

FOR EVERYONE IN THE BUSINESS OF MUSIC

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# MUSIC WEEK

## £10 chart albums grab third of sales

by Martin Talbot

The proportion of new release albums selling for less than £10 has risen by one-third in the past two years, according to new market figures.

The statistics highlight the combined impact of supermarket pricing and the continuing wave of retail price promotions within the UK market.

Compiled by research association Taylor Nelson Sofres as part of its Audio Visual Trak survey, the research indicates that the proportion of new releases bought by consumers for less than £10 reached 39% in 2002.

The figures suggest that the average price of a catalogue CD album is on the decline too, with 70% of all titles sold for less than a tenner.

The survey also confirms the supermarkets' key role in driving this shift. The Audio Visual Trak survey, which is drawn from an ongoing poll of 20,000 consumers' buying habits, indicates that 60% of new release music sales through supermarkets are priced between £8 and £9.99. This figure compares with 21% in multiples (such as Woolworths and WH Smith), 12% in specialist stores (spanning HMV, Virgin and independents) and a total market average of 28%.

EMI Recorded Music sales director Mike McMahon says the Taylor Nelson figures reflect his company's own current experience in the market.

"Our mid-price sales have trebled," he adds. "But sales of full-price catalogue are down by 30% to

### THE GROWTH OF THE £10 CD

|              | 2000  | 2001  | 2002  |
|--------------|-------|-------|-------|
| New releases | 30.2% | 33.4% | 39.2% |
| Catalogue    | 63.1% | 67.6% | 70.2% |

Table shows the proportion of single CD albums selling at £9.99 or less in each calendar year. Source: Taylor Nelson Sofres

40%. Mid-price used to sell for £9.99, but now it's more like £5 or £6."

Woolworths and M&M head of commercial Jim Batchelor says that the price erosion, which has continued to push the average price of the CD considerably lower this year compared to 2002, means that consumers are becoming increasingly used to the £10 chart CD price point.

With High Street confidence being hit by factors such as the war and the cooling in house price infla-

tion, consumers will be increasingly reluctant to pay more again, he suggests.

"The UK has bucked the global trend over the last couple of years, but it won't be easy this year - it will certainly be tough in terms of value," adds Batchelor.

The figures further underline the declining value of the market, driven by retail promotions and multi-buy campaigns. Such offers have raised concerns that, despite Official Chart Company data indicating that album sales were up almost 10% in the first quarter of this year, BPI trade delivery figures will show the value of this year's market to be down when they are unveiled in a month's time.

Taylor Nelson Sofres account director Michal Tarlowski says, "We are seeing a similar development in

the DVD market too - but prices are coming down a lot quicker in that market." Some 60% of catalogue titles are selling for less than £10, with one-third less than £8, according to Audio Visual Trak figures, he says.

The decline in prices within the DVD market are underlined by the fact that Taylor Nelson Sofres' survey defines new release DVDs as any title which has been available for six months or less, while music new releases are considered to be titles which have been available for 12 months or less.

● Retail under pressure, p4

V2 Records is preparing a groundbreaking radio campaign for the set-up for Stereophonics' (pictured) fourth album *You Gotta Go There To Come Back*, which is due for release on June 2. The group will embark on a series of theatre shows across the UK, each of which will tie in with a key radio station group. The shows will support their new single *Madame Helga*, which will be released on May 19. Frontman Kelly Jones has written and produced the set - with mixing handled by Jack Joseph Puig - which sees the band adopt a heavier and more experimental edge than their trademark sound. "The first single is very much aimed at the fanbase to re-establish the band," says V2 general manager David Steele. "The album's second single will be *Biggie Tomorrow*, which will be the major hit in the summer."



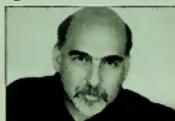
Stereophonics: new album *You Gotta Go There To Come Back* due June 2

## Sony chief prepares to unveil new plans

Sony Music International president Rick Dobbis is expected this week to outline his plans for the major's European operations.

Dobbis, who arrived at Sony's European HQ in London on Friday, is expected to take on some of the responsibilities of former president of Europe Paul Burger, who left the company on Thursday.

Speculation throughout last week centred on Dobbis' plans for Sony's European regional office, which was widely expected to be the subject of a downsizing with an unspecified number of job cuts and specific services reverting to other international offices. It is understood that senior VP marketing Julie Borchard is to return to New York.



Dobbis: meetings with staff

Sources indicate that Dobbis began meetings with staff on Friday, which will continue into this week, but a Sony Music Europe spokesman declined to comment on the plans for the company. He confirms that any announcements will be made this week, after Dobbis' initial consultation is completed.

Despite indications that Sony is to cut 1,000 jobs worldwide - including 370 outside of the US - Rob Stringer's UK company expected to remain unaffected. Since the company's reorganisation last September, Sony has continued a process of natural wastage, reducing its headcount by up to 30 in the past six months to around 240 staff.

The changes follow the dramatic news a week ago that Sony Music Europe president Paul Burger - a former Sony Music UK and Brits chairman - had become the highest-profile casualty in the major's ongoing restructuring. Burger left the company after his role as European president was eliminated from the company's structure.

## Overhaul lifts Sony album share

Sony emerged as the top albums company with an 11% market share in the first quarter of 2003, aided by its own internal restructuring.

The reshuffle, which last September saw it split into international and domestic divisions, has created a new focus resulting in successes with new albums by Kelly Rowland, Celine Dion and Dixie Chicks. This quarter also marks the first time that Epic, Columbia and S2 have been counted together.

The company pips RCA/Arista - itself the result of a similar move two years ago - into second place on 9.7%. In third, Polydor

claims 9.7%, with Parlophone on 6.5%. Universal was the top corporate group with 25.2%, ahead of EMI (19.8%), Warner Music (12.9%), Sony (12.4%) and BMG (12.0%).

In the singles shares, Polydor comes out on top with a share of 16.1% after a quarter boosted by hits from releases by U2, Girls Aloud, Eminem and Daniel Bedingfield. The company pips RCA/Arista into second place with 14.1% and Mercury in third on 11.9%. Universal was top corporate group with 32.8%, with BMG second on 27.1%.

● Full analysis next week

## Universal poaches BMG sales head

Universal Music UK has poached BMG sales director Brian Rose to step into the position of group sales director.

Rose is set to join Universal at an as-yet-unspecified date later this year after he has finished working out his notice with BMG. A BMG spokesman says this notice period runs through until September.

Rose fills one of the most sought-after roles in the UK industry, which was left vacant following Nigel Haywood's promotion to commercial director.

Haywood, who was promoted to the expanded role of commercial director at the end of last month, will continue to work with the



Rose: joining later this year

Universal UK sales team until Rose takes up his post.

Universal Music UK chairman Lucian Grainge says, "I am delighted Brian has decided to join us. Nigel is quite an act to follow, but I am certain Brian will take the sales department from strength to strength."

## newsfile

## PATTENDEN MOVES ON UP AT THE BEAT

Claire Pattenden has been named as programme controller of Beat 106, replacing Mark Findlay who last month became Capital FM Network head of music. Pattenden, a Sony Gold Award winner, joined Beat 106 two years ago from Radio One. She takes up the role in June, when she returns from maternity leave, but will play an immediate role in key decisions. She reports to John O'Hara, director of programming for the Capital FM Network.

## HMV LAUNCHES SEARCH FOR NEW TALENT

HMV in Glasgow's Sauchiehall Street was the first in the retail chain to receive CD demos under its new talent search scheme. New Music Search launched last Monday. The store received demos from two unsigned bands last Wednesday after entry kits were provided in-store at the beginning of the week. Bands are being asked to fill in the entry kits and return them with CD demos to their local stores which then pass them on to CDs Records. Under the new initiative, the bands will also be considered for HMV's Playlist CD.

## EMINEM HIT 4 EUROPEAN SALES

**EMINEM** *(pictured)* The Eminem Show hit 4m sales Europe-wide in March, picking up a quadruple Platinum Europe certification. In turn, Norah Jones' Come Away With Me reached three-times platinum, while Manu Chao's Proxima Esperanza and Queen's The Platinum Collection hit twice platinum.

## DIWAN BECOMES PARTNER AT LEE &amp; THOMPSON

Sonia Diwan has been appointed as a partner at entertainment lawyers Lee & Thompson. Diwan, who has been with the firm five years, says she will continue to specialise in music law following working for up and coming new artists such as Martina Topley-Bird, Cathy Davey, Stephanie Kirkham, Paul Okentford and label Wall of Sound. She becomes the 11th partner at the company.

## COURT SENTENCES WEST HULL PRINATE

A Kingston-upon-Hull man has been sentenced to 200 hours' community service after being found guilty on seven piracy charges. Robert Lees of West Hull was convicted after a June raid on his West Hull home following an investigation by the MPCS anti-piracy unit and trading standards officers. Six computers and 4,000 master film and music titles were seized. In a separate move, a house in York was raided by York trading standards service following another probe by the MPCS unit.

## WARNER SCORES FIRST WITH DVD-A RELEASE

Warner Music is to become the first company to simultaneously release a CD and DVD-Audio in the UK. The title will be Beyoncé's *Say No We're the First* Fleetwood Mac (pictured) studio album for more than 15 years that reunites four out of five of the original band members, which is released on April 28. It is following the Fleetwood Mac release with the simultaneous CD and DVD-Audio of Steely Dan's *Everything Must Go* on June 9.



## MACROVISION PROTECTION COVERS 100M CDS

Content protection and security technology company Macrovision says it has broken through the 100m barrier, encoding more than 100 million CDs with its copy-protection system worldwide. The 100m CDs produced include releases from most of the five majors in Europe, Asia, Australia and Latin America.

## m w p a y l i s t

**JAIMESON: Citeless (V2)** Hot on the heels of the best garage track in a long time, this clever summer smash takes Jaimeson in a new direction. This will be locked to the airwaves all summer long (single, herc)

**FINLAY QUAYE: Dice (Sony)** A massive, epic sound, herc) possible the most commercial crossover tune yet in this quixotic, but supremely talented, individual (album track, the)

**P'NUT: The Don (Cheeky)** At last, UK hip-hop that is as fresh as anything coming from the US, with no apologies having to be made (single, the)

**PLANET FUNK: Non Zero Sumness (Bustin' Loose/Illustions)** A dance record with the potential to follow Groove Armada and Roxyjazz into the albums charts (album, May)

**WAYNE WONDER: No Letting Go (VP/Atlantic)** This version of the civali rhythm, featuring one of Jamaica's best vocalists, has been an anthem in the clubs for months (single, the)

**JAGA JAZZIST: The Sixx (Ninja Tune)** Digitally-assisted jazz with the noodle-on-seter set to moderate (album, May 5)

**FEEDER: Forget About Tomorrow (Echo)** Unstoppable Brit rockers return with their third single from *Comfort In Sound* ahead of supporting *Coldplay* on their huge gigs next week (single, May 5)

**PLAID: Parts In The Post (Peacefrog)** Essential round-up of remanics which showcases the duo's masterful melodic manipulation. Artists such as Goldprod, Herbert and Grandmaster Flash are put through the blender (album, April 14)

**TOMCRAFT: Lethal Injection (Data)** Brilliant banging house tracks might be a bit thin on the ground, but here's one bucking the trend (single, April 28)

**MATHEW HERBERT BIG BAND: Goodbye Swinging (Accidental)** Herbert's new project sees him collaborating with a well-heeled jazz outfit, then cutting the results to shreds (album, May 19)

## Music Choice cuts staff in bid to achieve profit

## MUSIC CHOICE FACTFILE

- Around 13m subscribers in more than 45 countries worldwide
- 40 music channels available via cable, satellite and internet
- Each music track carries the name of track, artist, CD, record label and release date information which can be viewed via TV or PC
- Channels include Hit List, Films & Shows, Classic Rock, Soul Classics, Latin, Jazz, Blues

will be appointed in the coming months, while financial management is now being overseen by company secretary Mark Heller and interim finance director John Brocklebank.

She says the programming team is likely to be affected "no more than any other department" and that the company is also looking at ways to reduce technical costs.

Some of the programming consultants will take on additional responsibility for more channels, she says, one example being to centralise all classical music genres under one consultant. Daly highlights a recent deal with Microsoft for a packaged broadband music subscription service as a growth opportunity.

"There are also still a couple of opportunities in digital TV in Europe and Asia which we have not yet taken in a significant way and we have a growing interest in broadband," she says. "In terms of our output - the amount of music we play and the number of channels there are more than ever. But we are doing it smarter - there were a lot of redundant processes and inefficiencies."

by Joanna Jones  
Music Choice Europe last week of UK music programmers last week as part of the digital audio broadcaster's drive to "test efficiencies" and bring the company to profit.

It remains unclear how many staff have been cut in total, but sources suggest recent changes have seen four staff programme managers made redundant, with as many as 20 music consultants leaving in the past fortnight. The consultants also programme music for the service's 40 channels.

The company - which includes Warner Music Group (24%), Sony Corp (12%) and BSkyB (36%) among its shareholders - confirms it has reduced its UK staff by more than 40% within the past 18 months, but is unwilling to specify numbers in the latest cuts as it is "in the process of reducing the workforce". However, company sources suggest that fewer than 10 music consultants were cut.

Newly-installed CEO Margat Daly says she is confident the company is still on target to break even on a monthly basis within 12 months and denies suggestions of a "dumbing

down" of the service. "It has been a tough year for a lot of people and a lot of music companies and we have had to be very pragmatic and realistic about what needs to be done," she says.

The latest redundancies came a week after Music Choice reported preliminary results for the year to December 31, 2002, showing operating losses of £8.2m on turnover of £9.8m (see table). In February the company saw the departure of its chief executive Simon Baralgette and chief financial officer Jonathan Apps to pursue other interests. Daly says a chief financial officer

## Beatles DVD release makes retail splash

EMI was last week hailed "unprecedented" sales of the Beatles Anthology DVD went on sale last Monday.

The title sold more than 3,500 copies in its first day and was out-sold in the second-placed title, EMI's *The Robbie Williams Show* by 2-1. The disc shipped 35,000 units in advance of release, selling 7,000 by the end of last Thursday.

DVD and new formats manager Sam Demetrious says, "release and chart position for Anthology are unprecedented given both the time of year and the fact this is a five-disc boxed set."

"EMI Recorded Music commercial director, sales, Mike McMahon says, "We're delighted so far, particularly given that it is retailing at between £40 and £50."

HMV video manager Andy Anderson adds, "Sales are encouraging for such a big boxed set. It is performing as expected, for a £50 set."

## Channel Five springs into action with seven-hour live pop event

Channel Five's commitment to music is being reinforced later this month when it commits seven hours of prime-time television to a newly-created live pop event.

Five is commissioning initial to produce *Spring Break Live*, which will feature 20 acts, including Busted and S Club, and will be broadcast live on Sunday April 27 from 12pm to 3pm.

Presented by Lisa Snowdon and Liz Bonnin, *Spring Break Live* will be staged at Birmingham's National Indoor Arena. Other confirmed acts include Ales, Big Brovaz, Danfil Milnogue, David Snedden, Emma Bunton, Girls Aloud, Kym Marsh, S Club Juniors, Sarah Whitmore and Sinead Quinn.

Sham Sandhu, controller of music and youth at Five and the executive behind last year's music commissions - 55.8 Capital FM's Party in



S Club: live outing for C5

the Park for The Prince's Trust, Picnic in the Park and Capital Christmas Live - says the event is being created from scratch and will showcase some of the UK's highest-selling pop acts. He adds, "Following last year's music successes on the channel, we decided to rip up the schedule and dedicate seven hours to music programming. *Spring Break Live* will be the first of several music events on Five for 2003.

## Forum tackles Scottish distribution issue

Scottish labels highlighted distribution as a key problem north of the border, at the first of a series of new forums designed to tackle local issues.

The inaugural meeting, hosted by Nems (New Music in Scotland) and Scottish Enterprise, heard that the liquidation of Mac Distribution last year has left a big hole in the market because it serviced many contemporary labels.

Nems development officer Lindsay Chapman says, "Physical distribution is a big problem just now because many smaller labels are not getting a foot in the door."

However, he says the first in what is expected to be a regular event helped go some way to solv-



Centre for Contemporary Arts, drew more than 70 people from Scottish music groups and featured contributions from Vital Distribution label manager Luke Selby, Music 33.com general manager Tom Clarke and Simbolic managing director Graham Collins.

Chapman says additional backing - possibly from Scottish Enterprise or another partner - would allow Nems to host the new forums every couple of months inviting experts in their fields to contribute. He adds that the next forum is likely to concentrate on press and marketing.

Pictured (left to right) are Fopp's Stuart Hamilton, Robertson and Nems 33.com general manager Tom Clarke.

## Radiohead single rushed to radio after online leak

Parlophone has brought forward the official radio airdate of Radiohead's comeback single 'There There' to next Monday (April 14) after unfinished versions of tracks from their forthcoming album *1000 Hours* appeared on the internet last week.

A number of international radio stations sourced the tracks from the internet, with one Australian station being the first to air the high-ya-ma-pied material. However, media are being offered the finished versions of the songs earlier than planned in return for not airing the bootlegs.

"We are asking stations not to play the internet versions and most seem happy to do so," says Capitol UK president Keith Wozencraft. "Bringing the radio date forwards makes it easier for them to agree to it."

"It is not that the versions on the internet are simply not mastered, they are not even mixed and are quite different to what people will be hearing next week," he adds.

## VH1 to move into popular culture

VH1 has announced plans for a thorough overhaul which will see it broadened out from being a solely music-based channel.

The service has acquired music-related feature films and documentaries to feature at the heart of its non-daytime schedule, with the channel vowing to become "a commentator on popular culture".

The changes will be incorporated into weekly evening (8pm to 1am) and weekend schedules, while the daytime schedules and playlist structure will remain as before. Among the films acquired for the channel are *Grease*, *Footloose*, *Kurt & Courtney*, *Rattle & Hum* and *In Bed With Madonna*, says VH1 general manager Sally Habbershaw.

"We are not going to ignore our music, that is what we are about," she says. "But we are expanding our remit to include culture and entertainment." She adds that the



Habbershaw: music channel changes have been prompted by research showing that the channel's viewers would be interested in such content, as well as the growth of interest in "celebrity culture".

The entire outfit will also be impacted by the launch of a new on-air look including new animated idents - developed by *Disorban2* - and the creation of four core areas, each with their own distinct visuals. The idents will appear from the date of a soft launch on April 10, before a hard launch on April 14, says

Habbershaw.

The VH1 changes come as MTV Networks Europe last week was forced to calm concerns over suggestions that it is calling for specific videos to be banned. An internal memo leaked 10 days ago indicated that it had banned a string of promos under ITO rules.

Promo director *WV*, of production company *Oil Factory*, last week called on members of the music community to protest at the MTV action in an open letter sent to almost 100 key players from the creative community.

MTV Networks Europe head Brent Hansen insists that no promos have been banned. "The video making fraternity is incredibly important to me," he says. "I don't want them to worry or question their own creativity. We will do our best to be as open-minded as we can about everything they do."

## mw comment PRICING OF MUSIC NEEDS FOCUS



"The continuing slide in CD prices is great news for the consumer. But, for the music business as a whole, it is a double-edged sword."

As a means of driving retail traffic, lower prices are great. They bring punters into stores, they encourage wavering consumers to take a punt and they keep music accessible to those with shallow pockets.

But they make the current business models ever more difficult to justify - as Sony, and plenty of others before it, are now discovering.

Furthermore, they make it all the more difficult to make a serious argument in favour of the single, in its current form. With so many punters buying their albums for less than £10 a shot, it is all the harder to encourage those same consumers to part with more than one-third of that to buy one track which they happen to like.

Think about it from a kid's point of view. You switch on The Smash Hits Chart Show and take a fancy to new hits by Room 5, Blue and Richard X featuring Liberty X. Wandering through Woolworths later that day, you have the choice of three singles for the total of about a tenner, or a compilation - featuring almost 40 other tracks - for little more. It is a simple decision.

Add in the availability of classic movies for as little as £4 on a format which is, to the layman, indistinguishable from Woolworths, Fopp or HMV, based on the same shiny format which they have been asked to buy a new single, and you have a recipe for disaster. It is, frankly, a miserable state of a pricing mess.

The solution? The difficulty is knowing which way to pull. Trying to raise album prices is problematic, possibly impossible and would be a PR nightmare for the business.

Meanwhile, further lowering singles prices could turn the format a loss-making albatross. Any such move would surely outlaw one of the clearest means of adding value to the existing single (as BMO's Robin Wilson points out on page 27).

There are plenty of ideas and plenty of resolve to make a change. More than one major is discussing ideas with its retail partners about the single and that is a positive step forward. But speed is of the essence.

One thing should be for sure though - the Taylor Nelson Sofres figures should prompt a collective wave of smiles at organisations such as the Consumer Association, which has long since hammered on the door for cheaper music.

It will be interesting to see whether such past critics launch any of their own campaigns how fabulously cheap CDs are becoming these days.

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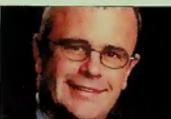
## Gang of four bring fresh blood to new-look Managers' Forum

by Robert Ashton

The Music Managers Forum (MMF) welcomed its largest - and arguably most experienced - influx of new blood in one step last week with the election of four industry heavyweights to its council.

Modest Management's Richard Griffiths, Terra Firma Management's Marc Marot, Big Life Management's Jazz Summers and ASM Ltd's Albert Samuel were elected at last Thursday's council meeting. They replace Nick Moore and Sue Cavendish and extend the number of board members to 19.

Chairman John Glover says the decision to make room for four new council members was made to bring in "new ideas with the fresh blood". He adds it was a coincidence such high profile managers were



Griffiths: valued experience their changes range from David Sheedon to Richard Ashcroft - were available to join and they will bring a new source of experience and knowledge to the association.

"Jazz has already come up with some interesting views," he says.

"He argues managers are as vulnerable now as they have ever been and we should refocus the MMF to look after the managers' interests.

Griffiths was also until recently the head of a large record company, so we will use a lot of his experience on this side."

To this end, Glover says part of the MMF's spring conference on May 9 will be given over to a coach-ermented gamekeeper session led by former record company bosses including Griffith and Marot.

Griffiths adds, "Whoever is closest to the artists are the people who are going to direct the way business goes and managers are the obvious place for that. The stronger manager groups become by pooling their collective experiences, the better it will be for our artists."

One other issue Glover says he will be asking his new and existing board members to focus on in the

coming months will be ways of working with record companies to create more long-term careers.

MMF also played a leading role in the first international summit staged by its sister organisation ICMF, which brought together music managers from 25 countries last week. The meeting, sponsored by the European Music Office, addressed a range of topics, including methods of sharing industry knowledge and good practice.

MMF general secretary James Sellar says the three-day summit, which occurred over the March 29 weekend, will result in a document covering areas such as visa requirements and collection societies in different countries, which will eliminate much of the work duplicated by individual managers.

## Virgin transition to return Tower Piccadilly store to 'former glory'

Virgin Entertainment Group have pledged to bring Tower back to its "former glory" as quickly as possible, as it officially took over the reins of the Piccadilly Store from the US retailer last Friday.

Speaking after Tower handed over the keys at the central London location, Virgin Retail's trading manager for range and music catalogue Rod MacLennan says the priority is to "revitalise the store's offer after the store was run down leading up to its acquisition by Virgin."

"The first thing we will do over the next two to three months is extend the offer back to something akin to Tower's former glories," says MacLennan, who is overseeing stock and supply issues for the Tower stores. "That means restocking the store and putting in the extensive range they were famous for."

The store will be run under the Tower name for the next six months after which time it will be re-branded



Tower: Piccadilly keys handed over by the Virgin Megastore banner, while the Kensington branch is set to reopen "in the next few weeks".

Virgin Retail have taken on all staff.

While not revealing how the new Piccadilly store will look, MacLennan says a design company has been appointed for the refurbishment and that Virgin Retail aims to combine the best of both brands.

"It will be a Megastore but a bit different - it will be a bit more rock-'n-roll than the current version of the Megastore, so we have the best of both worlds."

He says retaining the Tower name will also give Virgin the rare opportunity to study another brand and sales patterns before re-branding.



The first full UK single from Irish singer/songwriter Damien Rice's debut album *1000 Hours* will be launched later this summer following a deal with Christian Tatterfield's as-yet unnamed Warner label. The album was originally released through Rice's own label DRM last year and was relaunched in the UK with the release of his *Woman Like A Man* EP at the end of last month. *1000 Hours*'s Bernadette Barrett, who manages Rice, says, "A proper single will be out later in the summer, but we need to spend time in the US before coming back to do *Glastonbury* and *V*." Vector Records, which handles Rice in North America, is scheduling the album for a mid-May release there. Rice is set to play London's Spheres's Bush Empire on April 23.

## newsfile

**BACS AND R3 LAUNCH NEW AWARDS**  
The British Academy of Composers and Songwriters (BACS) and BBC Radio Three are throwing the spotlight on contemporary British composers with the launch of the British Composer Awards. The PRS-sponsored awards, which will take place at the Barbican Centre on December 15, are set to celebrate the work of classical composers living and working in the UK.

**PARLIAMENTARY GROUP MEETS**

The All-Party Music Group (APMG) will focus part of their future agenda on the Communications Bill following last week's first AGM. Last Tuesday, the year-old group – made up of MPs and Lords with an interest in key issues facing the music business – resolved to invite Lord Currie, the chair of Ofcom, to address them and explain how Ofcom policies will take account of music and in particular safeguard the diversity of music in the media. At the same time, Labour MP Siobhain McDonagh was elected chair of the APMG. She takes over the role from Stephen Hepburn MP.

**AIM FOCUSES ON MARKETING**

Music marketing strategies and techniques were on the agenda for Aim's regular Big Wednesday meeting last week. Marketers including Beggan Group marketing director John Holborn, director of music consultancy Remote Control Pat Carr and and Your Release operations director Peter Lockett focused their efforts on a range of issues from covermounts to data capturing mobile phone numbers from a band's fanbase.

# Tough and getting tougher, after mixed fortunes in Q1

by Robert Ashton

It is tough, and it is going to get tougher. But it is not lost yet.

That is the verdict from a music retail sector facing the impact of the Iraq war, an uncertain economy and gloomy trading forecasts.

Sony Music chief executive Andrew Lack announced last week that he is preparing his company for the possibility of a 15% downturn in global music sales this year. Meanwhile, the CBI issued a depressing report which shows sales volumes in durable household goods – including CDs – were 23% down in March compared with the previous year. However, those in the retail frontline are more circumspect.

Official Charts Company figures for the year to date indicate that the UK market is up 3.4% on the same period in 2002, helped by titles by acts such as Justin Timberlake, Avril Lavigne and Norah Jones, as well as the recent Mothers' Day effort – gift-buying over the March 30 weekend helped push albums up almost 47% on the same week last year.

While the strength of albums sales are shrouded by the spectre of first-quarter singles sales down more than 32% compared with 2002, retail remains largely upbeat. Fopp product manager Paul Turnbull says that all 14 stores in the chain



Timberlake: best-seller so far in 2003

reported increased sales in March.

"We usually have a look to see if any particular store or format has suffered," says Turnbull. "But all stores are up and DVD sales are doing particularly well, while CD sales are okay."

Turnbull attributes some of this to the release schedule, which has seen some of the bigger releases of the first quarter, including Linkin Park and Simply Red, held back until recently. "In the past six weeks, we have seen a good variety of new releases come through," he says. "And there are some good ones coming up. The White Stripes will also do great business for us."

But, while Lack's vision for the

business is certainly considered overly pessimistic, there remain concerns. EMI Recorded Music commercial director, sales, Mike McMahon says: "The fact that the retailers are cranking out loads of campaigns is masking the fact that the market is in decline. This year is going to be a difficult year. The prices are getting cheaper and cheaper and that means there is less money for everybody. Volume figures look fine, but lots of mid-price and budget sales are going through."

McMahon predicts that, despite positive OCE figures, value could be 6% to 7% down in volume. Woolworths and MCV head of commercial Jim Batchelor also questions how much of the current business represents profit. "Albums have been up in terms of unit volume," he says. "But how are they doing it? A lot of it is retailers running campaigns. Another question should be 'What profit are they making?'"

In turn, Turnbull concedes that sales value may not be increasing, with much of Fopp's traffic maintained through price-busting campaigns.

Adams stores supervisor Dave Ascott reports brisk Mothers' Day trade, but is more cautious about the year ahead given the uncertain-

ty raised by the Iraq war. "I suppose it is the old thing where music is a luxury, not a necessity and people may hold on to their money for a bit," he says.

Unusually, one of the least optimistic pictures is painted by the usually upbeat Music Zone owner Russ Grainger, who reports that, after four years' growth, the past four weeks have been "atrocious". He says he is putting his group's expansion plans on hold until the market picks up.

"Mothers' Day was busy, but that was a blip," he says. "You only have to use your eyes and ears and see it is down on the high street and much worse in shopping malls."

A clearer picture will emerge in the coming weeks. Woolworth's Batchelor believes a truer assessment will be possible by the end of this month after Easter, which falls late this year – from April 18-21 – has passed.

And, while EMI Group and HMV Media are both due to announce annual results next month – including their own verdicts on the state of the entertainment market – the BPI's quarterly trade deliveries will be unveiled towards early May.

They are a set of figures which executives ring across the business will examine with plenty of interest.

UNITED STATES DISTRICT COURT  
CENTRAL DISTRICT OF CALIFORNIA, WESTERN DIVISION

FRED STEINER, et al., on behalf of themselves and all others )  
similarly situated, )  
Plaintiffs, )  
)  
v. )  
ABC, INC., et al., )  
Defendants. )

Case No. CV-00-5798-FMC(AJX)

CLASS ACTION

SUMMARY NOTICE

TO: ALL PERSONS WHO ARE THE CURRENT LEGAL OWNERS OF ANY RIGHT OR CAUSE OF ACTION ARISING FROM THE COPYRIGHT IN A MUSICAL COMPOSITION OR SOUND RECORDING THAT WAS EMBODIED IN AN EPISODE OF AN ORIGINAL TELEVISION BROADCAST OF GENERAL HOSPITAL, ONE LIFE TO LIVE, OR ALL MY CHILDREN;

AND

ALL PERSONS WHO ARE THE CURRENT HOLDERS OF ANY MONETARY OR ROYALTY INTEREST ARISING FROM THE COPYRIGHT IN ANY SUCH MUSICAL COMPOSITION OR SOUND RECORDING THAT IS LEGALLY OWNED BY A DEFENDANT IN THIS ACTION OR AN ENTITY AFFILIATED OR RELATED TO A DEFENDANT.

YOU ARE HEREBY NOTIFIED that a settlement of the above-captioned class action has been reached. The settlement is subject to approval by the Court.

A hearing will be held before the Honorable Florence-Marie Cooper at the United States District Court for the Central District of California, Western Division, 255 East Temple Street, Los Angeles, CA 90012, on June 20, 2003, at 2:30 p.m. The purpose of the hearing is to determine: (1) whether the proposed settlement of the claims in this class action litigation (the "Action") as contained in the Stipulation of Settlement on file with the Court ("Stipulation") should be approved as fair, just, reasonable and adequate; and (2) whether the Judgment dismissing the Action with prejudice should be entered.

If you are (a) a current legal owner of a musical composition or sound recording, or portion thereof, that was embodied in an episode of the original domestic United States broadcast of the daytime television series General Hospital, One Life To Live, or All My Children, and that, without license or authorization, was copied, reproduced, synchronized, displayed, performed, broadcast, telecast, cablecast, exhibited, transmitted, disseminated, distributed or otherwise used as part of one of those television series in connection with its foreign distribution or foreign syndication by Defendants; or (b) a current holder of any monetary or royalty interest in any such musical composition or sound recording that is legally owned by a Defendant in this action or a related or affiliated entity, your rights may be affected by the settlement of the litigation. Defendants include ABC Inc., American Broadcasting Companies, Inc., Worldvision Enterprises, Inc., Imago Edit, Inc., Spelling Satellite Networks, Inc., Video Services Corporation, and Audio Plus Video International, Inc. Entities affiliated or related to Defendants include, but are not limited to, Walt Disney Music Company, Wonderland Music Company, Inc., Buena Vista Music Co., Famous Music, Ensign Music, Bruin Music, Adax Music, Paramount Music, Mad Dog Winston, and Para-Sac Music. A complete list of these entities is located in the detailed notice available at: [www.gilardi.com/steinersettlement](http://www.gilardi.com/steinersettlement).

If you have not received a detailed Notice of Proposed Settlement of Class Action (the "Notice"), you may obtain copies by writing to the Settlement Administrator at Steiner Class Settlement, Settlement Administrator, c/o Gilardi & Co. LLC, P.O. Box 8060, San Rafael, California 94912-8060, or you may call 1-800-293-4294. An Internet website has been created to give you additional information regarding the settlement and assist you in determining whether you are a class member. The website describes the musical compositions and sound recordings to which this settlement applies. To access that website, go to:

[HTTP://WWW.GILARDI.COM/STEINERSETTLEMENT](http://www.gilardi.com/steinersettlement)

The Notice describes the lawsuit and the procedures for submitting a claim for a share of the settlement, objecting to the settlement, or opting out of the Classes.

**PLEASE DO NOT CONTACT THIS COURT OR THE CLERK'S OFFICE REGARDING THIS NOTICE.**

DATED: February 21, 2003

BY ORDER OF THE UNITED STATES DISTRICT COURT  
FOR THE CENTRAL DISTRICT OF CALIFORNIA, WESTERN DIVISION

## Planet Funk album ready for take-off

After a series of false starts, Italian act Planet Funk are finally preparing to release what is set to be one of the key dance album projects of this year.

The release of *Non Zero Summus In May* follows a number of Planet Funk-sampling bootlegs in 2002 which have boosted the credibility and awareness of the band and their music. These included a white label that combined Layo & Bushwacka's Night Song with their 2000 hit Chase The Sun.

"I don't know why it didn't happen before, but I have a feeling that their time is now," says illustrious managing director Kevin Robinson, who signed the act last year after they parted company with Virgin Records.

In their native Italy, high rotation of the promo for *Who Said* (which is released as a single in the UK on April 14) has helped propel Planet Funk from the underground to the mainstream. "We realised it wasn't a niche project after we started getting calls from television and radio programmers, then the album sales jumped from 20,000 to 80,000," says manager Gavino Prunas.

"It's one of those albums you can put on the car and not want to skip any tracks," adds Robinson. "It's got that special ingredient."

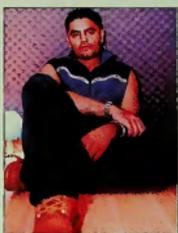
# Ex-Telstar Urban team launch Two Point Nine

by James Roberts

Telstar Records' former urban executives Billy Grant and Rob Stuart – who helped establish artists including Craig David and Mis-Teeq – have unveiled details of their new production, management and recordings venture, Two Point Nine Productions.

Grant and Stuart left the label to form the new company, which is already off to a flying start with its first project showcasing two of its new signings. Dance With You by Rishi Rich feat Jay Sean & Juggy D is already a buzz track on the vibrant Asian scene and has gained early support from Radio One, 1Xtra and BBC Asian network. "We are promoting it to the Asian arena initially, but already people are asking to hear more Rishi and Jay material," says Grant.

The company's first management client is producer and remixer Rishi Rich, who is already one of the Asian scene's leading musicians and has worked with artists including Fashai, Romeo and Sugababes. "His last album sold more than 50,000 units in the Asian market alone," says Grant.



Rich: BBC radio exposure

Rich was also hired by Grant to produce the title track for Mis-Teeq's second album Eye Candy, which was on course to debut in the Top 10 yesterday (Sunday).

Meanwhile, Asian singer/Rapper Jay Sean, who is signed to Two Point Nine Productions, is expected to sign a solo record deal in the coming weeks following his appearance on the Rich track.

Two Point Nine has also been hired by Craig David's manage-

ment company Wildlife to bolster the artist's credibility in the urban arena. While at Telstar, Grant worked closely with David on the campaign for debut album *Born To Do It*, but the campaign for second album *Slicker Than Your Average* has struggled to make an impact in the urban market. Grant hopes that a number of promotions – including a Rishi Rich remix of David's forthcoming single *Rise & Fall* – will help re-address the balance between mainstream appeal and underground credibility.

The new mix is helping to re-affirm his street presence," says Grant. "On the first album, the street side of things was very important in terms of feeding the pop side." The new mix features a rap by David in Punjab, which is expected to be hit with tastemaker DJs.

Grant says Two Point Nine will be involved in every aspect of a project, from studio development to its promotion. "It's about coming up with quality product and making sure it gets to the right people," he says.



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## CM scheme forges links with music industry

Back in 2001, *Musik Week* profiled an educational charity which was unintentionally developing a number of exciting new artists as a by-product of its day-to-day activities.

In fact, such was the quality of the young musicians on the CM scheme in South East London that a number of them have gone on to score record, publishing and management deals in the past year. This interest has partly provided the motivation for the organisation to set up a new division, CM Productions, in a bid to bridge the gap between the educational charity and the commercial music industry it interfaces.

"We felt that it was a big leap beyond being on the programme to being a self-sufficient performing musician," says CM development director Alison Tickle, who is building the new division.

At the core of CM Productions is the development board, which gives advice to emerging performers so they don't get trapped into signing dodgy contracts before they have a handle on the business side of things. Among the members of the board are McKenzie Group manage-



Farrell: Up-and-coming producer

Farrell: Up-and-coming producer  
ing director John Northcote, Metropolis Music's Ray Corbett, lawyer Helen Seare and producer manager Stephen Budd, while artists including Beverley Knight and Jamiroquai's Jay Kay are also committed as patrons.

"We want the situation to be that when an artist is ready to be signed, the networks are already in place," says Tickle. "CM production will then cease to take an active role, leaving the music industry to do what it does best. This avoids any conflict of interest."

Artists who have proven their commitment on the main CM education programme can apply to be accepted on the "fast track" pro-

duction scheme, which follows a more commercial approach. Two in-house producers, Clive McKinley and Eva Brandt, are employed through the scheme to ensure the students receive a realistic experience in a professional studio environment. "CM productions is a more intense experience with the aim of allowing the kids to become professionally independent," says Tickle.

The first artist on the CM Productions scheme is already showing significant promise. Initially arriving on CM on a crime prevention programme two years ago, Elton Farrell quickly displayed a talent for producing urban tracks. CM allowed Farrell and his crew, Ammalution, time in the Pro Tools studio established in September with funding from the Performing Rights Society and the Foundation For Sports And Arts) to develop their skills. "The key to this project is that it is artist-led and the musicians learning to develop the skills is the ultimate aim," says Tickle.

Another emerging success story to come through CM is Protechnic Radio, an internet radio station

which currently attracts around 300,000 users a month. Listeners can hear new albums emerging from the CM initiative alongside established names such as Andy C, Shy FX and DJ Hype, who regularly drop in to play shows. The station is now financially independent and has grown to become a powerful tool for promoting urban music.

Established as Community Music in 1994, CM has historically been associated with the development of many musicians, including Courtney Pine and Asian Dub Foundation. While attracting highly talented young people has never been a problem for the scheme, the development of the educational platform's production arm is intended to help provide an all-important link into the music industry.

"We need the support of a lot of different groups of people to make this work," says Tickle.

The newest manifestations of this initiative include a promotional CD and showcase, which is being played in July, as well as a visible presence at this week's Music Radio 2003 conference in London.

## news file

P DIDDY TURNS TO JACQUES

Electro wizard Jacques Lu Cortis is following his work with Madonna by working on new material for P Diddy in New York. The rap superstar has been furthering his keen interest in dance music by releasing some of the scene's top talent for a new album. Deep Dish are also among a number of high-profile dance producers understood to be working on material for the artist. Work on the album follows P Diddy's recent appearance at Miami Music Conference, where he made a guest appearance at Subliminal Sessions party.

ACOUSTIC COVERMOUNTS WORD

Acoustic 3, the latest in the series of successful compilations produced between The Echo Label and V2, is to be the focus of a unique covermount promotion with Development Mail's *Word* magazine. The traditional covermount concept has been turned on its head as the commercial release of the album will feature a miniature version of the latest edition of the publication for the first time. The album features tracks from Stereophonics, Mag'Nét, The Bees and Bob Dylan, among others.

CHRIS REAS SIGNS HANDLE

Chris Reas is to launch a number of new projects through his own Jazzee Blue label, the imprint he set up last year to independently release his *Dancing Down The Story Road* album, which reached number 1 in the UK chart. Artists signed include Sarah Randle, a former student of Paul McCartney's LIPA "alma school".

YOSHITOSH IN 100th RELEASE

To celebrate its 100th single release since being founded in 1994, respected dance label Yoshitosh has put together a package that will feature four of its most popular cassette releases, renewed by some of today's most talented producers.

BPI AWARDS

**5 STAR** GNILES: Les 5 star Oliver Cheatham Make Lov (silver) Gareth Gates Spirit In The Sky (gold)

**ALBUMS:** Danii Minogue Neon Nights (silver) Nat King Cole Love Songs (silver) Strange Obsessions – Best Of (gold) Dionne Warwick – The Very Best Of (silver) Nas God's Son (silver) Placebo Sleeping With Ghosts (silver) Various Super Seventies (silver) The Flaming Lips The Flaming Lips Bulletin (silver) Dixie Chicks Home (silver) Celine Dion One Heart (gold) Various Van One Heart (gold) Various Relaxing Classics (gold) Paul McCartney Back In The World (gold) Linkin Park Meteora (gold) Dixie Chicks The Young And The Hopeless (gold) Led Zeppelin Early Days (silver) Lard Days (gold) Howard Shore Lord Of The Rings – The Two Towers (gold) The White Stripes Elephant (gold) Various New Woman 2003 (gold) Various Hard House Euphoria (gold) Various Pure R&B – The Winter Collection (gold)

**SINGLE AWARDS:** I Got It Over (2 x platinum) Avril Lavigne Let Go (4 x platinum) Coldplay A Rush of Blood To The Head (5 x platinum) Robbie Williams Ecocology (6 x platinum)

## US chartfile

### LINKIN PARK HIT ALBUMS TOP SPOT

Linkin Park's (pictured) *Meteora* brought retail cheer last week by selling more

than 810,000 copies to debut at number one. Cinema fans and theatregoers stayed home last week thanks to a mixture of bad weather on the East Coast and preoccupation with TV coverage of the Iraq war, but record buyers did the opposite, boosting sales of the Top 200 albums by a massive 43.9%, with the top seven albums all breaking the 100,000 sales mark, compared to just three the previous week.

Linkin Park were one of five new arrivals in the Top 10. Colbie Caecato's new album *Heart*, released on the day she started her lucrative Las Vegas residency, sold more than 431,000 to debut at number two, while Now 12 enters at number three with sales of 256,000. R&B crooner Brian McKnight sold 109,000 copies of his U-Turn album to take seventh place, while Cartron's group, the Diplomats claim Diplomatic Immunity at number eight with 108,000 takes.

The highest climber is E2K's *Pandemonium*, which soars 84-13 after having three new tracks added.

Among UK acts, Goldplay's *A Rush Of Blood To The Head* remains well ahead of all-comers, although it dips 24-20. It sold 43,000 copies last week and is now the only record by a UK act in the Top 50, as Rod Stewart's *It Had To Be You...The Great American Songbook* slides 43-51.

While British fortunes decline on the albums chart, they continue to improve on the Hot 100 singles chart, where the latest arrival is Parjabi MC

(pictured), whose *Beware Of The Boys (Mundian To Bach Ke)* debuts at number 97 in a mix which adds Jay-Z.

Meanwhile, if you're Not The One by Daniel Bedingfield climbs 55-Floetry's *Say Yes* moves 64-55 and I Can't Stop Loving You by Phil Collins reboots 83-77. Bedingfield and Floetry also continue to climb the albums chart, moving 153-141 and 72-68 respectively.

Ringo Starr's *Ringorama* album attracted 9,000 buyers on its first week in the shops and debuts at number 113. It is the former Beatle's 13th charted solo album and his first since 1998, when Vertical Man reached number 61. Meanwhile, Pink Floyd's *The Dark Side Of The Moon* sold 20,700 copies on SACD (Super Audio CD) to debut at the top of the Catalog chart – and it would have re-entered the Top 200 at number 46 if it had not been classified many years ago under a chart system which dispatches discs from the regular chart after two years if they dip below number 100. The ordinary version of *The Dark Side Of The Moon* rose 19-22 on the Catalog chart in its 1,352nd chart week, having sold more than 15m copies since its 1973 release.

Alan Jones

# Second breaker at US singles for 'super-priority' Bedingfield

By Joanna Jones

Polydor has earmarked Daniel Bedingfield's breakthrough ballad if You're Not The One as an international "super-priority," as the single breaks through the US charts to propel his Island Def Jam-issued album back into play.

The single is currently at number 12 at 40 radio, while it was also the number one most added at the AC format last week.

Polydor head of international Greg Sambrook says, "It's shaping up to be the second hit single for Daniel Bedingfield in the US, which for a UK artist right now, is no mean feat."

Moving 55-43 on the Hot 100, if you're Not The One beat the starting position for previous single Gotta Get Thru This (77), but it is yet to be seen whether it will also better that track's peak position within the Top 10. The release of



Bedingfield: number 55 at US sales

the track has boosted US interest for the album, which has clocked up more than 200,000 sales so far, pushing it back into the *Billboard* 200 at 153, and moving up to 142 this week.

Bedingfield, who recently completed a UK tour in March, is set to return

Statiside in mid-May for a month for key summer radio festivals before coming back to complete further promo in the UK and Europe.

"We saw what a huge impact if You're Not The One had on his album sales in the UK – it is an album-selling track but also a key career development track and its importance cannot be overstated," says Sambrook. "The album *Gotta Get Thru This* is being rolled out in European markets following the staggered release of if You're Not The One on the Continent.

Bedingfield has visited every key European market for showcases and promo in the run-up to the release of the ballad, which has already found favour with Scandinavian radio programmers, reaching number four in Norway, seven in Sweden and moving 28-22 in Holland, where he is still to perform at the TMF

Awards later this month.

Meanwhile, Ms Dynamite is devoting the first half of this year to the US as the campaign for her March 11-released album *A Little Deeper* through Interscope buds Stasich. Dynamite made a high-profile entry into the market with an appearance on Saturday Night Live to mark the launch of the album performing Dynamite.

However, she leads off in the US, as in the UK, with *It Takes More* at radio while her presence is also being felt on TV with the latter track at Top 10 on MTV's *TRL*, and added to BET network. Interscope has also targeted a wide spread of press coverage in *Newsday*, *LA Times*, *Rolling Stone* and *Son*.

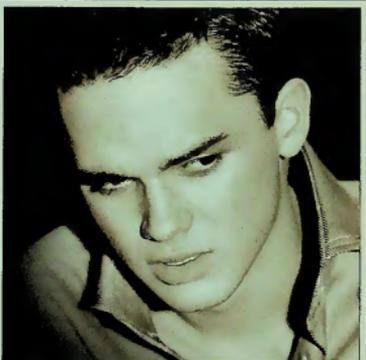
A Little Deeper made its debut on the R&B albums chart at 80 last week while debuting at 179 in the main *Billboard* 200.

## Europe embraces new Placebo disc

Hut/Virgin has shipped more than 400,000 copies worldwide of Placebo's *Sleeping With Ghosts* album, which has built on the band's international fanbase in France and Germany, reaping Top 10 positions in nine markets across Europe.

*Sleeping With Ghosts* hit the top spot in Belgium and Greece, took the number two position in France and Germany, reaping Top 10 positions in Austria (6), Iceland (3), Italy (6), Portugal (7) and Switzerland (3). The March 24-released album also racked up Top 20 positions in Australia, Holland, Spain and Sweden.

The band's previous album, *Black Market Music*, reached the number one spot in France and scored double-platinum sales both in that market and in Germany.



Warner to handle overseas roll-out of War Child album

The War Child charity album *Hope* is being prepared for an international roll-out from April 21, with Warner handling the album overseas excluding North America.

Warner senior international manager David Wile says, "I have had responses from our affiliates as far afield as Australia, Chile and Spain and the company is looking to maximise the monies paid to War Child from the proceeds of each record sold in the UK and internationally."

It is hoped profits from the sales of the album will help raise £1m for the War Child charity to aid the children of war-torn Iraq. War Child spokesman James Topham says he is "quietly optimistic" of a stronger international reaction for *Hope* than previous WarChild releases. A Love and 1999's *Help*, which sold more than 200,000 worldwide.

"International support will be very good. I love what music we have focused on, whereas with *Hope* we have Paul McCartney, David Bowie and artists such as Avril Lavigne and Travis – it has much more interna-

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Lavigne: high-profile artists

tional potential. I am quietly optimistic," says Topham.

Meanwhile, Canada's effort, *Peace Songs*, is being coordinated by the Canadian arm of War Child and will take the form of a double-album released around April 15 in a joint deal with Sony and BMG in the market. The Canadian version is expected to carry a significant number of the UK album's tracks.

A US agreement has yet to be sealed, but Topham confirms the charity is in talks with Sony for a Stasich release.

## Gatt talks see IFPI repeat calls to liberalise markets outside Europe

The IFPI says it will continue to lobby for change on the liberalisation of markets outside the EU, as the latest development in the Gatt talks sees the music industry continuing to be classified under the audio visual sector.

Meanwhile, Aim has halted the EC's move to retain the status quo as a significant step for the music industry.

The IFPI last year submitted requests to the EC to ask for some trade barriers to be removed in countries such as Egypt, China and India, while the DTI requested that the music business be reclassified outside of the audio-visual sector, which it shares with the film industry and means it enjoys special treatment under international trade rules.

A schism emerged between the IFPI and European Independent Trade Body Impala as the IFPI argued the classification prevents the music industry from taking a full part in the Gatt talks and having a full influence on future pol-

icy on issues such as e-commerce. IFPI's Regional Director for Europe Frances Moore says there is no contradiction between the IFPI's position and the Independents as market liberalisation will still allow Member States to keep support measures for music at national level.

"It remains to be seen what the Commission's position will be as the negotiations proceed. We still maintain that it could be a win-win situation," says Moore.

Aim CEO Alan Wenham says, "We are delighted to see the EU has accepted that music is part of the cultural identity of Europe."

Gareth Gates is continuing to defy critics who believe reality pop acts cannot cross borders by landing a German Top 10 album. His debut offering, *What My Heart Wants To Say*, entered Germany's charts at 10 last week to head a charge of chart action for the BMG signing across Europe.

The German album debut followed a five-week run in the singles Top 10 with *Anyone Of Us (Stupid Mistake)*, which spent three weeks at number one in the Netherlands where his album last week cracked the Top 20. BMG has shipped more than 150,000 Gates albums and 250,000 singles on the Continent. While Gates last week undertook a third German promotional trip following visits to Spain, France and Sweden, Will Young's single *You & I* reached number three in the Netherlands while *Light My Fire* sits at 11 in Italy. "This proves to people that these artists can do the business and be successful in other territories," says BMG international VP Dave Shack.

Moore: "win-win situation"

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# REACHING OUT TO THE FANS

The successful, targeted marketing of music books can push a moderate seller into a big hit, says Adam Woods, who surveys recent effective campaigns

The biggest music book-related story of last week was the news that John Peel is weighing up offers of £1.5m from Transworld and HarperCollins for the right to publish his memoirs. The strength of Peel as a literary commodity, according to Transworld editorial director Patrick Janson-Smith, is in his pan-generational appeal, with Radio Two's Home Truths and Radio One's John Peel Show among the jewels of those two very different stations' output.

Last year, on US experimental music portal Brainwashed.com, a corner of the music world which has a certain amount in common with the Peel Sessions and no obvious demographic overlap with Home Truths, SAF Publishing announced the imminent release of England's Hidden Reverse: A Secret History Of The Esoteric Underground, the definitive history of industrial legends Nurse With Wound. Coll and Current 93.

"We took 400 orders in about five hours, which for a book costing £35 isn't bad," says SAF managing director Dave Halberly. So, while not every inhabitant of the musical underground is as bankable as John Peel, plenty of others can find enough people who love them if they know where to look.

Where a niche book's potential readers are too disparate – and too few – to pick out by above-the-line means, electronic marketing is arguably the most effective, and certainly the cheapest means of opening up a market. "For this kind of product, if you can let the fans know the book exists, they will just search it out,"



Coil: appear in book on industrial underground says Halberly. "You can really do quite well just by getting the book on the right website. We have even done deals in the past where sites have bought books from us in bulk and sold them on."

For the high-profile celebrity biographies which command the bulk of the music book industry's sales, the internet has slightly different uses. Last year, Virgin Books deployed the official Gareth Gates fan site at ggates.co.uk to excite demand for its official Gates biography, Right From The Start.

"All the real hardcore fans are logged into that site and we flagged the book up in the news section when it was announced," says Virgin Books marketing manager Jamie Moore. "Then you get fans talking about it in the chat rooms and it is a really good way to



Gates: website drives consumers into stores build demand."

The proportion of Gareth Gates fans with credit cards – or even with their own money – is significantly lower than for industrial music fans, so while Virgin Books was not in a position to reap advance online orders, it concentrated on driving fans into stores. The response to

**"All the real hardcore fans are logged into [the ggates.co.uk] site, and we flagged the book up in the news section when it was announced"**

— Jamie Moore, Virgin Books

online promotions and competitions gives the publisher a sense of the impact the e-marketing is having, as do links to its own site. "We had an Andrea Bocelli book where we set up a link from his site to ours and we noticed a massive, marked difference [in traffic], just through that link."

When it comes to marketing specialist product, publishers are used to taking it to where the fans are and, if the internet

offers some of the most convenient and labour-intensive methods of doing so, it is still not quite the most obvious route to the people.

"You can leaflet gigs, which we quite regularly do," says Halberly. "We have had a stall at the back of gigs as well. If you have got a band that is playing the Astoria, that is 3,000 potential punters who have already parted with 25 quid for a ticket, so what's another tanner?"

A presence at fan conventions can be equally effective. Sanctuary Books sales and marketing director Michael Wilson reports that Beatles fans will be a key tool when Sanctuary begins marketing its forthcoming boxed set of Beatles biographies later in the year. "We target the main groups of people that would buy the book through electronic marketing – internet sites and fan sites – but we also maintain a presence at various fairs and shows," he says. "We have a book called Born Under The Sign Of Jazz [by Randi Huttin] and, if there is a jazz festival, we will always have a stand there. If there is a Beatles festival, we will have our books there."

Likewise, personal appearances by a book's celebrity author or subject can easily bring the crowds out in the service of book sales. A signing tour by Hugh Cornwell on the back of his The Stranglers – Song By Song title soon virtually turned into a low-key concert tour as a consequence of the public reaction.

"It even surprised Hugh how many people turned up to his author signing tour," says Sanctuary publishing director Iain MacGregor. "We put a lot of work >>>

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behind that, to get the trade to open up until eight or nine o'clock so he would have two or three hours with his fans and by the end he was doing impromptu gigs, reading from the book and playing the songs."

A publisher's ability to whip up such excitement around a book release can make the difference between a moderate seller and a hit. Even without personal appearances to support them, the strength of good writing is that it is a media commodity in its own right. Some publishers claim never to advertise non-fiction titles on the basis that good ones ought to be able to spin off into editorial coverage in any case – either in the form of reviews or published excerpts. Books aimed at the mass market are logical exceptions to any such rule, but still, cross-promotions can frequently be more effective than simply throwing marketing money at a title.

"When we have a big title, we will do serialisations with the national papers and we will push for TV advertising of that serialisation as well," says Dawn Burnett, marketing manager for Ebury Press, whose recent pop titles have included Robbie Williams' *Somebody Someday* and Geri Halliwell's *Ger: Just For The Record*. "When you have got a substantial budget for a music-related title, you can do so much more than with a normal celebrity biography of a TV personality, because there is so much more to cross-promote with."

As a matter of course, autobiographies and authorised biographies are timed to coincide with album releases in order to maximise the efforts of all parties to generate exposure for the artist. Ebury's

Ronan Keating biography, *Life Is A Rollercoaster*, hit the shelves in tandem with his debut album, *Ronan*, and Burnett says the extent to which Ebury and Polydor worked together did much for the success of both book and record.

"Polydor were fantastic," she says. "They put a shot of the book on their album advertising and we made sure there was a packshot of the album on all our bookstore posters. They even saved space for the book in the official tour programme. At the time, Ronan was out of the *Boyzone* phase, he was trying to establish his new career path, and any kind of opportunity to extend that new image, or brand, was obviously going to help. If the various licensees of that brand can co-operate with each other, it makes the possibilities much more exciting, particularly for us book publishers, who don't get to spend as much money as a lot of people in other areas of the media."

The vast proportion of music books continue to sell through specialist book shops, but the more progressive publishers are keen to foster close relationships with retailers on the music side. Where record company and music retailers are co-operative, racking books alongside releases can dramatically increase a title's sales. Sanctuary's *Mind Over Matter: The Images Of Pink Floyd*, saw such an uplift where it was displayed alongside the 30th anniversary reissue of the album.

"You can double your sales," says Michael Wilson. "If someone is going to buy a Pink Floyd CD and they see the book as well, there is a good chance they will be interested, especially given the profile of the typical Pink Floyd fan." ■

# REVIEWS

Music Week selects the pick of this month's new music books



**THE DARK STORY OF EMINEM: Nick Hasted (Omnibus 0 7119 9398 X).** Out today. Already the subject of more than a dozen books, just one of which – Hodder & Stoughton's *Angry Blonde* – has been authorised, Eminem is not an enigmatic character. Impressively candid in interview and on record, there is not much about him that the half-interested onlooker does not already know, but *The Dark Story Of Eminem* does a thorough and credible job of pulling together what is out there, all the way up to the success of *9 Mile*.



**'SCUSE ME WHILE I KISS THE SKY: THE LIFE OF JIMI HENDRIX: David Henderson (Omnibus 0 7119 9432 3).** Out today. This new edition of Henderson's 21-year-old investigative biography revises one of the key Hendrix texts. Full of documentary evidence – transcripts of recorded conversations, first-person accounts – and focusing on Jimi's lyrics, motivations and character ahead of any particularly technical appreciation of his guitar work, *'Scuse Me While I Kiss The Sky* is never less than accomplished and, as an appreciation of Hendrix's cultural significance, it has dated reassuringly little.

**NO SLEEP TILL CANVEY ISLAND: THE GREAT PUB ROCK REVOLUTION: Wil Birch (Virgin Books 0 7535 0740 4).** Out now. Originally published in 2000, the decision to publish a second edition to correct a handful of mistakes and omissions is consistent with Wil Birch's desire to offer a definitive account of the largely unsung pub rock scene. No Sleep Till Canvey Island bulges with the fruits of his research, as Birch, himself a veteran of the Kursed Fyers, taps Costello, Lowe, Dury, Dave Robinson, Wilko Johnson, Wreckless Eric and countless others for a truly impressive compendium of anecdote and reportage.

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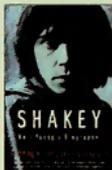
**STÉPHANE GRAPPELLI: WITHOUT AND WITHOUT DJANGO:** Paul Balmer (Sanctuary 1 86074 453 2). Out now. Balmer acknowledges early on the cruel inevitability of the shadow cast by Grappelli's illustrious collaborator Django Reinhardt and, although Django occurs even in the book's title, the defining characteristic of this hefty volume is the reverence in which it holds its protagonist. Drawing on the last interviews of Grappelli's life, With And Without Django is an essential account of the life of a great man. **'LAST ORDERS, PLEASE': ROD STEWART: Jim Mealy (Ebury 0 091 88618 X).** Out now. Billed as the first "modern" biography of The Faces – presumably not counting Ian McLagan's *All The Rage – Last Orders Please* is an appropriately matey, approximate trawl through the group's career, drawing much of its first-hand commentary from existing sources. The "...and the Britain We Forgot" part seems to exist mainly as an excuse to tip a nostalgic ramble about the Faces over into a nostalgic ramble about the Seventies in general. As a result, this is basically an amiable read for far-gone Faces fans.

**RECOMMEND** **LED ZEPPELIN: A CELEBRATION:** Dave Lewis (Omnibus 0 7149 9655 2). May 15. Every self-respecting band has to have a track-by-track guide these days and this is Led Zep's, after a fashion. There is a lot more information besides that, with cover versions, solo careers, guest appearances, concerts, equipment and promo releases all catalogued. The sheer weight of facts inevitably imposes a slightly stodgy structure on the book, but there are plenty of drolly rollicking accounts of life on the road with Zep and anyone with a microscopic interest in the facts behind the recordings has found the right book in this one.

**ENGLAND'S HIDDEN REVERSE:** David Keenan (SAF 0 946719 40 3). Out now. Probably not one to buy on a punt for your music fan friend, England's Hidden Reverse is nonetheless the book a hardcore of post-industrial obsessives have been waiting for. Coll, Current 93, Nurse With Wound are key figures in the scene spawned by Throbbing Gristle and Psychic TV, some of whose members are shared by the three recording entities on which the book focuses. Each book is a numbered limited edition with photos and original artwork, complete with previously unreleased CD. **THE STORY OF COUNTRY MUSIC:** Colin Escott (BBC 0 563 48820 4). Out now. Released to accompany the BBC TV series *Lost Highway: The Story of Country Music* is an intelligent, thorough and concise survey of just about every type of music to bear the country stamp, from Dook Boggs to Lamb Chop. The modern "stadium country", which is perhaps most responsible for country's bad name in these parts, is treated respectfully here, but this glossy volume is, above all, a history from the roots up and, as such, is a credible introduction to the music and its significance.

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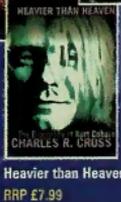
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# ALL THE CHARTS EXPOSURE



12 APRIL 2003

## RADIO ONE

| Rank | Title/Artist  | Weeks on Chart | Peak |
|------|---|----------------|------|
| 1    | MOVE YOUR FEET Justin Timberlake (Mercury)            | 25/17          | 32   |
| 2    | IN DA CLUB So-So Wet (Intercocept/Polydor)            | 24/25          | 35   |
| 3    | SCANDALOUS Mike Teague (Telstar)                      | 25/43          | 31   |
| 4    | BEING NOBODY Richard X Vs Liberty X (Virgin)          | 25/11          | 30   |
| 5    | CLOCKS Coldplay (Parlophone)                          | 25/14          | 29   |
| 6    | CANT STOP Herd Chai Peppers (Warner Bros)             | 23/21          | 17   |
| 7    | MAKE LUVE Room 5 feat. Oliver Cheatham (Prestige)     | 24/17          | 25   |
| 8    | OUT OF TIME Boyz II Men (A&M)                         | 19/10          | 17   |
| 9    | AMERICAN LIFE Madonna (Maverick)                      | 12/11          | 22   |
| 10   | BUMP BUMP BUMP Eve & P Diddy (Epic)                   | 19/10          | 16   |
| 11   | THE BEST OF SUMMER Jai & Ashanti (Mercury/Interscope) | 15/14          | 20   |
| 12   | MESMERIZE Ja Rule & Ashanti (Mercury/Interscope)      | 15/14          | 20   |
| 13   | URTESHY FRENCH AND SANDOZ feat. Diddy (Jive)          | 14/18          | 18   |
| 14   | SING FOR THE MOMENT Evan Ross (Polygram)              | 12/10          | 19   |
| 15   | DAMAGED Passenger (Sire/Atlantic)                     | 12/10          | 18   |
| 16   | HEY MA Carlton Rose-Fellam (Mercury)                  | 13/10          | 21   |
| 17   | BEAUTIFUL Christina Aguilera (RCA)                    | 12/17          | 24   |
| 18   | THE NEW POT JUNGLE REMIX EP (Capri/Sony Music)        | 11/16          | 17   |
| 19   | EPLÉ Beyoncé (Walt Disney)                            | 9/11           | 19   |
| 20   | I'M WITH YOU Avril Lavigne (Arista)                   | 13/16          | 20   |
| 21   | I CANT READ YOU Daniel Bedingfield (Polydor)          | 11/12          | 19   |
| 22   | CRAY (feat. Jay-Z) Justin Timberlake (Mercury)        | 6/14           | 12   |
| 23   | CRY ME A RIVER Justin Timberlake (Mercury)            | 12/10          | 25   |
| 24   | BE MINE David Gray (Jive/East West)                   | 11/13          | 12   |
| 25   | EL SAVADOR Aristas (Parlophone)                       | 10/15          | 15   |
| 26   | COME UNDONE Robbie Williams (Chrysalis)               | 11/11          | 14   |
| 27   | SOMEWHERE I BELONG Linkin Park (Warner Bros)          | 11/13          | 17   |
| 28   | SATISFACTION Eve (Intercept/Polydor)                  | 10/15          | 15   |
| 29   | FAVOURITE THINGS Big Brother (Epic)                   | 10/10          | 14   |
| 30   | ALL I HAVE Jennifer Lopez feat. LL Cool J (Epic)      | 9/13           | 14   |
| 31   | WHO SAID Planet Funk (Rhino/Epic)                     | 7/13           | 14   |

© Music Control UK. Total weeks by total number of plays on Radio One from 00:00 on Sat 30th March 2003 until 00:00 on Sat 5th April 2003.

## ILR

| Rank | Title/Artist   | Weeks on Chart | Peak |
|------|--|----------------|------|
| 1    | MAKE LUVE Room 5 feat. Oliver Cheatham (Prestige)        | 5/13           | 25   |
| 2    | BEING NOBODY Richard X Vs Liberty X (Virgin)             | 5/17           | 25   |
| 3    | MOVE YOUR FEET Justin Timberlake (Mercury)               | 5/18           | 25   |
| 4    | BEAUTIFUL Christina Aguilera (RCA)                       | 5/19           | 25   |
| 5    | CLOCKS Coldplay (Parlophone)                             | 5/20           | 25   |
| 6    | U MAKE ME WANNA Blue (Interscope)                        | 4/19           | 21   |
| 7    | SCANDALOUS Mike Teague (Telstar)                         | 4/19           | 14   |
| 8    | I'M WITH YOU Herd Chai Peppers (Warner Bros)             | 3/19           | 17   |
| 9    | BEING NOBODY Richard X Vs Liberty X (Virgin)             | 3/19           | 17   |
| 10   | SUNSHINE Simply Red (Sire/Atlantic)                      | 3/14           | 15   |
| 11   | ALL I HAVE Jennifer Lopez feat. LL Cool J (Epic)         | 3/14           | 15   |
| 12   | TONIGHT Weslide (S)                                      | 2/11           | 13   |
| 13   | CRY ME A RIVER Justin Timberlake (Mercury)               | 2/14           | 15   |
| 14   | LOVE DOESN'T HAVE TO HURT James Blunt (Mercury)          | 2/10           | 12   |
| 15   | COME UNDONE Robbie Williams (Chrysalis)                  | 2/10           | 12   |
| 16   | CRY Jay-Z feat. Justin Timberlake (Mercury)              | 1/10           | 12   |
| 17   | BE MINE David Gray (Jive/East West)                      | 1/10           | 12   |
| 18   | SHAPE Sugababes (Universal Island)                       | 1/10           | 12   |
| 19   | I CANT READ YOU Daniel Bedingfield (Polydor)             | 1/10           | 12   |
| 20   | AMERICAN LIFE Madonna (Maverick/Warner Bros)             | 1/10           | 12   |
| 21   | ALL THE THINGS SHE SAID Tati (Intercept/Polydor)         | 1/10           | 12   |
| 22   | THE BOYS OF SUMMER The Beach Boys (Epic)                 | 1/10           | 12   |
| 23   | BIG YELLOW! feat. The Roots/Daniel Bedingfield (Polydor) | 1/10           | 12   |
| 24   | CANT NOBODY Kelly Rowland (Chrysalis)                    | 1/10           | 12   |
| 25   | STOLE Kelly Rowland (Chrysalis)                          | 1/10           | 12   |
| 26   | YOU'RE A SUPERSTAR Love Inc. (Nalka/Atlantic)            | 1/10           | 12   |
| 27   | BORN TO TRY Delta Goodrem (Epic)                         | 1/10           | 12   |
| 28   | ROCK YOUR BODY Justin Timberlake (Mercury)               | 1/10           | 12   |
| 29   | MESMERIZE Ja Rule & Ashanti (Mercury/Interscope)         | 1/10           | 12   |
| 30   | COME UNDONE Robbie Williams (Chrysalis)                  | 1/10           | 12   |

© Music Control UK. Total weeks by total number of plays on all mainstream independent radio stations from 00:00 on Sat 30th March 2003 until 00:00 on Sat 5th April 2003.

## TOP 10 GROWERS

| Rank | Title/Artist  | Weeks on Chart | Peak |
|------|---|----------------|------|
| 1    | ROCK YOUR BODY Justin Timberlake (Mercury)          | 7/12           | 47   |
| 2    | CLOCKS Coldplay (Parlophone)                        | 7/12           | 28   |
| 3    | AMERICAN LIFE Madonna (Maverick/Warner Bros)        | 7/12           | 33   |
| 4    | FAVOURITE THINGS Big Brother (Epic)                 | 7/12           | 32   |
| 5    | BISS & FALL CRAIG David (Widstar)                   | 7/12           | 35   |
| 6    | CANT NOBODY Kelly Rowland (Chrysalis)               | 7/12           | 35   |
| 7    | LOVE DOESN'T HAVE TO HURT Atlanta Kitten (Innocent) | 7/12           | 35   |
| 8    | MAKE LUVE Room 5 feat. Oliver Cheatham (Prestige)   | 7/12           | 31   |
| 9    | THINKING OVER Denis Glover (Dreamworks/Polydor)     | 7/12           | 31   |
| 10   | COME UNDONE Robbie Williams (Chrysalis)             | 7/12           | 31   |

© Music Control UK. Chart shows tracks showing greatest increase in play.

## TOP 10 MOST ADDED

| Rank | Title/Artist                                    | Weeks on Chart | Peak |
|------|---|----------------|------|
| 1    | NOT Gonna Get Us T.A.T.U. (Intercept/Polydor)   | 12             | 10   |
| 2    | RISE & FALL CRAIG David (Widstar)               | 12             | 10   |
| 3    | GIRLS AND BOYS Good Charlotte (Epic)            | 9              | 7    |
| 4    | DONT LET GO David Sirovica (Mercury)            | 9              | 9    |
| 5    | CANT NOBODY Kelly Rowland (Chrysalis)           | 7              | 8    |
| 6    | NO GOOD ADVICE Girls Aloud (Polydor)            | 6              | 5    |
| 7    | AMERICAN LIFE Madonna (Maverick/Warner Bros)    | 5              | 5    |
| 8    | WHEN I SEE YOU Macy Gray (Epic)                 | 5              | 4    |
| 9    | THINKING OVER Denis Glover (Dreamworks/Polydor) | 4              | 4    |
| 10   | MADAME HELGA Stereophonics (V2)                 | 4              | 4    |

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

## TOP 10 PRE-RELEASE

| Rank | Title/Artist                                 | Weeks on Chart | Peak |
|------|--|----------------|------|
| 1    | I CANT READ YOU Daniel Bedingfield (Polydor) | 10             | 12   |
| 2    | BE MINE David Gray (Jive/East West)          | 10             | 12   |
| 3    | AMERICAN LIFE Madonna (Maverick)             | 10             | 12   |
| 4    | CANT NOBODY Kelly Rowland (Chrysalis)        | 10             | 12   |
| 5    | COME UNDONE Robbie Williams (Chrysalis)      | 10             | 12   |
| 6    | DOT FOR LOVE Neil & Gertie (Sanctuary)       | 10             | 12   |
| 7    | OUT OF TIME Boyz II Men (Parlophone)         | 10             | 12   |
| 8    | AMAGED Passenger (Sire/Atlantic)             | 10             | 12   |
| 9    | WHEN I SEE YOU Macy Gray (Epic)              | 10             | 12   |
| 10   | LANDSIDE Dixie Chicks (Columbia)             | 10             | 12   |

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## MTV

| Rank | Title/Artist                                      | Weeks on Chart | Peak |
|------|---|----------------|------|
| 1    | MAKE LUVE Room 5 feat. Oliver Cheatham (Prestige) | 2              | 1    |
| 2    | BEING NOBODY Richard X Vs Liberty X (Virgin)      | 2              | 1    |
| 3    | I'M WITH YOU Avril Lavigne (Arista)               | 4              | 1    |
| 4    | SOMEWHERE I BELONG Linkin Park (Warner Bros)      | 5              | 1    |
| 5    | CLOCKS Coldplay (Parlophone)                      | 5              | 1    |
| 6    | CRY ME A RIVER Justin Timberlake (Mercury)        | 5              | 1    |
| 7    | CANT NOBODY Kelly Rowland (Chrysalis)             | 5              | 1    |
| 8    | SCANDALOUS Mike Teague (Telstar)                  | 5              | 1    |
| 9    | CANT STOP Herd Chai Peppers (Warner Bros)         | 5              | 1    |
| 10   | SHAPE Sugababes (Universal)                       | 5              | 1    |

Most played videos on MTV UK/Weeks on Chart 6/4/03. Source: MTV UK.

## THE BOX

| Rank | Title/Artist                                     | Weeks on Chart | Peak |
|------|--|----------------|------|
| 1    | DONT LET ME GO David Sirovica (Mercury)          | 2              | 1    |
| 2    | ALL ABOUT LOVING YOU Ben & Jerry (Universal)     | 3              | 1    |
| 3    | I'M WITH YOU Avril Lavigne (Arista)              | 4              | 1    |
| 4    | WEAKING Scooter (Sheffield Tunes/Epic)           | 5              | 1    |
| 5    | THE LONG GOODBYE Heran Keating (Polygram)        | 5              | 1    |
| 6    | TONIGHT Weslide (S)                              | 5              | 1    |
| 7    | LAKE YOUR SMILES Off The Cheeky Girls (Mulgully) | 5              | 1    |
| 8    | SPRIT IN THE SKY Sarah Gainsborough (EastWest)   | 5              | 1    |
| 9    | GOSSIP DILKS Mya (Mercury)                       | 5              | 1    |
| 10   | COME UNDONE Robbie Williams (EMI)                | 5              | 1    |

Most requested videos on The Box, w/e 6/4/03. Source: The Box.

## VH1

| Rank | Title/Artist   | Weeks on Chart | Peak |
|------|--|----------------|------|
| 1    | BIG YELLOW! feat. The Roots/Daniel Bedingfield (Polydor) | 2              | 1    |
| 2    | TO LOVE A WOMAN Laura Linn (Epic/Interscope)             | 3              | 1    |
| 3    | COME UNDONE Robbie Williams (EMI)                        | 4              | 1    |
| 4    | STOLE Kelly Rowland (Chrysalis)                          | 5              | 1    |
| 5    | SUNSHINE Simply Red (Sire/Atlantic)                      | 5              | 1    |
| 6    | FEAR WALK IT'S WITHIN THE OUTCASTS Simply Red (Mercury)  | 5              | 1    |
| 7    | CLOCKS Coldplay (Parlophone)                             | 5              | 1    |
| 8    | SHAPE Sugababes (Universal Island)                       | 5              | 1    |
| 9    | CANT STOP Herd Chai Peppers (Warner Bros)                | 5              | 1    |
| 10   | BEAUTIFUL Christina Aguilera (RCA)                       | 5              | 1    |

Most played videos on VH1 w/e 6/4/03. Source: VH1.

## STUDENT CHART

| Rank | Title/Artist                                      | Weeks on Chart | Peak |
|------|---|----------------|------|
| 1    | PAIN KILLER Terri Nunn (Source)                   | 3              | 1    |
| 2    | CLOCKS Coldplay (Parlophone)                      | 3              | 1    |
| 3    | SING FOR THE MOMENT Evan Ross (Intercept/Polydor) | 4              | 1    |
| 4    | A MEDIUM WAY OF LIVING Joe McElderry (Parlophone) | 4              | 1    |
| 5    | SPECIAL CASE MASSIVE ATTACK (Virgin)              | 4              | 1    |
| 6    | DONT THINK YOU'RE THE FIRST THE ROCK (Decca)      | 4              | 1    |
| 7    | DANCER IN HIGH VOLTAGE Electric Six (XL)          | 4              | 1    |
| 8    | THE BETTER END PROBABLY (Mercury)                 | 4              | 1    |
| 9    | URTESHY FRENCH AND SANDOZ feat. Diddy (Jive)      | 4              | 1    |
| 10   | MOVE YOUR FEET Justin Timberlake (Mercury)        | 4              | 1    |

UK student chart for 6/4/03. Compiled by Student Broadcast Network, based on UK student radio chart returns.

## co:uk

| Rank | Title/Artist                                      | Weeks on Chart | Peak |
|------|---|----------------|------|
| 1    | MAKE LUVE Room 5 feat. Oliver Cheatham (Prestige) | 2              | 1    |
| 2    | BEING NOBODY Richard X Vs Liberty X (Virgin)      | 2              | 1    |
| 3    | I'M WITH YOU Avril Lavigne (Arista)               | 4              | 1    |
| 4    | SOMEWHERE I BELONG Linkin Park (Warner Bros)      | 5              | 1    |
| 5    | CLOCKS Coldplay (Parlophone)                      | 5              | 1    |
| 6    | CRY ME A RIVER Justin Timberlake (Mercury)        | 5              | 1    |
| 7    | CANT NOBODY Kelly Rowland (Chrysalis)             | 5              | 1    |
| 8    | SCANDALOUS Mike Teague (Telstar)                  | 5              | 1    |
| 9    | CANT STOP Herd Chai Peppers (Warner Bros)         | 5              | 1    |
| 10   | SHAPE Sugababes (Universal)                       | 5              | 1    |

Most played videos on co:uk/Weeks on Chart 6/4/03. Source: co:uk.

## RADIO ONE PLAYLIST

| Rank | Title/Artist   | Weeks on Chart | Peak |
|------|--|----------------|------|
| 1    | BEAUTIFUL Christina Aguilera: Can't Stop Herd Chai Peppers: Move Your Feet Justin Timberlake: Sing For The Moment Evan Ross: In Da Club So-So Wet: CLOCKS Coldplay: Epic: Scandalous Mike Teague: Shape Sugababes: Being Nobody Richard X Vs Liberty X: Mesmerize Ja Rule & Ashanti: I'm With You Avril Lavigne: Love Room 5 feat. Oliver Cheatham: Somewhere I Belong Linkin Park: Damaged Passenger: Out Of Time Herd Chai Peppers: American Life Madonna: Come Undone Robbie Williams: Knowledge Tomcocks |                |      |
| 2    | Bump Bump Bump (Jiggly Joint feat.) Boyz II Men: P Diddy: Satisfaction Eve: Jack & Jillent Martini: I Can't Read You Daniel Bedingfield: Be Mine David Gray: Diamonds And Gas Transistors: Don't Wake Me Up To This Aristas: All Possibilities Body Brown: Train Collision: Favourite Things Big Brother X: Got' Give It To Ya Carlton Rose-Fellam: The Long Goodbye Heran Keating   |                |      |
| 3    | Be Mine David Gray: Love Doesn't Have To Hurt Atlanta Kitten: Little Things Into Eve: I'll Be Around Just Cabron: Home (Epic): Simply Red: All Possibilities Body Brown: About My Imagination James Brown: Thinking Over Denis Glover: A Little Like You New Grand Diva  |                |      |

## TOP 10 PLAYISTS

| Rank | Artist   | Weeks on Chart | Peak |
|------|--|----------------|------|
| 1    | The Seed (2.0): The Roots feat. Gody Cochenour: Love Doesn't Have To Hurt Atomic Kitten: What's The Flow Queens Of The Stone Age: It's Yours 2003 DMC feat. Jackie LaNette: Negative Mind: Excuse Me Miss Jay-Z: Dots With The Night The Yeah Yeahs: W/ My Favourite: Who Said No Backlist: Rise & Fall Craig David: Know There It Is Mr. Back: Stuck In A Garage Puriton: My Love Is Always Salton Hill feat. Ben Orton: Rock Your Body Justin Timberlake |                |      |
| 2    | Champion: Righteously Lucinda Williams: Buy It In Berlin (Richard Ashcroft): I Never Knew Glimmer Twins: Love A Woman Laura Linn: Enrique Iglesias: Out Of Time Boyz: Cowlin's Head Said It Better All About Last Year: Part 2: The Witch Queen Of New Orleans: Eddy Current: Rise & Fall Craig David: Strip: 15th Line Down: Street Paul Carrack: Run For Me Richard Hawley   |                |      |

## RADIO TWO PLAYLISTS

| Rank | Title/Artist  | Weeks on Chart | Peak |
|------|---|----------------|------|
| 1    | CLOCKS Coldplay: What Goes Around/Back Me Joos Holland & His Rhythm & Blues Orchestra: Do It For Love Lucy & Oliver: Tonight Weslide: I'm With You Avril Lavigne: Landslide The Dixie Chicks: When I See You Mary J. Blige: I Can't Read You Daniel Bedingfield: The Long Goodbye Heran Keating |                |      |
| 2    | Be Mine David Gray: Love Doesn't Have To Hurt Atlanta Kitten: Little Things Into Eve: I'll Be Around Just Cabron: Home (Epic): Simply Red: All Possibilities Body Brown: About My Imagination James Brown: Thinking Over Denis Glover: A Little Like You New Grand Diva                         |                |      |

| Rank | Title/Artist  | Weeks on Chart | Peak |
|------|---|----------------|------|
| 1    | Thinking About Tomorrow Bill Orton: All Comes Down To Love Best Neilson: Champion: Righteously Lucinda Williams: Buy It In Berlin (Richard Ashcroft): I Never Knew Glimmer Twins: Love A Woman Laura Linn: Enrique Iglesias: Out Of Time Boyz: Cowlin's Head Said It Better All About Last Year: Part 2: The Witch Queen Of New Orleans: Eddy Current: Rise & Fall Craig David: Strip: 15th Line Down: Street Paul Carrack: Run For Me Richard Hawley |                |      |

## TOP OF THE POPS

| Rank | Title/Artist  | Weeks on Chart | Peak |
|------|---|----------------|------|
| 1    | Friday Satisfaction Eve: The Long Goodbye Heran Keating: I'm With You Avril Lavigne: In Da Club So-So Wet: Love Room 5 feat. Oliver Cheatham: First News 21.4/03: Saturday Performances: The Blazin' Squad: Don't Let Go David Sirovica: Make Luve Room 5 feat. Oliver Cheatham: First News 32.4/03 |                |      |

## CAPITAL RADIO

| Rank | Title/Artist                                 | Weeks on Chart | Peak |
|------|--|----------------|------|
| 1    | ROCK YOUR BODY Justin Timberlake (Mercury)   | 7              | 1    |
| 2    | BEING NOBODY Richard X Vs Liberty X (Virgin) | 7              | 1    |
| 3    | I'M WITH YOU Avril Lavigne (Arista)          | 7              | 1    |
| 4    | SOMEWHERE I BELONG Linkin Park (Warner Bros) | 7              | 1    |
| 5    | CLOCKS Coldplay (Parlophone)                 | 7              | 1    |
| 6    | CRY ME A RIVER Justin Timberlake (Mercury)   | 7              | 1    |
| 7    | CANT NOBODY Kelly Rowland (Chrysalis)        | 7              | 1    |
| 8    | SCANDALOUS Mike Teague (Telstar)             | 7              | 1    |
| 9    | CANT STOP Herd Chai Peppers (Warner Bros)    | 7              | 1    |
| 10   | SHAPE Sugababes (Universal)                  | 7              | 1    |

Most played videos on Capital Radio/Weeks on Chart 6/4/03. Source: Capital Radio.

## THE MIX

| Rank | Title/Artist   | Weeks on Chart | Peak |
|------|--|----------------|------|
| 1    | RISE & FALL CRAIG David: Strip: Don't Let Go David Sirovica: Not Gonna Get Us T.A.T.U. |                |      |

## VIRGIN RADIO

| Rank | Title/Artist                                 | Weeks on Chart | Peak |
|------|--|----------------|------|
| 1    | ROCK YOUR BODY Justin Timberlake (Mercury)   | 7              | 1    |
| 2    | BEING NOBODY Richard X Vs Liberty X (Virgin) | 7              | 1    |
| 3    | I'M WITH YOU Avril Lavigne (Arista)          | 7              | 1    |
| 4    | SOMEWHERE I BELONG Linkin Park (Warner Bros) | 7              | 1    |
| 5    | CLOCKS Coldplay (Parlophone)                 | 7              | 1    |
| 6    | CRY ME A RIVER Justin Timberlake (Mercury)   | 7              | 1    |
| 7    | CANT NOBODY Kelly Rowland (Chrysalis)        | 7              | 1    |
| 8    | SCANDALOUS Mike Teague (Telstar)             | 7              | 1    |
| 9    | CANT STOP Herd Chai Peppers (Warner Bros)    | 7              | 1    |
| 10   | SHAPE Sugababes (Universal)                  | 7              | 1    |

Most played videos on Virgin Radio/Weeks on Chart 6/4/03. Source: Virgin Radio.



### SINGLES COMMENTARY

by ALAN JONES



A quiet week for singles sees just eight arrivals in the Top 40 and sales tumbling by 32% week-on-week. Make Luv by Room 5 featuring Oliver Cheatham remains well ahead at the top, despite a 40% dip in sales. It sold nearly 67,000 copies last week – far more than the second- and third-placed singles combined. Make Luv is the sixth number-one hit in a row to reign for more than a week, the longest sequence of this kind since 1994/95 when a run of nine consecutive number ones – starting with Manchester United's Come On You Reds and ending with Think Twice by Celine Dion – spent more than a week apiece at the top. Some 11 records take advantage of the calm climate to register climbs in the Top 75, with Junior Senior's Move Your Feet the most consistent and tenacious, never selling more than 30,000 or less than 23,000. It has been a climber on no fewer than three occasions, moving 43-65-53. 50 Cent's In Da Club is

### MARKET REPORT



Figures show the 10 companies by total sales of the Top 75, and corporate group shares by the total sales of the Top 75.

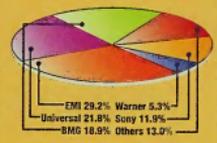


### SINGLES FACTFILE

Atomic Kitten register their 10th straight Top 20 hit and the fourth top five single from their album *Feels So Good*, with *Love Doesn't Have To Hurt*, which debuts at number four this week. The highest new entry on a quiet week for singles, it falls slightly short of the previous *Feels So Good* singles, it's OK (number three, June 2002), *The Tide Is High* (Get The Feeling) (number one, September 2002) and *Last Goodbye*

(number two, December 2002). Penned by Bangles singer Susanna Hoffs, Tom Kelly and Liam Steinberg – who also collaborated on *Eternal Flame*, which topped the chart for both The Bangles and Atomic Kitten – it helps *Feels So Good*, which has sold 723,000 copies to date, to rebound 97-72 on the albums chart. The single is getting excellent radio support and climbs 21-13 on the airplay chart this week.

### TOP CORPORATE GROUPS



arrives at number seven. The 18-year-old Canadian previously reached number three with *Complicated* and number eight with *Siber Bol*, and at three of her hits are lifted from her million-selling debut album *Let*, which spent three weeks at number one at the start of the year and continues to sell impressively. It improves 1-8 this week, achieving a Top 10 placing for the 19th week in a row.

Another teenager – *Mario* – makes his maiden chart appearance this week. The R&B recording is another signing to Cleve Daws' J Records imprint and debuts at number 18 with *Just A Friend*. Aiming to become the first girl group from Scotland to become a major recording act, Lemonese debuted at number 36 nationally and number five in Scotland last week with *Help Me Mama*, with nearly 90% of the disc's sales occurring north of the border. The record experiences an unusually sharp decline this week, however, plunging to 92 in Scotland and number 122 in the UK as a whole.

another climber and has actually improved its position to two weeks in a row in a chart career which thus far reads 4-9-8-5.

Aside from Atomic Kitten, the only new arrival in the Top 10 is Avril Lavigne, who secures her third Top 10 hit six months, as *I'm With You*

### INDEPENDENT SINGLES

| Pos | Title                                | Artist                                | Label/Distributor             |
|-----|--------------------------------------|---------------------------------------|-------------------------------|
| 1   | WEEKEND                              | Sheffield Tunes/Edel UK 012335171 (V) | Edel                          |
| 2   | SHOW ME HEAVEN                       | Saint feat. Suzanna Dean              | Intone CFF892 (V)             |
| 3   | FLASH                                | Queen & Vangard                       | Nebula NEB0041 (ADD)          |
| 4   | CRY ME A RIVER                       | Justin Timberlake                     | Jive 025482 (P)               |
| 5   | EVERYBODY KNOWS                      | The Free Association                  | Ramp RAMPOD105 (MV/P)         |
| 6   | THE REVOLUTION WILL NOT BE TELEvised | Soul Rebels                           | Defected DFD0678 (V)          |
| 7   | LET ME FLY                           | Darren Styles/Mark Breeze             | Nakkaz 94320UK (ADD)          |
| 8   | STAY HIGH                            | UK                                    | Nakkaz 94320UK (ADD)          |
| 9   | LORD OF THE LAND                     | Cyclone                               | Southern Front 02341 (V)      |
| 10  | SCREAM                               | Simulator                             | Tidy Ties TIDY70119 (ADD)     |
| 11  | I CAN'T STOP                         | Sandy Rivera                          | Defected DFD0638 (V)          |
| 12  | PLAY SOME D                          | Brassy                                | Witija-WJ123CD (V)            |
| 13  | V CLASSIC SAMPLER - VOL 2            | Various Artists                       | V Recordings (SID)            |
| 14  | BACK TO DA BOOGIE                    | I Kamanchi                            | Full Cycle FCY093 (V)         |
| 15  | WARRADONA                            | Knut & Bio Mechanics                  | V Recordings V055 (SID)       |
| 16  | SOLED SMATCH                         | Twisted Individual                    | Reformed REFORM002 (SID)      |
| 17  | MO' FIRE                             | East Company UK/Rain/E/Cu             | BC Recordings BCRUK0020 (SID) |
| 18  | THE IDEAL HEIGHT                     | Billy Climp                           | Begonia Begonia BB0385CD (V)  |
| 19  | TRUE                                 | Jaymeson feat. Angel Bu               | V2/Did JAD02133 (MV/P)        |
| 20  | EPLE                                 | Reykjavik                             | Wall Of Sound WALL008 (V)     |

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### hit 40 UK

| Pos | Title                     | Artist                         | Label             |
|-----|---------------------------|--------------------------------|-------------------|
| 1   | MAKE LUV                  | Room 5 feat. Oliver Cheatham   | Parlophone        |
| 2   | SPRIT IN THE SKY          | Garth Gates & The Karpis 5     | S                 |
| 3   | MOVE YOUR FEET            | Junior Senior                  | Mercury           |
| 4   | SCANDALOUS                | Wizcaya                        | Virgin            |
| 5   | BEING NOBODY              | Richard D & Laury L            | Net               |
| 6   | BEAUTIFUL                 | Christina Aguilera             | RCA               |
| 7   | FM WITH YOU               | Ami LeGrand                    | Intone            |
| 8   | LOVE DOESN'T HAVE TO HURT | Atomic Kitten                  | Mercury           |
| 9   | ALL I HAVE                | Jennifer Lopez feat. LL Cool J | Epic              |
| 10  | CLOCKS                    | Cashy                          | Parlophone        |
| 11  | MAKE ME WANNA BU          | Intone                         | Intone            |
| 12  | TONIGHT'S YOUR NIGHTS     | Wizcaya                        | S                 |
| 13  | SUNSHINE                  | Swayze feat. Simplex           | Simplex/Intone    |
| 14  | IN DA CLUB                | 50 Cent                        | Intone/Parlophone |
| 15  | I BEGIN TO DREAM          | Dwendi Miqueque                | London            |
| 16  | BORN TO TRY               | Paula Abdul                    | Epic              |
| 17  | CRY ME A RIVER            | Justin Timberlake              | Jive              |
| 18  | BUMP BUMP                 | Bump Six & Paddy               | Epic              |
| 19  | THE BOYS OF SUMMER        | UK/Did                         | Backlash/UK Sound |
| 20  | WEEKEND                   | Sheffield Tunes/Edel UK        | Edel              |
| 21  | MESMERISE                 | In Rio & Asher                 | Martin Inception  |
| 22  | ALL THE THINGS SHE SAID   | Tatu                           | Intone/Parlophone |
| 23  | GOSSIP FOLKS              | Mary Byrne                     | Edel              |
| 24  | SATISFACTION              | Ans                            | Intone/Parlophone |
| 25  | JUST A FRIEND             | Mario                          | Mercury           |
| 26  | SING FOR THE MOMENT       | Estelle                        | Intone/Parlophone |
| 27  | STOLE                     | Early Rhinoceros               | Columbia          |
| 28  | KA-CHING!                 | Seaside Tunes                  | Mercury           |
| 29  | COME UNDONE               | Rebbie Wilson                  | DeWitt            |
| 30  | SHAPE                     | Sophisticates                  | Universal Island  |
| 31  | SOMEWHERE I BELONG        | Lunar Park                     | Warner Bros       |
| 32  | IF YOU'RE NOT THE ONE     | Jason Mraz                     | Capitol           |
| 33  | NO TELLIN' TALI           | Donkey Kong                    | Capitol           |
| 34  | I CAN SEE                 | American Life                  | Columbia          |
| 35  | AMERICAN LIFE             | American Life                  | Columbia          |
| 36  | CRY ME A RIVER            | Justin Timberlake              | Mercury           |
| 37  | BE MINE                   | David Gray                     | Mercury           |
| 38  | LOSE YOURSELF             | Intone                         | Intone/Parlophone |
| 39  | FEEL                      | Bob Dylan                      | Columbia          |
| 40  | CANT NOBODY               | John Ford                      | Columbia          |

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12 APRIL 2003

| Pos | Last | Title                            | Artist (Producer) Publisher (Writer)               | Label  | CO/Cass (Distributor) | 7/12       |
|-----|------|----------------------------------|--|--|-----------------------|------------|
| 1   | 1    | <b>MAKE LOVE</b>                 | Positive (Dimitri Vegas/Topi/Beat 103)             | Room 5 Music, Olive Distribution (Universal) (McCoy/Chapman) | —                     | 127/110/12 |
| 2   | 4    | <b>SPIRIT IN THE SKY</b>         | Garth Gates feat. The Komars (Mac) the (Greenbank) | S 8267511/222/8267511/194 (BMG)                              | —                     | —          |
| 3   | 5    | <b>MOVE YOUR FEET</b>            | Mercury 07181220/181914 (U)                        | —  | —                     | —          |
| 4   | NEW  | <b>LOVE DOESN'T HAVE TO HURT</b> | Interscope Polydor 457842/478374/4 (U)             | —  | —                     | —          |
| 5   | 6    | <b>IN DA CLUB</b>                | Interscope Polydor 457842/478374/4 (U)             | —  | —                     | —          |
| 6   | 4    | <b>SCANDALOUS</b>                | Telestar CDSTAS311/SCASTAS319 (BMG)                | —  | —                     | —          |
| 7   | NEW  | <b>I'M WITH YOU</b>              | Arista 82955067/129287515754 (BMG)                 | —  | —                     | —          |
| 8   | 7    | <b>ALL I HAVE</b>                | Arista 82955067/129287515754 (BMG)                 | —  | —                     | —          |
| 9   | 3    | <b>TONIGHT/MISS YOU NIGHTS</b>   | Mercury 067232/067232/79 (U)                       | —  | —                     | —          |
| 10  | 11   | <b>BORN TO TRY</b>               | Epic 6738342/673834 (TEN)                          | —  | —                     | —          |
| 11  | 6    | <b>ME</b>                        | Virgin R0CD1/060C1 (E)                             | —  | —                     | —          |
| 12  | 10   | <b>SUNRISE</b>                   | Simply Deep SRD001/022/020201 (BMG)                | —  | —                     | —          |
| 13  | 12   | <b>WEEKEND</b>                   | Sheffield Tunes/Elek 014731571/014731571/10 (U)    | —  | —                     | —          |
| 14  | 3    | <b>U MAKE ME WANNA</b>           | Interscope SINC044/SINC044 (E)                     | —  | —                     | —          |
| 15  | 14   | <b>BEAUTIFUL</b>                 | RCA 829765062/829765062 (E)                        | —  | —                     | —          |
| 16  | 16   | <b>BUMP BUMP BUMP</b>            | Epic 6738452/673845 (TEN)                          | —  | —                     | —          |
| 17  | 17   | <b>CLOCKS</b>                    | Parlophone CDPR894... (E)                          | —  | —                     | —          |
| 18  | NEW  | <b>JUST A FRIEND</b>             | Capitol 029700002/029700000 (BMG)                  | —  | —                     | —          |
| 19  | 15   | <b>MESMERISE</b>                 | Murder Inc/Mercury 0739562/073956 (U)              | —  | —                     | —          |
| 20  | NEW  | <b>SATISFACTION</b>              | Interscope Polydor 4578262/ (U)                    | —  | —                     | —          |
| 21  | 10   | <b>GOSSIP FOLKS</b>              | Eletra E280C0... (TEN)                             | —  | —                     | —          |
| 22  | 18   | <b>SOMEWHERE I BELONG</b>        | Warner Bros WM02C0... (TEN)                        | —  | —                     | —          |
| 23  | 19   | <b>I CAN</b>                     | Columbia 6737395... (TEN)                          | —  | —                     | —          |
| 24  | 24   | <b>THE BOYS OF SUMMER</b>        | Data/Miracy Of Sound 04A4668/04A4668 (UMV) (TEN)   | —  | —                     | —          |
| 25  | 22   | <b>I SANNY TO WONDER</b>         | Londino LOND04720/LOND04743 (TEN)                  | —  | —                     | —          |
| 26  | 21   | <b>KA-CHING!</b>                 | Mercury 1272972/1272974 (U)                        | —  | —                     | —          |
| 27  | 17   | <b>BOY (I CAN'T BE)</b>          | Def Jam/Mercury 0779282... (U)                     | —  | —                     | —          |
| 28  | 26   | <b>ALL THE THINGS SHE SAID</b>   | Interscope Polydor 0196972/0196974 (U)             | —  | —                     | —          |
| 29  | NEW  | <b>LOOK AT ME NOW</b>            | Data/Miracy Of Sound 04A4668/04A4668 (UMV) (TEN)   | —  | —                     | —          |
| 30  | 27   | <b>SING FOR THE MOMENT</b>       | Interscope Polydor 4578262/478374 (U)              | —  | —                     | —          |
| 31  | 28   | <b>BEAUTIFUL</b>                 | Capitol CDC3842... (E)                             | —  | —                     | —          |
| 32  | 30   | <b>CRY ME A RIVER</b>            | Jive 942642/9254614 (PI)                           | —  | —                     | —          |
| 33  | NEW  | <b>THE SEED (2.0)</b>            | MCA/Uni-Island MCD7040319... (U)                   | —  | —                     | —          |
| 34  | 31   | <b>SHAPE</b>                     | Island/Uni-Island CDDX017/CDS1817 (U)              | —  | —                     | —          |
| 35  | 37   | <b>FLASH</b>                     | Nelbelle NEB00041... (ADD)                         | —  | —                     | —          |
| 36  | NEW  | <b>SHOW ME HEAVEN</b>            | Inferno CDPR894... (E)                             | —  | —                     | —          |
| 37  | 32   | <b>YEAR 3000</b>                 | Universal MMS034030/MCS04038 (U)                   | —  | —                     | —          |

| Pos | Last | Title                                    | Artist (Producer) Publisher (Writer)        | Label                     | CO/Cass (Distributor) | 7/12 |
|-----|------|--|---|---------------------------|-----------------------|------|
| 38  | NEW  | <b>TAKE IT OFF</b>                       | The Dornas (Carnier/Shimp) EMI (The Dornas) | Atlantic A10146C... (TEN) | —                     | —    |
| 39  | 32   | <b>WORK IT</b>                           | Interscope Polydor 4578262/478374 (U)       | —                         | —                     | —    |
| 40  | 38   | <b>LOSE YOURSELF</b>                     | Interscope Polydor 4578262/478374 (U)       | —                         | —                     | —    |
| 41  | 34   | <b>PROVIDER/LAPDANCE</b>                 | Virgin VJUS0282... (E)                      | —                         | —                     | —    |
| 42  | NEW  | <b>NEVER PAST TENSE</b>                  | Interscope Polydor 4578262/478374 (U)       | —                         | —                     | —    |
| 43  | 25   | <b>BANDAGES</b>                          | B Unique BMUN0035... (E)                    | —                         | —                     | —    |
| 44  | 5    | <b>SING BIRD</b>                         | Big Brother R10DSC027... (UMV) (TEN)        | —                         | —                     | —    |
| 45  | 19   | <b>IF YOU'RE NOT THE ONE</b>             | Polydor 0673822/067382 (U)                  | —                         | —                     | —    |
| 46  | 36   | <b>REMINISCENCE/WHY THE STORY ENDS</b>   | East West 05A00020/05A0002 (E)              | —                         | —                     | —    |
| 47  | 43   | <b>LIFESTYLES OF THE RICH AND FAMOUS</b> | Mercury 067232/067232/79 (U)                | —                         | —                     | —    |
| 48  | NEW  | <b>BACK TIME TIME</b>                    | Sony Music 6737822... (TEN)                 | —                         | —                     | —    |
| 49  | 37   | <b>THE BITTER END</b>                    | Hut/Virgin F10R0013... (E)                  | —                         | —                     | —    |
| 50  | 52   | <b>DON'T WORRY</b>                       | Polydor 066192/066194 (U)                   | —                         | —                     | —    |
| 51  | 42   | <b>STOLE</b>                             | Columbia 6735182... (TEN)                   | —                         | —                     | —    |
| 52  | 12   | <b>STOP LIVING THE LIFE</b>              | Mercury 067232/067232/79 (U)                | —                         | —                     | —    |
| 53  | 41   | <b>I CAN'T BREAK DOWN</b>                | Mercury 067232/067232/79 (U)                | —                         | —                     | —    |
| 54  | 31   | <b>EL SALVADOR</b>                       | Parlophone CDATH302... (E)                  | —                         | —                     | —    |
| 55  | 11   | <b>30 BONNIE &amp; CLYDE</b>             | Roc-A-Fella/Def Jam 0710120/0710120 (U)     | —                         | —                     | —    |
| 56  | 17   | <b>SOUD OF THE UNDERGROUND</b>           | Polydor 066722/066722 (U)                   | —                         | —                     | —    |
| 57  | NEW  | <b>THINKING ABOUT TOMORROW</b>           | Heavenly HWN1250C... (E)                    | —                         | —                     | —    |
| 58  | NEW  | <b>SHAKE IT (NO TE MUEVAS TANTO)</b>     | Capitol 029700002/029700000 (BMG)           | —                         | —                     | —    |
| 59  | 43   | <b>GIMME THE LIGHT</b>                   | Atlantic A10146C... (TEN)                   | —                         | —                     | —    |
| 60  | 28   | <b>LETTERS TO YOU</b>                    | MCA/Uni-Island MCDX04319... (U)             | —                         | —                     | —    |
| 61  | 10   | <b>HEY MA</b>                            | Roc-A-Fella/Mercury 067242/067242 (U)       | —                         | —                     | —    |
| 62  | NEW  | <b>LITTLE THINGS</b>                     | Motown/Uni-Island TMG001508... (E)          | —                         | —                     | —    |
| 63  | 12   | <b>MUNDO TO BACH RE</b>                  | Parlophone CDATH302... (E)                  | —                         | —                     | —    |
| 64  | 43   | <b>TOTAL ECLIPSE OF THE HEART</b>        | Producer/Rebel PT010C0... (UMV) (TEN)       | —                         | —                     | —    |
| 65  | 43   | <b>MIDNIGHT</b>                          | WEA WFA384C02... (TEN)                      | —                         | —                     | —    |
| 66  | 5    | <b>INCREDIBLE (WHAT I MEANT TO SAY)</b>  | Mercury 0779282/077928 (U)                  | —                         | —                     | —    |
| 67  | 5    | <b>HERE IT COMES AGAIN</b>               | Virgin VSD01840/VSD1842 (E)                 | —                         | —                     | —    |
| 68  | RE   | <b>THE OPERA SONG (BRAVE NEW WORLD)</b>  | Direction 6798462... (TEN)                  | —                         | —                     | —    |
| 69  | 51   | <b>WONDERING WHY</b>                     | Talkin Loud 0779522... (E)                  | —                         | —                     | —    |
| 70  | 2    | <b>FREE (IT BE IT BE)</b>                | Producer/Incentive POT010C0... (UMV) (TEN)  | —                         | —                     | —    |
| 71  | 9    | <b>OK</b>                                | Epic 673232/673232 (E)                      | —                         | —                     | —    |
| 72  | 9    | <b>BIG YELLOW TAXI</b>                   | Geffin/Polydor 457842/478374 (U)            | —                         | —                     | —    |
| 73  | 16   | <b>SORRY SORRY SORRY</b>                 | Interscope Polydor 4578262/478374 (U)       | —                         | —                     | —    |
| 74  | NEW  | <b>EVERYBODY GONES</b>                   | Ramp RAMP010C0... (UMV) (TEN)               | —                         | —                     | —    |
| 75  | 72   | <b>AUTOMATIC</b>                         | RCA 828750461/828750461/6 (E)               | —                         | —                     | —    |

As used by top Of The Pops and Radio One

**promotional special feature**

**May 3rd issue**

Copy Deadline: April 23rd

For more information call Scott Green on **020 7921 8365**

or email **scott@musicweek.com**

### ALBUMS COMMENTARY

by ALAN JONES



With **The White Stripes'** latest album *Elephant* debuting at number one, American acts have held sway at the top of the chart for seven weeks and contributed the last four number ones, with *The White Stripes* being preceded at the top (in reverse chronological order) by Linkin Park, Norah Jones and Justin Timberlake. The last time four US acts in a row had number one albums was in 1994, when *Love Train*, *Brothers*, *Real*, *Son Jovi* and *Nirvana* took turns to dominate.

*Elephant's* sales of more than 64,000 were 19,000 more than runner-up *Norah Jones* could manage with *Come Away With Me*, which climbs 32 despite a 46% dip in sales week-on-week as its recent Brits and Grammy wins and the blip caused by *Mother's Day* all retreat into the distance. *Come Away With Me* may not be number one for the week, but by the time you read this it will be number one for the year. It topped 500,000 sales in 2003 (and 1.3m in total) on Saturday (5th April), getting to the half million mark for the year a couple of hours

### MARKET REPORT



(Figures show top 10 companies by % of total sales, and corporate group shares by % of total sales of the Top 75 artist albums)



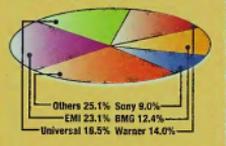
behind *Justin Timberlake's* *Justified*. But with *Justified* selling less than half as many copies last week, *Come Away With Me* has already

### ALBUMS FACTFILE

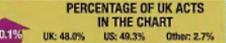
They're brother and sister or husband and wife - nobody seems quite sure about the relationship between Jack and Meg White, but one thing we can be sure of is that their new album *Elephant* is a huge hit. Judged by *Rolling Stone* as "a glorious thing to hear", by the *NME* as "obliteratingly brilliant" and by *Spin* as "a remarkably good record" among a plethora of positive reviews, *Elephant* storms into the albums chart

at number one this week. That's a remarkable result considering the *White Stripes'* only previous chart album, 2001's *White Blood Cells*, peaked at a lowly number 55, although it has still managed to sell more than 194,000 copies. *Elephant* is released on *Biggers Banquet's* XL Recordings imprint, for which it records the first number one album since *The Fall Of The Land* by the *Prodigy* in July 1997.

### TOP CORPORATE GROUPS



(Figures show top 10 companies by % of total sales, and corporate group shares by % of total sales of the Top 75 artist albums)



closed that gap and is now opening up its own lead at the top of the 2003 sales pyramid. After the number two success of the

introductory single *Scandalous*, *Mis-Teeq's* second album *Eye Candy* debuts at number six, with first-week sales of more than 33,500. The only surprise is that it did not do better - the group's debut album *Lickin' On Both Sides* arrived at number three with first-week sales of more than 49,000 in 2001, and has sold more than 450,000 copies so far.

The 30th anniversary relaunch of *Pink Floyd's* *The Dark Side Of The Moon* arrives as a combined CD/SACD format disc generated sales of nearly 14,000 copies last week, enough for it to debut at number 17. It is *Moon's* first appearance in the Top 20 for 10 years - a digitally remastered upgrade of the album reached number four in March 1993.

We do not mention the music video chart, but we should draw attention to the *Beates* *Anthology* *Boxed Set* DVD which sold nearly 13,000 copies last week to debut at the top. The *Anthology* moved twice as many copies as *The Robbie Williams Show*, which debuts at number two.

### COMPILATIONS

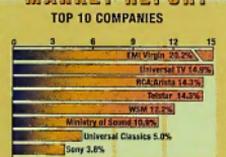
Overed away at the top of the compilations chart, with four new arrivals in the top five and steep declines for the albums they replace. Sales overall are down 20% - a fairly small dip for the first week after *Mother's Day* - although albums released specifically as gifts for *Mother's Day* experience much greater falloff, with *New Woman 2003* down 24% with a 72% loss and *The Very Best Of All Woman 2003* tumbling 38 thanks to a 66% diminution in its sales appeal. *The Very Best Of Cold Feet* is the only album to hold onto a top five place, although it tumbles 1-3 to end a three-week residency at the top.

The new entries to the top five are a mixed bag, with dance albums (*Now Dance 2003* and *The Annual Spring 2003*) debuting at five and four, the urban-themed *Very Best Of Pure R&B Summer 2003* at number two and the

pure pop of *Hits 55* at number one.

*Hits 55* is the sixth release in the *BMG/Falstar/Sony/Warner Music* series since it was revived in September 2003 with *Hits 50* and the third to reach number one. Last year's equivalent album, *Hits 52*, arrived a fortnight earlier and peaked at number two after foolishly going head-to-head with its great rival *Now That's What I Call Music!* *Now 54* release, although *Hits 55* has won pole position by avoiding *Now 54*, which is out a week today (14 April). Its first-week sales of 44,000 compares unfavourably with *Hits 52's* opening week tally of 55,000. It does, however, improve on the 41,000 opening of the last album in the series, *Hits 54*. Among the highlights on *Hits 55* are the number one singles *Busted* by Christina Aguilera, *Split In The Sky* by Gareth Gates & the Kumars, and *Heaven* by DJ Sammy.

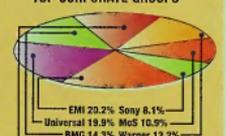
### MARKET REPORT



(Figures show top 10 companies by % of total sales of the Top 75 corporate group (including % of total sales of the Top 20))



### TOP CORPORATE GROUPS



(Figures show top 10 companies by % of total sales of the Top 75 corporate group (including % of total sales of the Top 20))



### INDEPENDENT ALBUMS

| Rank | Last | Title                        | Artist                  | Label (distributor)          |
|------|------|------------------------------|-------------------------|------------------------------|
| 1    | 1    | ELPHANT                      | The White Stripes       | XL XL00162 (V)               |
| 2    | 2    | JUSTIFIED                    | Justin Timberlake       | XL 920472 (P)                |
| 3    | 1    | DANIEL IN BLUE JEANS         | Daniel O'Donnell        | DMG TV DMGT004 (V)           |
| 4    | 5    | DO IT FOR LOVE               | Daryl Hall & John Oates | Spectrasonic SANC0166 (P)    |
| 5    | 6    | CHOCOLATE FACTORY            | Ricky Kelly             | Jive JS25802 (V)             |
| 6    | 4    | MELODY AM                    | Royksopp                | Wall Of Sound WALLCD02 (V)   |
| 7    | 3    | 26 MIXES FOR CASH            | Aphex Twin              | Warp WARP0162 (V)            |
| 8    | 9    | IS THIS IT                   | The Strokes             | Rough Trade RTMCD03 (P)      |
| 9    | 11   | STATUS                       | Madco                   | Echo ECHO04 (P)              |
| 10   | 10   | COMFORT IN SOUND             | The Verve               | Echo ECHO04 (P)              |
| 11   | 5    | THINKING IT OVER             | Liberty X               | V2 VNR101702 (M&P)           |
| 12   | 7    | BABY I'M BORED               | Ewan Dando              | Selena SET0114 (V)           |
| 13   | 8    | SONGBIRD                     | Eva Cassidy             | Blaa Blaas/Met GEM1905 (H&T) |
| 14   | 12   | MUSIC FOR THE MATURE B-B-O-Y | DJ Fernat               | Genie GENIE05 (V)            |
| 15   | 10   | UP IN FLAMES                 | Manitoba                | Luni LABY202 (S&R)           |
| 16   | 20   | WHITE BLOOD CELLS            | The White Stripes       | XL Recordings XL02 151 (V)   |
| 17   | 17   | PHOENIX                      | The Verve               | City Rocks CITYR0202 (V)     |
| 18   | 15   | GUESS WHO'S BACK             | 50 Cent                 | Full Clip FC0200 (V)         |
| 19   | 16   | MEANS OF PRODUCTION          | Aim                     | Grand Central GCO0119 (V)    |
| 20   | 18   | HAVE YOU FED THE FISH?       | Body Drawn Boy          | XL TXLX0156 (V)              |

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

| Rank | UK | Title                       | Artist                | Label              |
|------|----|-----------------------------|-----------------------|--------------------|
| 1    | 1  | JUSTIFIED                   | JUSTIN TIMBERLAKE     | JIVE               |
| 2    | 3  | COME AWAY WITH ME           | NORAH JONES           | PARLOPHONE         |
| 3    | 2  | LET GO                      | AVRIL LAVIGNE         | ARISTA             |
| 4    | 6  | A RUSH OF BLOOD TO THE HEAD | COLLEAPLAY            | PARLOPHONE         |
| 5    | 5  | STRIPPED                    | CHRISTINA AGUILERA    | RCA                |
| 6    | 4  | BY THE WAY                  | RED HOT CHILI PEPPERS | WARNER BROS        |
| 7    | 7  | MISSUNDACTOED               | PINK                  | ARISTA             |
| 8    | 12 | GREATEST HITS               | KEM JOHNS             | UMTV               |
| 9    | 8  | BUSTED                      | BUSTED                | UNIVERSAL          |
| 10   | 9  | SIMPLY Deep                 | TIMMY ROWLAND         | COLUMBIA           |
| 11   | 10 | GOTTA GET DIE THING         | DANIEL BENSINGFIELD   | POLYDOR            |
| 12   | 15 | GET RICH OR TRY THIS        | 50 CENT               | INTERSCOPE/POLYDOR |
| 13   | 14 | ANGELS WITH DIRTY FACES     | SUGARBAES             | ISLAND/UNISOUND    |
| 14   | 11 | ESCAPELOGY                  | ROBBIE WILLIAMS       | EMI                |
| 15   | 13 | THE ENEMEN SHOW             | PARMEN                | INTERSCOPE/POLYDOR |
| 16   | 16 | ONE                         | BLIE                  | INNOCENT           |
| 17   | 17 | DANIEL IN BLUE JEANS        | DANIEL O'DONNELL      | DMG TV             |
| 18   | 17 | BY ONE                      | FOO FIGHTERS          | RCA                |
| 19   | 16 | 10TH WIND                   | MASSIVE ATTACK        | VIRGIN             |
| 20   | 11 | THIS IS ME... THEN          | JENNIFER LOPEZ        | EPIC               |

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# OFFICIAL CHARTS 12/4/2003



BBC RADIO 1  
97.99FM  
TOP  
POPS

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## SINGLES

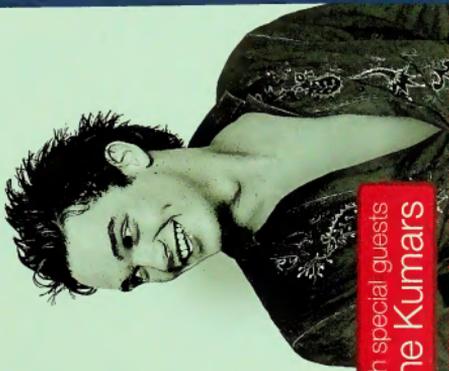
- |    |  |                    |
|----|--|--------------------|
| 1  | <b>1 MAKE LUV</b><br>Room 5 feat. Oliver Chastham        | Pestiva            |
| 2  | <b>2 SPIRIT IN THE SKY</b> Gareth Gates feat. The Kumars | S                  |
| 5  | <b>3 MOVE YOUR FEET</b> Junior Senior                    | Mercury            |
| 4  | <b>4 LOVE DOESN'T HAVE TO HURT</b> Atomic Kitten         | Innocent           |
| 8  | <b>5 IN DA CLUB</b> 50 Cent                              | Interscope/Polydor |
| 4  | <b>6 SCANDALOUS</b> Mis-Teeq                             | Telstar            |
| 7  | <b>7 I'M WITH YOU</b> Avril Lavigne                      | Arista             |
| 8  | <b>8 ALL I HAVE</b> Jennifer Lopez feat. LL Cool J       | Epic               |
| 3  | <b>9 TONIGHT/MISS YOU NIGHTS</b> Westlife                | S                  |
| 11 | <b>10 BORN TO TRY</b> Delta Goodrem                      | Epic               |



- |    |   |                       |
|----|---|-----------------------|
| 6  | <b>11 BEING NOBODY</b> Richard X Vs Liberty X | Virgin                |
| 10 | <b>12 SUNRISE</b> Simply Red                  | Simplyred.com         |
| 12 | <b>13 WEEKEND</b> Scooter                     | Sheriff/Tunex/Edel UK |
| 13 | <b>14 U MAKE ME WANNA</b> Blue                | Innocent              |
| 14 | <b>15 BEAUTIFUL</b> Christina Aguilera        | RCA                   |
| 16 | <b>16 BUMP BUMP BUMP</b> B2K feat. P Diddy    | Epic                  |
| 9  | <b>17 CLOCKS</b> Coldplay                     | Parlophone            |
| 11 | <b>18 JUST A FRIEND</b> Mario                 | J                     |
| 15 | <b>19 MESMERIZE</b> Ja Rule feat. Ashanti     | Murder Inc/Mercury    |
| 11 | <b>20 SATISFACTION</b> Eve                    | Interscope/Polydor    |



## Gareth Gates Spirit In The Sky



with special guests  
**The Kumars**

OUT NOW

CD1 includes Bonus Track  
Winning Take  
CD2 Bonus Track  
Gareth Gates Interview



100% of all  
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40 MIC  
REVIEW

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## music week

## ALBUMS

### 1 ELEPHANT

The White Stripes XL

- |    |  |               |
|----|--|---------------|
| 3  | <b>2 COME AWAY WITH ME</b> Norah Jones         | Parlophone    |
| 1  | <b>3 METEORA</b> Linkin Park                   | Warner Bros   |
| 2  | <b>4 HOME</b> Simply Red                       | Simplyred.com |
| 7  | <b>5 A RUSH OF BLOOD TO THE HEAD</b> Coldplay  | Parlophone    |
| 6  | <b>6 EYE CANDY</b> Mis-Teeq                    | Telstar       |
| 5  | <b>7 DANIEL IN BLUE JEANS</b> Daniel O'Donnell | DMG TV        |
| 10 | <b>8 LET GO</b> Avril Lavigne                  | Arista        |
| 9  | <b>9 STRIPPED</b> Christina Aguilera           | RCA           |
| 13 | <b>10 BY THE WAY</b> Red Hot Chili Peppers     | Warner Bros   |



- |    |  |                    |
|----|--|--------------------|
| 16 | <b>11 GET RICH OR DIE TRYIN'</b> 50 Cent             | Interscope/Polydor |
| 14 | <b>12 JUSTIFIED</b> Justin Timberlake                | Jive               |
| 6  | <b>13 BALLADS - THE LOVE SONG COLLECTION</b> Boyzone | Universal TV       |
| 4  | <b>14 ONE HEART</b> Celine Dion                      | Columbia           |
| 12 | <b>15 BACK IN THE WORLD</b> Paul McCartney           | Parlophone         |
| 8  | <b>16 GREATEST HITS</b> Tom Jones                    | Universal TV       |
| 11 | <b>17 THE DARK SIDE OF THE MOON</b> Pink Floyd       | EMI                |
| 18 | <b>18 SLEEPING WITH GHOSTS</b> Placebo               | Hut/Virgin         |
| 22 | <b>19 THINKING IT OVER</b> Liberty X                 | V2                 |
| 25 | <b>20 BUSTED</b> Busted                              | Universal          |



# COMPILATIONS

- 1 HITS 55**  
BMG/Sony/Universal/WSM  
The VERY BEST OF PURE B&B - SUMMER 2003  
Texas TV/RMG
- 2 THE VERY BEST OF PURE B&B - SUMMER 2003**  
13  
The VERY BEST OF MTV UNPLUGGED 2  
UMTV/WSM
- 3 THE VERY BEST OF COLD FEET**  
7  
The VERY BEST OF RELAXING CLASSICS  
Decca
- 4 THE ANNUAL SPRING 2003**  
6  
CAPITAL GOLD SOUL LEGENDS  
Virgin/EMI
- 5 NOW DANCE 2003 PT 2**  
9  
CHICK FLICKS - THE SEQUEL  
UMTV/WSM
- 6 NEW WOMAN 2003**  
2  
PURE DRUM & BASS  
Universal TV
- 7 SUPER 70'S**  
14  
The NEW BEST OF PURE B&B: BREAKDOWN  
Virgin/EMI
- 8 THE VERY BEST OF ALL WOMAN 2003**  
12  
CHICAGO (OST)  
Epic
- 9 LATE NIGHT SESSIONS**  
11  
HEARTBEAT LOVE SONGS  
Universal TV
- 10 SINGING TO THE MOMENT**  
8  
TIMELESS  
Decca

- 20 **21 GOSSIP FOLKS** Missy Elliott feat. Ludacris Elektra
- 19 **22 SOMEWHERE I BELONG** Linkin Park Warner/Bros
- 19 **23 I CAN NAS** Columbia
- 24 **24 THE BOYS OF SUMMER** DJ Sammy Data/Ministry Of Sound
- 22 **25 I BEGIN TO WONDER** Darnell Minogue London
- 21 **26 KA-CHING!** Shania Twain Mercury
- 17 **27 BOY I NEED YOU** Mariah Carey feat. Cam'ron Def Jam/Mercury
- 28 **28 ALL THE THINGS SHE SAID** T.A.T.U. Interscope/Polydor
- 28 **29 LOOK AT ME NOW** Jessy Data/Ministry Of Sound
- 28 **30 SING FOR THE MOMENT** Eminem Interscope/Polydor

- 23 **31 BEAUTIFUL** Snoop Dogg Capitol
- 30 **32 CRY ME A RIVER** Justin Timberlake Jive
- 33 **33 THE SEED (2.0)** The Roots feat. Cody Chesnut MCA/Universal
- 29 **34 SHAPE** Sugababes Island/Universal
- 27 **35 FLASH** Queen & Vanguard Nebula
- 33 **36 SHOW ME HEAVEN** Saint feat. Suzanna Dee Interscope
- 33 **37 YOUR 3000 Busted** Universal
- 38 **38 TAKE IT OFF** The Donnas Atlantic
- 32 **39 WORK IT** Nelly feat. Justin Timberlake Universal
- 35 **40 LOSE YOURSELF** Eminem Interscope/Polydor

- KEY UPCOMING RELEASES**
- CHRISTINA AGUILERA: Fighter (RCA) June 9
- THE CHEEKY GIRLS: Take Your Shoes Off (MultiPLY) May 5
- GIRLS ALoud: No Good Advice (Polydor) May 12
- MADONNA: American Life (Maverick) April 14
- RADIOHEAD: There There (Parlophone) May 26
- DAVID SNEDDON: Don't Let Go (Mercury) April 21
- STEREOPHONICS: Madame Heiga (V2) May 19
- TATU: Not Gonna Get Us (Interscope/Polydor) May 19
- JUSTIN TIMBERLAKE: Rock Your Body (Jive) May 19
- ROBBIE WILLIAMS: Come Undone (EMI) April 14

- 19 **21 THIS IS ME... THEN** Jennifer Lopez Epic
- 51 **22 GOTTA GET THRU THIS** Daniel Bedingfield Polydor
- 15 **23 UPI** Shania Twain Mercury
- 45 **24 A NEW DAY AT MIDNIGHT** David Gray East West
- 18 **25 ANGELS WITH DIRTY FACES** Sugababes Island/Universal
- 20 **26 NEON NIGHTS** Darnell Minogue London
- 26 **27 VERY BEST OF - BARRY DAYS & LATTER DAYS** Led Zeppelin Atlantic
- 23 **28 ONE LOVE** Blue Innocent
- 28 **29 SIMPLY Deep** Kelly Rowland Columbia
- 17 **30 MALACHI** Malachi Cush Mercury/Universal TV

- 27 **31 GREATEST HITS - HISTORY VOL. 1** Michael Jackson Epic
- 30 **32 UNDER CONSTRUCTION** Missy Elliott Elektra
- 32 **33 THE EMINEM SHOW** Eminem Interscope/Polydor
- 24 **34 GOLD** Ella Fitzgerald Verve
- 21 **35 MAKE UP THE BREAKDOWN** Hot Hot Heat WEA
- 21 **36 GREATEST HITS** The Hollies EMI
- 37 **37 DO IT FOR LOVE** Danyl Hall & John Oates Sanctuary
- 34 **38 ETHER SONG** Turin Brakes Source
- 42 **39 SONGS IN A MINOR** Alicia Keys J
- 31 **40 MISSUNDAZT00D** Pink Anista

- KEY UPCOMING RELEASES**
- BLUR: Think Tank (Parlophone) May 5
- THE DANDY WARHOLS: Welcome To The Monkey House (Capitol) May 19
- MACY GRAY: The Trouble With Being Myself (Epic) April 28
- BEYONCÉ KNOWLES: Dangerously In Love (Columbia) May 26
- ANNIE LENNOX: Bare (RCA) June 9
- MADONNA: American Life (Maverick) April 21
- MARILYN MANSON: The Golden Age Of Gloom (Interscope/Polydor) May 12
- RADIOHEAD: Hail To The Thief (Parlophone) June 9
- STEREOPHONICS: You Gotta Go There To Come Back (V2) June 2
- VARIOUS: Hope (WEA) April 21

## music week DIRECTORY 2003

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# THE OFFICIAL UK CHARTS SPECIALIST



12 APRIL 2003

## CLASSICAL ARTIST

| This | Last | Title                                    | Artist                          | Label (Distributor)         | Notes |
|------|------|--|---------------------------------|-----------------------------|-------|
| 1    | NEW  | RUTTER: REQUIEM                          | Chor Of Clare College/Brown     | Naxos 8557136 (S)           |       |
| 2    | 1    | GILBERT & SULLIVAN - THE GOLD COLLECTION | D'Oyly Carte Opera Co.          | Decca 4606102 (S)           |       |
| 3    | 2    | SENTIMENTO                               | Andrea Bocelli                  | Philips 4754192 (S)         |       |
| 4    | 5    | BETHOVEN/COMPLETE SYMPHONIES             | Rattle/VP                       | EMI Classics 5574652 (S)    |       |
| 5    | 3    | REPRISE                                  | Russell Watson                  | Decca 4731002 (S)           |       |
| 6    | 6    | PAFFASSIO                                | Tomas Petrangulus/Pitts         | Naxos 8559800 (S)           |       |
| 7    | 4    | ALED                                     | Aled Jones                      | UCLJ 064794 (U)             |       |
| 8    | 8    | THE COLLECTION                           | John Rutter                     | UCLJ 0742222 (S)            |       |
| 9    | NEW  | RAWHORTH: PIANO CONCERTOS                | Denohov/Jster Ochoy/Wasa        | Naxos 8559959 (S)           |       |
| 10   | 9    | KASHIP: THE QUEEN SYMPHONY               | Royal Philharmonic/Os Kaship    | EMI Classics 5572952 (S)    |       |
| 11   | 11   | BAX SYMPHONY NO 6                        | RSN(L)/Lloyd-Jones              | Naxos 8557444 (S)           |       |
| 12   | 14   | THE ARMED MAN - A MASS FOR PEACE         | Karl Jenkins                    | Vestrate CD2596 (S)         |       |
| 13   | 7    | THE GOLD COLLECTION                      | Lady Gaga                       | Decca/Dectone D7006 (S)     |       |
| 14   | 13   | I GIORNI                                 | Ludovico Einaudi                | Arista 7432191922 (BMG)     |       |
| 15   | 10   | ENDORE:                                  | Russell Watson                  | Decca 4730002 (S)           |       |
| 16   | 16   | HOLST: THE PLANETS/MYSTIC TRUMPETER      | Rutner/RSN(L)/Lloyd-Jones       | Naxos 8557576 (S)           |       |
| 17   | NEW  | THE ESSENTIAL                            | Philp Glass                     | Sony Classical SK4143 (TEN) |       |
| 18   | NEW  | PISTON: SYMPHONY NO 4                    | Seattle Symph Orchestra/Schwarz | Naxos 8559162 (S)           |       |
| 19   | 12   | THE VOICE                                | Russell Watson                  | Decca 9467232 (S)           |       |
| 20   | NEW  | TURNA/SINFONIA SEVILLANA                 | Castile And Leon Solo/Derman    | Naxos 8559655 (S)           |       |

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## CLASSICAL COMPILATIONS

| This | Last | Title                                  | Artist  | Label (Distributor)              | Notes |
|------|------|--|---------|----------------------------------|-------|
| 1    | 1    | THE VERY BEST OF RELAXING CLASSICS     | Various | Decca 4708222 (U)                |       |
| 2    | 2    | CLASSICAL CHILL-OUT GOLD               | Various | Decca/Dectone D7006 (TEN)        |       |
| 3    | 4    | THE CLASSICAL LIVE ALBUM               | Various | Decca/Dectone D7006 (TEN)        |       |
| 4    | 3    | CLASSICAL FM - SMOOTH CLASSICS         | Various | Classic FM CFMCD32 (BMG)         |       |
| 5    | 5    | FAMOUS TENORS                          | Various | Classical FM CFMCD32 (BMG)       |       |
| 6    | 7    | CLASSICAL AMBIENCE                     | Various | Classical FM CFMCD32 (BMG)       |       |
| 7    | 8    | RELAXING CLASSICS                      | Various | Crisson CFMCD32 (BMG)            |       |
| 8    | 14   | 100 POPULAR CLASSICS                   | Various | Castle Music MBS05212 (P)        |       |
| 9    | 6    | RELAXING CLASSICS                      | Various | EMI Gold 5748272 (S)             |       |
| 10   | 11   | ONLY CLASSICAL ALBUM YOU'LL EVER NEED  | Various | Conifer Classics 756951322 (BMG) |       |
| 11   | 11   | PAVARDI/DOMINGO/CARRERAS               | Various | Empirea EMP3020 (S)              |       |
| 12   | NEW  | CLASSIC FM HALL OF FAME - GOLD         | Various | Classic FM CFMCD32 (BMG)         |       |
| 13   | 13   | FAVOURITE CLASSICS                     | Various | Crisson CFMCD32 (P)              |       |
| 14   | 18   | 100 RELAXING CLASSICS                  | Various | Philips PXC0507 (S)              |       |
| 15   | NEW  | 100 POPULAR CLASSICS - VOLUME TWO      | Various | Castle Music PXC0506 (BMG)       |       |
| 16   | 12   | RELAX MORE                             | Various | Classic FM CFMCD32 (BMG)         |       |
| 17   | 16   | MOZART GOLD - THE ESSENTIAL COLLECTION | Various | Decca/Dectone 472242 (U)         |       |
| 18   | 17   | CLASSICAL MOODS                        | Various | Classical FM CFMCD32 (BMG)       |       |
| 19   | 20   | THE OPERA ALBUM                        | Various | Vigil/EMI VTD0417 (S)            |       |
| 20   | 15   | ULTIMATE SILENCE                       | Various | Sony Classical 507992 (TEN)      |       |

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## JAZZ & BLUES

| This | Last | Title                   | Artist                    | Label (Distributor)        | Notes |
|------|------|-------------------------|---------------------------|----------------------------|-------|
| 1    | 1    | COME AWAY WITH ME       | Norah Jones               | Parlophone 5308262 (TEN)   |       |
| 2    | 2    | GOLD                    | Ella Fitzgerald           | Naxos 8564842 (U)          |       |
| 3    | 3    | SMOOTH JAZZ 2           | Various                   | VICI 0594612 (U)           |       |
| 4    | 7    | KIND OF BLUE            | Miles Davis               | Columbia CK 64635 (TEN)    |       |
| 5    | 4    | BUENOS HERMANOS         | Israhim Ferrar            | World Circuit WC0295 (NMP) |       |
| 6    | 6    | TANTO TEMPO             | Bebel Gilberto            | East West 00274002 (TEN)   |       |
| 7    | 5    | MAMBO SINUENDO          | Ry Cooder & Manuel Galban | Nonesuch 75978692 (TEN)    |       |
| 8    | NEW  | ALEGRIA                 | Wayne Shorter             | Verve 545942 (U)           |       |
| 9    | NEW  | TOUBIST                 | S Germain                 | Blue Note 526212 (U)       |       |
| 10   | NEW  | THE BEST OF PETER GREEK | Fleawood Mac              | Columbia 519152 (TEN)      |       |

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## ROCK

| This | Last | Title                                   | Artist                   | Label (Distributor)           | Notes |
|------|------|---|--------------------------|-------------------------------|-------|
| 1    | 1    | METEOGA                                 | Linkin Park              | Warner Bros 50324602 (TEN)    |       |
| 2    | 2    | BY THE WAY                              | Red Hot Chili Peppers    | Warner Bros 5032461402 (TEN)  |       |
| 3    | 3    | VERY BEST OF - EARLY DAYS & LATTER DAYS | Led Zeppelin             | Athletic 756783195 (TEN)      |       |
| 4    | 4    | ONE BY ONE                              | Fox Fighters             | RCA 1462793482 (TEN)          |       |
| 5    | 5    | AUDIOSLAVE                              | Audioslave               | Epic/Interscope 5101302 (TEN) |       |
| 6    | 6    | RAGE AGAINST THE MACHINE                | Rage Against The Machine | Epic 472242 (TEN)             |       |
| 7    | 7    | COMFORT IN SOUND                        | Feeder                   | Echo 454242 (S)               |       |
| 8    | 6    | BEST OF                                 | Whitesnake               | EMI 501425 (S)                |       |
| 9    | NEW  | GOOD SUGAR SEX MAGIK                    | Red Hot Chili Peppers    | Warner Bros 759926602 (TEN)   |       |
| 10   | NEW  | GREATEST HITS 1 & 11                    | Queen                    | Parlophone 529982 (S)         |       |

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## R&B SINGLES

| This | Last | Title                | Artist                         | Label Cat. No. (Distributor)    | Notes |
|------|------|----------------------|--------------------------------|---------------------------------|-------|
| 1    | 2    | IN DA CLUB           | St Germain                     | Interscope/Polydor 4532182 (U)  |       |
| 2    | 1    | SCANDALOUS           | Mis-Telq                       | Telstar CD7AS2319 (BMG)         |       |
| 3    | 3    | ALL HEAVEN           | Jennifer Lopez feat. LL Cool J | Epic 4739162 (TEN)              |       |
| 4    | NEW  | SATISFACTION         | Eve                            | Interscope/Polydor 4509281 (U)  |       |
| 5    | NEW  | JUST A FRIEND        | Mario                          | 1 8287953681 (BMG)              |       |
| 6    | 7    | BUMP BUMP BUMP       | B2K feat. P Diddy              | Epic 4735422 (TEN)              |       |
| 7    | 4    | I MAKE ME WIANNA     | Blue                           | Interscot 512004 (E)            |       |
| 8    | 3    | MESMERIZE            | Ju Rahn feat. Ashanti          | Murder Inc/Mercury 0775902 (U)  |       |
| 9    | 8    | I CAN                | Nas                            | Columbia 673781 (TEN)           |       |
| 10   | 8    | BEAUTIFUL            | Group Dogg                     | Capitol 004842 (S)              |       |
| 11   | 10   | GOSSIP FOLKS         | Misay Elliott feat. Ludacris   | Elekta 4738002 (TEN)            |       |
| 12   | 5    | IF YOU NEED YOU      | Mariah Carey feat. Cam'ron     | Def Jam 077082 (U)              |       |
| 13   | NEW  | THE SEED LOU         | Ronny feat. Cody Chesnut       | MCA/Uni-Island MCA5140316 (U)   |       |
| 14   | 12   | SHING FOR THE MOMENT | Enimem                         | Interscope/Polydor 4574812 (U)  |       |
| 15   | 11   | PROUDER APPEARANCE   | NERO                           | Virgin V506282 (E)              |       |
| 16   | 13   | CAY ME A RIVER       | Justin Timberlake              | Jive 3574622 (P)                |       |
| 17   | 14   | WORKIT               | Enimem                         | Universal/MCA5140312 (U)        |       |
| 18   | 16   | LOSE YOURSELF        | Enimem                         | Interscope/Polydor 4574812 (P)  |       |
| 19   | NEW  | LITTLE THINGS        | Lu-De                          | Motown/Uni-Island 7M11569 (U)   |       |
| 20   | 15   | MIDNIGHT             | In-City                        | WEA WEA346021 (TEN)             |       |
| 21   | 17   | STOLE                | Kelly Rowland                  | Columbia 673182 (TEN)           |       |
| 22   | 21   | GIMME THE LIGHT      | Sean Paul                      | Atlantic ATO14602 (TEN)         |       |
| 23   | 18   | HEY MA               | Cam'ron feat. Juelz Santana    | Roc-A-Fella/Mercury 0637242 (U) |       |
| 24   | 20   | '03 BONNIE & CLYDE   | Roy-Clay feat. Beyonce Knowles | Roc-A-Fella/Mercury 0770102 (U) |       |
| 25   | 22   | MUNDIATO TO BACH KE  | Panjabi MC                     | Showbiz/Interscot KAMA3480 (P)  |       |
| 26   | 29   | THUGZ MANCING        | 2 Pac                          | Interscope/Polydor 4789542 (U)  |       |
| 27   | 19   | IT'S OKAY            | Des'ree                        | Sony Music 0738495 (TEN)        |       |
| 28   | 24   | HIT THE FREEWAY      | Toni Braxton                   | Arista 8267953671 (BMG)         |       |
| 29   | 27   | FREELIFE             | Babees Man                     | Sony Music 0732790 (E)          |       |
| 30   | 30   | FABULOUS             | Jahiem                         | Warner Bros W1980 (TEN)         |       |

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## DANCE SINGLES

| This | Last | Title                                | Artist                      | Label Cat. No. (Distributor)          | Notes |
|------|------|--------------------------------------|-----------------------------|---------------------------------------|-------|
| 1    | 1    | MAKE LUV                             | Ronny feat. Oliver Chaatham | Positive 12TV1187 (E)                 |       |
| 2    | 4    | MOVE YOUR FEET                       | Junior Senior               | Mercury 0198191 (U)                   |       |
| 3    | NEW  | SHAKE IT (NO TO MUEVAS TANTO)        | Lee-cabrera                 | Credence 12RED035 (U)                 |       |
| 4    | NEW  | PAYBACK TIME                         | Dysfunctional Psychotic     | Sony Music 6737826 (TEN)              |       |
| 5    | NEW  | THE REVOLUTION WILL NOT BE TELIVISED | Soul Rebels                 | Defected DFT0208 (U)                  |       |
| 6    | NEW  | BREAK YOUR FACE                      | Bushwacka                   | Piana PIAN2022 (S)                    |       |
| 7    | NEW  | NEVER SPLIT TENSE                    | Roc Project feat. Tera Arna | Illustrious/Epic 12MLX10 (TEN)        |       |
| 8    | NEW  | SOILED SNATCH                        | Twisted Individual          | Reformed REFORM003 (SRO)              |       |
| 9    | 5    | WONDERING WHY                        | MI Cole                     | Talkin Loud 079221 (U)                |       |
| 10   | 2    | I CAN'T STOP                         | Sandy Rivera                | Defected DFT0038 (U)                  |       |
| 11   | 3    | FLASK                                | Queen & Visgrout            | Nuburn NE3794 (ADJ)                   |       |
| 12   | NEW  | LOOK AT ME NOW                       | Jessy                       | Data/Ministry Of Sound DCA04R12 (TEN) |       |
| 13   | NEW  | LORD OF THE LAND                     | Cyclone                     | Southern Fried EC841 (U)              |       |
| 14   | 3    | TAKIN' HOO                           | Sam La More                 | Underwater H2020X (P)                 |       |
| 15   | NEW  | EVERYBODY KNOWS                      | The Free Association        | Ramp RAMP011 (DMV/P)                  |       |
| 16   | 5    | BEING ROBBY                          | Richard X Vs Liberty X      | Virgin RXTI (E)                       |       |
| 17   | NEW  | MONEY FOREST                         | Madway                      | Long Language LOS1204R (U)            |       |
| 18   | 14   | M' FORDY                             | Bad Company UK/Rushill Cru  | BC Recording BC040036 (SRO)           |       |
| 19   | NEW  | BACK TO DA BOOGIE                    | I Kamaichi                  | Full Circle FCY049 (U)                |       |
| 20   | 8    | T-10 THE TENTH PLANET                | Distorted Minds             | Kaos KA050RFP (SRO)                   |       |

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## DANCE ALBUMS

| This | Last | Title                  | Artist          | Label Cat. No. (Distributor)       | Notes |
|------|------|------------------------|-----------------|------------------------------------|-------|
| 1    | 1    | LATE NIGHT SESSIONS    | Various         | Ministry Of Sound -MOS0254 (DMV/P) |       |
| 2    | 2    | MELODY AM              | Rocktopp        | Wall Of Sound WALL1022 (U)         |       |
| 3    | NEW  | UP IN FLAMES           | Manitoba        | Leaf 84Y64V- (SRO)                 |       |
| 4    | NEW  | BAD                    | Michael Jackson | Epic 4521911452029 (SRO)           |       |
| 5    | 5    | STATUS                 | Moloko          | Echo ECHLP44ECHM164 (P)            |       |
| 6    | NEW  | THE ANNUAL SPRING 2003 | Various Artists | Ministry Of Sound -MOS0303 (DMV/P) |       |
| 7    | 1    | 26 MIXES FOR CASH      | Warp            | WARP-44R002 (U)                    |       |
| 8    | NEW  | READ MY LIPS           | Polina          | Polina -P593742 (U)                |       |
| 9    | NEW  | LA REVANCHA DEL TANGO  | Gottan Project  | XL -XCLD148 (U)                    |       |
| 10   | NEW  | ARTIFICIAL HEAT        | Sasha           | Arista Dance 82679518431V- (BMG)   |       |

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## MUSIC VIDEO

| This | Last | Title   | Label Cat No            | Notes |
|------|------|---|-------------------------|-------|
| 1    | NEW  | THE BEATLES: The Beatles Anthology - Box Set          | PMM 50819253            |       |
| 2    | NEW  | ROBBIE WILLIAMS: The Robbie Williams Show             | EMI 450423              |       |
| 3    | NEW  | GARTH CROCK: The Garth Crocks: Spirit In The Sky      | S 807020203             |       |
| 4    | NEW  | BLUE: One Love Live Tour                              | Interscot 239424        |       |
| 5    | NEW  | PAUL McCARTNEY: Back In The US - Concert Film         | Capitol 477970          |       |
| 6    | NEW  | DAVID HOWIE: Ziggy Stardust And The Spiders From Mars | EMI 452919              |       |
| 7    | NEW  | NORAH JONES: Live In New Orleans                      | Blue Note 650419        |       |
| 8    | NEW  | LED ZEPPELIN: Song Remains The Same                   | Warner Brothers 5201265 |       |
| 9    | NEW  | DANIEL O'DONNELL: Shades Of Green                     | Roxy 705021             |       |
| 10   | NEW  | DANIEL O'DONNELL: An Evening With...                  | Rox 8720036             |       |

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| This | Last | Title  | Label Cat No. (Distributor) | Notes |
|------|------|--|-----------------------------|-------|
| 11   | 6    | QUEEN: Greatest Video Hits - 1                 | Parlophone 853549           |       |
| 12   | 8    | ABBA: The Definitive Collection                | Polygram 011459             |       |
| 13   | 9    | VARIOUS: The Last Waltz                        | MGM 17075                   |       |
| 14   | 11   | MICHAEL JACKSON: Video Greatest Hits - History | SMV Columbia 58129          |       |
| 15   | 15   | ZAVIA: Boyz Of The Sea                         | EMI 451010                  |       |
| 16   | 13   | DWARF: May Day Of The Sea                      | Reprise 53248425            |       |
| 17   | 16   | U2: Rattle And Hum                             | Decca 4510238               |       |
| 18   | 18   | MICHAEL JACKSON: History On Film - Volume II   | Sony Music 52452            |       |
| 19   | NEW  | QUEEN: MADE IN HEAVEN - THE FILMS              | Parlophone 853018           |       |
| 20   | 22   | ATLIE MIDDLE: Kylie Fever 2002                 | Waverley/WAR02103           |       |

## STORE OF THE WEEK

# BOOGIE TIMES

### STORE DETAILS

Boogie Times first opened 16 years ago at the present location. As well as a record shop, it was also home to Suburban Base Records. It changed ownership seven years ago when it was bought by the club promotion company Innovation. The store has always been a dance specialist outlet and there are now two stores in the group, the Romford outlet and the shop in Gravesend.

**Store size:** 28 sq m  
**Music stocked:** drum & bass, garage, hip hop

**Areas of specialisation:** drum & bass  
**Local competition:** HMV, Virgin, Trackmasters

### Drum & Bass Top Five:

1. **Dillinja & Lemon D** - The Crash Test EP (Test Recordings)
2. **Unknown** - March (white label)
3. **Verloren** - Plastic Surgery 4 (Hospital)
4. **DJ SS** - The S Files Part 1 (Formation)
5. **Twisted Individual** - Soiled Snatch (Reformed)

### Garage Top Five:

1. **Agent X** - Turbulence 2 (Heatseeker)
2. **DJ Virus** - Rude Sting (Westbeat)
3. **Heartless Clue** - Why? (white label)
4. **Jon E Cash** - War (Black Ops)
5. **Ted Edwards** - Full On 2 (i Records)

### MARTIN JAMES, MANAGER

"Drum & bass seems to be doing exceptionally well at the moment. Acts like Dillinja and Andy C, one of the major DJs out there, are doing particularly good business. In fact Andy C's label, Ram Records, is a very hot label currently. I think one of the reasons for this huge resurgence in the music has been the higher chart profile that the music has been getting, with acts like Sly FX and DJ Marky having hits, and the greater use of vocals on tracks. This has had the effect of bringing the music overground. Garage has been kept in the limelight in much the same way - although it is still underground, the sound is changing and moving to a more dub-influenced sound.

The website allows us to do business around the world. As a genre, drum & bass seems to be growing globally, which is reflected in the increasing amount of international business we're doing. The scenes in the US and Brazil are healthy, as well as across Europe, but the majority of our sales are still within the UK. The site accounts for around 20% of our turnover but that percentage is increasing annually.

I've been managing Boogie Times for around six months, but I've been a DJ for a lot longer. All the guys that work here are involved in the music in some way or other, which really helps with buying as we're all out there so we tend to pick up on the best tunes as they happen. We tend to source most of our stock from distributors such as SRD and Essential, which carry a good range of stock. As well as music, we carry merchandise



Boogie Times website: growing turnover

and some DJ paraphernalia, such as needles for decks and taps. T-shirts sell very well, especially the Innovation T-shirts. Innovation run a night every couple of months and business always spikes after an event. The next one is going to be a weekend at Camber Sands in May. We usually have a stall there so we make sure that we carry tunes that are going to get played.

At the moment, music seems to be going through a bit of a quiet phase which could be down to the war or, just as easily, could be down to the overkill from the 'create-a-band' TV shows we've had. That said, we have a very loyal customer base from East London and Essex and we get a lot of DJs buying here. Mind you, I'm looking forward to the summer as it's always a good time for dance music and business picks up for us.

**Address:** 3 Old Mill Parade, Victoria Road, Romford, Essex, RM1 2HU  
**Tel:** 01708 727029  
**Fax:** 01708 740424  
**E-mail:** info@boogietimes-records.co.uk  
**Website:** www.boogietimes-records.co.uk

## NEW RELEASE COUNTDOWN

### ALBUMS

**This week**  
Athlete *Vehicles & Animals* (Parlophone); The Donnas *Supper Set Night* (EastWest); (Smog) *Sinner* (Domino); Lucinda Williams *World Without Tears* (Lost Highway)

### April 14

**Cream** At The BBC (Polydor); **Cam'ron** presents *The Diplomats* *Diplomatic Immunity* (Roc-A-Fella/Mercury); **Nicolas Danger** *Tranquil Isolation* (Virgin); **Ron-DMC** *Greatest Hits* (Profile/Arista); **Scoter** *The Stadium Truck Experience* (Shelflife Tunes/Edel UK); **Denise Van Outen** *Tell Me On A Sunday* (Polydor)

### April 21

**Madonna** *American Life* (Maverick); **Kym Marsh** *Standing Tall* (Mercury); **MI Cole** *Out To The Chase* (Talkin' Loud); **Bob Sinclair** *Big Bad Sinclair III* (Defected); **Various** *Hope* (WEA)

### April 28

**Goldfrapp** *Black Cherry* (Mute); **Macy Gray** *The Trouble With Being Myself* (Epic); **Ian McCulloch** *Shooting Cocking Viper!*; **David Nunez** *Seven Years - Ten Weeks* (Mercury); **Yeah Yeah Yeahs** *Fever To Tell* (B-Nine)

### May 5

**Abbs** *to (S)*; **Blur** *Think Tank* (Parlophone); **Four Tet** *Rounds* (Domino); **Dana Glover** *Restrictry* (Polydor)

### May 12

**The Bluetones** *Luxembourg* (Superior Quality); **Inspiral Carpets** *Cool As A Mutaz*; **Marilyn Manson** *The Golden Age Of Grotesquery* (Interscope/Polydor); **The Pretenders** *Loose Screw* (Eagle)

### May 19

**Cinematic Orchestra** *Man With The Movie Camera* (Ninja Tune); **The Dandy Warhols** *Welcome To The Monkey House* (Capitol); **The Deftones** *The White Pony* (WEA); **DJ Shadow** *The Private Reserve* (Mo Wax/Island); **Cerys Matthews** *Cockapop* (blanco y negro)

### SINGLES

**Daniel Bedingfield** *I Can't Read You* (Polydor); **David Gray** *Be Mine* (HT/EastWest); **Kym Marsh** *City* (Universal); **Queens Of The Stone Age** *Go With The Flow* (Interscope/Polydor); **Ron-DMC** *Tell Jackie Lee It's Tricky* 2003 (Profile/EMG)

### April 14

**Blair Out** *Of Time* (Parlophone); **DJ-Side** *Speechless* (Blacklist/Edel/A&J); **D-Z** *Excuse Me Miss* (Roc-A-Fella/Mercury); **Madonna** *American Life* (Maverick); **Robbie Williams** *Come Undone* (EMI); **Yeah Yeah Yeahs** *Date With The Night* (B-Nine)

### April 21

**Badly Drawn Boy** *All Possibilities* (Twisted Silence/AL); **Busted** *Who Said I'm Unusual*; **Macy Gray** *When I See You* (Epic); **David Nunez** *Don't Let Go* (Mercury); **The White Stripes** *Seven Nation Army* (XL)

### April 28

**Craig David** *feat. Sting* *Ring & Fall* (Wideworld); **Good Charlotte** *Sad & Girls* (Columbia); **Ronan Keating** *The Long Goodbye* (Polydor); **Dino Lenny** *Vs* *Housemartins* *Change The World* (Edel); **Kelly Rowland** *Can't Nobody (Columbia)*

### May 5

**The Cheeky Girls** *Take Your Shoes Off (Multiply)*; **The Dandy Warhols** *We Used To Be Friends* (Capitol); **Electric Six** *Gay Bar* (XL); **Kelly Osbourne** *Dig Me Out* (Epic)

### May 12

**Andie** *Bullys Turned Away* (Source); **Ben Jwo** *Hit* (Mercury); **Foo Fighters** *Have It All* (Poly); **Girls Aloud** *No Good Advice* (Parlophone); **Love** *In Broken Bones* (Nulife/Arista); **Santana** *Paul Get Busy* (EastWest)

### May 19

**Whitney Houston** *On My Own* (Arista); **S Club 7** *Say* (Polydor); **Strombos *Madame Helga* (V2); **Tatu** *Not Gonna Get Us* (Interscope/Polydor); **Justin Timberlake** *Rock Your Body* (Jive)**

## IN-STORE NEXT WEEK: FROM 14/4/03



**Press ads** - Bach, Atomic Kitten, Richard X vs Liberty X, **In-store** - Now 54, Joel Harrison, Athlete, Pink Floyd, Atomic Kitten, The Burn, Richard X vs Liberty X, NERD, David Bowie, Geline Dooz, Placebo, Room 5, Whitesnake, OK Go, Paul McCartney, Bangles, Placebo, YK4, Moloko, Mc E, Turin Brakes, Idiwild; **Windows** - Now 54, Placebo



**Singles** - Blur, Robbie Williams, Madonna, Jay-Z, Aaliyah, D-Side, Plummet, Goldfrapp, Lionel Richie & Enrique Iglesias; **Albums** - Scooter, Run-DMC, Denise Van Outen, Jay-Z, Now 54, Clubland Xtreme, Capital Gold British Legends, Back to the Old School Club, Let's Groove, Sax & the City, Dives Of Jazz, Gloria Gaynor, Hi Gate



**Windows** - The White Stripes, The Osbournes Series 1, Harry Potter & the Chamber of Secrets, **In-store** - Guru GST, Very Best of the Blues, Beginner's Guide to Folk; **Listening posts** - Now 54, Lucinda Williams, The Beatles, Robbie Williams



**In-store** - Channel 2, Antezoch, Jacques Lu Cont, Smokey, All Tomorrow's Parties 3.0, Yo La Tengo, Aidan Smith, Jay Alanski



**Windows** - Harry Potter; **In-store** - Aaliyah, Blur, Lionel Richie & Enrique Iglesias, D-Side; **Press ads** - Daniel Bedingfield, Jay-Z, Madonna, Yeah Yeah Yeahs; **TV ads** - Reminisc, Him



**Main promotion** - Easter sale; **Listening posts** - Very Best Classical Christmas, Very Best Of... Series; **Windows** - Osbournes Series 1, West Wing Series 2; **In-store** - X List, Kitsch Lounge Riot



**Select listening posts** - Ian McCulloch, Belisha, Zane Lowe's Black Label Society, The Yardbirds, **Bridge & Tunnel**; **Mojo** recommended retailers - Califfone, Midnight Choir, Vi Chestnut, Robin Guthrie, Phaser, Dan Barn



**Albums** - Simply Red, White Stripes, Classic FM, Ultimate Smoochy Album



**Albums** - Back To The Old School, Run-DMC, Scooter, Let's Groove, Now 54, Johnny English (OST), Clubland Xtreme, Cream, Denise Van Outen, Divaz Of Jazz, Capital Gold British Legends, Madonna, Triple 8, Sax & The City



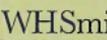
**Albums** - Now Dance 2003, Reggae Love Songs, Mi-Teq, Shania Twain; **Singles** - Avril Lavigne, Atomic Kitten; **In-store** - Mi-Teq, White Stripes, Pink Floyd, Hot Hot Heat, Mariah Carey, Daniel Bedingfield, Nas



**In-store** - Trojan campaign, Proper boxed sets campaign; **Windows** - Naxos classical promotion, The White Stripes



**Windows** - sale, Harry Potter, White Stripes, Lionel Richie & Enrique Iglesias, D-Side, Madonna, Blur; **Jay-Z, Goldfrapp; In-store** - Run-DMC, Denise Van Outen, Athlete, White Stripes, X List



**Singles** - Triple 8, Daniel Bedingfield, Kym Marsh, Busted, Price Sneddon; **Albums** - Now 54, In-store - David Crash, Denise Van Outen, Scooter



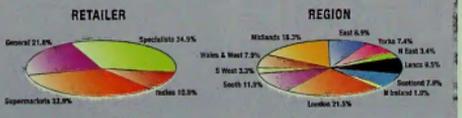
**Albums** - A Go On 1 & 2, Daniel Bedingfield, Run-DMC, Singles - Robbie Williams, Madonna; **In-store** - Daniel Bedingfield, Run-DMC, Scooter, Now 54, Capital Gold British Legends, Robbie Williams, Madonna, Triple 8, Busted, D-Side

## SALES WATCH: LINKIN PARK



**LINKIN PARK: METEORA** (WARNER BROS.)  
**LW Chart position:** 1.

Pie charts show sales by retailer type and geographical region respectively, for sales week to the end of March 30, 2003. Source: Official Charts Company.



# SINGLE of the week

**BUSTED:** You Said No (Universal/Uni-Ireland MSC1D04318). Self-deprecating and completely infectious, this will be all over the radio. Perfect for its twentees market, it has just been C-listed at Radio One after extensive plays on independent stations and a chart-topping performance on the Box last week. Busted's third single continues their run of power-pop anthems dressed up as something a little more dangerous than most of the pop material out there.



# ALBUM of the week

**MADONNA:** American Life (Maverick 326248542). Madonna's second Mirwais-produced album follows the same path cut by its predecessor



**Music.** The clever blend of acoustic and synthesised music sounds very cutting edge, which at times can get in the way of the songs, with Madonna's dry vocals very high in the mix. The best cuts are the title track and Hollywood — surely a summer smash — and the gospel choir-backed Nothing Falls.

## SINGLE reviews



**RECOMMEND** **THE WHITE STRIPES:** Seven Nation Army (XL XLS162CD). With parent album Elephant set to enter the sales chart at number one this week, a string of dates already sold out and now this cracking single, The White Stripes seem unable to put a foot wrong in 2003. Also included on this track — which is B-listed at Radio One — is the Brendan Benson-penned God To Me and a radical reworking of traditional song Black Jack Davey.

**TRIPLE EIGHT:** Knock Out (Polydor 9800047). Explosive launches of major label boy bands have been somewhat sparse in recent months. But these new hopefuls fall at the first hurdle by apparently putting all the emphasis on image rather than a decent song. Despite plays on MTV, this non-descript, Marilyn-produced track already sounds well past its sell-by date.

**RECOMMEND** **GLASSJAW:** Ape Dos Mi (WEA W604CD). Lead singer Daryl Palumbo's distinctive vocals, along with the band's shifting time signatures, makes for a

typically impressive single. Their fanbase has grown considerably in the past year, with upgrades to larger venues on tour. **ASIAN DUB FOUNDATION:** 1000 Mirrors (Labels UK/Virgin DINS259). One of the standout tracks from the excellent Enemy Of The Enemy album sees ADF joined by Sinead O'Connor for a song that addresses domestic violence. This might not sound like an ideal plan for a commercial song, but ADF deliver musically. Although overlooked by radio, this deserves an audience.



**BADLY DRAWN BOY:** All Possibilities (Twisted Nerve/XL TNXL 017CD). Surely Damon Gough's most commercial single to date, this string-laden

Seventies-style pop stormer should reawaken interest in parent album Have You Fed The Fish? The CD includes bonus track Let The Sunshine, recording for Radio One's Lamarc Live.

**AQUALUNG:** If I Fall (B-Unique/WEA BUN050CDs). This single, the third from Aqualung's eponymous debut album, is timed to coincide with the band's 14 shows around the UK — their biggest tour to date. It typifies Aqualung's piano-led, bittersweet ballads to good effect.

**MACY GRAY:** When I See You (Epic 6738402). A rising star of Radio 2 indicates the mature audience the irrepressible Gray now reaches. Hopefully this will be heard by a younger audience since it includes some great pop moments.

**DMX:** X Gon' Give It To Ya (Def Jam/Mercury 0778042). Enjoying a second spell as Sara Cox's record of the week and sitting on Radio One's Blast, big things are expected of this track, and rightly so. Hard, fast and totally infectious with one of the best kick-ins heard for some time, this first track from the Credit 2 The Grave soundtrack should chart big time.

**THE BLUETONES:** Fastboy/Liquid Lips (Superior Quality). Both these tracks are crisp, new wavy rockers with far more of a sense of purpose than one might expect. Liquid Lips even bears a resemblance to The Clash's version of Brand New Cadillac for a minute and, all in all, the Bluetones might well be worth another look.

**DAVID SNEEDON:** Don't Let Go (Mercury 9800044). A vast improvement on his quirky debut single, this strong self-penned ballad by the Fame Academy winner will no doubt be another chart-topper. Boasting an adult sound that belies his 24 years, Sneedon has just embarked on the self-titled Fame Academy UK tour as headline act.

**VBIRDS:** Virtuity (EMI Liberty CDSVIRT001). This spin-off from the Cartoon Network series featuring the funky animal quartet is a slick package and ties in with new series VBirds Perfect, which airs on April 14. This should appeal to pre-teens and has massive teen potential.

**DTS FEAT. ROXANNE WILDE:** Destination (ffrr DFC007). Darren Tate returns after the Jürgen Vries hit Brave New World with another pseudo-euphoric trance-pop offering featuring Kim Wilde's younger sibling. Already championed via dance radio stations and subsequently added to Radio One's A-list, this will effortlessly enter the Top 20.

## ALBUM reviews



**VARIOUS:** Hope (London 5046658462). The musical quality of charity albums often struggles to live up to the worthiness of the cause, and this set in aid of War Child is no different. With a contribution from David Bowie next to a song from Lee Ryan from

Blue, the set is largely unimpressive, with some tracks that one suspects were the odds and sods that didn't make proper albums. Its appeal will lie in the cause it represents. **HARRY:** The Trouble With...Harry (Dirtly World/Telstar DWRC004). In terms of commercial product, this album has got the lot: pop, rock, electronics, sex appeal and lots of attitude. Apparently wanting to come across as the antithesis of Britney Spears, blonde Harry may be dressed in black lingerie, but the 13 tracks there are steeped in musical influences far more interesting than the average pop star.

**INTERNATIONAL PONY:** We Love Music (Skint BRASSIC25CD). The German trio deliver a collection of dance from the fringes on We Love Music. Soaked in gritty digital funk and sampladelic wackiness, International Pony are seemingly tailor-made for Brighton's playful Skint label. Their individual, postmodern attitude to dance could well find an audience in the UK.



**QUANTIC SOUL ORCHESTRA:** Skampado (Tra Throughs TRU029). Quantic frontman Will Holland caps a prolific period with his third album in 18 months, this time under the Soul Orchestra moniker.

Using a strict "no samples" rule, Holland rustles up a rustic and Seventies-inspired funk brew with striking similarities to the music it celebrates. They embark on a tour with XL's Gotan Project later this year.

**AKASHA:** Love Philtre Magic! (Ra Recordings RACO 01). The return of the downtempo duo sees their first offerings since their debut Cinematica back in 1998. The duo have been busy rekindling the likes of Groove Armada and helping out Lemon Jelly, working on the recent albums and playing live with the band. **CAESARS:** 39 Minutes Of Bliss... (Virgin CDVIR205). Largely unknown on this side of the North Sea, the Caesars have been steadily developing their sound in their home country, Sweden. The result is a mature album which mixes elements of garage rock, rock and psychedelia, with the help of their swirling farfisa organ.

**THE VANITY SET:** Little Stabs of Happiness (Cargo UK CUK005CD). This New York outfit, headed up by Bad Seeds drummer James McAlavinos, release their second album. Lettified and influenced by Salavinos' day job, this still has a strength and quality of its own.

This week's reviewers: Dugald Baird, Phil Brooke, Jimmy Brown, Joanna Jones, Owen Lawrence, Nick Tesco, James Roberts, Ajax Scott and Simon Ward.



**RECOMMEND** **GRAND POPS FOOTBALL CLUB:** Shampon Victims (BMG 82876500132). GPFCL finally treat the UK to a release of their excellent debut album. If you like your dance music fat and stomping with that fresh French sound to it, then this should be your soundtrack to the summer. Kicking off with their latest single Men Are Not Nice Guys, this album never stops delivering. Tracks such as Aïda Skat North and To Stay In A House Song and Yo Quiero Mas Dinero, are of two collaborations with Sparks, merely serve to underline their humour and skill.

# music week

## RADIO MAP 2003

Music Week's unique guide to Radio Stations throughout the UK

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Please contact: Gavin Saffer on  
**020 7921 8314**  
 or email:  
**gavin@musicweek.com**



Men in Black II: top seller of the year so far on DVD



XX: leaping into number two spot on DVD sales chart

# MUSIC RETAIL SEIZES SLICE OF BROADER DVD MARKET

With seemingly exponential growth in the DVD market, many music retailers and distributors are looking to general entertainment titles to boost revenues. But pricing is clearly as important an issue as in the music sector. Adam Webb reports

Although it is still only five years old as a format, more than 90m DVDs were sold last year in the UK. Buoyed by falling hardware prices and an abundance of forthcoming blockbuster movies, the newly formed DVD Entertainment Group forecast sales of 140m units in 2003. The British Video Association valued the UK's combined DVD and video rental and retail business combined at £2.55bn in 2002, compared with equivalent music sales of approximately £2.1bn. This makes the total increase in the size of the overall video market some 26%, and puts the rise in DVD at an astonishing 111%.

As yet, much DVD has accounted for only a small proportion of this total, even though, given the increased sales of 5.1 home

theatre systems and key spring releases from The Beatles and Led Zeppelin, music will potentially play a significant part in future growth — certainly, features such as individual track selection make the format far better suited to the recorded concert than VHS. But, at present, the market remains dominated by big feature film releases. Even the expected sales of 7m music-related DVDs in 2003 will represent only 5% of the overall market.

Consequently, those music retailers and distributors hoping to capitalise on the DVD boom are looking outside their traditional product range and looking increasingly to non-music DVD. While this fits perfectly with the remit of the multiple retailers — busily rebranding themselves as retailers of “entertainment” — it is having far-reaching effects on the market as a whole, with price drops fuelling a thriving mid-price and promotional market and, perhaps most interestingly, stimulating the VHS market in the slipstream.

Entertainment UK — the provider of film, TV, children's and special interest DVD to retailers such as Tesco, Safeway,

Woolworths, MVC and Comet — is typical among the major distributors in reporting DVD market growth last year of 110%. Brian Hill, trading controller at EUK, expects the market will continue to grow substantially, driven by DVD hardware sales and aggressive retailer promotional activity. EUK's figures forecast 60% growth in 2003, with current sales figures already on track to achieve this. With the mega-selling sequels Lord Of The Rings — The Two Towers and Harry Potter And The Chamber Of Secrets still to come, not to mention future blockbusters such as Terminator 3 and The Matrix Reloaded, this is a forecast shared by many in the industry.

“Certainly the past two years have been fantastic, and last year in particular, growth was phenomenal,” says Mark Thompson, general manager of visual media at THE, which holds something in the region of 10,000 product lines. “It has taken over our VHS turnover now. If I go back 12 months, on a feature film, sales would be 60/40 in favour of DVD. Now it's in the region of 80/20. The one exception to that is children's material, which was 70/30 in favour of VHS and has now moved to 50/50.”



Harry Potter And The Chamber Of Secrets and 8 Mile: eagerly-awaited releases on DVD

For Thompson, DVD growth has been driven primarily by falling prices. “Six months after a title is released at full price, it is now available for about half of its listed price,” he says. “Personally, I think we've dropped the price too quickly, but it's helped to stimulate the market. With VHS, I think it went the same way as audio — an item was launched at full price, then it went to mid-price, then to low-price and then to budget. It went through a period of time where the price would gradually go down. With DVD we've got two price points — it's new release and it's promotion. It's missed out the whole middle area and there's only one way to go — and that's budget. They've gone from B to Z extremely quickly.”

East End distributor Goldie, which has handled DVD for the past five years, has also witnessed significant growth through lower prices, with the market becoming increasingly sophisticated, even apart from the expected competition to sell the biggest new titles. “Last year we were talking about 25% of our business being DVD and now we're talking about it being 60% of our business,” says Pete Cowdrey, south

regional sales manager. “The independent record dealers we work for are looking for an expansion of product range. They're not necessarily trying to compete with the High Street multiples — although they do tend to

stock the range of Top 10 DVDs. What they are very, very astute with is the special offers that we offer on product with the Fox, Warner or Disney promotion packs that we put together.” This growing budget and mid-price market, operating beneath the top-selling Hollywood features, is typified by Prism Leisure, distributor for

Metrodome and Fremantle. With some 600 titles in its £5.99 range — the likes of Human Traffic, SW3, Jamie Oliver Happy Days Tour, Postman Pat and Paddington Bear being the latest additions — Prism has achieved sales of up to 30m DVDs (many incorporated into specially-created bundle packs) and increased staff in its DVD division from three to 36.

Independents such as Pinnacle, Vital and 3M/ are also increasingly involving themselves in the non-music market. Pinnacle distributes some 1,700 DVD titles (70% non-music) for companies such as Anchor Bay, Cherry Red, Delta, Sanctuary and Mordant and has done particularly well with films such as Withnail & I, Evil Dead and Halloween. Following the success of Chris Morris' BAFTA-winning My Wrongs, Vital is hoping to establish its own niche by specialising in short films from independent directors.

“It is an area that never really took off on video, but we're really hoping it is going to take off on DVD,” says James Akerman, head of DVD at Vital. On May 5, the company will be releasing Cinema 16 — a collection of shorts from leading independent directors such as Mike Leigh, Peter Greenaway and Lynne Ramsey — and a

**‘With DVD we've got two price points — it's new release and it's promotion. It's missed out the whole middle area and there's only one-way to go — and that's budget’**

— Mark Thompson, THE

**‘Film companies have become more interested in doing campaigns over the past two years, and you've got a window now where you can guarantee that where there's a new release, in three months' time, it will be in some sort of promotion’**

— Richard Willis, Music Lone

## Flood of DVD blockbusters set to continue

Unsurprisingly, Hollywood blockbusters dominated the DVD bestsellers of 2002, with Lord of the Rings, Harry Potter & The Philosopher's Stone, and Star Wars II: Attack of the Clones comprising the top three. Of the remaining Top 20 (see right), the Shawshank Redemption (number 12) and Grease (13) were the only back catalogue titles, while The Office (11) was the sole TV title.

ODC sales figures for the year to March 22 suggest 2003 will be no different, with Men In Black II, xXx and Lord of the Rings (again) standing as the top three best-sellers and established film companies such as Warner Brothers, 20th Century Fox, Disney, Columbia TriStar, MGM, Universal and EIV dominating the Top 20. With future releases to include movies such as Lord of the Rings: The Two Towers, Chicago, Gangs Of New York, The Hours, About Schmidt, Adaptation and City of God, as well as summer blockbusters such as The Matrix: Reloaded, Terminator 3, The Incredible Hulk and X-Men 2 likely to hit the DVD market before the fourth quarter, the signs suggest that sales will increase this year.

Of the major films already scheduled, the Nightlight will undoubtedly be Harry Potter And The Chamber Of Secrets (Warner Home Video, April 11), which includes an Interactive DVD-ROM and 19 additional/extended scenes among the extras and is already topping the pre-release charts on Amazon and Blockbuster.

multimedia collection from onedotzero.

"We're talking to a lot of other new labels to try and expand our catalogue in this area, but we're only really interested in taking on



Other main titles released before summer include Die Another Day (MGM, May 2, a two-disc set including documentaries and a myriad of extras); 8 Mile (Warner Home Video, May 26, including a "making of" feature and rap battles option); Catch Me If You Can (DreamWorks, May 6, including five featurettes); 28 Days Later (20th Century Fox, May 5, including commentary from Danny Boyle and an alternate ending); and Bowling For Columbine (Momentum Pictures, May 12, including Q&A footage with Michael Moore and extended footage of his infamous Charlton Heston interview).

Major back catalogue titles to be repackaged include a special edition of Fargo (MGM, April 21, including interviews with the Coen Brothers); a two-disc special edition of Trainspotting (Universal, June 2, including additional

stuff that's of interest to us and what we're trying to do with music," says Akerman. "It is indie film-making with a specialist audience." The effects and application of non-music

scenes and new interviews with Danny Boyle and Irvine Welsh); a two-disc set of the previously banned Last House On The Left (Anchor Bay, May 26, including outtakes and interviews with Wes Craven); Monty Python's Life Of Brian (Columbia TriStar, April 14); and a two-disc set of Once Upon A Time In America (Warner Home Video, June 30, extras unconfirmed, but the film has never been released on the format before).

Major TV properties appearing on DVD in the latter half of the year will include second series of both The Office and Phoenix Nights, along with boxed sets of Cold Feet, Six Feet Under and 24. Already scheduled for 2003 are The Osbournes: Series One (Warner Home Video, April 7); Alan Partridge: Knowing Me, Knowing You (BBC, April 28, 220 minutes comprising the complete series); The West Wing: Series Two, Part One (Warner Home Video, April 7); Will & Grace: Season Two, Episodes 17-20, and Episodes 21-24 (Medusa Communications, April 23); Life Of Mammals (BBC, April 7); Buffy Season Six Box Set (20th Century Fox, May 12); Buffy The Vampire Slayer: Once More With Feeling (20th Century Fox, April 14); and no less than seven boxed sets of Star Trek: Deep Space Nine (Paramount Home Entertainment) to appear between now and December.

DVD have been equally strong among retailers. For Richard Willis, senior product manager at Music Zone, the past four years have witnessed a transformation from a

## TOP 20 DVDs 2002

THE LIST:

1. The Lord Of The Rings - Fellowship Of The Ring (EIV)
  2. Harry Potter & The Philosopher's Stone (Warner Home Video)
  3. Star Wars II - Attack Of The Clones (20th Century Fox HE)
  4. Monsters Inc (Walt Disney)
  5. Ocean's Eleven (Warner Home Video)
  6. Spiderman (Columbia TriStar)
  7. The Fast And The Furious (Columbia TriStar)
  8. Scooby Doo - The Movie (Warner Home Video)
  9. Ice Age (20th Century Fox HE)
  10. Minority Report (20th Century Fox HE)
  11. The Office - The Complete First Series (BBC)
  12. The Shawshank Redemption (Cinema Club)
  13. Grease (Paramount Home Ent)
  14. Moulin Rouge (20th Century Fox HE)
  15. Blade 2 (EIV)
  16. Swordfish (Warner Home Video)
  17. Planet Of The Apes (20th Century Fox HE)
  18. Gladiator (Columbia TriStar)
  19. American Pie 2 - Unrated (Columbia TriStar)
  20. Bridget Jones's Diary (Columbia TriStar)
- chart shows top-selling DVDs from w/e 6 January 2002 to w/e 28 December 2002  
Source: The Official UK Charts Company

product-led to a price-led market. "We have changed our approach over the past two years or so," he says. "Film companies have become more interested in doing campaigns over the past two years and you've got a window now where you can guarantee that where there's a new release, in three months' time, it will be in some sort of promotion. So from our point of view, we focus more on doing campaigns and keeping a strong price point of around £5 to £10 on DVD. We take the important new releases,

## TOP 20 DVDS 2003 TO DATE

The List

1. Men In Black II (Columbia TriStar)
  2. xXx (Columbia TriStar)
  3. The Lord Of The Rings – Fellowship Of The Ring (EVI)
  4. Windtalkers (MGW)
  5. Lilo & Stitch (Walt Disney)
  6. The Shawshank Redemption (Cinema Club)
  7. Austin Powers – Goldmember (EVI)
  8. Eight Legged Freaks (Warner Home Video)
  9. Training Day (Warner Home Video)
  10. Minority Report (20th Century Fox HE)
  11. Ocean's Eleven (Warner Home Video)
  12. The Bourne Identity (Universal Pictures)
  13. About A Boy (VVI)
  14. Murder By Numbers (Warner Home Video)
  15. Black Hawk Down (Columbia TriStar)
  16. Gladiator (Columbia TriStar)
  17. The Fast And The Furious (Columbia TriStar)
  18. Spiderman (Columbia TriStar)
  19. Scooby Doo – The Movie (Warner Home Video)
  20. Blade 2 (EVI)
- Chart shows top-selling DVDs from w/e 4 January 2003 to w/e 22 March 2003  
Source: The Official UK Charts Company

but it's becoming less of an important field for us – I think mainly because supermarkets are taking a bigger percentage of new-release DVDs and spending less time and money on running campaigns.

Fopp runs similar price-led campaigns, with results reflected in its 10 best-sellers for the week ending March 23, including: Taxi, Taxi 2, Chopper and Blue Velvet at £5; Delicatessen, O Brother Where Art Thou?, Cinema Paradiso, Requiem For A Dream and Aardman Classics at £7; and Road To Perdition at £15. That only one full-price DVD makes the Fopp Top 10 highlights the price-driven nature of the market.

And, while promotions form a significant part of business for the larger multiples, their main emphasis remains with mainstream feature films and TV franchises. Certainly, the "Buy One, Get One Free" and "three for £21" campaigns currently running at Virgin Megastores offer more mainstream discount titles than Fopp, with the likes of Black Hawk Down, Queen Of The Damned and We Were Soldiers included in the former campaign and Dog Day Afternoon, JFK and Deep Blue Sea in the latter.

For Ian Dawson, head of video and DVD at HMV, the narrowing of theatrical windows coupled with a general excitement for the format is driving the huge demand and publicity for new releases. As a consequence, the company is launching its Screenplay Initiative in conjunction with UGC Cinemas. This DVD sampler will be offered free with selected titles and will feature trailers for both upcoming theatrical and DVD releases. For Dawson, this direct association with cinema is aimed to whet long-term consumer appetites while presenting them with forthcoming titles.

"I think, because of the nature of our customers, there was the opportunity there just to tell them about more films in a more interactive and visual way," he says. "We have noticed over the past few years that a lot of films that didn't perform well at the box office have performed very well at DVD and it isn't just the Lord Of The Rings and the Harry Potters that are selling in volume. Over the past couple of years you've got titles like Memento and Fight Club that have all done very well. So, very similar to Playlist [HMV's in-store music sampler], the thought process was: 'How much better would these perform if you could tell more people about them?'"

For most, the conjoining of this natural progression between cinema release, DVD release and promotional release ensures the future success of the market, with few foreseeing any slowdown in the near future, even if the volume of repackaged back



Friends: scoring strong sales on video as well as DVD

catalogue starts to naturally dry up. "I think there will be a slowdown, but cinema attendances are still increasing and there a lot of great films being made," says Ian Dawson. "I think that

'I think there will be a slowdown but cinema attendances are still increasing and there a lot of great films being made'  
– Ian Dawson, HMV

the market is still an exciting market and there are still opportunities going forward. Looking forward theatrically, this year could be the biggest year ever and consequently we will also hope to have a big year on DVD."

pronounced than for DVD, demand for the format remains strong – Harry Potter, for instance, sold 2.2m copies on VHS in 2002. For Pets Cowtrey, this injects even more diversity into the non-music market, and even greater opportunities for retailers to get involved.

"DVD is growing, and the multiple record retailers are getting rid of VHS in their droves, but there's still a big, big market out there for VHS," he says. "Getting rid of VHS will be to the detriment of some people's business and I definitely think that is something that the independent retailer can take advantage of."

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| 4  | KIMMEL, KRISTYZSTO BALLET FIDUCIOS Power Bros CD PB 0155                    | D    | Jazz           |
| 5  | KIMMEL, KRISTYZSTO CHAINZ GUY Power Bros CD PB 0155                         | D    | Jazz           |
| 6  | KIMMEL, KRISTYZSTO HONOR (IN BACK) Power Bros CD PB 0157                    | D    | Jazz           |
| 7  | KIMMEL, KRISTYZSTO MEDITATIVE DANCE Power Bros CD PB 0159                   | D    | Jazz           |
| 8  | KIMMEL, KRISTYZSTO THREE TWO POWER Bros CD PB 0169                          | D    | Jazz           |
| 9  | KIMMEL, KRISTYZSTO WINDS UP (IN BACK) Power Bros CD PB 0171                 | D    | Jazz           |
| 10 | LANGRISH, VICKI DANCE OF THE RED TIDE CD PB 0150                            | D    | Jazz           |
| 11 | LAURET, FRANCOIS LIVE IN PARIS Black & Blue CD BB 870                       | D    | Jazz           |
| 12 | LEIGHT BELL, JOHN EASTMAN 2X CD STRICT Copyrights: Health CD HCLD 02 INDU   | H    | Indie          |
| 13 | LEIGHT BELL, JOHN EASTMAN 1. Health CD HCLD 02 INDU                         | H    | Indie          |
| 14 | LIGHTNING LIGHTS STRINGS Strippers CD SNAP 1337                             | C    | Pop            |
| 15 | LINDOR, JENNIFER MALE CHORUS SHERRA A/E CD SNAP 1337                        | C    | Pop            |
| 16 | LITTON, HARVECKE AND HIS BAND CARIBBEANUS Lake CD LACD 130                  | P    | Pop            |
| 17 | MAYALS (ORANGE) CD SNAP 1123  | C    | Pop            |
| 18 | MCALIK, FREDD ONE (IN BACK) Snapper CD SNAP 1127                            | C    | Pop            |
| 19 | MEDPHIS (IN BACK) THE GATES OF HORN Snapper CD SNAP 1127                    | C    | Pop            |
| 20 | MUSLIGMALE RANAR BELT MAGAZINE Stagnat CD MUSLIM 021                        | C    | Pop            |
| 21 | MUSLIGMALE VAMPIRE OF THE STRAIGHT CD STG 127                               | C    | Pop            |
| 22 | MURPHY, ALEX AND GOSWAMI, D. 5. Stagnat CD STG 31537                        | C    | Pop            |
| 23 | D'ONOFRIO, DANIELA A/With Resette CD RSGC 0104                              | INDU | Easy Listening |
| 24 | OSTROUSHOV, PETER AND JOHN Hayward Red House CD RHICD 170                   | INDU | Rock           |
| 25 | PERE, LEE DUFFY RING Hayward Red House CD RHC 753                           | INDU | Rock           |
| 26 | "RELATIVELY, THE TANGENT" Health CD HCLD 02 INDU                            | INDU | Rock           |
| 27 | RITUAL, THIRK LEE A MOUNTAIN IN THE CD SPV 855862                           | INDU | Rock           |
| 28 | ROBILLOUD, DAVID AND HIS CONVERSATIONS IN SHY GARDEN Style Plain CD SPD 126 | INDU | Rock           |

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| 29 | RUSHING, JIMMY A NIGHT ON WINDY ST CD HICD 108              | D | Jazz |
| 30 | RUSSELL, TOM ANDER BYR Alphabet CD HCD 914                  | D | Jazz |
| 31 | SHAZDE, HANK IN CONCERT Crossed CD CD 21055                 | D | Jazz |
| 32 | SOMIC TRIO 2007 Malvern CD MAL 001                          | D | Jazz |
| 33 | STEWART, JOHN HARVARD Appointed CD APPID 170                | D | Jazz |
| 34 | STURTELL, ALICE ALL THE GOOD TIMES Anthracite CD ARHC0 8034 | D | Jazz |
| 35 | SUGDEN SHIRAZ 2007 FORN CHERY CD HCD 0223                   | D | Jazz |
| 36 | SUNDEL, JIM LIVE FROM OXFORD CD GSCD 200                    | D | Jazz |
| 37 | SWAN ZARBY, TOMAS LATE FOR A SNAP CD SNAP 1338              | C | Pop  |
| 38 | VARIOUS A/BLOW TO THE SIDE Anthracite CDs CD CD006          | P | Pop  |
| 39 | VARIOUS BRITISH AIR CD ECD 179                              | P | Pop  |
| 40 | VARIOUS OF CLASSICS VOL 1. THE LOCAL CD HICD 062            | P | Pop  |
| 41 | VARIOUS MURDER REVENGE FROM LONDON AIR CD ECD 1796          | P | Pop  |
| 42 | VARIOUS MUSIC BY THE BIRDS CD HICD 062                      | P | Pop  |
| 43 | VARIOUS PUNK TRIBUTE TO ACQUA CHERRY Red CD CONGRAM 169     | P | Pop  |
| 44 | VARIOUS ROCKS OF THE 60S 4. WITH CD MTR 06817               | P | Pop  |
| 45 | VARIOUS SUNDAY MORNING VIBES CD HICD 062                    | P | Pop  |
| 46 | VARIOUS THE MAD DOGS OF MADNESS CD FAN 0081                 | P | Pop  |
| 47 | VENERA OUT IN THE RED PINK CD PRISM 8232                    | P | Pop  |
| 48 | WATSON, DALE ONE MORE HIGH HOME SONG CD HCCD 1033           | P | Pop  |
| 49 | WATSON, JOHNNY REAL TALK A ROCK SANCTUARY 12 CDHLP 906      | P | Pop  |
| 50 | WATSON, JOHNNY REAL TALK FOR A ROCK SANCTUARY CD CMRC 666   | P | Pop  |
| 51 | WELSH, ALEX WRITING Lake CD LACD 179                        | P | Pop  |
| 52 | WHIT, THE WHIT CD HICD 062                                  | P | Pop  |
| 53 | WHIT, THE WHIT NEW POLYMER CD 1132662                       | P | Pop  |
| 54 | WOLASKI, PETER HOME Power Bros CD PB 0177                   | P | Pop  |
| 55 | WYBORG'S LIVE Snapper CD SNAP 4272                          | P | Pop  |



**RECOMMENDED CATALOGUE NEW RELEASES**

**ODYSSEY: The Greatest Hits**  
(Camel)  
WINDY BELL/WEA (50474827).

Odyssey had just one Top 50 hit in the US but nine in the UK. One of the classic soul/disco ensembles of their time (1977 to 1982), the Lopez sisters Lilian and Louise and their sideman Peter Reynolds came to prominence with Native New Yorker, topped the chart with Use It Up And Wear It Out and came close to repeating it with Inside Out. All three peaked in the full-length mixes, along with a further 14 cuts in a value-for-money set which runs for 75 minutes and should cost no more than £5.99.

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| 1   | 3 GENERATIONS WALKING MIGHTY BUSTERS Spiritual 10" EAS 44051-1 | SRO | Dormitory |
| 2   | AFROSOUL REUNIONISTS Midco Disco 12" MUTANT 03                 | ADD | House     |
| 3   | ARBOREY, EDDY CONFIDENTIAL Dances Maximum CD MAEL 029          | ADD | House     |
| 4   | ARBOREY, EDDY CONFIDENTIAL Dances Maximum CD MAEL 029          | ADD | House     |
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CLASSICAL news

by Andrew Stewart

DONOHOO JOINS FORCES WITH NAXOS

Pianist Peter Donohoe, who shot to fame when he won the 1982 International Tchaikovsky Competition in Moscow, has enlisted the support of Naxos Records for a new project to record and promote forgotten works by British composers. The budget label's new British Piano Concertos line, launched on April 3, at London's Groucho Club, offers a platform for Donohoe (pictured) and the work of his British Piano Concerto Foundation. "The British Piano Concerto series is Peter's brainchild, but the fruit of many hours of deliberation by several of the finest minds in the live and recorded music industry," says Select UK marketing director Barry Holden. "I don't think even he realised quite how many potential projects we would unearth at the research stage — well over 100 at the least count."

Initial BPC plans allow for two or three albums per year over a five-year period, with many world premiere recordings among the repertoire selection. The launch disc sets the tone, offering Donohoe's spirited and committed readings of Alan Rawsthorne's two piano concertos and an exquisite performance of the same composer's improvisations on a theme by Constant Lambert.

"Fresh, exciting, little-known repertoire in strong performances and recorded to the highest level is exactly what today's Naxos is all about," says Holden. "Putting that across and delivering an audience for it through marketing, PR, distribution and our straightforward £4.99 proposition is something for which we now have a uniquely strong track record, emphatically so in British music."



McCREESH UNVEILS RADICAL BACH PASSION

Academic debate surrounding the number of voices used by Johann Sebastian Bach for his Leipzig sacred works remains hotly contested, with theories in favour of minimal forces dismissed by orthodox scholars and completely ignored by the author of one of the composer's most influential biographies.

Paul McCreesh and his Gabrieli Consort have drawn Deutsche Grammophon's early music Archiv imprint into the controversy with a new recording of Bach's St Matthew Passion, the first to apply theory to practice in this cornerstone work of western classical music. The McCreesh Passion, by virtue of or default of its own swift tempos, also breaks with precedent to squeeze on to two well-filled discs.

Eight adult voices cover the score's gamut of writing for soloists and ensemble, with Mark Padmore serving the project's cause admirably as one of two tenor soloists and its thrilling Evangelist. "Maybe it's bold and brave," says McCreesh, "although doubtless for some people it's stupid and foolhardy." In addition to its iconoclastic credentials, the recording also boasts a fine company of singers, with Julia Gooding, Magdalena Kozena, Susan Bickley and Stephan Loges adding strongly to the conductor's vivid vision of the score. "It's the type of recording of a great work that will attract people at an early stage of their awareness of classical music," says Universal head of classics Mark Wilkinson. "We will also be targeting members of choral societies and others who already know the St Matthew."

Andrew Stewart  
(AndrewStewart@compuserve.com)

ALBUM of the week

SONGS OF DEBUSSY AND MOZART:

Baron, A Schiff (ECM New Series 461, 899-2). In a notable first for ECM, German soprano Juliane Banse joins

András Schiff to provide the label with a song recital album. The fresh, unmanipulated beauty of their work together registers immediately in the opening group of Debussy chansons, at its purest and most beguiling in two settings of Verlaine's *Clair de Lune*. Although Debussy and Mozart may not appear obvious companions, Baron and her inspired accompanist reveal the composers' mutual delight in word-setting and subtlety of expression. "You have to dare to sing the Mozart lieder as if they were impressionistic songs," says Banse, "then they suddenly become what they really are."



REVIEWS

For records released up to 21 April 2003

ELEGIA: Works by JS Bach, JC Bach, Biber, Blow, Purcell etc. White; Les Voix Baroques (Analekta AN29902). The earliest version of Bach's Cantata Ich Habe Genug

was written for alto and, mid-composition, was changed to suit bass voice. Canadian Counter-tenor Matthew White "reclaims" the work here to open his excellent recital of elegiac, lachrymose music from the 17th and 18th Centuries. On the evidence of this disc, White can compete with the finest male altos of his generation, not least thanks to the richness and warmth of his tone, his unswerving technique, and his eloquent response to key words. The release is backed by colour ads in *Gramophone* and *BBC Music Magazine*.

SCHUBERT: The Last Sonatas D.959 & 960. Paul Lewis (Harmonia Mundi HMC 901800). Thanks to the outstanding critical and public success of four Schubert concertos given last summer in London, Birmingham, Southampton, Edinburgh and France, young

British pianist Paul Lewis unexpectedly scooped the classical music prize at this year's South Bank Awards. The total quality, emotional maturity and sheer intelligence of Lewis's Schubert playing shine through in this release, which stands comparison with the great recorded interpretations of the composer's late sonatas.

MUSGRAVE: Memento Vitae; Helios; Night Music; The Seasons. SCO/Kraemer, BBC SO/Stein (NMC D074). This Musgrave is an ideal candidate for the first release in NMC's mid-priced Ancora line, especially so since the disc appears in time for the Scottish-born composer's 75th birthday in May. Three of the works here, *Helios*, *Night Music* and *The Seasons* originally appeared on the now-defunct Collins Classics label. They offer an ideal entry point to Musgrave's vivid, dramatically-charged orchestral scores. The disc opens with a new recording of Merranito Vitae, completed in 1970 as a "Concerto Homage To Beethoven" and performed here with tremendous conviction by the BBC Symphony Orchestra under Jac van Steen.



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