.1
BMG	9.9	8.3	11.9	10.7
Virgin	8.1	6.5	5.2	8.7
Sony	25.6	27.9	11.7	8.2
Others	9.0	12.3	12.4	18.5

Figures show the share of Top 75 artist album sales for the week ending Dec 8, 2001 and the equivalent weeks in 1998-2000.

*PolyGram, not including pre-1997 Universal. Source: MCA

whose most successful Christmas in years is being powered heavily by retrospective titles. Best of all from Madonna. The Corrs and Rod Stewart made up the major's three biggest-selling artist albums a week ago, with 69.4% of its sales within the Top 75 coming from greatest hits sets. Eight of its 13 appearances in the chart are best-of albums, compared with two out of three for Zomba, which a week ago reaped on greatest hits for 88.0% of its Top 75 sales.

By contrast, EMI - which a year ago came close to challenging Universal's supremacy thanks largely to The Beatles' 1 album - drew only 18.1% of its artist chart sales from best-ofs. However, around two-thirds of its overall 33.1% share of the market was made up by just one album - Robbie Williams' Swing When You're Winning.

HMV: the success story continues as sales rise

HMV Europe spearheaded the growth of its parent company HMV Media Group in its latest quarterly figures with sales rising 21.4% year-on-year.

Sales across the whole of the group, which also includes Dillon's and Waterstone's, rose by 6.7% to £364.8m for the 13 weeks to October 27 and were up 9.3% to £667.0m in the half year.

"It's a very strong performance for the group as a whole and it's been primarily driven by the fantastic performance of HMV Europe," says HMV Media Group CEO Alan Giles. "The group has improved its financial position overall and we've made huge inroads into reducing our



Giles: strong performance driven by about £100m.

HMV Europe, which is set to grow its market share for the sixth successive year, has benefited from a strong release schedule and a focused business approach, accord-

ing to Giles. "I firmly believe that HMV are the best operators in the music retail business and that our stores are very well run and benefit from a strong, effective promotional programme," he says.

Rival UK High Street retailer WH Smith last week unveiled plans to open £120m in opening 120 new stores during the next three years. They represent the first significant expansion for the retailer in three years and will take WH Smith into a number of new location types, including out-of-town and suburban sites. The company further hopes to encourage music sales by introducing CD listening posts and selling selected chart albums at £9.99.

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 Holland's Hootenanny appears 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 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 tv-trailers in 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 Bire 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 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 Ryle, 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 they 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 Your Yard 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 Mincindruz by Distinctive act Way Out West (pictured) feat Tricia Lee Kelsah.

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 Miami 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 2000	% change 2001
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)	191	-16.9	
The Saturday Show	1,060	n/a	
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: Mediarem EMO (Barb data) for w/e November 12 2001

chartfile

● Robbie Williams' 'Swing When You're Winning' album is the highest new entry of the week in the Danish chart as three white riding 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 14 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 19-year-old pop for 500*

by Paul Williams

Craig David is gearing up for his first headline tour of the UK 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 *Chdngins Millan* 33 (pictured) debut single AM To PM through Def Soul on December 31. Although only 19 years old, Millan has already achieved a US number one single with her debut offering as guest vocalist on Ja Rule's single *Believe Me And You*, while also writing the Jennifer Lopez hit *Play*, which achieved UK top five status earlier this year. Millan 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 added that AM To PM won 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. Millan, 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 summer. 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 at all next 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 (Capitol/EMI)
4	Somebody's Super Robbie Williams & Nicole Kidman (Chrysalis)
5	Walk On (U2) (Universal Island)
6	All Rise Again (Imperial)
7	Hunter (Dido) (Cherry/Arista)
8	When You're Looking Like That Westlife (PCCA)
9	You Gave Me Something Jamiroquai (S2)
10	Out of My Eyes (Warwick)
11	Have You Ever So Close 7 (Polydor)
12	Girls Get This This Daniel Bedingfield (Rotteness)
13	One Night Stand (Mis-Teeq) (Inferno)
14	5 Ring Ties (Impulse)
15	If You Come Back (Blue) (Sire)
16	Who Do You Love Now? (Savage Rose, David Mugaletch) (R)
17	Calling Geat Halliwell (EMI)
18	516 (The Roots) (Capitol)
19	Where's Your Head At? (Boyz n the Banda) (J&R)
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.

fono

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)
4	Woman's World Alicia Keys (J Records)
5	You Got Me Into Your Faith Dru (Bad Boy/Arista)
6	Girls, Girls, Girls Jay-Z (Roc-A-Fella/AT&T)
7	Butterflies Michael Jackson (A&M)
8	Light's Camera, Action! M. Cheeks (Universal)
9	Defensive Measures (Logic)
10	Real Set My Business (Ludacris) (Interscope/The Peace/DMG)
11	My Wayz (Fat Joe) (Arista)
12	Caravan City High (Interscope)
13	Work Your Mind (Ludacris) (Interscope/Capitol)
14	Black in a Minute (Mista Rhymes) (J Records)
15	Raise Up (Pete Dinklage) (A&M)
16	Go Home (N Sync) (Jive)
17	Likkle Miss (Ludacris) (Interscope/Capitol)
18	Living 'U Up Ja Rule (Mercury/Def Soul/J&R/AT&T)
19	Backstreet (Fat Joe) (Arista)
20	Son Of A Gun (Mista Rhymes) (J&M) (J Records)

Chart shows the 20 most popular hits at US radio for 10/10/00 (week ending 12/20/00).

GAVIN

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 at 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 262,000 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, *Eynya'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 26-65 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* album, 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 and Haterz 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 Independentz, home to So Solid's albums deal. It follows MC Romeo's recent solo deal with Releaseless, 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

Blue - *Fly By* (Innocent)

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 genes," 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 Dahl, 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



Windows – Pink Floyd, Madonna, Steps, Blue, The Corrs, Westlife, Travis, Robbie Williams; **In-store** – Gorillaz, The Strokes, Missy Elliott, Linkin Park, Marvin Gaye, Mary J



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 a 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' Sing 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**, a '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/Pan-African 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 on 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	ANSWER PHONE	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 Guadameus 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 a 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/Gardner (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 CONDUCTS DELIUS: North Country Sketches; In a Summer Garden; Appalachia, Royal Philharmonic Orchestra/SONY CLASSICAL SKM89429. 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 8.555096).** 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 GENIUS: Works by Guerrero, Tallis, Victoria, Sheppard, De Monte, Byrd. The Sixteen/Christophers (Coro COR16001). Harry Christophers' unshakeable 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



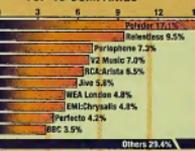
SINGLE FACTFILE

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.

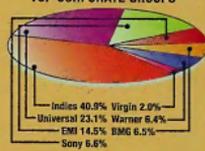
MARKET REPORT

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%** (down)

YEAR TO DATE VERSUS LAST YEAR: **-8.2%** (down)

PERCENTAGE OF UK ACTS IN THE CHART

UK: 61.9% 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

INDEPENDENT SINGLES

This Week	Last Week	Title	Artist	Label (distributor)
1	NEW	HANDBAGS AND GLADRAGS	Stereophonics	V2 VVR 50772 (3M/WP)
2	1	RESURRECTION	PPK	Perfecto PERF 20005 (3M/WP)
3	NEW	WORDS ARE NOT ENOUGH/ I KNOW HIM SO WELL	Steps	Jive 520192 (2P)
4	NEW	I BELIEVE IN CHRISTMAS	Twocolors	BBC Music WMS5 0622 (P)
5	NEW	DOIN' IT	Liberty	V2 VVR 50778 (3M/WP)
6	2	WHERE'S YOUR HEAD AT	Basement Jaxx	XL Recordings XLS 140CD (V)
7	NEW	SOMEWHERE OVER THE RAINBOW...	Cliff Richard	Papillon CLRCX 1 (P)
8	NEW	BELIEVERS	Baz	One Little Indian 213 TP/CCS (3M/WP)
9	NEW	SEE GOT GAME	Timex 4	Blacklist 013465 (3P)
10	NEW	GONE	70 Sync	Jive 520272 (P)
11	NEW	POOR LEND	Rockspac	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 790X (3M/WP)
14	7	HYPN MUSIC/FEELING GOOD	Muse	Mushroom MUSH830CX (3M/WP)
15	5	SHINOBU VS DRAGON NINJA	Lostraprophet	Visible Noise TORMENT17 (P)
16	8	FM A SLAVE 4 U	Brimley Spears	Jive 520282 (P)
17	NEW	IBESATA	Palace Club	Definitive CDDEF 2 (3M/WP)
18	3	LAST NITE	The Streets	Respect Trade TRS400CD 04 (V)
19	NEW	GAME OVER	Club Cavari	Tigol Tru TRX40 (3M/W)
20	NEW	JO JO'S JACKET	Stephen Makkus	Domino DRUG 133CD (V)

All charts © The Official UK Charts Company 2001

PEPSI Chart

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	PPK	Perfecto
7	NEW	COUNTRY ROADS	Hermes House Band	EMI
8	4	WHAT IF I KISS YOU...	Kyle Minogue	EMI
9	NEW	BELIEVE IN CHRISTMAS	Twocolors	BBC Music
10	NEW	WHO DO YOU LOVE...	Bas Jaxx, David Mungen	XL
11	NEW	IF YOU COME BACK	Jive	Innocent
12	NEW	FALLIN'	Missy Misdemeanor	A&M
13	NEW	CAN'T GET YOU...	Kyle Minogue	Parlophone
14	NEW	EVERYBODY	HeartStyle	Polydor
15	NEW	REAPTURE	Dist/Monitory Of Sound	Columbia
16	NEW	EMOTION	Daniela G	Columbia
17	NEW	FAMILY AFFAIR	Where 2 Stop	BMG/Atlantic
18	NEW	CRYING AT THE DISCOTHEQUE	Alcazar	Alcazar
19	NEW	DOIN' IT	Liberty	Jive
20	NEW	FM REAL	Jennifer Lopez	Spic
21	NEW	SOMEWHERE OVER THE RAINBOW...	Cliff Richard	Papillon
22	NEW	QUEEN OF MY HEART	WAZ	22
23	NEW	WHAT WOULD YOU DO	Cy Hill	Interscope/Polydor
24	NEW	CALLING CALL	Rolland	EMI
25	NEW	BONNIE LAMB 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...	Carly Rae	Go Beat/EMI
29	NEW	PAID MY DUES	Alcazar	29
30	NEW	ONE NIGHT STAND	Max Frost	Interscope/A&M
31	NEW	BECAUSE I GOT HIGH	Rainald	Universal/Island
32	NEW	STRAIGHT	Summer Love	Independent
33	NEW	IT AIN'T ENOUGH	Arca/Deja	Mer
34	NEW	SOMEWH' STUPID	Keith Williams & Steve Kinosh	Cherry
35	NEW	WHERE'S YOUR HEAD AT	Reverend Jaxx	XL Recordings
36	NEW	WALK ON	12	Interscope/Island
37	NEW	HIT 'EM UP STYLE (DOPPEL)	City Control	Arista
38	NEW	HEY HEY BABY	12	EMI
39	NEW	WILL I BE YOURS	12	Nickelodeon
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

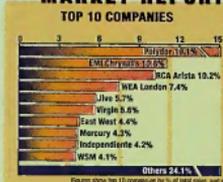


chart. Those included represent just a fraction of this year's offerings, including albums by high profile artists like Barbra

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 Thru*

Life Thru (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 Thru A Lens* has sold 1.91m, meaning that Williams' overall solo album sales have now topped the 7m mark.

Christmas Album by The Tweenees 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. Harrison 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.

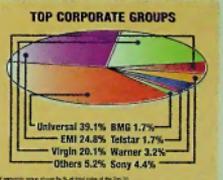
COMPILATIONS

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 4 had sold at the same stage of this year last 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 230 (N)
5	5	ORIGIN OF SYMMETRY	Musa	Mushroom MUSIC 8020 (SMV/P)
6	9	SONGBIRD	Eva Cassidy	Blix Street/Hot G21045 (P)
7	8	WANTED	CW Richard	Papillon WANTED 1 (P)
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 5226252 (P)
11	7	WHITE BLOOD CELLS	White Stripes/Sympathy For The Record Industry	Jive 5229142 (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 Byrdie	BBC Music WMSF 60472 (P)
15	17	ECHO PARK	Feeder	Echo ECDIC034 (P)
16	16	THE FAKE SOUND OF PROGRESS	Lothropgods	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 INFECT10CD (SMV/P)

THE YEAR SO FAR... TOP 20 ALBUMS

TW	LW	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	LINKIN 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 | 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 Kara 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 Bert Halliwell | EMI |
| 15 | BECAUSE I GOT HIGH Arttamen | Universal/Unl Island |



1 SWING WHEN YOU'RE WINNING

- | | | |
|----|--|----------------------|
| 1 | SWING WHEN YOU'RE WINNING | Chrysalis |
| 4 | DREAMS CAN COME TRUE - GREATEST HITS Gabrielle | Go Beat/Polydor |
| 3 | SUNSHINE S Club 7 | Polydor |
| 6 | GOLD - THE GREATEST HITS Steps | EMI/Jive |
| 2 | ALL RISE Blue | Innocent |
| 5 | WORLD OF OUR OWN Westlife | RCA |
| 8 | ENCORE Russell Watson | Decca |
| 7 | GHVZ Miamomma | 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 | Wild Cat/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 | WSM |
| 14 | BREAK OF NATURE Anastacia | 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
HITS 51
BMG/Sony/Relief/WSM
- 4** THE ANNUAL 2002
14 CHRISTMAS HITS
BMG/Sony/Relief/WSM
Ministry Of Sound
- 5** ANDREW LOYD WEBBER - GOLD
15 NOW THE CHRISTMAS ALBUM
EMI/Virgin/Universal
- 6** THE BEST OF THE RAT PACK
9 16 THE OPERA ALBUM 2002
Real Gone!/Polydor
Capitol
Virgin/EMI
- 7** THE BEST AND GREATEST ALBUM IN THE WORLD... EVER
10 17 KERRANG! 2 - THE ALBUM
WSM/Universal TV
- 8** MOTOWN GOLD
11 18 ALL TOGETHER NOW
Universal TV
- 9** I LOVE 2 PARTY
19 19 COLD FEET
Virgin/EMI
Universal TV
- 10** BEST CHRISTMAS ALBUM IN THE WORLD EVER
13 20 THE CLASSIC CHILLOUT ALBUM 2
Decca
Virgin/EMI

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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 Haymes	Silver Treasury SVL300019 (SG)
5	5	THE GOLD COLLECTION	Sir Harry Secombe	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	Classical FM CFMC035 (BMG)
8	9	CAROLS AT CHRISTMAS	Christina Gurnell	Crinson CRM03197 (EUK)
9	11	ELLENORIAN ARIAS	Jerry Barry	Decca 4652362 (U)
10	7	ETERNAL ECHOES	Carmen/Gonzaga/Pavarotti feat. Meho	Sony Classical SK90911 (TEN)
11	10	THE THREE TENORS CHRISTMAS ARIAS	Andrea Bocelli	Philips 4662002 (U)
12	13	ROMANTIC CALLS	Maria Callas	EMI Classics CDC567252 (E)
13	14	THE ENTERTAINER - THE VERY BEST OF SCHUL	Scott Joplin	Nonesuch 755334948 (TEN)
14	12	WARYFARING STRAINERS/FOLKSONGS	Carole King	Decca 464892 (U)
15	15	CAROLS FROM KINGS	KCCCVTracks	HMV HMV97242 (U)
16	15	MYSTERYM - SACRED ARIAS	Angela Gheorghiu	Decca 4661022 (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	Classical FM CFMC234 (BMG)
5	6	LORD OF THE BINGS (OST)	Shore	Repertoire 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 CDC52662 (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 SK09191 (TEN)
12	11	CLASSIC HITS 2	Various	Erato 396420878 (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 VNM700682 (P)
15	17	CLASSIC CHILL-OUT COLLECTION	Various	HMV HMV057482 (E)
16	15	REXELING CLASSICS	Various	EMI Gold 57482 (E)
17	19	A CHRISTMAS CELEBRATION	Pavarotti/Carerras	Musica Collection MCD00031 (U)
18	16	SONGS OF PRAISE - THE CHRISTMAS ALBUM	Various	Crinson 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	Repertoire 5362481 (U)
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 (UNW)
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 RELENT277 (DMV/TEN)
2	3	FALLIN'	Alicia Keys	J 423192383 (BMG)
3	2	IF YOU COME BACK	Blue	Imnocent SINC02 (E)
4	5	BECAUSE I GOT HIGH	Aronan	Universal/Uni-Island MCSTD 40296 (U)
5	7	I'M REAL	Jennifer Lopez	Epic 670302 (TEN)
6	4	WHO WE BE	DMX	Def Jam 5886152 (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 SGT GAME	Yves4	Blackbird 0134065 (EUK)
11	10	FAMILY AFFAIR	Mary J Blige	MCA/Uni-Island MCSTD 40297 (U)
12	9	OWNSHIP KNOW HOW I WOULD FEEL TO BE FREE	Lighthouse Family	Wild Card/Polydor 4975942 (U)
13	10	AFTER THE LOVE HAS GONE	Damage	Costumes CDC00LS 360 (E)
14	12	HIT 'EM UP STYLE (ODP'S)	Blu Cantrell	Capitol 5270072 (TEN)
15	13	YOU GIVE ME SOMETHING	Jamiroquai	S2 670702 (TEN)
16	15	WHAT'S GOING ON	Artists Against AIDS Worldwide	Columbia 672112 (TEN)
17	11	LOWRIDER/TROUBLE	Dypress Hill	Columbia 672112 (TEN)
18	17	ONE NIGHT STAND	Mis-Teeq	Intempo/Talstar CDSTAS 3208 (BMG)
19	14	WISH YOU WERE HERE	Wyclef Jean	Columbia 672112 (TEN)
20	16	GO TY	Pharoshe Monch	Priority PTC2 145 (E)
21	19	HIT MUSIC	S-12	Shelby/Interscope/Polydor 4975942 (U)
22	20	YOU ROCK MY WORLD	Michael Jackson	Epic 672202 (U)
23	20	DON'T NEED THE SUN TO SHINE	Giulietta	Go Beat/Polydor 4975942 (U)
24	18	SEXUAL REVOLUTION	Mary Gray	Epic 672142 (TEN)
25	24	LETTER 2 MY UNBORN	2Pac	Epic 671942 (U)
26	25	LYVIN' IT UP	Juice Train feat. Cassa	Def Jam 588142 (U)
27	22	STAND CLEAR	Adam F. feat. MOP	Chrysalis CDHM 587 (E)
28	23	GET UP	Beverly Knight	Parlophone CDMS 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 RELENT277 (DMV/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 202 (U)
4	5	YOU CAN'T CHANGE ME	Roger Sanchez & Friends	Defected DFCT 41 (DMV/TEN)
5	2	RESURRECTION	PPK	Perfecto PERF 327 (DMV/TEN)
6	10	LIGHT A BAMBINO	Takan	Incentive CENT 317X (M/TEN)
7	7	WHO WE BE	DMX	Def Jam 5886152 (U)
8	5	THUNDERBALLAZZ BONES	Moving Fusion	Ram RAM 55 (S/MD)
9	8	THEY DON'T KNOW	So Solid Crew	Relentless RELENT287 (DMV/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	Skint SKINT 73X (M/TEN)
13	13	FEEL GOOD/HEAVEN AND EARTH	Agent Black	Ivory IVORY90 (S/MD)
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 (U)
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. Danni Minogue	HR 092 (U)

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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 - (E)CD1362 (P)
2	1	GENESIS	Busta Rhymes	J-4081200092 (BMG)
3	2	SMOKE RAINBOWS	Cypress Hill	Columbia 504171/504171 (TEN)
4	4	IMP SPOKE WANK KNOW U COS LOVE FAMOUS	Galde & Neutrin	East West DDX0827 (U)
5	1	THEY DON'T KNOW	So Solid Crew	Relentless/Independent SGM 7375942 (U)
6	5	ELECTRICITY	Avantchans	XL Recordings - (XL)S13020 (U)
7	6	LYVIN' IT UP	Various	INCREDIBLE/Inspired - (IN)SPC15 (DMV/TEN)
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 - (5)3624002 (TEN)

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MUSIC VIDEO

This	Last	Title	Label Cat. No.
1	1	WESTSIDE: Where Dreams Come True	RC4 742751653
2	1	ROBBIE WILLIAMS: Live At The Albert	Chrysalis 4907663
3	2	STEPS: Gold - The Greatest Hits	Jive 822715
4	3	SUB 7: 5 Club Party - Live	Polydor 9850572
5	3	CLIFF BRIDGES: CIR Richard	Video Collection V2675
6	4	DANIEL O'DONNELL: Live In D'Oonell Show	Roosters R02901
7	4	UE: Elevator 2001 - Live In Boston	Universal/Uni-Island 505433
8	5	HEAT SEEKER: Heat-Seeker Live	Universal Music 752829253
9	6	MADONNA: Drowned World Tour 2001	Warner Music Video 02746533
10	9	KYLE MINOUE: Live In Sydney	

This	Last	Title	Label Cat. No.
11	10	RUSSELL WATSON: The Voice - Live	Chrysalis 4907663
12	14	BRIITNEY SPEARS: Britney	Jive 822715
13	11	ATOMIC KITTEN: Go For So Good	Jive 822715
14	13	SHANIA TWAIN: Live In Las Vegas	Universal Video 170063
15	15	BRUCE SPRINGSTEEN: Live In NYC	RCM 742378743
16	12	FIVE: Greatest Hits	SMV Columbia 510132
17	16	TRAVIS: Live	EMI Columbia 510132
18	17	VARIOUS: New 2001 - The DVD	Universal Video 334013
19	18	JANE MCDONALD: Live In Las Vegas	Universal Video 334013
20	18	CRAG DAVID: On The Road - Live At Wembley	Video: Vite 16194

AIRPLAY FACTSHEET

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 Bedingfield's *Get Thru This*. Not all radio stations were willing to believe the hype about Bedingfield until he topped the sales chart last week but his retail victory brought many new converts last week, with the result that *Get Thru This* vaults 11 spots, 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

● 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 4,921.

● With more than three Radio Two 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 that has never achieved before.

● Ian Van Dahl's set for her second major hit in a row, with *Will It Rain* 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, published on the 15th Dec.

One with 110, the third member of the triumvirate being Starsailor's Lullaby. Robbie 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 1,689 plays it registers represent 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 Sling* 71-8 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 Otzi'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 *How I Grew* 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 UK

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 WHO'S YOUR HEAD AT? Basement Jaxx	XL
5	8 BOWENIE LIKE YOU The Dixie Flyers	Capitol
6	5 YOU CAME BACK LIVE	Innocent
7	6 SOMETHIN' STUPID Williams & Kidman	Chrysalis
8	5 WHAT'S GOING ON Anissa Against All	Columbia
9	19 GOTTA GET THRU THIS Danzig Bedingfield	Reprise
10	9 IN TOO DEEP Sun J	Mercury
11	7 YOU CANT DANCE RE Backus & Brown	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 THRU THIS Danzig Bedingfield	Reprise
2	3 COUNTRY ROADS Hermeto Pascoal	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	7 QUEEN OF MY HEART Vanessa	HCA
8	8 IF YOU CAME BACK LIVE	Innocent
9	9 HAVE YOU EVER I 3 Dubs	Polygram
10	10 WONDERFUL LIFE T. Davis	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 Danzig 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	5 LULLABY Swallowtail	EMI
6	8 HANDBAGS AND GLADRAGS Stereophonics	V2
7	6 TION TION Destination	Columbia
8	7 EMOTION Jessie J	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 WHO'S YOUR HEAD AT? Basement Jaxx	XL
2	4 LAST NITE The Strakes	Rough Trade
3	3 BOWENIE LIKE YOU The Dixie Flyers	Capitol
4	6 A MAN NEEDS TO TALK Charlene	Unearthed
5	5 FEELING GONNAPRIVE MUSIC Muse	Mushroom
6	2 GOT YOU/PHANTOM Kater	Polygram
7	5 JUST A DAY Dream	Echo
8	10 IN TOO DEEP Sun J	Island/Universal
9	8 CATCH KOSHAN	Makasha/Arista
10	9 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: AJ Mendonca; Sophie: Ella Ender; Dale: I Liberty; Wende...; Gipsy: All You Want Does Get Thru This Danzig Bedingfield; Video: This Train Don't Stop Here Anyone John John; First line up 9/12/2001.

RADIO ONE PLAYLISTS

Family Affair My Bigger; One Night Stand; The Box; Rapture 10; Ballerinas Like You; The Danzig Brothers; Im Real (remix feat. Ju Re); The Jennifer Lopez; Fallin' Alicia Keys; Getta Get Thru This Danzig Bedingfield; RE Ten to Five (Open) Stu Caswell; Get Your Phobias; Monch; Where's Your Head Red; Basement Jaxx; Resurrection PPK; Who Do You Love Now (Stringer); Riva set; Darnell Mimms; In Too Deep Sun J; Lullaby Swallowtail; Will It Rain Ian Van Dahl; All You Want Does; Catch Koshan; Bad Intentions D Dre feat. Koolhaun; Somethin' Stupid Robbie Williams & Nicole Kidman.

A-LIST Family Affair My Bigger; One Night Stand; The Box; Rapture 10; Ballerinas Like You; The Danzig Brothers; Im Real (remix feat. Ju Re); The Jennifer Lopez; Fallin' Alicia Keys; Getta Get Thru This Danzig Bedingfield; RE Ten to Five (Open) Stu Caswell; Get Your Phobias; Monch; Where's Your Head Red; Basement Jaxx; Resurrection PPK; Who Do You Love Now (Stringer); Riva set; Darnell Mimms; In Too Deep Sun J; Lullaby Swallowtail; Will It Rain Ian Van Dahl; All You Want Does; Catch Koshan; Bad Intentions D Dre feat. Koolhaun; Somethin' Stupid Robbie Williams & Nicole Kidman.

B-LIST If You Came Back Live; Ugly Dubbe; Sparax; Who We Be; OMD; It's Almost Enough Dream Team vs Artful Dodger; Del' I Liberty; Sun Of A Gun Janet Jackson; Moby; Elliott; Temptation Faithless; Lately Samantha Mumba; We're Not Gonna Stop Tonight Emma Bunton; Just A Day Dream; Gipsy Gipsy.

MTV UK

Playlist Additions: Will It Rain; Star Line; Catch Koshan; Points of Authority Linkin Park; Because I Got High Anissa; Overheated Britney Spears; This Train Don't Stop Here Anyone John John; Cheryl; Lucy Garbage; Diddy P; Diddy & The Boyz Family; Get The Party Started Pink; It's Not The End Of The World Super Furry Animals; Wanda; Gangsta; Layla Whetstun; Pop Songs Of The Week; Somethin' Stupid Robbie Williams & Nicole Kidman.

THE PEPSI CHART

Performances: Catch Koshan; Lately Samantha Mumba; Temptation Faithless; Getta Get Thru This Danzig Bedingfield; Video: Overheated Britney Spears; Package A; Final line up 10/12/2001.

RADIO TWO PLAYLISTS

How Wonderful You Are Gordon Halliday; Somethin' Stupid Robbie 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 Star" (album) Robbie Williams.

A-LIST How Wonderful You Are Gordon Halliday; Somethin' Stupid Robbie 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 Star" (album) Robbie Williams.

B-LIST We're Not Gonna Stop Tonight Emma Bunton; Who Do You Ever I 3 Dubs; Anyday Now Paul Carrack; Lately Samantha Mumba; Wende An; Not Enough; I Know How So Well Steps; What If Kater; Gid On The Roof David Mullen; "Small World Big Big" David Mullen & His Rhythm & Blues Orchestra & Friends; This is My Girl The Only One The Sex Doctors.

C-LIST Somewhere Over The Rainbow/What A Wonderful World; Jay's New Look; All You Want Does; Hope in a Helpless World Eric Bibb; The Best Of (album) The Corrs; All About Myself Chris Botti feat. Shawn Colvin; Goddess In The Doornay (album) Moby; Jagger; Crazy Lonesome Ways Ocean Colour Scene; Steve Wright Sunday Love Songs Vol 1 (album) Various; World Of Our Own (album) Various; Everybody Have Your Say; Walk On 12; Calling Get Real; "Heartbeat Miss (album) Stu Caswell; "Heart of Stone" Red Star; "Whatever Gets You... (album) David Mullen; "Drowning Backstage Boys".

R1 plays for week beginning 10/12/2001.
D denotes additions.
B2 denotes additions beginning 10/12/2001.
D2 denotes additions.

CAPITAL RADIO

Additions: It's Love; (The Tingles) Golden; Andrea Brown; Bee Free Live; Gemma; AM; Be Not On Me Christine Millan; Handbags and Gladrags Stereophonics.

VIRGIN RADIO

Additions: There's A Star Star; My Sacrifice; Apple Of My Eye; Eye Of Harcourt; My Sweet Lord; George Harrison; Say Something; Heartbreak; Everybody Michelle Branch; Somethin' Stupid Robbie Williams & Nicole Kidman; Pacific Coast Party Smash Mouth.

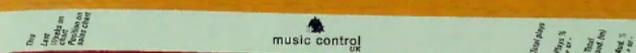
THE BASE

Performances: Apple Of My Eye Eye Of Harcourt; Video: How I Grew Kate Winslet; Who We Resisted Me; Nicky Katt; Get The Party Started Pink; Lullaby Swallowtail; All You Want Does; Somethin' Stupid Robbie Williams & Nicole Kidman; Just A Day Dream; Interview: Feeder; First line up 6/12/2001.

14 SUNDAY

Performances: Show Me Your Colours S Club 7; Smash Hits Pop Winners' Party; First line up 9/12/2001.

15 DECEMBER 2001



music control

1 **133** **RAPTURE** **110 Made/Data/Ministry Of Sound** 2071 n/c 80.23 +2

Pos	Title	Artist	Label	Wk	Wk	Wk	Wk	Wk	Wk
2	7	GOTTA GET THRU THIS	Daniel Bedingfield	Relentless/DVD	2181	+27	79.23	+23	
3	4	MURDER ON THE DANCEFLOOR	Sophie Ellis-Bextor	Chrysalis	2050	+16	77.85	+20	
4	5	SOMETHIN' STUPID	Robbie Williams & Nicole Kidman	Polydor	1881	+29	76.59	+33	
5	3	WHO DO YOU LOVE NOW (STRINGER)	Riva feat. Danni Minogue	Mer	1889	+17	72.07	+24	
6	13	CAN'T GET YOU OUT OF MY HEAD	Mary J Blige	MCA/Uni-Island	2083	-1	71.68	-7	
7	3	FALLIN'	Kylie Minogue	Parlophone	1834	-32	61.80	-22	
8	11	IF YOU COME BACK	Alicia Keys	V2	1921	+10	58.65	+11	
9	10	BOHEMIAN LIKE YOU	Blue	Innocent	2021	+2	57.50	+4	
10	6	IF YOU HAVE EVER	S Club 7	Polydor	1778	n/c	50.26	-41	
11	9	EMOTION	Destiny's Child	Columbia	1639	-3	49.04	-4	
12	15	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	48.86	+85	
15	4	RESURRECTION	PPK	Perfecto	905	+51	45.86	+18
16	7	FM REAL	Jennifer Lopez	Epic	1360	-7	42.21	-5
17	14	WHAT WOULD YOU DO	Cy Hi	Interscope/Polydor	1346	-19	42.13	-17
18	19	STARLIGHT	Supermen Lovers	Independiente	1066	-1	41.72	+12
19	14	HANDGAPS AND GLADRAGS	Stereophonics	V2	699	+52	41.52	+25
20	7	CRYING AT THE DISCOTECUE	Alcazar	Arista	1661	+37	40.62	+31
21	16	HIT 'EM UP STYLE (OOPS)	Bliz Control	Arista	1235	-18	40.32	-11
22	3	ALL YOU WANT	Dido	Cheeky/Arista	529	+43	38.00	+40
23	12	WALK ON	U2	Island/Uni-Island	1161	-37	36.78	-22

BIGGEST INCREASE IN PLAYS

24	4	LULLABY	Sarsarlor	Chrysalis	649	+137	35.41	+68
25	11	DON'T NEED THE SUN TO SHINE (I MAKE ME SMILE)	Gabrielle	Go Beat/Polydor	1436	-6	34.79	-3
26	19	WHERE'S YOUR HEAD AT?	Basement Jaxx	XL Recordings	431	+5	34.77	+2
27	1	CATCH	Koshen	Moksha/Arista	807	+26	33.38	+19
28	5	EVERYBODY	Hea'Say	Polydor	1191	+10	32.43	-4
29	2	WE'RE NOT GONNA SLEEP TONIGHT	Emma Bunton	Virgin	1020	+78	31.76	+34
30	3	CALLING	Ger Halliwell	EMI	962	+11	30.57	+19
31	4	IN TOO DEEP	Sum 41	Def Jam/Mercury	412	+11	30.34	-5
32	3	LATELY	Samantha Mumba	Polydor	980	+33	28.98	+16
33	3	WISH I KNEW HOW IT WOULD FEEL TO BE FREE	Lighthouse Family	Wild Card/Polydor	1019	-7	28.96	-22
34	4	PAID MY DUES	Anastacia	Epic	1091	+4	28.49	-15
35	1	WHAT IF	Kid Winlet	EMI Liberty	494	+89	26.09	+129
36	2	DOIN' IT	Roby	V2	719	+23	23.33	+12
37	4	IF YOU CAN'T CHANGE ME	Roger Sanchez feat. A Van Halen & A Davenport	Defected	917	+22	23.29	+17
38	4	HOW WONDERFUL YOU ARE	Gordon Haskell	Flying Saucers	19	-11	22.69	+54

BIGGEST INCREASE IN AUDIENCE

39	2	IF SAY HELLO, WAVE GOODBYE	David Gray	IHT/East West	422	+84	22.08	+130
40	1	GIRL ON THE ROOF	David Mead	RCA Victor	149	+49	21.79	+31
41	1	LET ME BLOW YA MIND	Eve feat. Gwen Stefani	Interscope/Polydor	576	-23	21.76	+11
42	4	YOU GIVE ME SOMETHING	Jamiroquai	S2	1265	-3	21.67	-31
43	7	LAST NITE	The Strokes	Rough Trade	129	-52	21.28	-8
44	5	GOT YOU	Pharosha Monch	Priority/Island	154	-12	21.00	-34
45	14	FLOW ME	Uncle Kracker	Lava/Atlantic	812	-7	20.13	-12
46	4	DOLLY	Bubba Sparxxx	Interscope/Polydor	266	-21	19.30	-22
47	4	WOULD YOU BE HAPPIER	The Corrs	East West	572	-61	18.99	-26
48	20	TURN OFF THE LIGHT	Nelly Furtado	DreamWorks/Polydor	557	-7	18.56	-9
49	1	SUR ON A RIVER (I REMON THAT THIS SING IS ABOUT)	Janet Jackson	Virgin	504	+19	17.78	+22
50	12	WHEN YOU'RE LOOKING LIKE THAT	Westlife	RCA	925	+15	17.58	+13

© Music Control UK. Compiled from radio stations by BBC on Sat 7 Dec 2001 and 10:00 AM on Sun 8 Dec 2001. Broadcasts compiled by radio stations based on their latest four-day data. **1** = Audiences increased. **2** = Audiences decreased. **3** = Audiences stable. **4** = Audiences not available. **5** = Audiences not available. **6** = Audiences not available. **7** = Audiences not available. **8** = Audiences not available. **9** = Audiences not available. **10** = Audiences not available. **11** = Audiences not available. **12** = Audiences not available. **13** = Audiences not available. **14** = Audiences not available. **15** = Audiences not available. **16** = Audiences not available. **17** = Audiences not available. **18** = Audiences not available. **19** = Audiences not available. **20** = Audiences not available. **21** = Audiences not available. **22** = Audiences not available. **23** = Audiences not available. **24** = Audiences not available. **25** = Audiences not available. **26** = Audiences not available. **27** = Audiences not available. **28** = Audiences not 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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**

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'

Music ■■■ It's the Business

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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.

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.

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

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

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 Athanasios, 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 Westminister.

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, Linn 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

"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

Music Industry Management



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'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

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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