



LATEST JAZZ RELEASES
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FOR EVERYONE IN THE BUSINESS OF MUSIC

musicweek

Andys eyes options for avoiding se- off

by Paul Williams

Andy Gray is facing the prospect of seeing his business of more than 30 years sold off by administrators unless he can pull off a major restructuring plan.

Andys Records, for years the UK's premier independent music chain, fell into administration last week after succumbing to the pressures of intense High Street competition and crippling CD price-cutting. RSM Robson Rhodes partner Adrian Howlett, who with colleague Matthew Durham has been appointed joint administrator of the business, says there are a number of options his company is looking at for Andys, which now comprises 23 stores and 159 staff.

"One [option] is to assess the viability of the directors' restructuring plans which, to be fair, has been well thought out," he says. "We'll be looking to push that forward. That could lead to restructuring the company and merging out of administration. Alongside that, we're looking at third-party interest in the business."

Howlett says it is "inevitable" that some of the stores which are still trading will close down and he expects to reach some kind of conclusion on the business within about a month. Gray declines at this stage



Gray, 'real champion' of new music to go into details about the restructuring plan.

News of Andys' fall into administration has been greeted with sadness around the industry, although few seem surprised as difficulties at the chain have been well known for some time. It is understood that Gray has been trying to sell certain stores for several months.

The news is another blow to morale in the indie sector and comes just four months after another big music name, Tower Records, announced it was pulling the plug on its remaining UK stores.

Band director general Bob Lewis says Gray's impact on retailing, as well as his contribution to the organisation for which he was a pioneering chairman, has been massive. "His knowledge of the business is vast, so I've got nothing but the highest praise for Andy," he adds.

EMI Recorded Music commercial director, sales, Mike McMahon praises Gray as "one of the real champions" of supporting new acts and new music. "To see him going from a market stall to 30-odd stores and into administration is very sad for the industry," he adds.

Fellow independent retailer Paul Quirk says Andys' plight is "a sign of the times" and warns, "He won't be the first by a long way, because the High Street is a nightmare at the moment."

One industry insider notes that Andys' decline should act as a lesson to a lot of small independent retailers. "Andys' proposition looks a little bit dated, like Our Price did, and it's a proposition past its sell-by date," he adds.

Andys Records' story is one of rags to riches, with Gray starting with a pitch on Felixstowe Pier in 1969, building up a market stall business and opening his first store in Cambridge in 1975. Joined by brother Billy, Gray opened a series of further stores in East Anglia before starting to spread the business further in the mid-Eighties.

In 1999, the chain reached a peak with its 40th store opening, but has since scaled down with a series of store closures.



New material from Dido (pictured) is expected to be among the highlights as BMG stages an early sales conference at London's Sadler's Wells Theatre this Thursday. The singer's new album is due to be delivered imminently, with a first single — which is expected to be titled *White Flag* — already being planned for release in September, at the heart of BMG's autumn release campaign. The company's conference is being staged earlier than its usual autumn slot because of the wealth of releases being planned by the company over the coming six months, says music division president God Doherty. Among the albums being prepared for release through the rest of this year are new titles from acts including Electric Soft Parade, Gareth Gates, Kosheen, Alicia Keys, Pink and Westlife.

Metallica keep lid on piracy with tight security and release date switch

Retailers are being told by Universal Music that they can begin selling the new Metallica album *St. Anger* this Thursday, four days ahead of its previously scheduled release.

Retailers were informed last week of the change in plan to move to a global release date of June 5.

In a statement issued late last Friday, Mercury UK said the major wished "to make the album available to all the band's fans worldwide simultaneously", but it is understood that it is also keen to minimise imports and online leaks.

The move comes as Metallica appear to have successfully beaten the threat of pre-release Internet piracy to the album, which has shipped 1.2m units outside of Japan and North America. The set-up of the album provides something of a

benchmark for the recorded music industry in battling potentially devastating Internet leaks.

Speaking to *Music Week* last Thursday, Metallica drummer Lars Ulrich said, "Who could have guessed that we would be here 12 days before the release of the album with no internet leaks apart from the single, which is already out there?"

Although popular peer-to-peer sites such as KaZAa appear to allow access to the entire album, most of the files posing as tracks from *St. Anger* are in fact dummy "spillers". In addition, online experts say the band have used advanced software that seeks out rogue files and identifies users and their Internet service providers. "The software can be quite expensive — in the region of £20,000 to £30,000 — but for a



Metallica album: global campaign band like Metallica it could potentially save them millions in terms of lost sales," says John Giacobbi, managing director of online security specialist Web Sheriff.

"Bands and labels are becoming more aware of the need to do something about it. New-release

protection will become a standard part of any album campaign."

The strict security surrounding the album is led by the band themselves, who have a hands-on approach to the campaign. "When we were making the record, no-one outside of the band had a copy of it and we just didn't leave it lying around," says Ulrich. "You can't obsess about this shit too much. It's just about doing the smart thing."

Mercy was stringent in controlling access to the album. Mercury UK International director Sien Thomas says, "I took the CD out myself to all the European territories. I had one promo CD and the UK MD had one. They are now under lock and key."

The success of the campaign follows Metallica's high-profile legal

action against Napster three years ago, in which the band forced the now defunct P2P site to ban more than 300,000 users. "It wasn't doing it on behalf of artists," says Ulrich. "I did it on behalf of Metallica."

"Contrary to popular belief, we're not some sort of finger-wagging believers in the anti-piracy thing. It's just standing up for Metallica, which we have always done throughout every aspect of our career."

Other rock acts such as Iron Maiden are also devising new ways of beating piracy without banning media access to new material. A specially-commissioned listening bus will accompany the band throughout their US and European tour, offering local media the only pre-release opportunity to hear their forthcoming studio album.

newsfile

WOOLOWITHS ENTERS DOWNLOAD MARKET

Woolworths has entered the download market with a pre-release service allowing users access to timeout downloads of CDs before they hit the shops. The EUK service, which was put into practice with the Girls Aloud CD, allows customers to download the full album when they pre-order it online. The download expires when the physical album is dispatched. Universal and V2 are already signed up to the retailer's new service.

CA SET TO SCREEN NORDOFF ROBBINS/BRIT TRUST FUNDRAISING CONCERT

The Peter Sellar Cell Concert is to be the subject of an hour-long broadcast on Channel 4 this weekend. The concert, which took place in Manchester on May 14 featuring acts including Atomic Kitten, Bive (pictured) and Craig David, will be broadcast from 12.30pm on Saturday. The film of the concert — which organisers hope will become a regular annual fundraiser for Nordoff Robbins and the Brit Trust — will also be released on DVD in a two-hour edit through Sanctuary Visual Entertainment on September 1.

EMI LIKELY TO ACQUIRE BOOSEY & HAWKES DESPITE PRESS SPECULATION

EMI is still in the frame to purchase Boosey & Hawkes, despite press speculation last week that the potential purchase has created a boardroom rift at the major. Newspaper reports suggested that EMI Music Publishing chief Martin Bandier and EMI finance director Roger Faxon are at loggerheads over the deal. A spokesman for Boosey says, "As far as we are concerned, we continue as per plan." Music Sales and a consortium headed by former Virgin CEO and publishing chief David Hockman are also interested in the Boosey catalogue.

DB STRIKES LONG-TERM DISTRIBUTION DEAL WITH VITAL

David Bates' db Records has followed the ending of its licensing deal with BMG by striking a long-term distribution deal with Vital. The first release will be Psychid's debut album, out on July 21. Bates has also expanded his team, with Francisco Garcia joining from Cooking Vinyl as A&R manager, Carl Davies becoming A&R coordinator, Jimmy Robertson A&R consultant and Mark Mitchell marketing consultant.

WEST MIDDS BIDDERS PREPARE FOR CONFERENCE SHOWDOWN

The 11 hopefuls for the third West Midlands FM licence are being pitched against each other in a conference showdown at next month's Radio Festival in Birmingham. They will be given a platform at the July 7-9, Radio Academy-organised event in the International Convention Centre to convince the audience why they should be awarded the licence. Speakers at the event include BBC director general Greg Dyke, GWR chairman Ralph Bernard and Capital Radio chief executive David Mansfield.

GANG OF FOUR LAUNCH BID FOR NEW GLASGOW FM LICENCE

OF Concerts is teaming up with GWR, Chameleon and Opti to launch a bid for a new FM licence in Glasgow. CEO and chairman of the bid Geoff Ellis says the format for the proposed The Storm radio station will be rock. Ellis says the station will have a reach of around 1.5m. "We know from our research that people either listen to Radio One or nothing and there is no rock station here," he says.

RADIO ONE UNVEILS FOO FIGHTERS SPECIAL

Radio One is hosting an intimate Foo Fighters (pictured) gig, taking place at London's Mean Fiddler on August 20. Tickets will be given away in competitions on air and online, while the day before the gig the band's Dave Grohl will co-host Jo Whiley's programme.

m w playlist

JOE BUDDEN — Pump It Up (Def Jam) Just added to the Radio One Clist, this playlist favourite rap anthem is gathering crossover momentum (single, July 7)

POISON THE WELLS — You Come Before You (Atlantic) The third album from Florida's aggressive five-piece band ups their commercial prospects without losing the edge (album, June 30)

FREE*LAND — Now And Then (Marine Parade) Club anthem We Want Your Soul kicks in this cool collection, which is sure to be one of the cut sets of the summer (album, August 15)

RICHARD X — Presents His X Factor Volume 1 (Virgin) Prepare to be thrilled by one of the albums of the year, which takes in Jarvis Spandau and Mark Goodier along for the ride (album, August)

RAZORLIGHT — Rock 'N' Roll Lies (Mercury) Freshly signed and armed with a single straight out of Toros Arduos (single, July 28)

A TRIBE CALLED QUEST — Hits, Rarities & Remixes (Jive) Not their first Greatest Hits collection, but nevertheless a timely reminder of one of hip-hop's greatest talents (album, June 16)

ASHANTI — Rock Wit U (Jaww Baby) (Murder Inc/Mercury) More subtle than earlier material, this summer anthem continues to grow (single, June 16)

FINLEY QUAYE & WILLIAM ORBIT FEAT BETH ORTON — Dice (Epic) This class collaboration is the perfect comeback and set-up single for Finley album number three (single, tbc)

LUKE VAN DYK FEAT HEMSTOCK & JENNINGS — Nothing But You (Positiva) This is shaping up to be the veteran DJ's biggest hit to date, as ad power strikes again for Positiva (single, June 30)

COLDER — Again (Output) Stark, dubby, industrial pop offering genuine originality; this stands head and shoulders above certain other punk-funk charmers. A quality album from the label du jour (album, June 30)

HMV talent search unearths acts for db

Hundreds of artists from across the UK have responded to the HMV New Music Search since its launch at the start of April, with six acts picked up so far for further development.

Under the scheme, demos handed in to stores across the country by local bands and artists are forwarded to db Records, which then makes a decision about which acts will go on into the recording studio.

Six of the initial demos, dropped off at HMV's Covent Garden, Milton Keynes, Dublin, Kettering, Liverpool and Newcastle stores, have proved good enough for db Records to request further material.



Taylor: expectations exceeded
"The response from the artist community has been amazing," says db Records founder David Bates.

The first demo was given to the HMV store in Glasgow's Sauchiehall Street on April 2 — the first day of the scheme — but since then all 160 stores through-

out the UK and Ireland have received submissions, with Norwich proving the strongest single source of local talent so far with 26 CDs submitted.

The south of England leads the way regionally, accounting for nearly 38% of the entries, followed by the North (27.5%), the Midlands (17%), Scotland (10%) and Ireland (5%).

HMV Europe marketing director John Taylor says the New Music Search, which is partnered by Modest Management and *The Fly* magazine, is about finding acts with real music credentials and long-term significance and is "exceeding all expectations".

Summer year for festivals as rock drives ticket sales

SUMMER FESTIVALS HEADLINE HIGHLIGHTS

Kerrang & Snickers Game On Festival June 21/22 Cypress Hill, Kelly Osbourne
Glastonbury June 27-29 Radiohead, REM, Moby

T in The Park July 12-13 REM, Coldplay
V Festival August 16-17 Red Hot Chili Peppers, Foo Fighters, Linkin Park

Reading/Leeds August 22-24 Linkin Park, Blur, Metallica



by Joanna Jones

Leading music festivals are reporting their fastest-ever ticket sales this year, largely thanks to interest in rock-dominated line-ups headlined by the likes of Metallica and Red Hot Chili Peppers.

Reading weekend's 47,500 tickets have sold out in a record two weeks and Leeds is looking on course to shift its highest ticket numbers yet as Glastonbury headlines. REM and Radiohead helped 100,000 tickets to be sold in 24 hours, with the June 27-29 festival selling all 112,500 tickets shortly afterwards.

The Reading and Leeds festivals, which two dates from August 22-24, will mark the return of Metallica to the UK summer festivals stage. It is their only solo UK performance scheduled so far this year.

Mean Fiddler's Neil Pongelly says, "There are a lot of big bands who have not done stuff for a while — including Metallica and Blur — and rock is where much of the live scene is now."

Metropolis's managing director Bob Angus says strong line-ups, including Coldplay, Foo Fighters and Red Hot Chili Peppers, and the end of free festival culture, have all contributed to the fastest-yeat sell-out for V Festival this year on August 16-17, with 120,000 tickets already snapped up for the two-day stint at Oxfordsford and Staffordshire.

Glastonbury founder Michael Eavis

says, "There is a huge knock-on effect where, if people haven't got tickets for Glastonbury they do try other festivals. There is a huge enthusiasm this year having nearly sold the licence and, with all the best bands like Radiohead and REM, we are hoping to give people a good show."

Pongelly believes a successful Glastonbury last year will also have a knock-on effect with people buying festival tickets earlier.

OF Concerts' promoter Geoff Ellis, whose T in The Park has sold 52,500 tickets, up 160% on last year and with an increased capacity of 55,000, says a combination of high-profile artists playing in Scotland this summer — including Enigma and Robbie Williams — and value for money was helping to ramp up the appetite for summer festivals north of the border.

Meanwhile, Clear Channel's Stuart Galbraith, festival director for the new Download Festival which is due to take place last weekend, was confident the withdrawal of Sunday headlines Limp Bizkit, announced just three weeks ago, would not significantly dent ticket sales.

Galbraith was predicting that headliners including Iron Maiden, Audioslave and Marilyn Manson would still drive 35,000 to 45,000 ticket sales each day for the event, which took place at the 45,000-capacity site.

Galbraith, who is also involved in Ozfest, confirmed there would be no Ozfest UK this year and that Ozzy Osbourne would instead play a series of shows at Wembley Arena on September 6 and 7 supported by Godsmack and daughter Kelly Osbourne.

Emap chief plays down takeover talk

Emap Performance chief executive Tim Schoonmaker has accused radio groups with assets to sell of deceivingly talking up the prospect of US groups such as Clear Channel moving into the UK market.

The US media giant and other key American groups have been repeatedly said to be planning bids for UK radio groups, including Emap, once certain strict ownership rules are relaxed under this summer's Communications Bill.

However, Schoonmaker suggests that in reality the Americans will be put off by having to deal with European regulation and would rather invest their money in buying assets at home instead. At the same time, he adds, some of the existing UK players will have difficulty undertaking deals with one another because

EMAP RESULTS

	2003	2002 change
turnover	£155m	£133m +12%
operating profit*	£37m	£41m -10%

*Percentage results for the operating month March 2003. See turnover and operating profit figures on previous page. Excluding amortisation of intangible assets and exceptional items.

they have "no money".

"People are talking," says Schoonmaker, whose Emap Performance division — including a radio — last Wednesday unveiled a 12% increase in turnover to £155m for the year to March 31, 2003.

"Lots of things are possible, but I don't think there's going to be a rush of deals in July."

He cites Emap as having "the strongest balance sheet" of the main UK commercial radio opera-

tors, although the price would have to be right for it to undertake any deals. He also believes Emap would win competition authority approval if it wanted to expand further in the key London market where it already runs Magic and Kiss.

Within its current radio assets, Emap's radio revenues fell 1% in the past year, although it outperformed the market during the second half of the year. Its music magazine circulation slipped 19% over the year, despite the additional sales generated by Kerrang! and Mojo.

Operating profit across Emap Performance slipped 10% to £37m, which was attributed to revenue pressure, while the entire group's turnover fell 6% to £967m as operating profit dropped 7% to £11.3m.

New Attitude New Music is the tagline being adopted for a compilation album to be used in a direct-mail campaign as part of a promotion for the Audi A3. In a fortnight's time, around 150,000 Audi customers will be sent a free copy of the 10-track album, which features songs from Feeder, Un-Cut and Moloko alongside newcomers including MW-championed unsigned trio Keane and singer-songwriter Joel Edwards (pictured), who is signed to Warner/Chappell publishing but is unsigned for recordings. The album is being developed by ad giant BBH's joint venture music company Affinity Music, which also oversees the music for the Jim Hendrix TV campaign for the Audi TT. Affinity Music director and BBH board member Simon Birns says tracks for the album have been specifically chosen to fit the "sound" of the Audi brand. "It's a new way of letting our target customers discover new talent alongside artists they already know and love," he says.



Retailers remember Nesbitt for "inspirational" approach

by Robert Ashton

Music retailing has lost one of its great entrepreneurs with the death of Our Price and MCV founder Gary Nesbitt from leukaemia.

Sixty-year-old Nesbitt, who leaves a wife and four children following his death last Tuesday night, is hailed by industry sources as a true pioneer of retailing.

Woodwards Entertainment commercial director and MCV managing director Richard Izard says Nesbitt "created a new model" of music retailing. He says, "He was quite inspirational, he always had new ideas and it is his creativity that I remember."

Former WEA managing director John Frin, who knew Nesbitt from the days of the first shop, also believes the retailer helped change the music landscape.

"He introduced some very forward-thinking retailing ideas," he says. "He was a brilliant entrepreneur

who built two successful businesses and remained a nice guy."

Nesbitt and his partner Michael Isaacs launched Tube Revolution in 1971 after Nesbitt, who had bought an eight-track stereo, was unable to buy any cartridges.

"He went down to the only shop in London that had them, but it was shut. It was the lunch hour," says Isaacs. "He thought there and then 'There must be more than one place in London to buy them.'"

The pair opened the first Tape Revolution adjacent to Finchley Road Tube station just in time for the Christmas market. The original concept focused on tapes and eight-tracks and, by 1976, had five stores and had introduced vinyl to the mix. This prompted the rebranding under a new name: Our Price.

Immediately, Isaacs says, the pair introduced aggressive marketing techniques and price-cutting to attract new business. "Garry was a



Nesbitt: 'created new model'

great strategist and a great ideas man," says Isaacs. "He saw things very clearly. He had amazing vision and was able to convince people."

By 1980, the chain spawned 17 shops and acquired the larger Harlequin chain of 44 stores, which kick-started a decade of expansion. By 1984, they had around 84 shops and floated on the stock market to fund further expansion. Two years of further growth followed, until WH Smith offered £43m for the company's 130-store operation in 1986.

Nesbitt, an entrepreneur who felt

London Arena to shut due to redevelopment

London's live scene is being dealt a blow later this month when the London Arena closes its doors.

The arena, host to the 1998 and 1999 Brit Awards and shows by acts including Robbie Williams, The Corrs and Massive Attack, shuts on June 15 and will be bulldozed to create space for housing. The last show will be Elvis: The Concert.

The move follows a decision by joint owner SMG Europe and Anshutz Entertainment Group to give property developer Balfmore an option to buy the venue, which comfortably holds more than 12,000 people and has become a fixture since it opened in the mid-Nineties.

mw comment ANDYS: A VITAL FORCE IN RETAIL



last week was a truly sad one for British music retailing. Aside from the tragic news about Gary Nesbitt, the confirmation that Andy Gray's Andy Records was going into administration provided a chilling sign of the times.

Just four years ago, Andy Gray was picking up a Music Week Award for best independent retailer, for the sixth successive year. How things change.

As a young lad growing up in East Anglia, Andy played a particularly crucial role in my own musical development. Some 20 years after the event, I vividly recall the exciting, musty smell of vinyl – brand new and second hand – in Andy's stores in Bury St Edmunds and Colchester.

They were among my first experiences of buying music and shaped my enthusiasm for the business we are in. Indeed, they provided an exciting environment for all developing music fans.

In these days of file-sharing and dot-mats, when the cool guy in the class is the one who has just burned the new Metallica album – or not, as it happens – it is easy to forget that there was a time when the kid who just bought the latest Smiths album was the one with most credibility points.

The debt that the industry owes to chains such as Andy's – in the current environment, they are more crucial than ever – is, for one, fervently hoped that Andy Gray's restructuring plan will allow him and his team to retain control of the empire he founded some 34 years ago.

It is crucial that such knowledge and expertise is retained by the retail business.

Metacritic have managed to achieve what they say they have in keeping internet leaks of their new album to an absolute minimum they have pulled off a masterstroke. They have also further underlined the way forward for artists and labels in the battle against file-sharing pirates.

As industry weeks strengths have always been in the scam, in alternative tactics, in taking the guerrilla approach, taking the pirates on at their own game has looked increasingly like the most practical way forward. The legal approach is crucial, in helping to shape law on these matters, but it was never going to be the complete solution.

An honorable adherence to the Queensbury rules will always be of limited benefit when the enemy is walloping you below the belt.

Martin Talbot

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Chrysalis' London-Rowell to take on Universal sync

Universal is underlining the ever-increasing importance of synchronisation revenue by poaching track London-Rowell from Chrysalis Music. In a decade at the indie publisher, London-Rowell established a reputation as one of the most effective operators in synchronisation with her successes including striking a sync deal with Vodafone for the use of the Danyel Bona's track Britain Live. The track subsequently became a Top Five hit.

London-Rowell, who started her music career in Polydor's marketing department in the late Eighties, also played the Lettrhead track Putt Plant in the Guinness White Horses ad, which recently won a Channel Four award poll as the best ad of all time.

As Universal's newly-installed director of film, TV and advertising, she is joined in her new role by her Chrysalis deputy of five years Marc Robinson and will report to Universal's consumer and media division managing director Mark



Grange, London-Rowell, Crossingham
Crossingham. She follows Steve Lee, previously head of film and TV licensing, who left to join BMG earlier this year.

London-Rowell says joining Universal will give her the chance to work with a back catalogue far in excess of Chrysalis Music's 40,000-song library, providing the opportunity for spin-off best of's and compilations on the back of a successfully-placed catalogue track.

However, she adds, "Obviously, we'll pitch the back catalogue and do that to the fullest extent, but I'm very excited about new signings."

Waterman opens studio complex promoting new production talent

Pete Waterman has joined forces with County Hall owner Mac Okamoto to launch a studio complex and train new producers in London's one-time local government home.

Open Studios will be launched in three stages. The first stage sees four programming studios – which are housed inside the former GLC headquarters – opening for the first applicants to use.

Waterman expects to open the remaining space in two other phases. These will be more studios, including TV resources and facilities for the recording of film music that will be capable of hosting a fully-staffed orchestra.

The PWL boss says that Open Studios will be a breeding ground for new producers to gain a foothold in the industry and he will be available to offer experience and advice. "There is no-one else teaching young record producers in this country and entrepreneurs and I think it needs someone like me who understands



Waterman: new County Hall base

there," says Waterman. However, the project is not just a philanthropic one: Waterman suggests rents will be around £15,000 per year for the basic studios. "What we are saying is that this is an easy way to start, to look professional when Sony or EMI come down, but you've got to pay the rent," he says.

Waterman maintains he will not be producing a line of producers in his own mold. "They can do whatever they want, as long as they have talent," he adds.

PWL is also relocating from Borough to County Hall.

newsfile

KOSHEEN UNVEIL NEW DIRECTION
Drum & bass trio Kosheen will be unveiling their new direction in music out June and July with a series of low-key gigs. The shows will be the first opportunity to hear tracks from their forthcoming second album *Kokopelli*, which is due for release on August 4, and adopts a more guitar-driven sound than previous dance hits such as *Hide U*. The album – the follow-up to 2001's *Resist* which sold 1m copies worldwide – will be preceded by a single, *All In My Hand*, on July 21.

NAMES SWELL CARLING WEEKEND
Name acts featured on the *Carling Rapture* are among the latest names added to the Carling Weekend in August. They will play Reading on Saturday and Leeds on Sunday. Meanwhile, electro-pop act *Andromeda* have been added to Reading's Friday line-up and Leeds' Saturday list. UK rockers *Serfini* and US number one act *Godsmack* are also now appearing at two-site event.

CHICANE MAKE LIVE DEBUT
Dance act Chicane have announced an eight-piece touring band and will play their first live show at London's Scala on June 12. A number of the artists featured on the forthcoming Chicane album *Easy To Assemble* – which includes guest performers from Jewel, Bryan Adams and Espinosa – are expected to make an appearance at the *Big*, which precedes a summer of European festival appearances for the act.

SUBRINALIN TURNS 100
Erick Morillo's Subliminal Records will be celebrating their 100th release this summer with a track produced by the label's founders Morillo, Harry Romero and Jose Nunez. Titled *Dancin'*, the track, which features vocals from Jessica Eve, is due for a July release. "It's incredible to be able to put something together with Jose and Harry, who I originally started the label with in 1997," says Morillo.

WESTLIFE DOWNLOAD
An exclusive track by Westlife, titled *Daytime Friends*, *Nighttime Lovers*, is being offered for download in a partnership between BMG and consumer website Dotmusic. For four weeks, the song is available as a Windows Media download for £1.50, which is reversible via text message. The track, which will not be released commercially, is taken from the band's recent *NBSC* documentary filmed in Nashville. It is understood around 500,000 bought the download on the first day of release last week.

THIS WEEK'S BPI AWARDS
Best Album: Goldfrapp
Best Single: (silver) Various The Best Summer Album 2003 (silver) Various UK Age Night (silver) Evanescence Fallen (gold) Various Smash Hits – The Reunion (gold) The Drifters The Definitive Drifters (gold) Eminem The Eminem Show (4 platinum)
SINGLE: R Kelly (Ignition) (silver)

Source: BPI. Table shows latest new awards as of this report date. Friday 23 and 30 May 2003

Mercury rescues 13 Amp from dissolved MOS deal

by James Roberts

13 Amp recordings is back on track after six months on the brink, following the end of its previous label deal with Ministry of Sound.

The label, which is part-owned by DJ and producer David Holmes, last week concluded months of negotiations to secure a new major label home with Mercury Records.

The deal sees 13 Amp reunited with former MOS music group CEO Matt Jagger, who first signed the label as one of the company's key joint ventures in 2000. Many of Ministry's joint venture businesses were dissolved following Jagger's departure from the company last October.

"Matt very much sees it as an unfinished business," says 13 Amp director Dean O'Connor. "It definitely felt like bailing out, way too early and for Matt it was his dream being taken apart overnight in front of him."

Jagger subsequently joined Mercury Records as co-managing director where he was keen to bring the team on board.

The new deal is understood to see Mercury acquire all 13 Amp's repertoire to date, with key staff O'Connor and John Best retained for three years on a consultancy basis. 13 Amp will

Former Sugababe Siobhan Donaghy has adopted the pseudonym of Shanghai Nobody – an anagram of her name – to play a handful of low-key gigs in preparation for the release of her debut solo single *Overrated* on June 23. Her label WEA London used one of the gigs last week, at London's Upstairs At The Garage, as an opportunity for international representatives from the company to see her perform. The Shanghai Nobody moniker will also be used for an appearance by Donaghy at the New Bands tent at this month's Glastonbury festival. "The live side of things immediately authenticates what she is doing," says product manager Shane Murray. "It positions her as a credible long-term artist, instead of going for the pop marketing approach." Donaghy is next month expected to complete work on her debut album *Revolution In Me*, which is due for release in late September following a second single.



Holmes: reunited with Jagger

continue to be run from its existing Camden base and will continue at its other management – including European management of Icelandic act Sigur Ros – and PR activities.

"Whether it is the management, PR company or label, it is all about finding, developing and breaking talent and one aspect of the business will feed another," says O'Connor. "Our office is the creative core and now we won't have to worry about a lot of the things we have had to worry about over the past few months."

The deal will see the imminent release of key releases from the Free Association and Joy Zipper. Both releases have been on hold while negotiations have continued over the label's home.

"The public interest in the Joy Zipper album has been really inter-

esting, as people have been contacting us trying to find out how to get hold of the album," says O'Connor. "It has had some amazing reviews which has prompted people to try to get hold of it, which they now will be able to do."

David Holmes' live band project The Free Association will be re-established with a comprehensive European festival tour, including Glastonbury, in support of the group's re-released debut album.

David Holmes is not expected to release a new solo studio album for the label until 2004.

The resolution of 13 Amp's future comes as Ministry confirms that it is dissolving one of its other joint ventures, handing back full ownership of Renaissance Recordings to the dance events organisation. The agreement ends a three-year relationship, covering eight compilations and 14 singles.

The move to end the joint venture sees Renaissance Recordings go independent, with distribution by Amato. Renaissance will issue its first post-MOS release, *The Sounds Of Renaissance Vol. 2*, on June 23, with the single *Dancing Queen* by Polekat following in July.

Warner Chappell inks sub-publishing deal with Stop Drop & Roll

Leading UK producer and songwriter Mark Hill has signed a sub-publishing deal with Warner Chappell for his Stop, Drop And Roll production company, which is currently developing a number of up-and-coming songwriters.

Hill, who is also published by Warner Chappell for his work on acts such as Craig David, has already signed around 10 new songwriters to Stop, Drop And Roll, who have worked on tracks ranging from Gareth Gates to Liberty X.

"The idea behind Stop, Drop And Roll is about building long-term careers," says Hill. "Through my work, I come across lots of talented young songwriters so it is great to be able to give them a platform."

Stop, Drop And Roll is based at Hill's Colbury Manor near Southampton, where he has a complex with three studios. One of the first new names to emerge from the company is Niraj, who is already attracting heat on the streets with his *Punjabi 50* track.

Hill, who has recently worked with Britney Spears, has also just signed a deal with Zomba Management for the management of his career as a producer.



Step Solomon: rising US writer eyes UK pop

PRODUCER PROFILE

While UK composers are continuing to make inroads into the US, one American is quietly making ripples this side of the pond.

UK writers Wayne Hector and Steve Mac are the latest British pop songwriters to make steps in North America, with their song *Flying Without Wings* – first a hit for Westlife – being chosen as the launch single for the winner of American Idol. The achievement follows the success of the likes of Cathy Dennis, Bob Davis and The Matrix in the past year.

But, as UK writers eye up the lucrative US market, one US pop writer has for some time had his sights firmly on UK mainstream pop. In fact, *Step Solomon* was yesterday (Sunday) on his way to score his 10th top 10 UK hit thanks to *5 Club's* *Final Fringe*. *All's Gone Well* with UK writer Simon Ellis, along with previous 5 Club hits, *Don't Stop Movin'* and *Alive*.



5 Club: Solomon-penned hits

Despite writing tracks for a host of acts from Celine Dion to Britain's former Eurovision hopefuls Precious, success has not come overnight. In fact, it was back in 1994 that Solomon scored his first UK hit, for R&B pop troupe Eternal with the song *Just A Step From Heaven*. It was the start of eight years of flying between the two countries.

"I don't have a permanent home at the moment because I'm always travelling," he says. But with feet on both sides of the pond, Solomon has a valuable per-



Spears: new cuts with Solomon

spective on what works in each territory.

"I really enjoy cool pop music and have noticed that people in the UK love a good melody and are more open-minded to the whole thing," he says. "At the same time," the US is getting bored with too much rock and too much hip hop, which could really open the pop theater over there."

"There are some great songs coming out of the UK which could really work in the US if the right people get behind them. I thought *Blue's All Rise* could have worked

over there – someone should cover that song."

Beyond his 5 Club hits, Solomon, who is published by Rondor and is managed by Andrian Adams of Artists & Media in Los Angeles, has plenty more songs in the can to up his hit ratio for the remainder of the year. He has two cuts on the forthcoming Britney Spears album, which was mixed last week by Spike Stent. "One is called *Stay*, which is kind of Massive Attack meets Coldplay meets Britney," says Solomon. "It will surprise a lot of people."

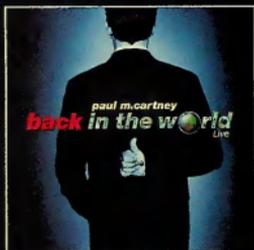
His other Spears collaboration is a track titled *Touch Of My Hand*. "It has an old school vibe with all these ambient sounds on top and a Middle East kind of feeling," he says.

In addition to the tracks with Britney Spears, Solomon is also working with Blue, Sophie Ellis-Bextor and Liberty X on their forthcoming records. "Penas UK songwriters should be watching their backs closer to home."

Congratulations

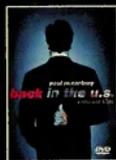
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Daily Star

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Times/Play



www.paulmccartney.com

US chartfile

STAINED CLINCH NUMBER ONE

Three years ago this week, Eminem's Marshall Mathers LP debuted at number one, two years ago this week Staind's Break The Cycle debuted at number one and this week last year The Eminem Show debuted at number one. All of which suggests that this week it should be the turn of Staind (pictured) again – and, remarkably, it is. The one-time Limp Bizkit protégés sold 221,000 copies of their third album 14 Shades Of Grey last week to debut in pole position, with fellow rockers the Deftones' eponymous fourth album debuting at number two with 157,000 sales. Break The Cycle sold far more copies last week than Staind's debut album Dysfunction did when it opened at number 173 with 20,000 sales in 1999, but far fewer than Break The Cycle, which shifted a massive 716,000 copies on its first week in the shops in 2001.

The success of Staind and the Deftones gives rock a second week of dominance on the chart. Last week, of course, four of the top five were rock albums. Since then Cold have indeed gone cold, slumping 3-29 with Year Of The Spider, but Fallen has yet to live up to its name and holds at number four for Evanesence. The Matrix Reloaded soundtrack dips a notch to number six, while The Golden Age Of The Grottesque by Marilyn Manson suffers the indignity of falling further from number one than any other album in the chart's 30-year history, diving 1-21 after achieving only one of the sales it secured the previous week.

In addition to Staind and the Deftones (pictured), there are a further 24 new entries to the Top 200, with Top 20 debuts for rapper David Byrne, Ricky Martin's latest

Spanish-language disc, country singer Jo Dee Messina's hits album and comedian Vito Al Tirol's latest disc. It is the largest influx of the year, with 19 proposals sales of the Top 200 to a 19.4% gain week-on-week.

None of the new entries is by a British act, and the fact that so many new discs have arrived at once means most albums already on the chart suffer declines. The UK contingent cannot avoid this antithetical fact and there are falls for Coldplay (82-24), Daniel Bedingfield (57-65), Foxy (53-71), Rod Stewart (82-103), Elton John (89-113), Bee Gees (121-147), The Rolling Stones (140-159), Robbie Williams (125-169) and Dur (144-161). The only climber is early 1950s and latter days: The Best Of Led Zeppelin Volumes One And Two, which re-entered the chart last week at number 195 and now increases by 32% week-on-week to 6,000, taking its cumulative sales past the 200,000 mark. Its resurgence is due to radio play for the group's new live set How The West Was Won.

Alan Jones

European selection process

debut after not point disister

by Joanna Jones

Jemini's humiliating zero points score at this year's Eurovision Song Contest has prompted a call for an overhaul of the UK selection process, with the UK music industry becoming more involved.

While Jemini's Integral/Viral distributed single Cry Baby was looking like a Top 20 contender last week (Sunday), BBC producer Dominic Smith, who oversees Song For Europe and Eurovision coverage, is urging music companies to put forward more credible artists and songwriters. He also questions the current system in which songwriters are selected through the British Academy of Songwriters and Composers (BASC). Smith also believes the TV format needs an urgent rethink, perhaps tapping further into the reality TV pool phenomenon as it is the model in Spain. He is currently in talks to secure more air time for Song For Europe to lead up to the event.

"I realise that until the BBC offers more substantial programming in the



Jemini: selected via BASC

early stages of Eurovision, record companies will be reluctant to do it," says Smith. "I think most of the major labels feel that it is not something they want to put their artists into." He adds, "We must also ask whether to take the route of going through the British Academy, which was the way things were set up in the Sixties when publishers came together to offer songs. But that system has been outmoded for 20 years and we need access to the big songwriters."

BASC chairman David Ferguson has hit back at the comments. "For the BBC to put the blame on the system whereby BASC filters songs is wholly inaccurate," says Ferguson, who adds that he hopes to meet with the BBC to

discuss the way forward.

"The Eurovision Song Contest has been run down in the public perception to the extent that it has not been taken seriously and well-respected songwriters would not risk of entering a song because of the reputation it has. And to go down a Fame Academy route would be a huge disaster – you need to create an environment where high-quality songwriters come forward, get people to take it more seriously and give them more exposure."

"What the BASC panel does is whitewash down some 700 entries to 50 which are then put forward to the BBC," adds Ferguson. "I think the BBC's attitude to the thing is wrong – they even have a presenter who takes the mick out of it."

Despite the UK entry's failure, the BBC scored its highest ratings in two years, with this year's contest averaging 7.9m viewers – up 3.5% on last year – and a 28.4% share, peaking at 10.8m and a 34% share.

One option, says Smith, would be to

tap further into the Fame Academy model as Spain did, by reserving winners for the national Operation Triunfo with the chance to represent their country.

Music & Media Partnership managing director Rick Blaskey, who was behind last year's third-placed entry by Pop Idol finalist Jessica Garlick, says that while the BBC is winning on ratings, the waning credibility of the competition spells a long-term loss for the UK music industry.

Wire British managing director Bill Padley, who produced Jessica Garlick's entry, adds, "Song For Europe appears to be judged by people who don't know what a good song is – I can't believe the four finalists this year represented the best of British songwriting – while the final is hidden on Sunday afternoon TV."

"But it is also the tactical voting of the competition itself which means it is dangerous for a songwriter, publisher or record company to put even a good song forward and get battered by a Turkish winner in a grass skirt."

Japanese MTV awards honours two British acts

Wildstar's Craig David and Innocent's Blue clinched two awards for UK music at this year's Japanese MTV Video Music Awards.

David scooped the male video award, while Blue were victors in the pop video category as the awards were held in Tokyo's Saitama Super Arena last Monday night. The two acts also performed to the 12,000-strong audience on the night, alongside the Legend Award winners Run DMC, Eve and a host of local acts.

Japanese hip hop group Rip Slyme were the biggest winners of the night, scooping awards in the video of the year, group video and hip hop categories.



Vodafone deal gives Shazam roll-out opportunity in China

UK mobile music recognition technology company Shazam is setting its sights on the largely untapped mobile market in China following the start of its international roll-out of a deal with Vodafone D2 in Germany.

Shazam music and marketing director Vijay Solanki says a £4.2m round of funding, primarily from original investors including Lync and IDG, will help push international expansion.

"This will give us access to one of the biggest markets in terms of numbers, but one of the smallest in terms of market share in mobile, and we will not be working with the Chinese over the next 12 months to have a presence," says Solanki.

Through the German deal, which was announced in March, all Vodafone D2 users in that market can access the service branded as Vodafone-Music Finder. Vodafone is throwing its full marketing might behind the service with SMS campaigns, in-store promotions with German fashion retailer New Yorker



Solanki: access to new market

and a TV advertising campaign on MTV and Viva starting from this week.

While the mobile operator has an exclusive agreement with Shazam for the first few months, Solanki says he hopes other German operators will come on board by the end of the year. Initial feedback in Germany shows pop tunes stay in the service's pre-release tag chart for longer than the UK, reflecting the local sales and airplay charts, whereas urban and hip hop tracks are identified on the tag chart well before other charts.

Solanki says negotiations with Japan are ongoing, while a US research programme is being finalised.

Radiohead campaign to focus on intimate Hall To The Thief shows

Footage of a series of intimate gigs is to form the central plank of Parlophone's international marketing campaign for Radiohead's Hall To The Thief album, which is released next week.

MTV's exclusive filmed performance of the band's Shepherd's Bush Empire gig in London a week-end ago will air across the company's European networks from Thursday in the form of a one-hour-long show, while their performance at New York's Beacon Theatre on the same day will also be filmed by MTV2 for broadcast later across North America.

The band will return to the US for touring later in the year following European festival dates, including the Montreux Jazz Festival on July 5. Negotiations are currently underway to record their Montreux set for broadcast in Europe in the second phase of the album's campaign around September.

Ahead of that, the lead-off single There, There, is being pushed at speed at alternative radio and music TV, with



Radiohead: more live dates

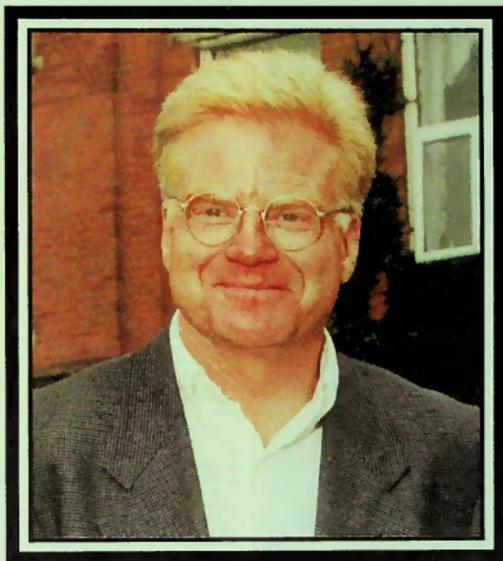
MTV Europe putting the track on Fresh rotation with 80 spins a week. International project manager Ben Goethuys says a more visible presence by the band, alongside extensive touring, is key to the campaign this time around.

"Their visibility is going to be a lot stronger now we have the band available," says Goethuys. "We have an inspired video for There, There and really strong artwork."

Capitol UK international director Kevin Brown says he is confident Hall To The Thief can equal the international success of their career best-seller to date, OK Computer, whose worldwide sales reached 3m.

GARRY NESBITT

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REVIEWS FOR RECORDS RELEASED ON

SINGLE of the week

THE DARKNESS: Growing On Me (Must Destroy East West DUSTY10CD). Their last indie release before the East West contract kicks in shows exactly why there is so much fuss surrounding this band: *Growing On Me* is instantly catchy, yet musically astute, pomp pop-rock with an irresistibly showmanlike performance by singer Justin Hawkins (including plenty of his distinctive operatic falsetto yelps) and guitar solos that virtually command you to offer your own air accompaniment.



SINGLE reviews

RECOMMENDED UN-CUT: Fallin' (WEA/M Records WEA368CD1).

Jenna G, the vocalist for this Manchester three-piece, has a great voice with a quality that is reminiscent of all the recent greats such as Whitney and Lauryn Hill, without losing any of her own individuality. The band has been billed as a drum & bass outfit after the success of their first independently-released hit *Midnight*, but *Fallin'* has a cool soul to it that suggests they could even be successors to acts such as Soul II Soul. **RECOMMENDED WAYNE WONDER: No Letting Go (Atlantic AT054CD).** A favourite on the MW playlist for months, this killer cut is finally getting released. Already Blasted at Radio One, it is sure to translate the club buzz into strong sales.

HEARTLESS CREW: Why (Looking Back East West HEART03CD). Playing on the reggae roots of UK garage, Heartless Crew have dished up a summer tune that will be a staple on the Notting Hill Carnival sound systems. Produced by Dave Kelly of Shazzy & Beenie Man fame, the single comes equipped with a Sly & T Power remix. **DILLINJA FEAT. SKIBADEE: Twist 'Em Out (Trouble On Vinyl TOV56CD).** Released in 2002, but now known as the theme tune to *All In Da Villa*, this marks a re-release for the retro-sounding rave classic. Currently residing on Radio One's *O-list*, the addition of MC Skibadee's vocals is likely to make this one of June's bigger singles.

RECOMMENDED ROYKSOPP: Sparks (Wall Of Sound WALLD084). Royksopp head down tempo for this fourth single from their platinum album *Melody AM*. Sounding almost Portishead-like in places, a haunting vocal from Annett Drecker creates an affecting foil for the duo's atmospheric backing. The Norwegians play festival dates this summer at Glastonbury, T in The Park and Witness in Ireland.

POLE: 90/90 (Mute CDMUTE 299). This is the second EP in a series for cult producer Stephen Berke in which he adds subtle hip-hop and jazz touches to his spooky glitch soundscapes. The two EPs have seen an attempt to broaden his musical palette, which bodes well for his forthcoming album.

ZOOT WOMAN: It's Automatic (Wall Of Sound WALLD075). This sees a return to the Zoot Woman guise for electro-pop charnelton Jacques Lu Cont, after his sojourn touring as part of Madonna's band. It's Automatic has been around for a while,

but here is boosted by shiny new mixes from Tom Middleton and Paper Faces. **TRAIN: Calling All Angels (Columbia).** The first single from Train's forthcoming album *My Private Nation* evokes memories of the mid-Eighties heyday of FM rock. It boasts big choruses with a big string sound, setting the synthesiser straight back to 1986. All the members of this band are multi-instrumentalists and on this it sometimes sounds as if they are playing all of them at the same time.

MASSIVE ATTACK: Butterfly Caught (Virgin V50DT1853). Butterfly Caught sounds fantastic within the context of 100th Window but, away from its icy confines, it unfortunately exposes itself as Massive Attack's most obstinate single by some distance. Mixes from RJD2, Paul Daley, Jazzy Kooner and Octave One do offer interesting new angles to this non-chartelligible outing, which is otherwise anything but commercial.

RECOMMENDED PLACEBO: This Picture (Mercury FLOORCD18). Placebo do a fine job in shoring up interest in their strong fourth album *Sleeping With Ghosts* with this single. This picture pretty much follows the standard Placebo formula, the fact that it is well-written and well-performed should cause ears to perk up across radio.

NU: Any Other Girl (Bustini Loose BLO01T). Producer Michael Patterson, who has also worked with Beck and BRMC, has given this ridiculously catchy tune just the right guitar sound to appeal to both a pop and an indie audience. This is the second single from the Danish four-piece's debut album, *Alpha Bravo Shocktopus*.

OK GO: Don't Ask Me (Parlophone OKGO 003). The Chicago-based four-piece follow up previous hit *Get Over It* with this quirky pop-rock nugget, which contains witty lyrics aplenty among the catchy melodies. It veers between being rock-with-a-sense-of-humour and pop-with-a-rock-edge.

MINT ROYALE: Dancehall Places/I Don't Know (Universal FHM0903). Mint Royale highlight the diversity of their *Dancehall Places* album with this double-header. I Don't Know is a French-sounding club stomper, while *Dancehall Places* is an altogether more subtle affair. Other mixes of the songs are geared up for the clubs and a rock audience.

MEW: Am I Wry? No (Epic 6739392). Coinciding with their debut album *Fengers*. Mew release one of the album's standout tracks in a bid to continue their UK campaign, which has been building for more than a year now.



RECOMMENDED ASHANTI: Rock Wit U (Awww Baby) (Murder Inc/Def Jam 9807307). The US R&B star and *Mobovibes* follow-up her guest spots with *Ja Rule* and *Fat Joe* - as well as the hit *Happy* - with this smooth cut blending bumping beats with Ashanti's sweet vocals. It has been A-listed at Radio One, while the singer's second album *Chapter II* is released a fortnight later.

ALBUM of the week

LIAM LYNCH: Fake Songs (5-Curve/Virgin 5847130). Lynch is something of a renaissance man: video director,



producer, musician and programme-maker. This first album veers between elements of early Zappa, pastiche of other artists and excellent material such as *Whatever* and *Try Me*. However, it is the DVD that comes with the album that gives you a glimpse of what he could be capable of as his visual talents and flair are self-evident and his obvious rapport with the brilliant Ringo Starr is heartwarming.



GANG STARR: Nice Girl, Wrong Place/Rite Where U Stand (Virgin). Trailing their seventh album *The Ownerz*, this is a return to form for the New York hip-hop duo. The Curtis Mayfield-sampling lead cut features typically crisp production from Premier and a smooth R Kelly-style chorus from newcomer Foxy Big. Meanwhile, the flip boasts feisty raps from Premier and guest Jadakiss over rolling piano and slide guitar.

TAHITI 80: Soul Deep (Atmospheric/ACT20217). Fine French popsters Tahiti 80 make a welcome return with this breezy pop tune whose upbeat string, brass and fluted-laden sound provides a perfect soundtrack for the summer. Written by lead singer Xavier Boyer and Tahiti 80 and produced by Andy Chase with the Urban Soul Orchestra, the track bodes well for the band's forthcoming second album *Wallpaper For The Soul* (out at the end of June).

KURTIS MANTRONIK PRESENTS CHAMONIX: How Did You Know (77 Strings) (Southern Fried EC843). Far removed from his seminal Mantonix hip-hop cuts of the Eighties and more in line with his recent rerub of Liberty X's *Got To Have Your Love*, this four-to-the-floor cut has won both a club audience and a B-listing on *Radio One*. Bolstered by a new remix from Tony Senghere, this looks set to cause commercial ripples on release.

SHAKEDOWN: Drowsy With Hope (Defected DF1071). Mixing an Eighties soul vibe with their house sound, Shakedown release the follow-up to last year's chart and club hit *At Night*. The 12-inch features new mixes of the latter by Kid Creme, Jazz N Broove and Jask.

ALBUM reviews



MOGWAI: Happy Songs For Happy People (Plus Piasko35CD). Mogwai are a unique band and this, their fourth album, shows that they still have plenty of spirit. The band take a welcome foray into electronics on occasion, which sets off their stately guitar codes to perfection. Mogwai still rock, but in a myriad of ever-evolving ways.

SUSHEELA RAMAN: Love Trap (Narada World 72435 8304121). Shortlisted for the Mercury Prize for her first album, *Salt Rain*, in 2001, Raman is back with another excellent album. London-born and Australian-raised, this sometime collaborator with Jo

has recruited talent as diverse as drummer Tony Allen to Albert Kuvezin, a Tuvan throat singer, from the rock band Yui Kha. This is a real journey into sound, held together by Raman's huge talent.

AMERICAN ANALOG SET: Promise of Love (We Love You AMOURCD7). This is a subtly seductive album which blends lulling post rock with gentle yearning songs. It is a warm, accomplished set, timeless and heartfelt, and should reinvigorate *We Love You* after an extended period of difficulties.

DEAD MEADOW: Shivering King And Others (Matador OLE562). On their third album (and first for Matador) this Washington DC power trio give new meaning to the term "heavy rock" with a series of epic jams that fall somewhere between late Sixties psychedelia, early prog and an even more spacey Black Rebel Motorcycle Club. Part-time lovers of guitars need not apply.

VARIOUS: Jake Joint - Mixed By Boozoo Bajou (Stereo Deluxe SD098). This compilation from German crew Boozoo Bajou is a fluent, soulful journey through downtempo music with a vital edge. The inclusion of acts such as John Lee Hooker, Tommy Guerrero and Jurni Friedmann gives a good indication of its musical depth.

VARIOUS: Under The Influence - Rob Swift (Six Degrees 65703610872). Flushed from the critical success of recent album *Sound Event*, Rob Swift offers this collection of songs unrelated to his life. The *Kcutitioner* has selected an inspired bag of tunes from Eddie Bo, Davy DMX and The Soul Powers among others, resulting in a funky and razor-sharp showcase of the man's musical taste buds.

VARIOUS: Worldwide 3 (Talkin Loud 9808487). Gilles Peterson joins the dots between genres for the third in this compilation based around his *Radio One* show. Soulfulness is the linking factor, with jazzy cuts from acts such as Detroit Experiment and 2 Banks Of 4 joining smooth R&B from the likes of

Raphael Saadiq, Kelis and Terri Walker. **VARIOUS: Clubbers Guide - Summer 2003 (Ministry of Sound MOSCD67).** Ministry rolls out the summer volume of its upfront compilation series. Despite featuring Tomcraft's recent chart-topper *Loneliness* plus forthcoming hits from DJ Sammy, Michael Woods and Moloko, it may face a struggle against the sliding dance compilations market.

This week's reviewers: Dugald Baird, Phil Brooke, Joanna Jones, David Knight, Owen Lawrence, James Roberts, Nicola Slade, Nick Tesco and Simon Ward.



BIFFY CLYRO: The Vertigo Of Bliss (Beggars Banquet BBQCD233). These Glaswegian indie rockers, who could be compared to early Idlewild, unleash their second album for the summer festival season. There are moving tracks here, which are both tuneful and discordant, but overall, these 13 angsty tracks do not come across as immediately accessible.



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Urban Legendz & Davy van Eynda Mixes
Released on 14th July / formats CD & 12" vinyl

**Saint feat. Suzanna Dee
'One In A Million'**

Original & Divine Inspiration Mixes
Released on 28th July / formats CD & 12" vinyl

Petrice

'Till I Kissed You'
DND & Original Mixes

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**Ryze feat. Harvey
'Sexy Body'**

Cardinal Beats Mixes
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**Plastic Boy
'Live Another Life'**

Original Mix
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ALL THE CHARTS EXPOSURE

7 JUNE 2003

RADIO ONE

Pos	Title/Artist	Label	Weeks on Chart	Peak
1	IGNITION (Kelly Rowland)	Jay-Z/Tenacious	26	36
2	ROCK YOUR BODY (Justin Timberlake)	A&M	31	41
3	CRAZY IN LOVE (Beyoncé Knowles)	Columbia	21	31
4	NEEDTOKNOW (Can You Feel It) (The Roots)	Capitol	21	31
5	LONELINESS (Dannii Minogue)	Mercury	29	29
6	BRING ME TO LIFE (Evangelos Kostas)	Capitol	27	28
7	GAY BARS (Epic)	Capitol	27	28
8	IN DA CLUB (Missy Elliott)	Capitol	27	28
9	7 NATION ASHLEY (The White Stripes)	XL	27	28
10	DAMAGED (Plumett)	Mercury	27	28
11	GIRLFRIEND (B2K)	Capitol	27	28
12	X GON GIVE IT TO YA (DMX)	Capitol	27	28
13	FIGHTER (Christina Aguilera)	RCA	27	28
14	THE THINGS ABOY NEED (Sade)	Capitol	27	28
15	GIRLS AND BOYS (Good Charlotte)	Capitol	27	28
16	GET BUSY (Sean Paul)	Capitol	27	28
17	I KNOW WHAT YOU WANT (Busta Rhymes)	Capitol	27	28
18	BUSINESS (Emina Bunton)	Capitol	27	28
19	UNIVERSALLY SPEAKING (Hot Chick)	Capitol	27	28
20	CANT NOBODY (Kelly Rowland)	Capitol	27	28
21	SUNLIGHT (DJ Sammy)	Capitol	27	28
22	CLOCKS (Café) (Pogues)	Capitol	27	28
23	THERE THERE (Rudolph)	Capitol	27	28
24	FORGET ABOUT TOMORROW (Feeder)	Capitol	27	28
25	MADAME HELGA (Stromae)	Capitol	27	28
26	BROKEN BONES (The Roots)	Capitol	27	28
27	FEELIN' GOOD (The Roots)	Capitol	27	28
28	I'M GLAD (Junior League)	Capitol	27	28
29	FREE ME (Emina Bunton)	Capitol	27	28
30	CANT STOP (Red Hot Chili Peppers)	Capitol	27	28
31	CRY (Mann)	Capitol	27	28
32	GIRL IN THE MOON (Dannii Minogue)	Capitol	27	28

ILR

Pos	Title/Artist	Label	Weeks on Chart	Peak
1	ROCK YOUR BODY (Justin Timberlake)	A&M	31	41
2	IGNITION (Kelly Rowland)	Jay-Z/Tenacious	26	36
3	MAKE LUV (Sade)	Capitol	27	28
4	RISE & FALL (Craig David)	Sony	27	28
5	FIGHTER (Christina Aguilera)	RCA	27	28
6	SCANDALOUS (Missy Elliott)	Capitol	27	28
7	CLOCKS (Café) (Pogues)	Capitol	27	28
8	LATELY (Lisa Stansfield)	Capitol	27	28
9	MOVE YOUR FEET (Junior Senior)	Capitol	27	28
10	NO GOOD ADVICE (Girls Aloud)	Capitol	27	28
11	COME UNDONE (Robbie Williams)	Capitol	27	28
12	FAVOURITE THINGS (Big Brovaz)	Capitol	27	28
13	CANT NOBODY (Kelly Rowland)	Capitol	27	28
14	I'M WITH YOU (Laurie Lewis)	Capitol	27	28
15	ON THE HORIZON (Laurie Lewis)	Capitol	27	28
16	LONELINESS (Dannii Minogue)	Mercury	29	29
17	GIRLS AND BOYS (Good Charlotte)	Capitol	27	28
18	CRASH (The Roots)	Capitol	27	28
19	BE MINE (Craig David)	Capitol	27	28
20	CANT MAKE UP MY MIND (Sade)	Capitol	27	28
21	BEING NOBODY (Richard X)	Capitol	27	28
22	THE LONG GOODBYE (Kerry King)	Capitol	27	28
23	I KNOW WHAT YOU WANT (Busta Rhymes)	Capitol	27	28
24	MISFIT (Amy Diamond)	Capitol	27	28
25	BROKEN BONES (The Roots)	Capitol	27	28
26	I'M GLAD (Junior League)	Capitol	27	28
27	FREE ME (Emina Bunton)	Capitol	27	28
28	CANT STOP (Red Hot Chili Peppers)	Capitol	27	28
29	CRY (Mann)	Capitol	27	28
30	GIRL IN THE MOON (Dannii Minogue)	Capitol	27	28

TOP 10 GROWERS

Pos	Title/Artist	Label	Weeks on Chart	Peak
1	ON THE HORIZON (Laurie Lewis)	Capitol	10	37
2	HOLLYWOOD (Madonna)	Warner Bros	36	27
3	IGNITION (Kelly Rowland)	Jay-Z/Tenacious	26	36
4	MAYBE TOMORROW (Stereophonics)	V2	29	26
5	I'M GLAD (Junior League)	Capitol	27	28
6	WANT WANNIA LOSE THIS FEELING (Dannii Minogue)	Mercury	29	24
7	CRASH (The Roots)	Capitol	27	28
8	I KNOW WHAT YOU WANT (Busta Rhymes)	Capitol	27	28
9	FREE ME (Emina Bunton)	Capitol	27	28
10	GIRL IN THE MOON (Dannii Minogue)	Capitol	27	28

TOP 10 MOST ADDED

Pos	Title/Artist	Label	Weeks on Chart	Peak
1	MAYBE TOMORROW (Stereophonics)	V2	15	8
2	GIRL IN THE MOON (Dannii Minogue)	Capitol	27	28
3	WANT WANNIA LOSE THIS FEELING (Dannii Minogue)	Mercury	29	24
4	CANT GET IT BACK (Missy Elliott)	Capitol	27	28
5	UNIVERSALLY SPEAKING (Hot Chick)	Capitol	27	28
6	LOST WITHOUT YOU (Dannii Minogue)	Mercury	29	24
7	LOSING CONTROL (Laurie Lewis)	Capitol	27	28
8	FREE ME (Emina Bunton)	Capitol	27	28
9	ROCK WITH IT (Ashanti)	Capitol	27	28
10	LOVE AT FIRST SIGHT (The Roots)	Capitol	27	28

TOP 10 PRE-RELEASE

Pos	Title/Artist	Label	Weeks on Chart	Peak
1	FIGHTER (Christina Aguilera)	RCA	1	38
2	ON THE HORIZON (Laurie Lewis)	Capitol	1	46
3	CRASH (The Roots)	Capitol	1	39
4	BIG SUE (The Roots)	Capitol	1	37
5	WIMMIN' ASHLEY (Ashley Hamilton)	Capitol	1	36
6	FOREVER AND FOR ALWAYS (Sade)	Capitol	1	37
7	GAY BARS (Epic)	Capitol	1	36
8	WANT WANNIA LOSE THIS FEELING (Dannii Minogue)	Mercury	1	31
9	I'M GLAD (Junior League)	Capitol	1	31
10	SUNLIGHT (DJ Sammy)	Capitol	1	32

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© Music Control UK. This week's total number of plays on all 40 mainstream independent local stations from 06:30 on Sun 18 May 2003 until 04:00 on Sat 24 May 2003.

MTV

Pos	Title/Artist	Label
1	FIGHTER (Christina Aguilera)	RCA
2	ROCK YOUR BODY (Justin Timberlake)	A&M
3	LOSING CONTROL (Laurie Lewis)	Capitol
4	BRING ME TO LIFE (Evangelos Kostas)	Capitol
5	GIRLS AND BOYS (Good Charlotte)	Capitol
6	THERE THERE (Rudolph)	Capitol
7	IGNITION (Kelly Rowland)	Jay-Z/Tenacious
8	SCANDALOUS (Missy Elliott)	Capitol
9	LONELINESS (Dannii Minogue)	Mercury
10	UNIVERSALLY SPEAKING (Hot Chick)	Capitol

Most played videos on MTV/Media Research Ltd w/e 5/6/03. Source: MTV UK

THE BOX

Pos	Title/Artist	Label
1	FAST FOODS (Fast Food Rockers)	Brick Top Records
2	ROCK NO MORE (Sade)	Capitol
3	TRY ON THE HORIZON (Laurie Lewis)	Capitol
4	KNOW WHAT YOU WANT (Busta Rhymes)	Capitol
5	IGNITION (Kelly Rowland)	Jay-Z/Tenacious
6	BRING ME TO LIFE (Evangelos Kostas)	Capitol
7	TRY ON THE HORIZON (Laurie Lewis)	Capitol
8	BABY I DON'T CARE (Jennifer Ellison)	Capitol
9	I KNOW WHAT YOU WANT (Busta Rhymes)	Capitol
10	GIRL IN THE MOON (Dannii Minogue)	Capitol

Most requested videos on the Box, w/e 5/6/03. Source: The Box

VH1

Pos	Title/Artist	Label
1	ALL ABOUT LOVE (Mick Jagger)	Mercury
2	LIGHTS OUT (Laurie Lewis)	Capitol
3	FORGET ABOUT TOMORROW (Feeder)	Capitol
4	LOSING CONTROL (Laurie Lewis)	Capitol
5	RISE AND FALL (Craig David)	Sony
6	COME UNDONE (Robbie Williams)	Capitol
7	ALWAYS AND FOR EVER (Sade)	Capitol
8	BEAUTIFUL CHRISTMAS (The Roots)	Capitol
9	IF I COULD GIVE ALL MY... (Casting Co.)	Capitol
10	THEY THERE THERE (Rudolph)	Capitol

Most played videos on VH1, w/e 5/6/03. Source: VH1

STUDENT CHART

Pos	Title/Artist	Label
1	THEY THERE THERE (Rudolph)	Capitol
2	WE USED TO BE FRIENDS (The Roots)	Capitol
3	MADAME HELGA (Stromae)	V2
4	BRING ME TO LIFE (Evangelos Kostas)	Capitol
5	7 NATION ASHLEY (The White Stripes)	XL
6	BIG SUE (The Roots)	Capitol
7	FORGET ABOUT TOMORROW (Feeder)	Capitol
8	ON THE HORIZON (Laurie Lewis)	Capitol
9	PIN THE WITCH MADONNA (The Roots)	Capitol
10	AVERAGE MATE (The Roots)	Capitol

UK Student Chart for w/e 8/6/03. Compiled by Student Broadcast Network based on UK student radio chart returns.

CD:UK

Performances: Can't Get It Back (Missy Elliott), Bye & Bye (Good Charlotte), Wimm' Ashley (Ashley Hamilton), Can't Nobody (Kelly Rowland), Medley 5 (The Roots), Vicious, Crazy In Love (Beyoncé Knowles), Universally Speaking (Hot Chick), Madam Helga (Stromae), 3/15/03

POPWORLD

Performances: Busta Rhymes, Wanna Lose This Feeling (Dannii Minogue), On The Horizon (Laurie Lewis), Interview: One True Village, Fast Food Rockers, Missy Elliott, Delta Goodrem, U2, Blazin', Squid, Emma Bunton, Siobhan Donaghy, 15/5/03

Video: For No More 5 Club B, Fighter (Christina Aguilera), Fast Food Rockers, Madam Helga (Stromae), No Good Advice (Girls Aloud), Rock Your Body (Justin Timberlake), Ignition (Kelly Rowland), 15/5/03

Performances: Trashed, 2/6

RADIO ONE PLAYLISTS

Girls Not Gray Affl, Busta Rhymes, Don't Wanna Lose This Feeling (Dannii Minogue), Big Sue (The Roots), 21; 2; 3; 4; 5; 6; 7; 8; 9; 10; 11; 12; 13; 14; 15; 16; 17; 18; 19; 20; 21; 22; 23; 24; 25; 26; 27; 28; 29; 30; 31; 32; 33; 34; 35; 36; 37; 38; 39; 40; 41; 42; 43; 44; 45; 46; 47; 48; 49; 50; 51; 52; 53; 54; 55; 56; 57; 58; 59; 60; 61; 62; 63; 64; 65; 66; 67; 68; 69; 70; 71; 72; 73; 74; 75; 76; 77; 78; 79; 80; 81; 82; 83; 84; 85; 86; 87; 88; 89; 90; 91; 92; 93; 94; 95; 96; 97; 98; 99; 100; 101; 102; 103; 104; 105; 106; 107; 108; 109; 110; 111; 112; 113; 114; 115; 116; 117; 118; 119; 120; 121; 122; 123; 124; 125; 126; 127; 128; 129; 130; 131; 132; 133; 134; 135; 136; 137; 138; 139; 140; 141; 142; 143; 144; 145; 146; 147; 148; 149; 150; 151; 152; 153; 154; 155; 156; 157; 158; 159; 160; 161; 162; 163; 164; 165; 166; 167; 168; 169; 170; 171; 172; 173; 174; 175; 176; 177; 178; 179; 180; 181; 182; 183; 184; 185; 186; 187; 188; 189; 190; 191; 192; 193; 194; 195; 196; 197; 198; 199; 200; 201; 202; 203; 204; 205; 206; 207; 208; 209; 210; 211; 212; 213; 214; 215; 216; 217; 218; 219; 220; 221; 222; 223; 224; 225; 226; 227; 228; 229; 230; 231; 232; 233; 234; 235; 236; 237; 238; 239; 240; 241; 242; 243; 244; 245; 246; 247; 248; 249; 250; 251; 252; 253; 254; 255; 256; 257; 258; 259; 260; 261; 262; 263; 264; 265; 266; 267; 268; 269; 270; 271; 272; 273; 274; 275; 276; 277; 278; 279; 280; 281; 282; 283; 284; 285; 286; 287; 288; 289; 290; 291; 292; 293; 294; 295; 296; 297; 298; 299; 300; 301; 302; 303; 304; 305; 306; 307; 308; 309; 310; 311; 312; 313; 314; 315; 316; 317; 318; 319; 320; 321; 322; 323; 324; 325; 326; 327; 328; 329; 330; 331; 332; 333; 334; 335; 336; 337; 338; 339; 340; 341; 342; 343; 344; 345; 346; 347; 348; 349; 350; 351; 352; 353; 354; 355; 356; 357; 358; 359; 360; 361; 362; 363; 364; 365; 366; 367; 368; 369; 370; 371; 372; 373; 374; 375; 376; 377; 378; 379; 380; 381; 382; 383; 384; 385; 386; 387; 388; 389; 390; 391; 392; 393; 394; 395; 396; 397; 398; 399; 400; 401; 402; 403; 404; 405; 406; 407; 408; 409; 410; 411; 412; 413; 414; 415; 416; 417; 418; 419; 420; 421; 422; 423; 424; 425; 426; 427; 428; 429; 430; 431; 432; 433; 434; 435; 436; 437; 438; 439; 440; 441; 442; 443; 444; 445; 446; 447; 448; 449; 450; 451; 452; 453; 454; 455; 456; 457; 458; 459; 460; 461; 462; 463; 464; 465; 466; 467; 468; 469; 470; 471; 472; 473; 474; 475; 476; 477; 478; 479; 480; 481; 482; 483; 484; 485; 486; 487; 488; 489; 490; 491; 492; 493; 494; 495; 496; 497; 498; 499; 500; 501; 502; 503; 504; 505; 506; 507; 508; 509; 510; 511; 512; 513; 514; 515; 516; 517; 518; 519; 520; 521; 522; 523; 524; 525; 526; 527; 528; 529; 530; 531; 532; 533; 534; 535; 536; 537; 538; 539; 540; 541; 542; 543; 544; 545; 546; 547; 548; 549; 550; 551; 552; 553; 554; 555; 556; 557; 558; 559; 560; 561; 562; 563; 564; 565; 566; 567; 568; 569; 570; 571; 572; 573; 574; 575; 576; 577; 578; 579; 580; 581; 582; 583; 584; 585; 586; 587; 588; 589; 590; 591; 592; 593; 594; 595; 596; 597; 598; 599; 600; 601; 602; 603; 604; 605; 606; 607; 608; 609; 610; 611; 612; 613; 614; 615; 616; 617; 618; 619; 620; 621; 622; 623; 624; 625; 626; 627; 628; 629; 630; 631; 632; 633; 634; 635; 636; 637; 638; 639; 640; 641; 642; 643; 644; 645; 646; 647; 648; 649; 650; 651; 652; 653; 654; 655; 656; 657; 658; 659; 660; 661; 662; 663; 664; 665; 666; 667; 668; 669; 670; 671; 672; 673; 674; 675; 676; 677; 678; 679; 680; 681; 682; 683; 684; 685; 686; 687; 688; 689; 690; 691; 692; 693; 694; 695; 696; 697; 698; 699; 700; 701; 702; 703; 704; 705; 706; 707; 708; 709; 710; 711; 712; 713; 714; 715; 716; 717; 718; 719; 720; 721; 722; 723; 724; 725; 726; 727; 728; 729; 730; 731; 732; 733; 734; 735; 736; 737; 738; 739; 740; 741; 742; 743; 744; 745; 746; 747; 748; 749; 750; 751; 752; 753; 754; 755; 756; 757; 758; 759; 760; 761; 762; 763; 764; 765; 766; 767; 768; 769; 770; 771; 772; 773; 774; 775; 776; 777; 778; 779; 780; 781; 782; 783; 784; 785; 786; 787; 788; 789; 790; 791; 792; 793; 794; 795; 796; 797; 798; 799; 800; 801; 802; 803; 804; 805; 806; 807; 808; 809; 810; 811; 812; 813; 814; 815; 816; 817; 818; 819; 820; 821; 822; 823; 824; 825; 826; 827; 828; 829; 830; 831; 832; 833; 834; 835; 836; 837

7 JUNE 2003



Rank	Artist	Title	Label	Weeks on Chart	Peak	Points
1	Justin Timberlake	Rock Your Body	Jive	3096	n/c	97.71 -10
2	Kelley Rowland	Ignition	Jive	2853	10	93.67 +5
3	Oliver Cheatham	Room 5 feat. Oliver Cheatham	Positive	1983	-7	90.25 +5
4	Sting	Rise & Fall	Wildstar	1838	-11	58.97 -14
5	Craig David	Fighter	RCA	1820	+3	58.93 +21
6	Tomcraft	Loneliness	Data/Ministry Of Sound	1064	+4	56.94 +10
7	Coldplay	Clocks	Parlophone	1634	-1	54.06 -5
HIGHEST CLIMBER						
8	Melanie C	On The Horizon	Virgin	1059	+53	46.13 +75
9	Melanie C	Scandalous	Telstar	1636	-3	42.86 +18
10	Rabbiie Williams	Come Undone	Chrysalis	1435	-11	39.97 -14
11	Junior Senior	Move Your Feet	Mercury	1547	-16	39.55 -31
12	Busta Rhymes & Mariah Carey	I Know What You Want	J	877	+37	38.70 +24
13	Good Charlotte	Girls And Boys	Epice	953	+12	37.95 -15
14	Big Brovaz	Favourite Things	Epice	1428	-6	37.22 -19
15	Evgenesev	Bring Me To Life	Epice	525	+29	36.14 +18
16	50 Cent	In Da Club	Interscope/Polydor	427	-4	34.24 -7
17	Lisa Scott-Leve	Lately	Mercury	1551	-5	33.97 +7
18	Kelley Rowland	Can't Nobody	Columbia	1307	-17	33.86 -16
19	Avril Lavigne	My Way	Arista	1270	-1	33.50 -17
20	Emma Bunton	Free Me	19/Universal	821	+32	32.71 +31
21	Mr Redd vs DJ Skribble	Everybody Come On (Can You Feel It)	London	382	-12	32.07 -2
22	Beyonce Knowles	Crazy In Love	Columbia	618	+65	31.57 +34
23	The Thrills	Big Sur	Virgin	294	+34	30.67 +37
24	Lupe Fiasco	Broken Bones	NuLife	861	-8	29.39 -10
25	Platinum	Damaged	Serious/Mercury	393	+28	27.30 +14
26	Chris Brown	No Good Advice	Virgin	1436	-9	27.14 -48
27	Ashley Hamilton	Wimmin	Columbia	631	+19	26.65 +30
28	Richard X vs Liberty X	Being Nobody	Virgin	885	-22	26.63 -19
29	Shania Twain	Forever And For Always	Mercury	303	+15	26.37 -5
30	Annie Lennox	Pavement Cracks	MCA	297	-3	26.18 +7
31	Sean Paul	Get Busy	East West	461	+14	26.07 -3
32	The White Stripes	Nation Army	XL	111	-31	24.93 -14
33	Electric Six	Gay Bar	XL	104	+28	24.33 +58
34	Dannii Minogue	Don't Wanna Lose This Feeling	London	954	+34	23.69 +19
35	Jennifer Lopez	I'm Glad	Epice	849	+23	23.31 +35
36	Red Hot Chili Peppers	Can't Stop	Warner Bros	795	-2	22.72 -2
37	Feeder	Forget About Tomorrow	Echo	481	-30	22.25 -12
38	DJ Sammy	Sunlight	Data/Ministry Of Sound	752	+14	21.72 +46
39	B2K	Girlfriend	Epice	198	+37	21.69 +23
40	Radiohead	There There	Parlophone	93	+27	21.46 +25
41	Seneca	Can't Make Up My Mind	Serious/Mercury	962	+3	20.88 -15
BIGGEST INCREASE IN AUDIENCE						
42	Darius	Girl In The Moon	Mercury	745	+32	20.66 +171
43	David Gray	Be Mine	IHT/East West	923	+11	20.47 +8
44	Christina Aguilera	Beautiful	RCA	717	-1	20.37 -25
45	Red Hot Chili Peppers	Universally Speaking	Warner Bros	156	+34	20.05 +65
46	Amy Studt	Misfit	19/Polydor	862	+9	18.88 +2
47	Robbie Williams	Feel	EMI	355	-1	18.72 +87
BIGGEST INCREASE IN PLAYS						
48	Eminem	Business	Interscope/Polydor	134	+84	18.26 +119
49	Slab	Love Ain't Gonna Wait For You	Polydor	427	+11	17.79 +32
50	Ronan Keating	The Long Goodbye	Polydor	879	-9	17.66 -58

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Music Control UK monitors these stations 24 hours a day, seven days a week. 7 The FM, 209 FM, Air FM, 103.2 FM, BBC London Live, BBC Radio 1, BBC Radio 2, BBC Radio 3, BBC Radio 4, BBC Radio 5, BBC Radio 6, BBC Radio 7, BBC Radio 8, BBC Radio 9, BBC Radio 10, BBC Radio 11, BBC Radio 12, BBC Radio 13, BBC Radio 14, BBC Radio 15, BBC Radio 16, BBC Radio 17, BBC Radio 18, BBC Radio 19, BBC Radio 20, BBC Radio 21, BBC Radio 22, BBC Radio 23, BBC Radio 24, BBC Radio 25, BBC Radio 26, BBC Radio 27, BBC Radio 28, BBC Radio 29, BBC Radio 30, BBC Radio 31, BBC Radio 32, BBC Radio 33, BBC Radio 34, BBC Radio 35, BBC Radio 36, BBC Radio 37, BBC Radio 38, BBC Radio 39, BBC Radio 40, BBC Radio 41, BBC Radio 42, BBC Radio 43, BBC Radio 44, BBC Radio 45, BBC Radio 46, BBC Radio 47, BBC Radio 48, BBC Radio 49, BBC Radio 50, BBC Radio 51, BBC Radio 52, BBC Radio 53, BBC Radio 54, BBC Radio 55, BBC Radio 56, BBC Radio 57, BBC Radio 58, BBC Radio 59, BBC Radio 60, BBC Radio 61, BBC Radio 62, BBC Radio 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Radio 999, BBC Radio 1000.

AIRPLAY COMMENTARY

by ALAN JONES

Despite topping the sales rundown for the fourth week in a row, R. Kelly's Ignition still can't find its way past Jive to albatross Justin Timberlake's Rock Your Body – but it is getting closer. Timberlake's singles has been the number one airplay hit throughout Kelly's sales chart reign but the gap between the two is shrinking rapidly.

A fortnight ago, Rock Your Body registered the highest audience in airplay chart history, attracting 116,500 listeners, while Ignition was a long way behind in second place, with an audience of just 79,85m, nearly 37m adrift. It slashed that gap to 19m last week and is now just more than 4m behind.

After three weeks in a row in which its audience was over 100m, Rock Your Body was heard by 97.70m last week – a 10.3% decline – while Ignition by 79.70m to 93.67m. Radio One was heavily involved in the shift of power, providing Ignition with 36 spins, while playing Rock Your Body just 33 times, compared with 41 the week before and 49 a fortnight ago. This alone accounts for much of the diminution in Rock Your Body's audience – and when Radio One plays are stripped out, it was aired 3,063 times last week, barely down on its peak (again excluding Radio One) of 3,069 the previous week.

For the past three weeks, former Spice Girls Melanie C and Emma Bunton brought two places apart on the airplay chart – but not in sales. While Bunton's single makes more than five debut on the OCC sales chart and jumps 29-20 to the airplay top five, Melanie C's On The Horizon explodes 27-8 on the latter list. Its audience surges by 75%, on top of the 71% gain it registered last week, not least because it was aired 20 times last week on Radio Two – eight more than the previous week – and joins Annie Lennox's Pavement Cracks at the top of the station's most-played list. Bunton's single makes more modest advances on Radio Two, rising from nine to 11 plays.

Looking to register a fourth straight Top 10 hit from his debut album *Div 1*, Darius is off to a good start on the airwaves with Girl In The Moon leaping 1-942 this week. Peaking at one, five and nine on the sales chart, Darius' previous hits Colourblind, Rushes and Incredible (What I Meant To Say) all fared slightly less well on the airplay chart, where they peaked at two, nine and 20. Girl In The Moon is already getting ahead of its radio Two, where it was aired six times last week, providing more than 40% of the record's 20m audience.

Any publicity is good publicity... or so the old saying goes. Saturation but negative news coverage certainly seems to have helped Eurovision flops *Jemini* to a respectable number 15 debut on the sales chart – almost matching the number 13 peak of the UK's entry last year, Jessica Garlick's Come Back. According to Music Control data, however, radio's already low level support for the single diminished, hence its 63.95 decline on that chart. That is not the whole story, however, as the Liverpool duo's historically inept Eurovision performance was widely aired – Radio One's Chris Moyles played it every day, for example – but does not contribute to the airplay position of the single because it was not serviced to Music Control for fingerprinting. Of course, the dilemma of whether or not to service such a wretched recording for the purpose of improving its airplay chart placing – or ignoring it and hoping it will go away – is an interesting one.

Live versions do sometimes cause problems for Music Control, especially if they are not serviced prior to picking up airplay. A good case in point is Radio One's exclusive recording of Feeder's Forget About Tomorrow. The single peaked 15-46 on the airplay chart last week, primarily because this version was not fingerprinted until May 23 and plays prior to that date were lost. Last week, all was fine again, hence the record's apparent rally from 46 to 37 on this week's chart.

AIRPLAY FACTSHEET

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THE OFFICIAL UK CHARTS

SINGLES

7 JUNE 2003

SINGLES COMMENTARY

by ALAN JONES



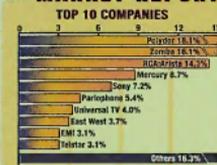
Overcoming a strong challenge from S Club's Say Goodbye, R Kelly's ignition registers a fourth straight week at number one after selling a further 60,000 copies. That's 10% fewer than the previous week and takes the record's cumulative sales to more than 220,000 – enough for it to rank fourth in the year-to-date rankings. The odds on Kelly remaining number one next week seem slim – since Cher's Believe spent seven weeks at number one in 1998, no record has managed to spend more than four weeks on top.

While Russia's failed Eurovision song IATA dip 7-14 with their single Not Gonna Get Us and UK representatives Jennie! debut at number 13 with Cry Baby, the song which won the competition in 2000 makes its belated appearance on the chart. Originally performed by Danish duo The Olsen Brothers, Fly On The Wings Of Love was recently recorded in a dance remake by Spain's AZM and it is their version of the song which debuts at number nine this week.

Apparently on schedule to give the band a fifth number one hit, 5 Club's 11th and last single, Say Goodbye, eventually faded to finish in second place, more than 6,000 sales short of R Kelly's Ignition. It did, however, maintain 5 Club's proud record of reaching the Top Five with each and every one of their singles. Only two other acts have had longer opening strings of top five hits – Boyzone, who retired after racking up 16 in a row, and

Westlife, whose string is 13 and counting. All told, 5 Club and their earlier incarnation 5 Club 7 have sold more than 3.8m singles since their 1999 debut, with their 2001 hit Don't Stop Movin' topping their personal sales chart with more than 709,000 sales, followed by Bring It All Back (626,000) and Never Had A Dream Come True (603,000). They have also sold more than 2,930,000 albums, and issue their greatest hits Best today (June 2).

MARKET REPORT



Figures show top 10 companies by % of total sales of the Top 75, and corporate group share by % of total sales of the Top 75



The latest R&B/hip hop collaboration to reap dividends pairs veteran rapper Busta Rhymes with the even more established Mariah Carey

and the result is a big success for both. I Know What You Want debuts at number three this week, after selling more than 40,000 copies.

Returning after a two-year absence, Radiohead debut at number four with There There. The first single from their new album *Hail To The Thief*, which is released next week, it is their fifth Top Five hit and their 13th hit in all. Meanwhile, former Spice Girl Emma Bunton also returns to the Top Five with Free Me, her first single for former manager Simon Fuller's 19 label.

One of the producers who had the biggest impact on the charts in the Sixties and Seventies, Mickie Most, died on Saturday aged 64. Most, who had long suffered from cancer, produced more than 100 hit singles, including 54 that made the Top 10 and three number ones. Producing hits for acts such as the Animals, Lulu, and Donovan in the Sixties, he set up Rak Records in the Seventies and went on to achieve the highest *Spin* hits to date (releases) rate of any label at the time with a succession of hits from Suzi Quatro, Mud, Coxy Powell, Smokey, Racy and Kim Wilde, most of them produced by himself.

INDEPENDENT SINGLES

This	Title	Artist	Label (distributor)
1	IGNITION	R Kelly	Jive 85982 (P)
2	ROCK YOUR BODY	Justin Timberlake	V2 VV9K214 (J) (MNV/P)
3	MADAME HELGA	Stereophonics	Beggars Banquet BBD08302 (V) (E)
4	QUESTIONS & ANSWERS	Billy Cyo	XL XL15502 (V) (E)
5	I LUV U	Dance Rascal	Integral INTEGR030 (V) (E)
6	CRY BABY	Jennie	Nonesuch N02040 (ADD)
7	CARREBA	Freder	Edeh EDC3305 (P)
8	FORGET ABOUT TOMORROW	Evan Dando	Nelanta SETC0187 (V) (E)
9	STOP MY HEAD	Tommy Sunshine	Underwater H2022 (V) (E)
10	WHADUP	Playgroup	Outpost PGR0020 (V) (E)
11	MAKE IT HAPPEN	Project J	Nakimz 0522PNU (ADD)
12	DRILL SERGEANT	DJ Hazard/Generation Dub	Formation FORM12006 (SR)
13	NO 40/ELTONATE	The Whiteheads	Go! C6K1049 (P)
14	SO INTO YOU	The Black Keys	Epikoh 1112 (P)
15	HARD ROCK	Signum feat. Scott Mac	Tidy Two TIDY2TW01920 (ADD)
16	COMING ON STRONG	Groove Armada	Pepper P20712 (P)
17	12 EASY	Shed Seven	Taste Media TMD055000 (ADD)
18	WHY CAN'T I BE YOU?	Meat Kats & Dirk Dibbs	Bedrock Breaks BB03 (ADD)
19	FEEL IT	Guyver	Tidy Two TIDY2TW01140 (ADD)
20	MAN ON THE MOON		

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hit 40 UK

This	Title	Artist	Label	This	Title	Artist	Label
1	IGNITION	R Kelly	Jive	21	GIRLS AND BOYS	Good Charlotte	Capitol
2	IN A CLUB	Donato	Capitol	22	IN DA CLUB	Donato	Capitol
3	I KNOW WHAT YOU WANT	Busta Rhymes & Mariah Carey	Jive	23	COME UNDONE	Redbone Williams	Columbia
4	ROCK YOUR BODY	Justin Timberlake	Jive	24	I'M WITH YOU	Avril Lavigne	Capitol
5	FAVORITE THINGS	Big Brother	Epic	25	NOT GONNA GET US	UK	Capitol
6	FREE ME	Emma Bunton	19	26	CANT NOBODY	Ke\$ha	Mercury
7	THERE	Redhaired	Polystyrene	27	CANT MAKE UP MY MIND	Scissor Sisters	Mercury
8	NO GOOD ADVICE	Kelly Rowland	Polydor	28	BEING NOBODY	Richard D & Lesbete U	Virgin
9	RISE & FALL	Craig David feat. Sinéad	Widow	29	HUSAN	Shaggy Knights vs Rascal	Parlophone
10	GET BUSY	Sade	Epic	30	MADAME HELGA	Stereophonics	V2
11	LOVELINESS	Arctic Monkeys	Parlophone	31	YOU SAID NO	David	Capitol
12	MAKE LUV	Russ & Russ	Cherry Cherry	32	CRY BABY	Jennie	Capitol
13	STOP SIGN	Alicia Keys	RCA	33	CANT STOP	Paul Hill Child	Warner Bros
14	FLY ON THE WINGS OF LOVE	ATL present Anja	Sirius	34	YOU SHEDS OFF	Cherry Sto	Mercury
15	LATELY	Essi Scott	Mercury	35	DIRTY STICKY FLOORS	Dave D'Elton	Muni
16	FIGHTER	Chrisine Aguilera	RCA	36	ON THE HORIZON	Melanie C	Virgin
17	BROKEN BONES	Laswell	Red Bull	37	BEAUTIFUL	Christina Aguilera	RCA
18	CLOCKS	Colony	Mercury	38	X-GONE ONE IT TO YA	Black	Capitol
19	SCANDALOUS	Arctic Monkeys	Sirius	39	THE LONG GOODBYE	Frankie Knolly	Columbia
20	MOVE YOUR FEET	Jay-Z	Mercury	40	WIMMIN	Ashley Thomas	Columbia

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Shazam TAG CHART

This	Last	Title	PRE-RELEASE / MULTI-GENRE	Label
1	2	BRING ME BACK TO LIFE	Arctic Monkeys	Sirius
2	5	CHAZY IN LOVE	Evanesence	Mercury
3	4	ROCK NIT (I'MNVA BABY)	Beyonce Knowles ft. Jay Z	RCA/A&M
4	6	AT THE END	Ashanti	Muscle Inc
5	3	FIGHTER	Christine Aguilera	RCA
6	8	NO LETTING GO	Wanya Marley	Mercury
7	7	SUNLIGHT	DJ Sammy	Capitol
8	9	12 QUESTIONS	50 Cent ft. Nate Dogg	Interscope
9	10	SATISFACTION	Berry Benzies	White
10	11	DONT WANNA LOSE THIS GROOVE	Darriin Marquae	London

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7 JUNE 2003

Pos	Title	Artist (Producer) Publisher (Writer)	Label CD/Cass (Distributor) 7/12	Pos	Title	Artist (Producer) Publisher (Writer)	Label CD/Cass (Distributor) 7/12	TITLES A-Z	
1	IGNITION	Kelly Rowland (Koby) Kelly Rowland (Koby)	Jive 5254832-1 (P) 0254973	38	MOVE YOUR FEET	Mercury 01815201/88158 (P) 01815201	39	DAMAGED	Mercury 01815201/88158 (P) 01815201
2	SAY GOODBYE/LOVE AIN'T GONNA WAIT FOR YOU	Paulina Rubio (S) 903438071 (U)	BMG 628762020/8262053039A (BMG)	40	DO IT WITH MADONNA	Mercury 01815201/88158 (P) 01815201	41	THE LONG GOODBYE	Mercury 01815201/88158 (P) 01815201
3	I KNOW WHAT YOU WANT	Robyn 0254973 (P) 0254973	Mercury 01815201/88158 (P) 01815201	42	SLEEPING AWAKE	Maverick/Warner Bros W80022-1 (P) W80022	43	HOME	Mercury 01815201/88158 (P) 01815201
4	THERE THERE	Parlophone CDRI068-1 (E) 01298600	18 Universal 9801474/98074 (U)	44	THE THINGS I TURNED AWAY	Source 5001008308-1 (E) 5001008308	45	LOVE DOESN'T HAVE TO Hurt	Innocent SINDX45/SIND45 (E)
5	FREE ME	18 Universal 9801474/98074 (U)	18 Universal 9801474/98074 (U)	46	COME UNDO	Chrysalis CDHS515/17CDHS515 (E)	47	CRY	Island/Island MCDSD4031/MCDSC4031 (U)
6	ROCK YOUR BODY	EMI 9254952/0254954 (P) 0254950	EMI 9254952/0254954 (P) 0254950	48	ALL I HAVE	Mercury 01815201/88158 (P) 01815201	49	BORN TO TRY	Mercury 01815201/88158 (P) 01815201
7	GET BUSY	VP/Atlantic AT015030-1 (E) 0071371	VP/Atlantic AT015030-1 (E) 0071371	50	AMERICAN LIFE	Maverick/Warner Bros W80022-1 (E) W80022	51	I'M WITH YOU	Mercury 01815201/88158 (P) 01815201
8	FAVOURITE THINGS	Epic 6738705/673807A (E) 0254973	Epic 6738705/673807A (E) 0254973	52	RHYTHM IS A DANCER	Mercury 01815201/88158 (P) 01815201	53	SPIRIT IN THE SKY	Mercury 01815201/88158 (P) 01815201
9	FLY ON THE WINGS OF LOVE	Serious/Mercury S996200-1 (E) 0254973	Serious/Mercury S996200-1 (E) 0254973	54	TONIGHT/MISS YOU NIGHTS	Mercury 01815201/88158 (P) 01815201	55	BEING NOBODY	Mercury 01815201/88158 (P) 01815201
10	STOP SIGN	BMG 628762020/8262053039A (BMG)	BMG 628762020/8262053039A (BMG)	56	EXCUSE ME MISS	Mercury 01815201/88158 (P) 01815201	57	CARRERA 2	Nebula NEDCD043-1 (ADD) 01815201
11	NO GOOD ADVISE	Polydor 9005951/9005951 (E) 0254973	Polydor 9005951/9005951 (E) 0254973	58	I CAN'T READ YOU	Mercury 01815201/88158 (P) 01815201	59	FORGET ABOUT TOMORROW	Epic 6738705/673807A (E) 0254973
12	IN LA CLUB	Interpol 6738705/673807A (E) 0254973	Interpol 6738705/673807A (E) 0254973	60	LET IT GO	Mercury 01815201/88158 (P) 01815201	61	DAVID BOWIE	Mercury 01815201/88158 (P) 01815201
13	LINELESS	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201	62	BEAT IT	Mercury 01815201/88158 (P) 01815201	63	CATCH UP TO MY STEP	Mercury 01815201/88158 (P) 01815201
14	NOT GONNA GET US	Interpol 6738705/673807A (E) 0254973	Interpol 6738705/673807A (E) 0254973	64	BRING ME TO LIFE	Mercury 01815201/88158 (P) 01815201	65	SPEECHLESS	Mercury 01815201/88158 (P) 01815201
15	CRY BABY	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201	66	SUNRISE	Mercury 01815201/88158 (P) 01815201	67	OUT OF MY MIND	Mercury 01815201/88158 (P) 01815201
16	BROKEN BONES	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201	68	THE WRECKONING	Mercury 01815201/88158 (P) 01815201	69	SCANDALOUS	Mercury 01815201/88158 (P) 01815201
17	TAKE YOUR SHOES OFF	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201	70	THE LUMP OF	Mercury 01815201/88158 (P) 01815201	71	WEEKEND	Mercury 01815201/88158 (P) 01815201
18	DIRTY STICKY FLOORS	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201	72	I JUST DID IT IN YOUR ARMS	Mercury 01815201/88158 (P) 01815201	73	MINERVA	Mercury 01815201/88158 (P) 01815201
19	RISE & FALL	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201	74	MUSIC REVOLUTION	Mercury 01815201/88158 (P) 01815201	75	MA I DON'T LOVE HER	Mercury 01815201/88158 (P) 01815201
20	X-GON' GIVE IT TO YA	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
21	MADAME HELGA	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
22	HUSAN	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
23	GIRLS AND BOYS	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
24	BEAT IT	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
25	YOU SAID NO	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
26	QUESTIONS & ANSWERS	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
27	LATELY	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
28	HELL YEAH	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
29	EVERYBODY COME ON (CAN U FEEL IT)	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
30	I LUV U	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
31	TRASHED	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
32	ALL OVER	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
33	ALL ABOUT LOVIN' YOU	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
34	CAN'T MAKE UP MY MIND	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
35	FEELIN' U	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
36	AVERAGE MAN	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
37	CAN'T NOBODY	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						
38	MAKE LU	Mercury 01815201/88158 (P) 01815201	Mercury 01815201/88158 (P) 01815201						

As used by Top Of The Pops and Radio 2

Home Entertainment Special Feature

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 or email matthew@musicweek.com

ALBUMS COMMENTARY

by ALAN JONES

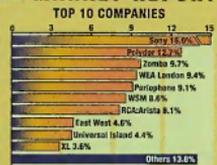


The biggest-selling album of the week and the biggest-selling album of the year so far, Justin Timberlake's *Justified* album sold its millionth copy on Saturday. The album, which has spent seven weeks at number one thus far, has taken 30 weeks to achieve 1M sales. Four of the 21st Century's million sellers are multi-artists albums. Of the other 40, 11 are by male soloists, 10 by female soloists and 19 by groups.

After topping the chart with their debut single and reaching number two with the follow-up, *Girls Aloud* got their album career off to a similar start, with their debut long-player *Sound Of The Underground* selling more than 37,000 copies last week to secure a number two debut. Held off pole position only by the continuing success of Justin Timberlake's *Justified*, the album sold far fewer copies on its debut than first PopStars band Hear'Say's debut album – also called PopStars – which sold more than 306,000 on the week it was released.

Compared both now and previously released material, *Thank You For The Years* was issued to mark Shirley Bassey's 50th anniversary in show business, and it is off to a good start, debuting at number 19, with nearly 11,000 sales. It is Bassey's 36th chart album – the highest tally for any UK female – and her highest-charting since her 25th Anniversary Album achieved a number three chart peak in 1978.

MARKET REPORT



Figures show top 10 companies by % of total sales and corporate group shares by % of total sales of the top 75 titles.



ALBUMS FACTFILE

Coldplay, Blue, Gabrielle, Eminem and Travis all have two million-sellers, while Robbie Williams and Westlife have three apiece. Five albums have sold upwards of 2m copies: Eminem's *The Marshall Mathers LP*, Robbie Williams' *Swing When You're Winning*, the Beatles' *1*, *No Angel* by Dido and David Gray's *White Ladder*. Gray's album is the leader by a very small margin, with 2,581,000 sales compared to Dido's 2,579,500.

Led Zeppelin – who debut at number five with the triple live disc *How The West Was Won*, recorded in *Logi Beach* and Los Angeles in 1972 – compiled a remarkable sequence of eight number ones in a row between 1969 and 1979 and most recently reached number 11 in March with their Very Best Of double-CD set. Meanwhile, the first TV campaign to top the Small Faces album brings their double-CD 50-song retrospective *Ultimate Collection* onto the chart at number 24, with nearly 9,000 sales. It is the Small Faces' final appearance in the Top 20 since 1968's *It's Gone With A Bang* became their one and only number one album in 1968.

More disappointingly, the 30th anniversary repackaging of *Aladdin Sane*, the fifth of David Bowie's eight number ones, debuts at number 53 with fewer than 3,400 sales, even though it has been superbly annotated, remastered and expanded to a double disc. Finally, Mike Oldfield's 30th anniversary re-recording of his *Tubular Bells* album – one of three number ones he registered – debuts at number 51.

COMPILATIONS

It may be on schedule to become the lowest-selling album in the Now! That's What I Call Music canon for seven years, the latest edition of the all-conquering series (Now! 54) is proving to be one of the more difficult to remove from the top of the chart. It registers its seventh straight week at the summit, with sales of 20,000. Now! 54 is far and away the biggest-selling compilation of 2003, with sales of 432,000 copies so far. No other album has reached the 250,000 mark.

The album which has come closest to dethroning Now! 54 so far is *The Matrix Reloaded* soundtrack, which moves 4-2 with sales of more than 17,500 last week. Featuring tracks by acts such as Marilyn Manson, Rob Zombie, Paul Oakenfold and

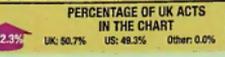
the Deftones, *The Matrix Reloaded* has sold more than 57,000 copies since its release four weeks ago. The soundtrack to the original *Matrix* movie, released in 1999, climbed no higher than number 16 but has sold more than 243,000 copies to date.

EMI's Eurovision Song Contest: Rigga 2003 album received a big boost after the competition was screened on BBC1 the weekend before last. The album increased sales by 22% week-on-week, and moves 33-32 on the chart, thus beating the number 33 peak of last year's album – Eurovision Song Contest: Tallinn 2002 – to become the highest-charting album yet of songs from the competition. With upwards of 4,500 copies of the 2003 album sold already, it is also well on the way to improving on the 6,600 sales of last year's album.

MARKET REPORT



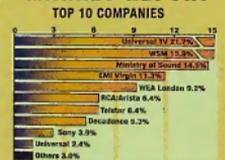
Figures show top 10 companies by % of total sales of the top 75 titles.



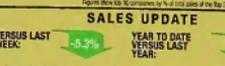
INDEPENDENT ALBUMS

This	Title	Artist	Label/Independent
1	JUSTIFIED	Justin Timberlake	Jive 524742 (P)
2	ELEPHANT	The White Stripes	XL XL0218 (V)THE
3	CHOCOLATE FACTORY	R. Kelly	Jive 525282 (P)
4	COMFORT IN SOUND	Feeder	Echo ECHO043 (P)
5	ULTIMATE COLLECTION	The Small Faces	Sanctuary TOS4000A (P)
6	MELODY AM	50 Cent	Walt Of Sound WALL002 (V)THE
7	GUESS WHO'S BACK	The Stone Roses	Full Cup FCD030 (V)THE
8	THE VERY BEST OF	The Stone Roses	Silvertones S30682 (P)
9	WHEN HAVE YOU BEEN TONIGHT	Shed Seven	Taste Media TMC0106 (JMV/P)
10	SONGBIRD	Eva Cassidy	Bliss Street/Hot CD20045 (JMT)
11	ALL EYEZ ON ME	2Pac	Death Row DROW0108 (THE)
12	MAN WITH A MOVIE CAMERA	Orchestral Manoeuvres In The Sky	Ninja Tune ZEN030A (V)THE
13	THINKING IT OVER	Lenny X	V2 V2V018702 (V)THE
14	HAVE YOU FED THE FISH?	Bady Drawn Boy	XL TWX102196 (V)THE
15	JUST ENOUGH EDUCATION TO PERFORM SCIENCE	Feeder	V2 VWR 1015838 (JMV/P)
16	GREATEST HITS	2 Pac	Jive 052262 (P)
17	BILLION DOLLAR GRAVY	Landon Historicly	Hospital NHE5560 (SRD)
18	ECHO PARK	Feeder	Echo ECHO043 (P)
19	ABOUT A BOY (OST)	Bady Drawn Boy	Twisted Nerve XL TWX01152 (V)
20	LA REVANCHA DEL TANGO	Gottin Project	XL XL03140 (V)

MARKET REPORT



Figures show top 10 companies by % of total sales of the top 75 titles.



THE YEAR SO FAR... TOP 20 SINGLES

UK	Artist	Chart Position
1	1 SPIRIT IN THE SKY	5
2	2 ALL THE THINGS SHE SAID	INTERSCOPE
3	3 MAKE LUV	POSITIVE
4	4 IGNITION REMIX	JIVE
5	5 STOP LIVING THE LIE	MERCURY
6	6 MOVE YOUR FEET	MERCURY
7	7 IN DA CLUB	INTERSCOPE
8	8 SOUND OF THE UNDERGROUND	POLYDOR
9	9 BEAUTIFUL	RCA
10	10 LOSE YOURSELF	INTERSCOPE
11	11 ALL I HAVE	JIVE
12	12 CRY ME A RIVER	INTERSCOPE
13	13 STOLE	JIVE
14	14 YEAR 2000	COLUMBIA
15	15 IF YOU'RE NOT THE ONE	UNIVERSAL
16	16 SCANDALOUS	BUSTED
17	17 BORN TO TRY	DANIEL BEDINGFIELD
18	18 THE BOYS OF SUMMER	MIS-TEG
19	19 63 BONNIE & CLYDE	EPIC
20	20 BEING NOBODY	DATAMONS

YOU'VE GOTTA GO BACK TO GET HERE

A CELEBRATION OF A DECADE OF 3MV 1993-2003



3mv 

www.3mv.com

The logo consists of the letters 'S', 'R', 'L', and 'V' each enclosed in a blue square, which are then arranged horizontally within a larger, stylized white outline.

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London SE21 2EL

Dear Max & Dave

Congratulations on the first 10 years.

Wishing you enormous tax bills!

Best wishes

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Jonathan Hawkes (Non-member)



Founded in 1993, 3mv - the largest independent music sales and marketing company in the UK - celebrates its 10th anniversary this year. Constantly evolving to expand and meet the needs of its clients, it has been a decade when 3mv has never stood still...

Es庄ourne was always a favourite holiday destination for author Lewis Carroll, but Alice in Wonderland is not the only story with links to this sleepy Sussex town.

The tale of how 3mv became the thriving sales and marketing company we know today, with its expanding international division, DVD distribution service and plans for a new one-stop specialist marketing department, can also be traced back to the South Coast.

Es庄ourne's musical heritage may not be as grand as its near neighbour Brighton - although it can boast Toploader as a local act - but, back in 1977, it was home to a popular indie record shop called Max Records.

Owner Max Kenny had left behind a potentially glittering career in accountancy to follow his dream of working in the music industry.

In 1982, this particular story's other main character, Dave Trafford, came to work at Max Records. Trafford was a man who saw the music business through the same eyes as Kenny and it soon became clear they shared the same ambitions.

Four years later, Trafford left retail to become a field rep for strike force company Platinum Promotions. Max Records was one of the stores he visited and, when Trafford took a job at Platinium's London office, it was not long before Kenny sold his shop and followed him there as financial controller - and the plans for 3mv were hatched.

Today, 3mv is the largest independent music sales and marketing company in the UK, working tirelessly in managing its roster of around 50 labels, its telesales and field reps are in weekly contact with more than 700 accounts, including all the national chains and independent retail tastemakers.

After consolidating its position as number one in the UK, 3mv is now enjoying international glory, with a blossoming export division that has doubled its turnover in the past three years.

The original 3mv was formed 13 years ago in 1990, emerging from the ashes of Platinium as a straightforward strike force operation. It had four directors: Kenny, Trafford, Phil Cliff and Mike Heneghan, who as the company's original managing director, Heneghan and Cliff soon took different paths in the music industry, with Heneghan joining Go! Discs in 1992.

When they left, Kenny and Trafford decided to make a radical change to 3mv's means of doing business. In future, the company would insist on a percentage of the turnover from each release it worked rather than operate on a fixed fee, retainer and bonus basis, as was standard practice at Platinium.

This was a risky strategy, because it meant the return they received depended solely on how successful they were in promoting releases at retail. The move did, however, effectively mark the birth of the both on sales and marketing company whose services are proving so incredibly popular with independent labels 10 years later.

The first big release under the new terms was The Shamen's 'Ethereal' Goode on One Little Indian, which topped the singles charts in September 1992.

This financial masterpiece would lead to significant



3mv's team today, constantly developing business

financial benefits during the Britpop heyday of the Nineties, as 3mv worked the flood of quality releases that came out of labels such as Creation, Nude, Rhythm King and Mushroom. These included the 4m-selling Oasis album (What's the Story) Morning Glory in 1995.

"We were turning distribution on its head," says Kenny. "If a single went in at number 100, we would receive a small amount, but if we got a number one, we were rewarded for our efforts. This had to be the way forward for us."

In what proved to be another significant move at the start of the Nineties, 3mv signed a fulfilment deal with Sony, which had spare capacity at its Aylesbury warehouse. Sony had just signed its 50% ownership deal with Creation and was aware of 3mv's enthusiastic support for the independent sector. This agreement was a further boost to the service that 3mv was able to offer its growing roster of independent labels.

Around the same time, the company began its partnership with the nightclub band and record label Ministry of Sound and went on to handle worldwide distribution for the successful Ament and Clubbers Guide series.

"It is now 10 years this year since Kenny and Trafford took joint control at 3mv and the friendship which began in Es庄ourne in 1982 is as solid as ever and driving the business forward."

"The strength of 3mv has always been its flexibility and with only two directors we can effectively have a board meeting every day, even if it is just over coffee," says Kenny. "We can make decisions straightaway without any corporate red tape."

Yet 3mv is about more than just its two managing partners. The company is full of people who have four or more years of service, no mean feat in the fast-moving world of the music business. One of its longest serving employees is general manager Roger Quill, who joined 3mv in 1994 as label development and acquisitions manager.

The experience of 3mv's sales staff is one of the main reasons why so many independent labels want to work with the company. Yet 3mv is extremely selective about which independents it signs and each one is allocated a label manager to ensure the service it receives is tailored to its exact needs. This is assisted by the physical distribution agreements that 3mv has had in place with Pinnacle and TEN since 1996.

As the music industry has changed in recent years, the company's criteria for signing new labels have become much stricter. Labels approaching 3mv these days must be able to demonstrate that they are strong financially and creatively; their music, whatever genre, must also be marketable.

Nevertheless, the company is still prepared to take a financial risk in time to time with labels it believes in. It will pay for releases to be manufactured and marketed and recoup these funds through strong retail sales. Such a deal was signed with Brighton-based Skit Records and began to pay dividends almost immediately. In 1995, 3mv was celebrating the Fatboy Slim hit 'You've Come a Long Way Baby'. More recently, it has provided funds to help the reborn north east label Klockwork and Chris Rea's Jazzie Blue label.

"It is getting harder to find suitable labels and the people who are starting independent record companies these days are not always realistic about the demand for their music and what sales levels their product will achieve," says Quill. "The hardest thing is finding labels that are strong from an A&P perspective and who still believe in the independent ethic."

Independent labels benefit enormously from 3mv's one-stop approach and the expertise and experience of its staff, most of whom began their music industry careers in retail, as did Kenny, Trafford and Quill. "We can bring practical, hands-on experience and this is the key to our success," says Quill. "It could be something as simple as toping a label not to put the name of the band in the right hand corner of the sleeve because this is where the price sticker will go."

He adds that different labels require different levels

1993 Max Kenny and Dave Trafford establish 3mv as a bolt-on sales and marketing company with distribution through Sony. They sign their first label Strach Music.

1994 The company begins to use Vital as an independent distributor partner alongside Sony, and enjoys back-to-back number one singles with Salskin and Tony Di Bart. It is also the year that Oasis releases Definitely Maybe and successfully pips The Three Tenors to the number one spot.

1995 The year when Ministry of Sound releases The Annual, which achieves impressive sales of 100,000. This is followed by the Sasha & Digweed release Immersion, a genre-defining triple CD set which becomes another 100,000-seller for 3mv. The run of success continues with Journeys by DJ Coldcut, a release still regarded as one of the most groundbreaking mix albums in history.

Throughout 1995, 3mv is also heavily involved in breaking Garbage in the UK, working singles such as Stupid Girl and Only Happy When It Rains. 3mv argues that popular music in the UK changed forever this year with the release of the massive-selling Oasis album (What's the Story) Morning Glory.

1996 Numerous highlights from this year include Faithless' 'Insomnia', as Rollo's stadium house act emerged on Cheeky Champion. 3mv also works Suicide Coming Up and achieves considerable success with Stereophonics' Wild Gets Around and Super Furry Animals' Fuzzy Logic. This is also the year the company decides to introduce Pinnacle as an independent distribution option.

1997 Ministry of Sound bosses the club compilation 'Sound bosses the club Bosses the Guide to Ibiza. Oasis' Be Here Now reaches sales of 700,000 in just three days, as retailers struggle to meet the massive demand. 3mv also sees Super Furry Animals' second album Radstar go silver.

1998 There is huge interest in Fatboy Slim's 'You've Come a Long Way Baby' for Slim and the big beat explosion. Mushroom Records enjoys fleet foot, as Garbage's Version 2.0 hits the 600,000-album mark.

1999 Mercury Rev highlights that lavish in critical acclaim and gold status can be mutually compatible, as Decem's Songs breaks through. Meanwhile, Stereophonics' Performance & Coda/als goes multi- platinum to launch more celebrations at 3mv. Ministry of Sound goes from strength to strength, releasing five number one albums in this year.

2000 A new millennium and a new label for Oasis, who form *Sig Brother* and release *Standing On The Shoulder of Giants*. One of the most satisfying releases for everyone at 3mv is Belle & Sebastian's *For Your Hand*. Child, You Walk Like A Peasant on Jazped, which reaches 60,000 units. Another significant success story is JJ72, who break the UK, label Lakota sees 200,000 copies of the act's debut album fly off retailers' shelves.

2001 The Stereophonics reaffirm their popularity, as J.E.E.P shifts 1.5m copies in the UK alone. Meanwhile, Ash's *Free All Angels* performs superbly to earn platinum status. Rock is back in fashion, as Muse's *Dogma*. *Symmetry* wows the masses and Zero 7's *Simple Things* is popular with coffee table fans everywhere.

2002 Oasis come back with a bang as Heaten Chemistry outpaces everyone's expectations, hitting 900,000 copies. Paul Oakenfold manages 100,000 for Bunika – not bad for a DJ – while the success of Chris Rea's *Dancing Down The Story Road*, which touches the 100,000 unit mark, provides more evidence that artists can do it themselves. By the end of the year, the company signs an important deal with Warner Music, which wants to outsource its independent store sales to 3mv. In another key development, 3mv Vision is launched as the business focuses on the massive sales potential of DVD.

2003 3mv enjoys another number one as single with Tomcraft's *Loneliness* for Datalink/Ministry Of Sound. 3mv's relationship with M6 also ensures the company plays a significant role in the return of *Simply Red* with the platinum *Home* album. With strong releases scheduled from V2, Outcaste, East Street, Eagle and Asil, the second half of the year looks very positive indeed.



3mv sales team: strong experience

of hand-holding. "The labels run by people with extensive record industry marketing experience, such as Emma Greengrass at Big Brother or Keith Armstrong at Kitchenware, know what they want to achieve at retail and how much they want to spend," he says.

"Other labels, such as North of England trance label Gatecrasher, who are working on a tighter budget, are happy to be guided. Developing labels appreciate our advice if they only have limited funds. We will tell them the best places to advertise and which retailers to focus on. It is about using all the resources within 3mv."

All 3mv's independent labels have benefited from the company's decision last year to expand its telesales team after signing an outsourcing deal with Warner Music. 3mv now handles all the dealings with Warner's indie store customers, who now receive regular calls about Warner product from 3mv's telesales and field sales reps.

The deal made perfect sense for both parties

because Warner had rationalised its own telesales team, while 3mv already had a link into The Entertainment Network (TEN), the Aylesbury-based joint venture established by Warner and Sony Music Entertainment.

3mv's new focus on developing fresh areas of business has allowed it to push ahead into new areas such as DVD with its new division 3mv Vision. It has also been able to develop a link with manufacturing company Elevate, an affiliate business based in the same building and run by Mark Hutton.

Elevate is now an integral part of the seamless label management service that 3mv provides. These facilities also include 3mv Digital with its online promotion facilities and rights-protected secure music disc, which allows traditional music distribution and marketing through other channels such as newspaper covermounts.

Moving forward, the company is excited about its plans for a new specialist marketing department which

will work hand-in-hand with 3mv's sales teams. The idea is to introduce the UK music industry to the European marketing model which sees PR, radio and TV plugging and media buying all sited under one roof. The idea is that the new marketing team will continue to liaise with the network of third-party specialist companies 3mv currently works with in the UK.

The company tested the concept earlier this year with the Chris Rea album *Dancing Down The Story Road*, for which 3mv was effectively the marketing department for the artist's Jazzee Blue label. The album was supported by a £200,000 marketing spend, of which half was provided by 3mv who booked all the advertising through its network of media buyers.

"We are in a position where we can run a label's entire marketing campaign," says Trafford. "For indie labels every penny counts and we have the expertise they need. This is more than just label management, it is about going that bit further so that overseas labels in particular feel confident they have someone on the ground in the UK who can put together a complete marketing package for them."

Initially, the marketing department will handle UK-wide campaigns for European and global labels, such as US label Sub-Pop, which signed to 3mv at Midway this year in what was 3mv's first pan-European sales and marketing agreement.

A recruitment drive for suitable marketers to join the new department will begin in the summer. "We have a great label management structure here and initially we will be utilising that expertise but by the end of the year we hope to have appointed two or three people with specific marketing expertise," says Trafford.

Trafford is an optimistic person by nature and he and Kenny will ensure that 3mv never stands still and continues to evolve, not only for its own benefit but also for the good of its labels.

3mv is ultimately a music company run by music people and its influence and reputation within the record industry's engine room, which is the world of distribution, cannot be underestimated.

This is one success story that is certainly no fairy tale.

CONGRATULATIONS 3mv
ON 10 GREAT YEARS BREAKING
ACTS AND FOR A BRILLIANT 1ST
YEAR WITH WARNER MUSIC!

TO
3mv



LOVE FROM



>> label management

A day rarely goes by without someone at 3mv receiving a phone call or an e-mail from a new label looking for advice.

But 3mv is selective about the labels it chooses to manage and, in the current climate, it wants to provide its stable of around 50 Indies with the best service possible.

3mv has always been flexible enough to offer every label a bespoke service that meets each company's commercial, creative and marketing requirements.

Labels can sign a straight distribution deal or ask 3mv to assist with production through the company's link with manufacturing company Elevate. Elevate is an affiliate business based in the same building, so there is a fully-integrated flow between 3mv's labels, the management and production. The label management team also helps labels find suitable specialists in music PR and radio and TV promotion.

"We are here to help with everything involved in releasing a record successfully," says head of label management Stuart Melkie. "But before we take on any label, we must be convinced that the music has real appeal. The genre does not matter as long as someone in the company gets a vibe for it and the label also has the right creative and financial infrastructure in place."

But, if 3mv feels passionately about the potential of a new label it will follow its gut instinct and pay towards the manufacturing and marketing of early releases in the hope that these funds will be recouped through strong sales. This was a policy Dave Trafford and Max Kenny adopted with Brighton-based Skint Records, home of Fatboy Slim and run by journalist Damian Harris.

It has followed this route more recently with the new Kitchenware label run by Keith

Armstrong. The first incarnation of the label in 1982 was responsible for acts such as Prefab Sprout, The Kane Gang and Martin Stephenson.

The new label is called K2 and the deal sees 3mv committing its own funds to manufacturing, distribution and marketing spend. Without this money Armstrong admits his new venture would probably never have got off the ground.

Another key element of 3mv's label management service is the marketing information it gathers daily for labels. Label managers use the data collected from its telesales team and field sales force, as well as midweek chart information, to plot the likely chart position of a particular release. This means 3mv and the label are able to adapt the marketing activity at retail for week two and three of any release.

"The label managers may work for 3mv, but the relationship they have with the labels means they are an integral part of the record company team," says Melkie. "They will often ask us to see bands they are thinking of signing because they want our opinion and feedback."

The team:

Stuart Melkie – head of label management, with 15 years' experience in the music industry having worked in the multiple and independent retail sector

Keith Sweeney – label manager. Has a retail background and joined the 3mv telesales team where his music knowledge earned him a label manager role

Natalie Martin – label manager. A former general manager at Big Fish, where she had A&R responsibilities. She has a bulging book of dance industry contacts

Catherine McGregor – business and legal affairs manager

Andy John – label support

Chris Watson – label support



From label management to field sales, 3mv's clients' needs. We examine the roles played by clients remain in the...

>> international

if there is one part of 3mv which epitomises the business's determination to evolve and innovate, it is its international division.

Turnover has doubled in the past three years and managing partners Max Kenny and Dave Trafford have set the international team a target of another 25% growth by 2005.

The export division was formed in 1995 and its initial success was fuelled by the massive interest in the Ministry of Sound catalogue and brand. In the early days, overseas business tended to be handled by specialists such as Lasgo and Windsong, but as 3mv's confidence grew it signed more deals direct with wholesalers and distributors around the world.

On January 1 2002, 3mv appointed Pinnacle to handle its international fulfilment. This decision means overseas clients can be confident that the products they order will always be in stock. This includes the vast back catalogue of specialist dance 12-inches, which still generate significant interest throughout the year from

retailers across the globe.

"It freed up my team so they now spend more time talking to new labels and getting new business rather than packing boxes," says international manager Eddie Jones.

The signing of the US independent label Sub Pop at Midem this year marked another important milestone for 3mv's export division. 3mv had previously targeted predominantly dance partners in various territories, so the Sub Pop deal gave the company access to distributors and retailers who focus more on rock and alternative music. It is hoped this deal will open doors in the US and attract other labels specialising in this genre.

This year has been a busy one for 3mv on the international stage. It has secured a Russian distributor for the first time, called Dance Paradise, and two Eastern European partners based in Poland and Slovenia.

The variety of genres and labels handled by 3mv means the company can find itself working up to half a dozen distribution



File under: 3mv-distributed label

Soul • Nu Soul • Neo Soul • Urban
R&B • Smooth Jazz • Acid Jazz • Southern Soul

Our music comes in many different musical shades
But whatever it's called, wherever it's racked,
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Congratulations to Max, Dave, Roger and the whole 3mv team on
10 phenomenally successful years – wishing you many more to come



INCOGNITO
Dome CD 39



FULL FLAVA
Dome CD 37



TASHA'S WORLD
Dome CD 43



BRENDA RUSSELL
Dome CD 42

dôme Keepin' it soulful...since 1992



3mv's divisions can handle the full range of
and by five main OPERATIONS in ensuring their
e.label premier league

national

partners in some territories such as the US or Germany. However, in regions where the economy situation is more unpredictable, such as in South America – or where the retail market is more specialised, such as Japan – 3mv still prefers to use the expertise of companies such as Lasso and Windsong.

Jones adds that independent labels must tap into the huge interest there is in British music in so many international markets. "Many independent UK labels would struggle to exist without their export sales, which is why our overseas activity and the global feedback we collect on the albums and singles we distribute is so important to them," says Jones.

He cites Scottish dance label Glasgow Underground as one label that relies heavily on international trade. It came under the 3mv umbrella in February and is already selling more units in Europe, Japan and the US than it is in the UK.

Another new label performing well

overseas is Jazz FM/Hed Kandi, which joined the 3mv stable last October and ships around 25,000 units per release globally of its classy dance and smooth jazz compilations.

One aim for the division is to increase the number of pan-European or region specific sales and marketing campaigns. 3mv ran a successful promotion along these lines with Ministry of Sound in South America working closely with Lasso.

"Our international managers maintain close ties with dedicated music agents and communicate all necessary sales information so that the sales message remains strong as it crosses continents," says Jones.

The team:

Eddie Jones – head of International
Wendy Cohen – senior sales person, who joined from Windsong International
Will Cooper – junior salesman, recruited from Universal Music
Phil Ray – junior salesman, promoted from telesales
Ester Uboldi – responsible for export accounts

>> national accounts

Such is the importance of national accounts to the success of 3mv's many independent labels that the company has invested heavily in this area over the past 10 years.

In 1993, it boasted only one national account manager, but this has since been expanded to four, including general manager Roger Quail – supported by three support staff. The team ensures that the specialist multiple chains such as HMV and Virgin, as well as the supermarkets, are aware of the latest releases and the marketing support 3mv has put in place.

The roster of labels is split between the three national account managers, Shaun Delaney, Amanda Smyth and Keith McColl, who are each teamed up with a label manager.

"This provides the labels with regular information on how the multiples are reacting to their releases," says Quail. "We can tell them early on how hot HMV is on a single or album and what support the chain is likely to give them."

All the national account managers have been with the company for at least four years and they bring a combination of experience and enthusiasm to the department. Their knowledge means even small labels are able to maximise their often limited marketing budgets.

Quail notes that in the modern world of music retailing, indie labels are often expected to find a relatively large marketing spend for an act earlier than they would have had to in the past. "Times are changing, because the likes of HMV and Virgin will jump on buzz acts early these days," he says. "Years ago, they would wait for things to break in the indie sector before they woke up to it. Buyers are more on the case and that is a good thing for our labels."

He adds it is getting harder to make budgets work because retailers have become more savvy about record company marketing techniques.

"Nothing is free in-store these days, which is another reason why labels appreciate the expertise we can offer."

As a former buyer at Virgin Retail, Quail is fully aware what specific chains require in terms of retail support and in-store marketing and the buyers appreciate the quality of product that 3mv provides. "The 3mv name is synonymous with handling numerous top 10 hits, so the national chain buyers treat our material with confidence," he says.

HMV's head of rock, pop, dance and urban, Rob Campkin, says 3mv has been at the forefront of the alternative and indie music through its work with labels such as Mushroom, Ministry of Sound and V2 and has played an important role in building this key market.

"Its staff are always helpful and supportive, which is great for specialists like HMV, which is looking to create a platform for new music and to promote credible acts," he says. "The great thing about 3mv is that they share our passion for music, understand what we are trying to achieve and will work with us to attain common goals. It could be helping to maximise sales of the latest Oasis album or helping launch new acts such as Rocket Science."

The team:

Roger Quail – general manager
Shaun Delaney – joined 3mv in 1990 as a field rep. Joined the national accounts team in 1997. Shares with Dave Trafford a passion for QPR.
Amanda Smyth – joined the company in November 1999 from Warner Music, where she was a key accounts manager.
Keith McColl – has been at 3mv since March 1998. He started in telesales, before progressing to campaigns manager and then national accounts manager. Known in the company for his always entertaining home compilation CDs.

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HERE'S TO THE NEXT TEN YEARS
WITH LOTS MORE SUCCESS TO
FOLLOW, HAPPY ANNIVERSARY
FROM EVERYONE AT XTRAVAGANZA

>> telesales & field sales



As a rule, Max Kenny and Dave Trafford only employ people for their sales departments who have worked in a record shop.

The practical retail experience which people gain at the sharp end of the music industry has proved invaluable to 3mv over the years, and the telesales and field sales teams are a breeding ground for talented people to progress at the company. Head of label management Stuart Melkie was formerly a road rep, while national accounts manager Keith McCall started at the company in telesales.

"People do not work in a record shop to become rich, they do it because they love music," says Trafford. "The understanding they have of the retail business is priceless to our labels."

The telesales department is headed by Ben Jones, who worked at Tower Records before joining 3mv as a phone rep. Each person in the team is allocated a field rep to work alongside, with the department being expanded from six people to eight last summer when the company took on responsibility for running Warner Music's independent store business.

"Warner had been looking at the cost of running its sales team and, with labels such as East West and London having many acts that sell well through the independent store sector, they needed a quick solution," says Trafford. "The deal means indie shops now receive a regular call about Warner product. And all our labels have benefited from the bigger telesales team and a better service."

The field sales reps are serviced with sales packs collated by the label management team every Wednesday. These packs include promo copies of new releases, band biographies and press information. The reps have access via e-mail to updated sales and

marketing information whenever it comes into the office.

Such is the level of knowledge gained over many years that the reps know intricately which stores to target with which product so that nobody's time is wasted.

It is also a 3mv policy that its reps never carry too much product. This means they can spend as long as is necessary with store buyers and talk them through every release. Today, that could be a new single from an emerging indie label or Warner's latest Madonna or Linkin Park release.

The quality of both sales departments illustrates perfectly how much of a people-oriented company 3mv has become and many of the reps have been with the company for some time.

Pete Wyles (who looks after London and the South East), Norman Hay (North East and Scotland) and Tim Roberts (Midlands) all previously worked for the Platinum Promotions strike force before they transferred to the new 3mv in the early Nineties.

It is hard to put a value on such loyalty and experience and it is the labels and the stores who reap the benefits.

The team:

Field reps:

Pete Wyles (London and SE)
Norman Hay (North East and Scotland)
Tim Roberts (Midlands)
Andy Crossley (Yorkshire/Lancashire)
Stephen Bowey (South West)
Jackie Sinclair (Essex/East Anglia)

Telesales:

Ben Jones - head of telesales
John Keogh - deputy head
Sales reps: Darren Betts, Ian Thomas, Matt Smyth, Lee Pawsey and Leehere Lewis

>> 3mv vision

As a company, 3mv is always keen to lead rather than follow, and it is predicting big things for DVD and its latest venture 3mv Vision.

The sales and marketing infrastructure which is already in place means handling music or movie DVD buying accounts for the major retail chains and specialist independent shops across the UK is a natural step.

3mv is hungry for success in the DVD market and it believes interest in the format has already exceeded expectations.

It is keen to get more labels on board and, as with everything 3mv delivers, its DVD distribution network has spoke and targeted to ensure the best results for a specific release or label.

"This year will be a crucial one for DVD, although some of our labels have still to be convinced of the format's true potential," says Dave Trafford. "It may be only a small market at the moment, but we want to be involved early so we can manage our labels' DVD product confidently when things really take off."

"I can see a time when record companies will be expected to supply a DVD and the audio disc in the same case. At the moment, there are problems for retailers about where to stock titles - with music or DVD. As more stores introduce DVD music charts we should see it rack up alongside audio product."

There has already been huge interest in music DVD releases from acts such as Oasis and the Stereophonics. Sales levels of specialist releases have also been impressive. With 3mv distributing more than 100,000 units of the animated Japanese manga title Akira and 35,000 copies of the New York City Ballet Workout.

The three-person 3mv Vision department is headed by Cheryl Hutchinson. She previously worked at Palm Pictures - the label run by former Island Records and Island Pictures founder Chris Blackwell, which is the home of the manga phenomenon - and is supported by administration support person Kirstie Taylor.

The team:

Cheryl Hutchinson - head of 3mv Vision
Kirstie Taylor - administration support

OFFICIAL CHARTS 07/06/2003

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 POP
 MUSIC
 CHARTS
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SINGLES

- 1 IGNITION**
 R Kelly
Jive
- 2** SAY GOODBYE/LOVE AINT GONNA WAIT FOR YOU S Club 7
Polydor
- 3** I KNOW WHAT YOU WANT Busta Rhymes & Mariah Carey
J
- 4** THERE THERE Radiohead
Parlophone
- 5** FREE ME Emma Bunton
19/Universal
- 6** ROCK YOUR BODY Justin Timberlake
Jive
- 7** GET BUSY Sean Paul
VP/Atlantic
- 8** FAVOURITE THINGS Big Brovaz
Epic
- 9** FLY ON THE WINGS OF LOVE KIM & DuDey presents Anna
Sony/Mercury
- 10** STOP SIGN Ales
BMG



- 11** NO GOOD ADVICE Girls Aloud
Polydor
- 12** IN DA CLUB 50 Cent
Interscope/Polydor
- 13** LONELINESS Tomcat
Data/Ministry Of Sound
- 14** NOT GONNA GET US 2RU
Interscope/Polydor
- 15** CRY BABY Jenni
Intergal
- 16** BROKEN BONES Love Inc
Nuffie/Arista
- 17** TAKE YOUR SHOES Off The Cheeky Girls
Multiply
- 18** DIRTY STICKY FLOORS Dave Navar
Mute
- 19** RISE & FALL Craig David feat. Sting
Widstar
- 20** X GONN' GIVE IT TO YA DMX
Def Jam/Mercury



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ALBUMS

- 1 JUSTIFIED**
 Justin Timberlake
Jive
- 2** SOUND OF THE UNDERGROUND Girls Aloud
Polydor
- 3** FALLEN Evanescence
Epic
- 4** BUSTED Busta
Universal
- 5** HOW THE WEST WAS WON Led Zepplin
Atlantic
- 6** STRIPPED Christina Aguilera
RCA
- 7** ELEPHANT The White Stripes
XL
- 8** NU FLOW Big Brovaz
Epic
- 9** THE DEFINITIVE The Drifters
Atlantic
- 10** CHOCOLATE FACTORY R Kelly
Jive



- 11** DUTTY ROCK Sean Paul
Atlantic
- 12** LET GO Avril Lavigne
Arista
- 13** COME AWAY WITH ME Norah Jones
Parlophone
- 14** A RUSH OF BLOOD TO THE HEAD Godplay
Parlophone
- 15** THE YOUNG AND THE MURDERESS Good Charlotte
Epic
- 22** 16 BY THE WAY Red Hot Chili Peppers
Warner Bros
- 17** THINK TANK Blur
Parlophone
- 23** 18 GET RICH OR DIE TRYIN' 50 Cent
Interscope/Polydor
- 19** THANK YOU FOR THE YEARS Shirley Bassey
Cross
- 20** COULDN'T HAVE SAID IT BETTER Meat Loaf
Mercury



COOL CUTS CHART

an album on 20th June. Details right down in this 100 and 500 Best By chart

Rank	Artist	Position
1	SPINNING TOPS	1
2	THE BEATLES	2
3	THE BEATLES	3
4	THE BEATLES	4
5	THE BEATLES	5
6	THE BEATLES	6
7	THE BEATLES	7
8	THE BEATLES	8
9	THE BEATLES	9
10	THE BEATLES	10
11	THE BEATLES	11
12	THE BEATLES	12
13	THE BEATLES	13
14	THE BEATLES	14
15	THE BEATLES	15
16	THE BEATLES	16
17	THE BEATLES	17
18	THE BEATLES	18
19	THE BEATLES	19
20	THE BEATLES	20

UPFRONT: PRE-RELEASE



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CLUB POP URBAN UNDERGROUND

Rank	Artist	Position
1	POT YOUR HAND IN MIKE (MACEY) Spine Cowboy	1
2	SOUL SLASHING (SHANGHAI SUPPRESSOR) MACEY Versa Man	2
3	THIS IS GOODBYE (KENNY HATES) MACEY MACEY Layo Carr	3
4	BEING YOUR FREE (MACEY) Lazerus	4
5	STILL MATERS (MACEY) Macez	5
6	LESS TALK, MORE ACTION (MACEY) Tim Debrae	6
7	THE MACEY (MACEY) Macez	7
8	MY THE (MACEY) Macez	8
9	STEP INSIDE LOVE (MACEY) VS. LB	9
10	...	10

CHART COMMENTARY
by ALAN JONES

For the same record to simultaneously top the Upright and Commercial pop charts is comparatively common, but not that it was topped this week with former Spice Girl Emma Bunton's Free Me taking both chart titles ahead of Aurora's Sleeping Satellitez.

Bunton's single - a soaring ballad in its original form - is transformed into dancefloor fodder by Full Intention and was an earlier winner on both charts, ending up 43rd ahead at the top of the Upright Chart and 26th ahead on the Commercial Pop Chart.

Runnings-up Aurora had the biggest of their four hits to date in 2000 with a trance version of Duran Duran's hit Ordinary World and, with Irish singer Neimee Coleman once again providing vocals, have conjured up a similarly-styled revision of Tashin Archer's Sleeping Satellitez, which topped the singles chart in 1992. The unsigned Remi nearly makes it the same top three on both charts, moving 14-3 Upright and 9-6 on the Commercial Pop chart, where a further 17 points would have placed it third.

No change in the top three of the Urban Chart, where **Busta Rhymes** & **Mariah Carey's** I Know What You Want spending a fourth week at the summit, ahead of **B2K's** Girlfriend and **Sean Paul's** Get Busy. Paul's Atlantic/AP Recordings labelmate **Wayne Wonder's** excellent Letting Go is the one to watch here, exobling 12-4 as it gains support for the fifth week in a row.

The Urban Chart is the most slow moving of all our charts and has certainly lived up to its reputation in the past fortnight, with just two new admissions to the top 30 in that time. Despite that, **Kelly Rowland's** Can't Nobody has suffered an unusually rapid decline, diving 6-21-30 in the past two weeks, its latest slump means that the top-ranked member of Destiny's Child now sits in the chart at 31. It's a pity that the album's lead single, Kelly Rowland's cover of the ubiquitous **Ray-Z** - is this week's highest-charting new arrival, debuting at number 20, despite a limited malaise. Expect to see it make a rapid ascent of the chart once it gets a full servicing.

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Justin Timberlake	Mil-secq
D Side	Daniel Bedingfield
Billy Crawford	Erasme
Triple 8	Fast Food Rockers
Chesky Girls	...

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COMPILATIONS

1 NOW THAT'S WHAT I CALL MUSIC '54 11 11
The Best Summer Album 2003
Epic/Universal

2 THE MATRIX RELOADED (OST)
Maverick/Warner Bros.
10 12
CD/OUT SESSION - SUMMER COLLECTION 2003
Maverick/Warner Bros.

3 KISS PRESENTS HIP HOP CLASSICS 12 13
Universal TV
The NEW BEST OF PINK: '66 - SUMMER 2003
Rebel TV/BMG

4 BACK TO THE OLD SCHOOL CLUB CLASSICS 13 14
Maverick/Warner Bros.
The VERY BEST OF FURIE HIP HOP
Rebel TV/BMG

5 ALL THE CLASSIC ROCK/ROLL TREASURES 15 15
WGN
The VERY BEST OF FURIE HIP HOP
Rebel TV/BMG

6 UP ALL NIGHT 16 16
Epic/Universal
HITS '55
Rebel TV/BMG

7 RIZA - THE HISTORY OF HOUSE 14 17
Warner Dance
SMASH HITS - THE REUNION
Vanguard

8 PLANO MODOS 18 18
DuckDuckGo
The NEW BEST OF PHILED CLASSICS
LCD

9 ELECTRIC - LEVEL 2 19 19
Rebel TV/BMG
HITS (OST)
Hercules/Polydor

10 QUILAND X-TREME 20 20
UMG/ATV
LET'S GROOVE
DMS TV/Com TV

28 21 METEORA Linkin Park
Warner Bros.

15 22 AMERICAN LIFE Madonna
Maverick/Warner Bros.

21 23 SLICKER THAN YOUR AVERAGE Craig David
Wilder

24 24 ULTIMATE COLLECTION The Small Faces
Sanctuary

18 25 THE COLOUR AGE OF BROUQUÉ Marjyn Manson
Hercules/Polydor

24 26 GOTTA GET THRU THIS Daniel Bedingfield
Polydor

25 27 A NEW DAY AT MIDNIGHT David Gray
East West

26 28 COMFORT IN SOUND Feeder
Epic

62 29 THE RISING Bruce Springsteen
Columbia

7 30 THE DEFTONES The Deftones
Maverick/Warner Bros.



64 31 200 KMH IN THE WRONG LANE Eni
Hercules/Polydor

36 32 GREATEST HITS Bruce Springsteen
Columbia

16 33 14 SHADES OF GREY Steind
Elektra

27 34 SAY YOU WILL Fleetwood Mac
WEA

31 35 VERY BEST OF - EARLY DAYS & LATTER DAYS Led Zepplin
Atlantic

33 36 SNIPY DEEP Kelly Rowland
Columbia

20 37 WELCOME TO THE MONKHOUSE The Dandy Warhols
Polygram

38 38 THE VERY BEST OF Lighthouse Family
Wild Cat/Polydor

40 39 THE EMINEM SHOW Eminem
Hercules/Polydor

32 40 HOME Simply Red
Simplex/azam

KEY UPCOMING RELEASES

ASHTANT Chapter II (Murger Inc/Mercury)
June 30

THE COOPER TEMPLE CLAUSE the (Manning)
July 14

THE COBRAL Magic Medicine (DeLaSalle)
July 21

BEYONCE KNOWLES Dangerously In Love (Columbia)
July 14

ANNIE LENNOX Bare (RCA)
June 9

MANIC STREET PREACHERS Live Through This (Epic)
July 14

KYM MARSH Standing Tall (Universal)
July 21

RADIOHEAD Hell to the Thief (Parlophone)
June 9

SEAL Seal (WEA)
July 14

SUPER FURRY ANIMALS Phantom Power (Epic)
July 28

4 21 MADAME HELGA Stereophonics
V2

12 22 HUSAN Bhangra Knights Vs Hsian
Poshna

15 23 GIRLS AND BOYS Good Charlotte
Epic

14 24 LATELY Lisa Scott-Lee
Fontra

19 25 YOU SAID NO Bustard
Universal

26 26 QUESTIONS & ANSWERS Biffy Clyro
Beggars Banquet

27 27 HEL VESTH Grönowite
Epic

20 28 EMBROIDERY COME ON (CAN U FEEL IT) M. Redd Vs DJ Stribble
Int

29 29 I LUV U Dizzea Rassel
XL

30 30 TRASHED Skin
EMI



21 31 ALL OVER Lisa Maria
Independent

18 32 ALL ABOUT LOVIN' YOU Ben Jovi
Mercury

17 33 CAN'T MAKE UP MY MIND Sonique
Serious/Mercury

34 34 FEELIN' U Shy FX & T-Power feat. Kele Le Roc
London

35 35 AVERAGE MAN Tom Brakes
Source

25 36 CAN'T NOBODY Kelly Rowland
Columbia

24 37 MAKE LUV Room 5 feat. Oliver Cheatham
Positiva

28 38 MOVE YOUR FEET Junior Senior
Mercury

26 39 DAMAGED Plummet
Serious/Mercury

29 40 DO IT WITH MADONNA The Androids
Universal

KEY UPCOMING RELEASES

50 CENT 21 Questions (Interscope/Polydor)
June 30

CHRISTINA AGUILERA Fighter (RCA)
June 9

ASHANT Rock Wit U (Awww Baby) (Murger Inc/Mercury)
June 16

GABRIEL GATES the (S)
July 21

GIRLS ALDOUT Some Kind Of Miracle (Polydor)
July 28

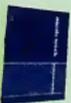
BEYONCE KNOWLES Crazy In Love (Columbia)
June 30

MADONNA Hollywood (Maverick/Warner Bros)
July 7

PINK Feel Good Time (Columbia)
July 14

KELLY ROWLAND Train On Track (Columbia)
August 4

ROBBIE WILLIAMS Something Beautiful (Chrysalis)
July 28



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who's who at 3mv

>> max kenny managing partner



With around 25 years' service to the music industry, Max Kenny is the financial brains behind 3mv and prefers to stay in the background, allowing Dave Trafford to be the public face of the company. Max spent 11 years running his own record shop, Max Records, in Eastbourne before selling the store in 1988 to join Dave at strike force company Platinum as financial controller. Before entering the music business, he spent three years training to be an

accountant with a firm in the Sussex town of Bexhill. He left accounting before his finals because the urge to follow his dream and set up his own record shop was so strong. He started Max Records after taking redundancy – and a bank loan – when the accountants he worked for relocated. He has never looked back and, despite his attention to detail when signing every deal, he is still prepared to take risks with new labels he has faith in.

>> dave trafford managing partner



Talk to the heads of the labels that 3mv represents and the picture painted of Dave Trafford is one of a man who knows how to work hard and play hard, and of someone who is trusted implicitly in the independent sector. He started his career in music retailing in the early Eighties, working in a number of stores including for the Longplayer chain and alongside Max Kenny at Max Records in

Eastbourne. He left in 1986 to become a rep for Platinum Promotions, where he stayed until 3mv was born in 1990. Dave describes himself as a maverick character keen to take a chance and to follow his gut instinct if he has a good feeling about a label or business idea. He is overseeing the launch of 3mv Vision, the link with manufacturing company Elevate and the plans to develop a new marketing division.

10 reasons to be cheerful

happy 10th birthday 2

3MV



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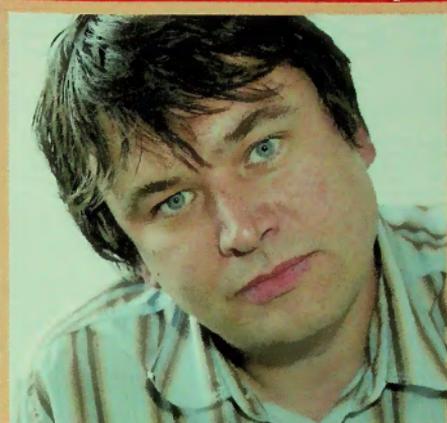
>> roger quail general manager



Roger Quail joined 3mv nine years ago. He was previously a buyer at Virgin Retail in London's Lambrook Grove, where he worked with 3mv on releases from many successful labels of the time including One Little Indian. It was during the Music Week Awards in 1994 that his career took a new direction, when Dave Trafford asked him to come and work for 3mv. After a couple

of meetings, the job of label development and acquisitions manager was created for him with the brief to recruit new labels and develop the roster. One of the first campaigns he worked on was the legendary Renaissance Sasha & Digweed mix album, which sold 100,000 units, and in doing so became the template for almost every subsequent DJ mix album.

>> stuart meikle head of label management



Stuart Meikle entered the music industry in 1988 when he took a job at HMV. After three years selling and a further three as assistant manager, he moved to Solo Records in Exeter for a taste of independent retailing. It was during his time here that he was approached by Dave Trafford, who suggested he should enter the world of distribution. He learned the

ropes as a field rep working for 3mv in East Anglia and, after 18 months, transferred to the label management team. He now heads the department. Among the acts and campaigns he has been responsible for at 3mv are Muse, Paul Oakenfold, Roddy Frame, Primal Scream, Timo Maas, Sade, Sayer Furry Animals, Teenage Fanclub, Oasis and Ash.

>> eddie jones international manager



Eddie Jones is another 3mv executive to begin his music industry career behind a record shop counter. He was a dance buyer at Unity Records in Soho for more than a year before being tempted by a sales job in the dance department at Windsong International. As a rep selling 12-inches around the world for a number of labels, he gained extensive experience of various international markets and was soon heading the department. After two years, he convinced Amato Disco to set up

an export division rather than put all of its releases through UK exporters. He spent three years at Amato before moving to 3mv. After years of working on predominantly dance product, he was attracted by the different genres handled by 3mv. Almost five years after he joined the company, 3mv's international department is flourishing, with accounts being opened in every major territory to create a worldwide distribution network that is growing all the time.

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taste

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Seraphin

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 Single released 14th July
 'No Push Collide'
 Album released 28th July

**ONE
 MINUTE
 SILENCE**

'I Wear My Skin'
 Single released 23rd June
 'One Lie Fits All'
 Album released 7th July

MUSE

New single released August
 New album released September
 through Taste / Mushroom

vega4

'Satellites'
 album released 2nd June

SHEDSEVEN

'Where Have You
 Been Tonight?'
 Album released 26th May

www.tastemediamedia.com

representing the best

We look at 10 labels setting the best from 3mv's one-stop shop for sales and marketing

The 3mv roster reads like a who's who of leading UK independent labels, with some of the biggest names in the business using its label management services. From the mighty Brighton-based Skint Records and V2, through

to Big Brother Recordings and Ministry of Sound – plus up-and-coming labels such as Brighton's Bru Thoughts and the rapidly-expanding Eat Sleep – 3mv is providing labels and retailers with a one-stop shop of sales and marketing services.

Yet the business is not only about the big names, and many of 3mv's labels are still in the development stage and glad of the assistance they receive in terms of manufacturing, retail and media support.

Even the smallest labels are allocated their own label manager and receive a bespoke service tailored exactly to their needs.

Here we profile 10 of the labels currently putting 3mv's skills to the test.

>> 2M

2M label head John Paveley says 3mv has provided the perfect home for developing his acts.

"Their 10-year pedigree in breaking acts that have crossed over to the mainstream is second to none and this is what we want for our artists," he says. "3mv's creative eye for detail in placing product in the right areas at the right pace complements our new roster of artists."

This year 2M is working closely with 3mv on two acts who will be regulars on the summer festival circuit.

Mankato (pictured) is a Music Week tip for 2003 and has been described in the music press as "conjuring up images of everyone



from Supergrass to solo Lennon to Air at their best". The band have been slowly growing their fanbase through live work and released a limited edition single, *Flesh & Bone*, which received healthy radio support on Radio One. The second single *Wasted* is out in June with the album *Safe As Houses* to follow and a third single planned for September.

The second act creating excitement within 3mv is Simple Kid. He has signed to 2M from the respected Fierce Panda label, for whom he released two singles last year. The first release from his new home will be a single out in July with an album planned for August.

>> k2

The historical home of Prefab Sprout is back for the 21st century as K2 and with the slogan *Rebirth Of The Cool*. The first incarnation also brought us *The Kane Gang*, *Marlin Stephenson* and *The Fatima Mansions*.

This time the rock is being supplied by *Kapitah!A*, and other artists tipped for success including singer-songwriter *Kate Walsh* and hip-hop act *The Sirens* (pictured). The label will unveil its first material at a K2 launch night in Newcastle in June.

One will be a *Kate Walsh* album called *Clocktower Park*, while the Sirens have recorded a version of *NERD's Things Are Getting Better*. *Kapitah!A* will release the



first in a series of limited edition EPs each featuring three songs; the first release is *Keep The Belief*.

"I am hoping that all three acts will continue to make innovative music and find the biggest possible audience," says label head Keith Armstrong.

"Our approach is fuelled by enthusiasm, creativity and credibility and compared to the majors this is David and Goliath stuff – but we have a sling of great tunes."

"3mv has been fantastic in its belief: sorting out our manufacturing and distribution and contributing to our marketing spend. We could not have started up without them."

INTERNATIONAL PONY PHIL KIERAN FATBOY SLIM TIGA X-PRESS 2 SPACE RAIDERS SLEEPWALKER

DAVE CLARKE
FREQ NASTY
TAYO

CONGRATULATIONS ON
10 GLORIOUS YEARS

LOVE
SKINT

MIDFIELD GENERAL FC/KAHUNA ROLAND CLARK



X-PRESS 2
SPACE RAIDERS
SLEEPWALKER

>> compost/jcr

This Munich-based label was signed through PP Sales in Hamburg last October and became the first record company signed by 3mv that does not have a UK office.

3mv was in discussions with Compost for around three years before the deal was secured. Interest in most of its house and jazz acts' releases is centred on London, but 3mv is handling all its UK sales activity.

It is hoped that this arrangement will become a model for other deals with European labels who want to grow their UK business. Compost enjoys strong sales in a number of countries including Italy and Scandinavia and it is the aim of 3mv's head of



label management Stuart Meikle to make the UK Composts' biggest European market.

Compost Records head Michael Reinboth is pleased with the service he has received from 3mv. "When we did the deal, we immediately had

the feeling our UK sales were improving and we soon had that confirmed," he says. "It doesn't matter if it is for new titles like Kyoto Jazz Massive, Future Sounds of Jazz Vol. 9 or back catalogue product, we are very happy with 3mv's performance."

Compost's next priority release is the new Truby Trio (pictured) album Elevator Music, which is out on June 9.

>> sub pop

The signing of Sub Pop at Miden this year was a major coup for 3mv.

This legendary Seattle-based rock/alternative label was the original home of Nirvana, Mudhoney and the grunge scene and is celebrating 15 years of success this year.

The primary reason we wanted to work with 3mv was the tremendous success it has experienced with independent labels over the past 10 years," says the label's Shawn Rogers. "We could not be more pleased with the level of customer service they provide and the enthusiasm and knowledge of the staff."

Sub Pop is part owned by Warner and its



investment in the label has enabled it to develop a number of new acts such as Postal Service (pictured), The Thermals and The Constantines, who all have debut albums out this year. Second albums from the Shins and Rosie Thomas are also planned.

For 3mv, the signing of Sub Pop represents its first pan-European sales and marketing agreement and head of label management Stuart Meikle believes this is an exciting development. "We are managing their UK and European distribution through our office," he says. "It means that everything is shipped from here and everyone is invoiced from here."

>> lakota

Lakota is enthusiastic about three particular new artists this year and is working closely with 3mv on the sales and marketing campaigns for Beatglider, House of Mexico and 8ball.

"We let 3mv hear the material in plenty of time so they can come back to us with some marketing initiatives and different approaches for each of the artists," says Lakota's Conor O'Flaherty.

He says the enthusiasm with which 3mv approaches its service to independent companies is second to none.



"I think a few of the majors could learn a lot from their approach," he says. "You can get through to Dave Trafford, Stuart Meikle or a sales rep at any time to discuss what is happening with a particular record at any stage of a campaign."

He adds that the 1172 campaigns devised by the 3mv team were instrumental in breaking the band and achieving

impressive sales figures. "It is great to know they are as enthusiastic about the bands as we are."

>> exceptional

The motto at Exceptional Records has always been quality rather than quantity when it comes to releasing records and the label is determined to grow organically.

Saying that, the plan by label owner Bob Fisher is to double the number of album releases this year from four to eight.

"We release a fairly eclectic mix of music from artists all over the world," he says. "The common thread running through the music is that it is mostly electronic."

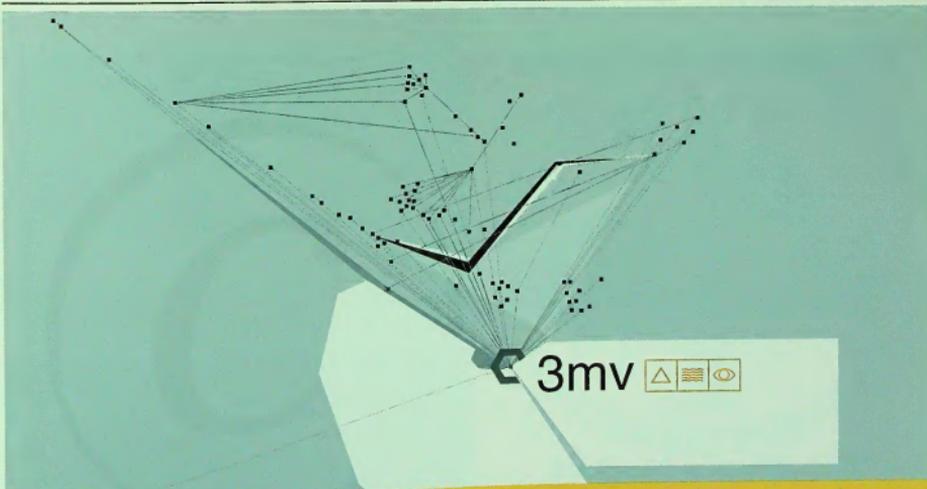
He is reluctant to highlight specific acts or albums, but points to releases this year from Swedish act Plej (pictured), Ken Ishii (Japan),



Gary Martin (US), Force Of Nature (Japan), Coda (Australia) and Blue Mar Ten (UK) as ones to watch.

"In the future, we want all our artists to be able to perform live as much as possible to spread the music to as wide an audience as they can," says Fisher.

He believes that 3mv has helped the label to expand its global sales and artist fanbases as well as establishing its various acts in different territories. "3mv's strong relationship with the UK retailers is also an important factor for an independent label like ours," he says.



3mv

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>> 10 years of 3mv

>> eat sleep

Anyone working in the indie sector is well aware of the financial pressures when starting a label and former Mushroom Records executive Wez is no exception.



He formed Eat Sleep Records last year – in partnership with Ministry Of Sound – and the label was able to release four albums within 10 weeks of setting up, a fact that made the money begin to flow quite quickly. All profits are being reinvested into the label, which is planning to release 14 albums during 2003.

Wez is confident the sales potential of every album will be realised thanks to the support of 3mv. "I have worked with 3mv for eight years," he says. "In that time, I have formed a close working relationship not only with the label manager but also with the press and other staff and I have always found them very professional."

"The staff are knowledgeable about the music they are working and about the market. They are always open to new ideas and keen to approach things differently. They have really helped me get the new label on its feet."

Among the acts to look out for this year are Australian garage rock/punk band Rocket Science (pictured), who have a single out in June and an album a month later.

The label is also working with two New Jersey acts. The Montellife have featured in the NME and are undertaking their first headline tour, while Brand New toured the UK recently with Fish and returned for a few headline dates in May. Demand for tickets was so strong that the London gig was upgraded from The Garage to The Astoria. The single Jude Law And A Semester Abroad is out in June 2.

>> taste media

Taste Media works so closely with 3mv that it invites head of label management Stuart Meikle to the artist development meetings it holds every four or five weeks.

These meetings are also attended by the artists' managers as well as independent radio pluggers, press officers and club and promotions people involved in student, online and street marketing.

Taste has evolved from a creative production company background into a fully-fledged independent label. Its philosophy is long-term creative artist development, which is an ambition 3mv is keen to encourage in all the labels it works with.

"Stuart has helped in establishing this unique, hand-picked selection of independent promotions people who understand our releases and work on the whole roster," says India England, Taste's new marketing manager who joined from Mushroom Records where she had been product manager.

The first act Taste Media signed were Muse, who were licensed to Mushroom Records in the UK. As Mushroom's label manager at 3mv, Stuart Meikle was so impressed with Taste's label plans he convinced Dave Trafford that the two companies had to work together.

"Dave and Stuart were complementary about our philosophy and they believe in the long-term commercial development of the artists we have signed," says England.

Taste now has five acts: Muse, Serafin (pictured), Vega 4, One Minute Silence (formerly with V2) and the recently signed Shed Seven (ex-Polydor).

There are plans for a Shed Seven live greatest hits album, a third studio album from One Minute Silence and a debut album from Vega 4, who have a large following in Germany, France and Japan. Serafin's debut single was playlisted on MTV2 and Kerrang TV and their debut album No Push Collide should be out at the end of July.



>> redemption

Redemption Records is using its relationship with 3mv to help attract established artists that might be disillusioned with the majors. It wants to appeal to acts that still have



something to say and a fanbase that still wants to listen.

"We cherish large advances in favour of encouraging closer involvement and control and a greater share of the profits for the artists," says label head Phil Knox-Roberts. "We can be more effective by staying small and building bespoke teams around each act for press, promotions and agents and 3mv is central to this team approach."

"3mv bring retail, retail marketing and distribution to the mix and handles our manufacturing through Eleventh, which means I can launch on top of everything else."

The label launched last year with Roddy Frame's (pictured) critically-acclaimed Surf album. Redemption is continuing to work with Frame who will play the Glastonbury and Cambridge festivals this year. The new BBC2 comedy series Early Doors features Small World, taken from the Surf album, as the theme tune.

"We are close to announcing other albums for release later this summer from two more established acts who are currently recording," says Knox-Roberts.

The label has a number of new acts it hopes to develop to the point where it can forge partnerships with larger labels. Two such bands are Screamer On The Hill, a powerful five-piece rock band from London; and The Cornerstones, who are building a fanbase through their live work. They will release their debut single Smack Me In The Face this summer.

Congratulations to all at 3MV

10 years at the top!

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>> tru thoughts

Formed in 1999, Tru Thoughts is based in Brighton and run by Robert Luis and Paul Jonas.

It operates alongside their other two labels: Tru Thoughts 7Sevens, known for its funk and soul seven-inches; and Zebra Traffic, a hip-hop sister label.

Paul Jonas believes the hard work of the 3mv staff has pushed the labels towards a whole new audience. "Their help with production and distribution has afforded us a huge level of freedom and given us room to grow as a label and a business," he says. "We have discovered a great deal about how we should represent ourselves in the media. We



had always managed to sustain an adequate level of press coverage but with the guidance of 3mv this is now a vast part of each of our releases and something we feel very proficient in."

Release highlights this year include the debut Quantic Soul Orchestra album Stamped, a funk and Afro affair; and the

MTV Mono When Shapes Join Together Mix album, which includes representations from both Tru Thoughts labels.

Shapes will follow this; the first in a new series of label artist compilations, it features label heavyweights such as Quantic (pictured), Nostalgia 77 and Natural.

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Here's to the next 10 years!**

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Team At Hed Kandi!**

Out Now
Disco Heaven 1993
Back to Love 1993

Out This Summer
Stereos Sushi Wasabi - June
Acid Lounge Goes West - June
The Kandi Summer Sampler - June
Es Vive 2003 - July
Beach House - July
Base Ibiza - Aug
Disco Kandi - Aug



GET IT ON JAZZ FM



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Out Now From JAZZFM Records and Mumo
Paul Hardcastle - The Very Best Of Paul Hardcastle 1983-2003 (CD) / JAZZFM03
Various Artists - Soul Inspired (CD) / JAZZFM04
Various Artists - The Late Lounge Presents Boudoir Beats (CD) / JAZZFM05
Various Artists - Jazz Of The Beat Generation (CD) / JAZZFM06
Mitchell & Dewbury - Globetrotter (CD) / JAZZFM07

Coming Soon
Venice Beach (CD) / JAZZFM08
Mitchell & Dewbury - Rapping With The Gods (CD) / JAZZFM09
Paul Hardcastle - Ventura Highway (CD) / JAZZFM10



Dodgy salesmen...



...but decent records!

CONGRATULATIONS 3MV FROM ALL AT



CLASSICAL ARTISTS

This	Last	Title	Artist	Label (Distributor)
1	1	SENTIMENTO	Andrea Bocelli	Philips 4734102 (U)
2	5	SUMMER	Summer	Decca 5938693 (TEN)
3	2	RUTTER: REQUIEM	Chor Of Clare College/Brown	Naxos 8557330 (S)
4	4	KASHIF: THE QUEEN SYMPHONY	Royal Philharmonic Orch/Kashif	EMI Classics 5573994 (S)
5	7	THE ARMED MAN - A MASS FOR PEACE	Carl Jenkins	Warner 6093396 (S)
6	6	REFRÈS	Russell Watson	Decca 4710302 (U)
7	14	SACRED ARIAS	Andrea Bocelli	Philips 465602 (S)
8	3	I GIORNI	Arista 742119422 (BMG)	
9	8	SPIRITUS	Morika & Boys Of Amptarlar	UGA 980208 (U)
10	18	BACH: ST JOHN PASSION	Newly Cleared Choir/Higginbottom	Naxos 0527693 (S)
11	10	GILBERT & SULLIVAN - THE GOLD COLLECTION	D'Adda Carlo Opera Co	Decca 4681612 (S)
12	13	THE BEST OF PLANETS/MYSTIC TRUMPETER	Russell Watson/Jay-Jones	Naxos 8556726 (S)
13	16	EDEN ROCK	Ludovico Einaudi	BMG 742119732 (BMG)
14	11	LE ONDE	Ludovico Einaudi	Ricordi Oggi 742119732 (BMG)
15	12	THE GOLD COLLECTION	Lesley Garrett	Decadance DECTV006 (TEN)
16	17	ALED	Aled Jones	EMI 064492 (U)
17	15	BEACHMAN'S CONCERTGALIC SYMPHONY	Nashville 50/Schermahorn	Naxos 8550193 (S)
18	19	MUSIC FOR THE RENAISSANCE VIRTUOSI	James Tyler	Saga Classics EDC0392 (U)
19	9	ENCORE	Russell Watson	Decca 478002 (U)
20	9	SCHUBERT: PIANO SONATAS	Murray Perahia	Sony Classical S298706 (TEN)

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JAZZ & BLUES

This	Last	Title	Artist	Label (Distributor)
1	1	COME AWAY WITH ME	Norah Jones	Parlophone SB3692 (E)
2	2	BEST OF	Bonnie Raitt	Capitol 580118 (E)
3	3	DRIVES OF JAZZ	Various	Nones 828422 (U)
4	4	ONE QUIET NIGHT	Pat Metheny	Warner Bros 743219472 (TEN)
5	4	POINTLESS NOSTALGIA	Jamie Cullum	Candid CD0378 (P) (P) (P)
6	5	GOLD	Ella Fitzgerald	Elek 67842 (U)
7	7	THE ESSENTIAL	Nina Simone	Metro METRCD016 (JMP)
8	8	GIBBY'S SWINGTIME	Matthew Herbert Big Band	Accidental... (W) (P) (E)
9	10	TANTO TEMPO	Batou	East West 982740072 (TEN)
10	8	KIND OF BLUE	Miles Davis	Columbia CK 9485 (U)

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R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	IGNITION	R Kelly	Jive 9254982 (P)
2	2	I KNOW WHAT YOU WANT	Busta Rhymes & Mariah Carey	JR 807825322 (BMG)
3	2	GET BUSY	Sean Paul	VP/Atlantic: AT71550 (JMP)
4	3	FAVOURITE THINGS	Big Brovaz	Epic 5780075 (S)
5	5	IN DA CLUB	50 Cent	Interscope/Polydor 4378742 (U)
6	6	X GONN GIVE IT TO YA	DMX	Def Jam/Mercury 0779942 (U)
7	7	HELL YEAH	Ginuwine	Epic 6782405 (TEN)
8	8	RISE & FALL	Craig David Ft Sting	Wilestar 121VLD45 (BMG)
9	9	FEELIN' U	Phyllis K & T-Powerless, Kae La Rose	London FCO49 (TEN)
10	7	EVERYBODY COME ON (CAN U FEEL IT)	Mr Red vs DJ Skribble	frr FCO410 (U)
11	9	ALL OVER	Lisa Maffia	Independent3 850895M (TEN)
12	10	CANT NOBODY	Kelly Rowland	Columbia 6738742 (TEN)
13	5	HOME	Branthugs & Harmony feat. Phil Collins	Epic 6782055 (TEN)
14	13	ALL HAVE	Jennifer Lopez feat. LL Cool J	Epic 678396 (TEN)
15	14	BEAUTIFUL	Snoop Dogg	Capitol CD042 (E)
16	12	QUANTANOAMO	Outkast	RCR 828765 17102 (BMG)
17	11	THE WRECKINGCON	Bonnie Raitt	Decca/Warner/Polydor 6045430 (U)
18	15	MA I DON'T LOVE HER	Clipsie feat. Faith Evans	Arista 828765362 (BMG)
19	19	SCANDALOUS	Mia Tequi	Telstar CD2AS319 (BMG)
20	17	THE JUMP OFF	L'Kim feat. Mr Cheeks	Atlantic D0151CD (TEN)
21	18	BIG N BASHY	Faloney feat. Tubby T	Virgin VS0071341 (E)
22	20	EXCUSE ME MISS	Jay-Z	Roc-A-Fella/Mercury 079122 (U)
23	20	ANYTHING IS POSSIBLE	Wayne Williams	Dry Day CD041 (U)
24	25	LOSE YOURSELF	Enimem	Interscope/Polydor 43782 (U)
25	25	MORNING SUN	Incognito feat. P Diddy	Dome 1201ME178 (JMP/TEN)
26	29	BUMP BUMP BUMP	B2K	Epic 6782405 (TEN)
27	22	20 QUESTIONS	50 Cent	Interscope/Polydor/Universal 0036552 (Import)
28	21	WORK IT	Nelly Ft Justin Timberlake	Universal MGS71603 (U)
29	21	CHING CHING (LOVIN' YOU STILL)	Toni Braxton	Def Soul 890525 (U)
30	25	U MAKE ME WANNA	Imogen Heap	Immocore SINC024 (E)

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CLASSICAL COMPILATIONS

This	Last	Title	Artist	Label (Distributor)
1	1	CLASSICAL HEARTBREAKERS	Various	Virgin/EMI VTDG052 (E)
2	2	CLASSICAL CHILLOUT GOLD	Various	Decadance DECTV005 (JMP/TEN)
3	3	CLASSIC FM HALL OF FAME - GOLD	Various	Classic FM CMC036 (BMG)
4	4	CLASSICAL CLASSICS - MOZART	Various	Virgin/EMI VTDG052 (E)
5	5	CLASSICAL GOLD	Various	Deutsche Grammophon 474512 (U)
6	5	THE VERY BEST OF CLASSICAL CHILLOUT	Various	Virgin/EMI VTDG052 (E)
7	6	THE CLASSICAL LOVE ALBUM	Various	Decadance DECTV008 (TEN)
8	7	UPRIFTING CLASSICS	Various	Empire EMTB3193 (BMG)
9	11	101 CLASSICAL ALBUM YOU'VE NEVER HEARD	Various	Conifer Classics 759051332 (BMG)
10	8	PARVATI/TODD/MONAGG/CARRAS	Various	Empire EMTB3193 (BMG)
11	9	THE VERY BEST OF RELAXING CLASSICS VARIATION	Various	Empire EMTB3193 (BMG)
12	10	100 POPULAR CLASSICS	Various	Castle Music MDC53057 (P)
13	13	RELAXING CLASSICS	Various	EMI Gold 5748272 (E)
14	15	CLASSIC FM - SMOOTH CLASSICS	Various	Classic FM CMC033 (BMG)
15	14	100 POPULAR CLASSICS - VOLUME TWO	Various	Castle Music PDC32955 (BMG)
16	12	CLASSICAL AMBIENCE	Various	Comson CPM033 (E) (K)
17	16	CLASSICAL AMBIENCE 2	Various	Castle Music MDC53057 (P)
18	17	100 RELAXING CLASSICS	Various	Castle Music MDC53057 (P)
19	18	CLASSICAL CHILL	Various	Metro METRCD056 (BMG)
20	20	CLASSICS 2003	Various	Decca 4784312 (U)

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ROCK

This	Last	Title	Artist	Label (Distributor)
1	2	FALLEN	Evansence	Epic 53003 (TEN)
2	1	WHERE THE WEST WAS WON	Red Zapped!	Atlantic 746725022 (TEN)
3	5	BY THE WAY	Red Hot Chili Peppers	Warner Bros 59241402 (TEN)
4	7	METEORA	Linkin Park	Warner Bros 592464612 (TEN)
5	1	THE DEFTONES	The Deftones	Maverick/Warner Bros 592439512 (TEN)
6	3	THE GOLDEN AGE OF GROTESQUE	Marlon Manson	Interscope/Polydor 8904023 (U)
7	6	COMFORT IN SOUND	Feeder	Epic 6782405 (TEN)
8	16	TURBUL BELLIS 2003	Miles Offroad	Echo ECHO04 (P)
9	10	ALDRIN SANE	Dave Navro	WEA 256420526 (TEN)
10	4	14 SHADES OF GREY	Staind	EMI 583012 (U)

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DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	ROCK YOUR BODY	Justin Timberlake	Jive 9254982 (P)
2	2	LIVU U	DJ Toon & Generation DJ	XX 3X1765 (V) (P) (E)
3	3	ON DEDONATE	DJ Hazard/Resurrection DJ	Formation FOR121208 (SR) (S)
4	3	LONEINESS	Tomcraft	Data/Ministry Of Sound DATA5251 (JMP/TEN)
5	6	MAKE IT HAPPEN	Playground	Output PROD024 (V) (P) (E)
6	6	FLY ON THE WINGS OF LOVE	XTM & DJ Cheeky presents Anina	Serious/Mercury 598212 (U)
7	2	MUSIC REVOLUTION	Scumfrog	Positive 1271X91 (U)
8	8	CARRERA 2	Three Drives	Nebula NBTX04 (J) (U)
9	7	WADUP	Tony Semah	Underwater/H2022 (V) (P)
10	6	HUSAN	Dhara & Knights Vs Husan	Positive 1271R16 (U)
11	4	BROKEN BONES	Lincoln	NuLife/Arista 828162311 (BMG)
12	20	RHYTHM IS A DANCER	Snap!	Data/Ministry Of Sound DATA478 (JMP/TEN)
13	20	DAYLIGHT	Quiver	Trust The D 0302002 (J) (U)
14	10	PITCH SWITCH/SCREWBALL	Red One	Litlin' Spirit ADMM033 (SR) (P)
15	12	FEEL IT	Milan Kulis & Dark Globe	Bedrock Books 19521 (J) (U)
16	13	NOTHING	Holden & Thompson	Landed LAD0398 (JMP) (P)
17	28	MOVE YOUR FEET	Junior Senior	Mercury 018191 (U)
18	19	DRINK DEEP/BOMBASIS AIR	Dave Brannan	End Ent0558 (J) (U)
19	14	THIS IS A WARNING/SUPER DJ	Dilija	Valve VL028 (SR) (P)
20	5	EASY	Groove Armada	Pepper 923010 (P)

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DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	MAN WITH A MOVIE CAMERA	Cinematic Orchestra	Ninja Tune ZEN76 (U)
2	1	AMERICAN LAY	Madonna	Maverick/Warner Bros - 203240542 (TEN)
3	9	MELROY AM	Wally Pfister	Wall Of Sound WALLP222/WALLCC022 (V) (TEN)
4	4	BACK TO LOVE 9303	Various	Head Kandi.../HEK022 (SR) (P) (TEN)
5	3	BACK TO THE OLD SKOOL CLUB CLASSICS	Various	Ministry Of Sound - MINSO028 (SR) (P) (TEN)
6	2	CHILLOUT SESSION - SUMMER COLLECTION 2003	Various	Ministry Of Sound - MINSO028 (SR) (P) (TEN)
7	6	IBIZA - THE HISTORY OF HOUSE	Various	Warner Decca - WMSM0026 (SR) (P) (TEN)
8	20	200 XIM IN THE WRONG LANE	Various	Interscope/Polydor - 0671452 (U)
9	9	UNDERWATER EPISODE 2	Underwater	Underwater - H2021260 (V) (P) (TEN)
10	10	Various	Moby	Mute CDSTUM0202 (U)

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TW	DU	SON	Label (Cat No)	This	Last	Title	Artist	Label (Cat No)
1	1	LED ZEPPELIN: Led Zepplin	Warner Music/Van 53502363	11	7	ROBBIE WILLIAMS: The Robbie Williams Show	EMI 400403	
2	2	50 CENT: The New Breed	Priority 492300	12	12	LE ZEPPELIN: Song Remains The Same	Warner Brothers 5305130 (SR)	
3	3	THE BEATLES: The Beatles Anthology - Box Set	EMI 145019253	13	9	S ZEPPLIN 3: Criminal	Priority 492300	
4	4	SNOP DOGG: Doggy Style 2	Reveler Ent REV1227	14	4	US R&B: All Stars	Capitol 678303	
5	5	S CLUB: Learn To Dance The S Club Way	Polydor 61433	15	10	ROGER WATERS: The Wall - Live In Berlin	Capitol 678303	
6	6	PAUL McCARTNEY: Back To The US - Concert Film	Capitol 477959	16	8	METALLICA: Carving Stones	Universal UMG 5301433	
7	7	EMINEM: E	Universal UMG 5301433	17	15	WESTLIFE: Unbreakable - The Greatest Hits - Vol 1	Warner Music/Van 5302461 (U)	
8	4	GARTH BECK: Live	Warner Music/Van 5302461 (U)	18	17	US: The Best Of - 1990-2000	Capitol 678303	
9	6	GARETH BECK: Live With Josh Holland - Leader	Warner Music/Van 5302461 (U)	19	13	ELTON JOHN: Greatest Hits Live	Universal Pictures 071289	
10	8	VARIOUS: The Last Waltz	MGM 17315	20	11	OSCAR GOLDEN SCENE: Filmed From The Foot	Island/Un-Island 5305379	

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STORE OF THE WEEK

WHAT RECORDS

STORE DETAILS

Tim Ellis started What Records in 1981, opening a single store in Nuneston. He built What up to a chain of seven stores. In 1995 Ellis sold six of the stores and concentrated all his attention on the one retail outlet while building up the mail order (now online at www.whatrecords.co.uk), import/export and distribution sides of his business, part of which involves handling Iron Maiden's vinyl worldwide.

Store size: 139 sq m

Music stocked: all genres

Areas of specialisation: rock, DVD

Local competition: Virgin, Woolworths, WH Smith and supermarkets

What Records Top 10:

1. Evanescence - Fallen (Epic)
2. The Deftones - The Deftones (Maverick/Warner)
3. Led Zeppelin - How The West Was Won (Atlantic)
4. Justin Timberlake - Justified (Jive)
5. The White Stripes - Elephant (XL)
6. Blur - Think Tank (Parlophone)
7. Christina Aguilera - Stripped (RCA)
8. Big Brovaz - No Flu (Epic)
9. Marilyn Manson - The Golden Age Of Gotosque (Interscope)
10. Busted - Busted (Universal)

TIM ELLIS, OWNER

"When Iron Maiden started, out we hanked a lot of vinyl for them, and Wicker Man onwards, and once they started their own website that's a link to ours on it. As a result we've built up a huge database of their fans and most of them are coming to us to order the new Maiden DVD, which comes out on June 2. I expect it'll be one of this year's best sellers, although the new 8 Mile DVD is flying out of the door. Along with the Led Zeppelin DVD, there are some strong sellers in the market at the moment.

I've been in the business since 1977. At first I was working for other shops and involved in managing a band called Quartz, so rock has always been important to me. Bands like Iron Maiden are good people and once I'd started my own set-up it was natural that rock would figure pretty large. I'm also a big dance fan, particularly trance from the likes of Paul Oakenfold, but now the scene has fragmented to such a degree that sales have fallen off.

Our biggest problem at the moment is the short-term attitude of the record companies. You can't sell albums for £9.99 and then expect people to buy singles at £3.99 - it just doesn't work. The labels have also been complicit in encouraging downloads, but we haven't developed any protection for them. So you have a situation where sales are small but piracy is huge. Who's going to pay 80p for a download when they can find them for free? Singles, if they are to survive, need to be rethought and the chart rules have to be changed to allow for extras to be included. I would go for single-track singles for 99p; if



What Records: Iron Maiden link-up they include the video or an extra track they should retail at £1.99 or else there should be a max single that would have five proper tracks on it, not remakes. There needs to be custom value attached to the product so that labels should be allowed to include patches and stickers with releases from the kinds of acts that kids buy.

Everything is so short-sighted with labels at the moment. They don't seem to understand their older artists still sell huge amounts of records. If these acts can sell out gigs where tickets cost £150, then they can still sell albums. Simply Red went off and proved that it can be done without a major label behind you. They had the novel idea of targeting their advertising in the areas where the ticket sales for the shows had been strongest; as a result they have sold a lot of albums."

Address: Unit 40, Abbeigate Shopping Centre, Nuneston, Warwickshire CV11 4EH
Tel: 02476 329204
Fax: 02476 320605
Email: whatuk@aol.com
Website: www.whatrecords.co.uk

ALBUMS

The Week
Audio Bullys Ego War (Source); Eels Shosenartyan (DreamWorks/Sony); S Club Best - Greatest Hits (Polydor); Pink Freshwaters (EM); Sonique Born To Be Free (Geffen/Mercury); Stereophonics You Gotta Go There To Come Back (V2)
June 9
Anne Lennox bare (RCA); Metallica St Anger (Mercury); Queen Live At Wembley (Parlophone); Radiohead Hail To The Thief (Parlophone); Underdog Waiting For The Moon (Beggars Banquet)

June 16
Biffy Clyro The Vertigo Of Bliss (Beggars Banquet); Him Many In High Places Are Not Well (Faced); Various Clubbers Guide To Summer 2003 (Ministry Of Sound)

June 23
Apollo Four Fury Dude Descending A Staircase (Stealth Sonic/Epic); Tony Bennett & Jo Jo Legend Wonderful World (Columbia); Nir Alfabravshookopodico (Adventure); Soil Redditors (Arista); Amy Studt Fake Smiles (Polydor)

June 30
Ashanti Chapter II (Murder Inc/Mercury); Electric Six XX (Capitol); Heartless Crew Heart's In The Music (East West); Morcheeba Parts Of The Process (Eas West); The Thrills So Much For The City (Hut)

July 7
Michelle Branch Hotel Paper (Maverick); Cosmic Rough Riders Too Close To See Far (Measured); Outkast Speakerboxxx - The Love Below (Arista); Richard X Richard X presents Hit X-Factor (Virgin)

July 14
The Cooper Temple Clause (Arista); Beyonce Knowles Dangerously In Love (Columbia); Manic Street Preachers Lipstick Traces (Epic); Sinead Quinn (Mercury); Seal Seal (WEA)

SINGLES
This week
Electric Six Gay Bar (XL); Ashley Hamilton Wimmin (Columbia); Marilyn Manson Mobsyene (Interscope/Polydor); Melanie C On The Border (Virgin); N-Trance Destiny (All Around The World); One True Voice Shakespeare's (Way With) Words (Ebu/Jive)
June 9
Christina Aguilera Fighter (RCA); Dariusz Gil in The Moon (Mercury); DJ Sammy Sunlight (Data); Jennifer Lopez I'm Glad (Epic); Danni Minogue Don't Wanna Lose This Feeling (London); Amy Studt Misfit (Virgin)

June 16
Ashanti Rock Wit U (Aww Baby) (Murder Inc/Mercury); Flip & Fill Field of Dreams (AATV); Massive Attack Butterfly Caught (Virgin); Placebo This Picture (Hut); Red Hot Chili Peppers University Speaking (Warner)

June 23
Siobhan Donaghy Overrated (London); Foo Fighters Low (RCA); Ms Dynamite Now U Want My Love (Polydor); Scooter The Night (Sheffield Tunes/Edel UK); Yeah Yeah Yeahs Pin (Dress Up/Polydor)

June 30
50 Cent 21 Questions (Interscope/Polydor); Beyonce Knowles Crazy In Love (Columbia); M-Teq Can't Get It Back (Telstar); P Diddy Let's Get Ill (Island); S Club 8 Fool No More (Polydor); Sinead Quinn (Mercury)

July 7
Appleton Everything Eventually (Polydor); Braxley Beat (Parlophone); Avril Lavigne Losing Grip (Arista); Madonna Hollywood (Maverick/Warner); Kym Marsh Come On Over (Universal); Simply Red Fake (simplyred.com)

July 14
Blu Cantrell Breathe (Arista); Coldplay Got P to a Smile Upon Your Face (Parlophone); P! Nut My Love (Virgin); Checco Zalone: Pink Fox Good Times (Columbia); Super Furry Animals Golden Retriever (Epic); Triple R Give Me A Reason (Polydor)

IN-STORE NEXT WEEK: FROM 9/6/03

Andys RECORDS Press ads - Prokofiev, Bach, Skin, Aro Part, Melanie C.
In-store - Audio Bullys, Radiohead, George Harrison, Dandy Warhols, Now 54, Huey Lewis & The News, Bonnie Raitt, Skin, Prokofiev, Bonkers, Bach, Melanie C, DJ Tiesto, Falckay, David Bowie, UB40, Led Zeppelin, 8 Mile, new three for £18 campaign, three for £12 video campaign, £9.99 DVDs; **Windows** - Animatrix, Dandy Warhols

ASDA Singles - Christina Aguilera, Jennifer Lopez, DJ Sammy, B2K, Danni Minogue, Linkin Park, Dariusz, The Thrills, Jamelia, Amy Studt; **Albums** - Anne Lennox, Radiohead, Metallica, Steely Dan, Paul Young, Queen, Roxette, Nina Simone, Best Prog Rock Album, Rockably Revive

BORDERS **Windows** - two for £22 (or £13.99 each) on CDs; **In-store** - two for £22, two for £10 on CDs, DVDs from £7.99 and three for two on CDs and books; **Listening posts** - Radiohead, Steely Dan, Grandaddy and any album in stock at digital stores nationwide

Boxing Day **In-store** - 7 Hertz, Brad, Fabio, Krust & Brad, Morgann, Chungking, Coodyman, Tindersticks

OHM **Windows** - three CDs for £20, Radiohead, Animatrix; **In-store** - Hot Action Cop, Clipse, Lode Cole, Nas, Ginnwine; **Press ads** - Jennifer Ellison, Jamelia, Danni Minogue, Reef, ARI, Starting Line; **TV ads** - Christina Aguilera

MVC **Main promotion** - two CDs for £20; **Listening posts** - Jodie Brooke, Wilson, Skin, Grandaddy, Lloyd Cole; **Windows** - Steely Dan, Radiohead; **In-store** - Roxette, Anne Lennox, Best Prog Rock Album

PIKAROLE NETWORK Selecta listening posts - Tyde, British Sea Power, Ralph Myerz, Morrissey Under The Influence, Randy Mojo recommended retailers - The Lonesome Organist, Bruce Cockburn, Sandy Dillon, Steve Hackett, Morrissey, U2

Safeway **Albums** - De La Soul, Stereophonics, Smash Hits Chart, Summer, Pure Urban Essential; **Press ads** - S Club

Sainsbury's **In-store** - Anne Lennox, Radiohead, Ultimate Summer Dance Album, Roxette, Paul Young, Rockabilly, Revival, Essential, Salma, Metallica, Nina Simone, Maksim, Grandaddy

TESCO **Albums** - Anne Lennox, Nina Simone, Rockabilly Revival; **Singles** - Christina Aguilera; **In-store** - Radiohead, Anne Lennox, Metallica, Steely Dan, Nina Simone, Grandaddy, Queen, Paul Young, Roxette, Christina Aguilera, Jennifer Lopez

TOWER RECORDS **Windows** - Radiohead, 28 Days Later, Our House; **In-store** - Verve master edition, Leaf promotion, Blood & Fire promotion

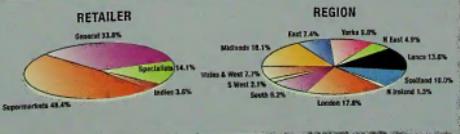
Virgin megastore **Press ads** - Metallica, Radiohead, Mogwai, Father's Day, **Windows** - Metallica, Grandaddy, Radiohead; **In-store** - Metallica, Grandaddy, Radiohead, Anne Lennox, Father's Day

WHSmith **Singles** - Christina Aguilera, Jennifer Lopez; **Albums** - Anne Lennox, Radiohead; **In-store** - S Club, Steely Dan, Ann Peebles

WOOLWORTHS **Albums** - Father's Day promotion, Evanescence; **Singles** - Jamelia, Amy Studt; **In-store** - Evanescence, Pure Urban Essentials, Father's Day promotion, Jamelia, Amy Studt, Christina Aguilera, Jennifer Lopez, Danni Minogue, Dariusz

SALES WATCH: THE DRIFTERS

THE DRIFTERS: THE DEFINITIVE (ATLANTIC) UK Chart positions: 8.
Pie charts show sales by retailer type and geographical region respectively, for sales week to the end of May 24, 2003. Source: Official Charts Company.



CLASSICAL news

by Andrew Stewart

BBC FILMS BEETHOVEN DRAMA

Beethoven's Third Symphony, known to history as the Eroica, has been chosen as the subject for a film drama based on events surrounding the work's first run through at a private rehearsal in Vienna on 9 June 1804 in Prince Lobkowitz's Viennese palace. The programme, which includes a complete performance of the work given by the Orchestre Révolutionnaire et Romantique and its conductor Sir John Eliot Gardiner, is set for broadcast on BBC Two later this year to mark the bicentenary of the Eroica's completion.



over. End of film."

Filming for Eroica began last month at locations in and around London. Executive producer and head of BBC Classical Music Peter Mansura says, "Beethoven's revolutionary Third Symphony, the Eroica, burst upon an unsuspecting world in the summer of 1804. BBC Classical Music and BBC Drama are collaborating to recreate that day in a film drama which allows viewers to feel the full force and emotion of a work which changed the course of musical history."

CLASSIC FM BOOSTS MUSIC POLICY

Classic FM's strategic development of its music policy, part of an ongoing plan to draw new listeners and retain existing fans of the network, has received a boost with the promotion of Joanna Wilson to the post of music manager.

Wilson has been with Classic FM since graduating from Manchester University's music faculty six years ago. She will collaborate with recently appointed music consultant Philippa Abrahams in shaping the radio station's music policy, reporting directly to Classic FM's managing editor, Darren Henley. Before joining Classic, Wilson worked at the Cheltenham Festival of Music and for Music at Oxford. She was also a flautist with the Stoneleigh Youth Orchestra and the Thames Youth Symphony Orchestra.

"Jo has done a fantastic job over the past six years," says Roger Lewis, Classic's managing director and programme controller. "This appointment reflects the significant contribution she has made to Classic FM and our audience growth over that time."

Andrew Stewart

(AndrewStewart11@compuserve.com)

ALBUM of the week



SONATAS FOR CELLO AND PIANO: Works by Shostakovich, Prokofiev, Britten, Wispelwey, Lazic (Channel Classics CCS 20098). Rave reviews from the New York Times and New Yorker followed Dutch cellist Pieter Wispelwey's (pictured) US debut

recitals in New York in April, with critics from both papers writing of his brilliance and vivid musical imagination. Wispelwey's already large catalogue of recordings for Channel Classics is set to expand with the July 7 release of a sensational disc of three sonatas composed between 1934 and 1960. The visceral physicality and emotional depths of his music-making here are of a rare order, matched by accompanist Dejan Lazic. Distributed in the UK by RSK Entertainment, this key release is backed by ads in the specialist classical press.

REVIEWS

For records released up to 16 June 2003



MOSCHELES: Piano Concerto Nos.1, 6, 7. Shelley; Tasmanian SO (Hyperion CDA67385). Best known today for his close professional contacts with Beethoven,

Mendelssohn and Salieri, pianist-composer Ignaz Moscheles was guaranteed star billing during his own lifetime, especially so in London. This disc, volume 32 in Hyperion's award-winning series devoted to the Romantic piano concerto, boldly captures the irresistible energy and sanguine life of Moscheles' music. Howard Shelley takes the solo part and directs the Tasmanian Symphony Orchestra from the keyboard with great conviction and no little style.

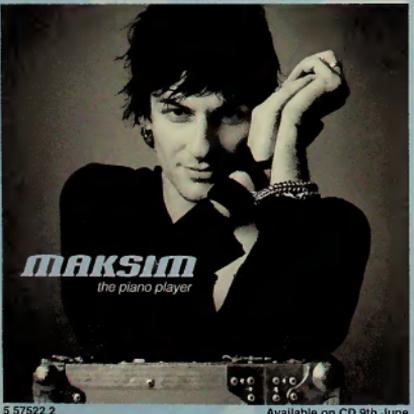
GETTY: Joan & The Belles. Dejan, Chernoy; Eric Ericson Chamber Choir; Russian National Orchestra/Vedernikov (Pentatone 5186 017). A swift internet search on Gordon Getty, heir to the family oil empire's fortune, throws up enough material to supply themes for at least a trilogy of

novels, involving philanthropy, music, polygamy and vast wealth. As a composer, Getty is best known for his work-in-progress, Plum Jack. Joan & The Belles offers a typically tuneful Getty creation, dramatic and picturesque in its telling of Joan of Arc's trial, her confinement and execution. This SACD recording is distributed in the UK by Soham-based Codaex.

MOTHER AND CHILD: Contemporary choral works, including music by Tavener, Pott, Swayne, Dove, Filself, Bennett, Tenebrae/Nigel Short (Signum Two SIGCD501).

Tenebrae's second album rolls out on Signum's newly-created label for contemporary works, delivering a world premiere recording for Tavener's eloquent anthem Mother And Child and first outings on disc for works by Francis Pott, Alexander L'Estrange and Jeremy Filself. Pott's impassioned My Song Is Love Unknown stands out as a small masterpiece of choral writing, expertly done by Tenebrae's carefully-chosen team of professional singers and multi-talented organist Filself.

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friends and family

much love
Nick, Dee & Jeremy

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13.30 at St.Patricks Catholic Church
Soho Square
London W1

...DIARY...DIARY...

Jazz promoter JNoir has been making some positive noises around the capital for some time now, staging shows that put the



spotlight on up-and-coming talent in need of a platform. Masterminded by Priscilla Ornetan, JNoir has astutely presented bills that feature jazz musicians alongside soul singers and poets, appealing to a wide audience while maintaining rigorous quality control. There are two cracking JNoir nights on the horizon at the Stratford Circus, Theatre Square, London E15 next month. On June 14 you can see **Natalie Williams and Joy Rose** as well as singer-songwriter **Nathan Prime**. Then, on July 26, vocalists **Kathleen Wilson** and **Breeze** will headline. The events will also include dance performances by **Tonia Pederson** (June) and **Fidel Bulka** and **Ben Love** (July) as well as music from a dynamic house band that features guitarist **Femi Temowo**, bassist **Michael Olatunja** and drummer **Troy Miller** — that's actually **Soweto Kinch's** rhythm section. The evenings start at 8pm with a dinner followed by main performances between 8.30pm to 11pm and a DJ until 2am. Website enquiries on www.jnoir.co.uk...

With Cheltenham and Bath behind us, the jazz festival season is well underway. And the momentum continues with the Glasgow Jazz Festival (2-6 July). The line-up has an impressive mixture of challenging and accessible fare with the likes of **Tony Bennett** (pictured, above) and **George Benson** likely to draw in floating voters, while **Dave Douglas**, **Wayne Krantz**, **Kenny Garrett**, **Bobo Stenson** and **Ordesa** are likely to find favour among the more discerning members of the jazz electorate. Somewhere in the middle are the good-time vibes of **Jazz Jamaica Allstars** (pictured), **Dave O'Higgins** and **Leo Duany** **Y Su Mambochambo**.



Information at www.jazzfest.co.uk...

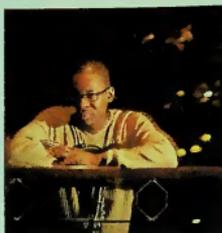
COLTRANE RETURNS WITH NEW ALBUM AND NEW LABEL

Nobody is shocked anymore by the frequency with which major labels drop artists in any genre. Saxophonist **Ravi Coltrane** was recently released by BMG that had yielded two excellent albums, 1997's *Moving Pictures* and 2000's *From The Round Box*. No real surprises there — the label's jazz department was restructuring, which saw the departure of longstanding artist Steve Coleman, who had also been something of a mentor to Coltrane.

Yet the tale has an unlikely twist. While Coltrane was giving some serious thought to the prospect of setting up his own label, he came into contact with an unfamiliar producer called **Yaso Itoh** from a Sony label in Japan called *Village Records*.

"I was approached to basically do a one-off album," says Coltrane. "I agreed to do it and I have very different feelings about that today. The record being internationally released seemed like a good thing. The problem was that I didn't have as much control of the product as I think a musician is entitled to. The record is cool, but the whole process of making it was kind of difficult."

The album in question, *Mad 6*, out now on **Sony Jazz**, is an energetic and in places beautiful work that does indeed reflect a certain troubled genesis. Backed by a couple of high octave quartets that include pianists **Andy Milne** and **George Colligan** and bassist **James Genus**, Coltrane acquits himself with panache, bringing his precise, pithy lexicon to bear on hard swinging pieces. Yet the material is standards-heavy, enforcing him little



Coltrane: tense recording process opportunity to assert himself as a composer.

"Well, the Japanese wanted to record the quartet with standards because well-known song titles are a major selling point for them," Coltrane explains. "They didn't want me to record that many originals and I didn't really want to be told what to do, so it was like a combination of two things. In the end, I had to really fight to get any of the tunes that I wanted to do on the record."

The son of sax legend **John Coltrane** and the inventive, spiritually-inclined pianist **Alice**, Ravi was born in New York and brought up in San Fernando. He picked up the saxophone as a teenager and attended the **California Institute Of The Arts** between 1988-90.

His first major break came in the 1991, when he was recruited by a key member of his late

father's historic quartet — the powerhouse drummer **Elinh Jones**. Ravi then freelanced extensively in New York, playing or recording with the likes of **Rashied Ali**, **Wallace Roney**, **Jack DeJohnette**, **Cindy Blackman**, **Gerri Allen** and **Joanne Braxhaen** before he joined alto saxophonist **Steve Coleman**.

The Chicagoan's highly idiosyncratic approach to composition was characterised by hard, funky rhythms somehow sitting neatly within jittery, uneven time signatures and lurid improvisation. Coleman coined the term **M-Bate** to define his own musical template and it came to influence anybody from British saxophonist **Steve Williamson** to Cuban pianist **Omar Sosa**. Coltrane also fell under his spell. "I played with Steve for years and stole a lot from him rhythmically and learned a hell of a lot," he says.

In places, *Mad 6* sounds like a blend of Coleman's colique, zig-zag dynamics and robust straightforward blowing. "Yeah, to a certain extent that's true. With my group I was trying to put the focus on rhythm and not just have everything swing in 4/4. On this album, I tried to explore rhythm, so starting the record with 25-2 was kind of important to me — not because it's a John Coltrane song, but more because of the idea of an odd rhythm thing. It's actually in 9/4 so the aim was to expand conventions of metre."

"You can play something in an odd meter and give it a 4/4 feeling though. I mean the first tempo on the record is in 5/4, but the approach is to think and phrase as if you're in a 4/4 walking groove."

Kevia Le Gendre (kige@choesprint@aol.com)



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REVIEWS

DENNIS ROLLINS' BADONE: Make Your Move (Sound SOURCE/CD 1002). Out now. Make Your Move picks up nicely where *Badbone's* eponymous debut left off,

mixing solid, catchy grooves that build a coherent bridge between the legacies of funk and jazz-funk. In coherence combining the gritty exclamations of the former and the arier elation of the latter, trombonist Rollins – best known as a member of Courtney Pine's band, has made music that's both physical and cerebral, danceable but with enough substance for repeated listening. *Badbone* – whose ranks include the excellent pianist Benet McClean, a regular in Kevin Hayes Ensemble – kicks hard while retaining a classy sheen on the solos and arrangements which brings to mind Raul De Souza's work with George Duke. With sharp programming that dips into drum & bass, house and reggae without any crass overstatement, *Make Your Move* is an album that could only have been made in this country. Funk is the preacher, jazz the teacher, soul the thing that'll reach ya, as James "Blood" Ulmer might have said after a Red Stripe or two.

RAY BARRETTO: Homage To Art (Nightbird NBM 1010). Out now. The legacy of the late hard bop hero, who nurtured musicians

from Jackie McLean and Freddie Hubbard to Donald Harrison and Wynton Marsalis, is celebrated in free style by Barretto, the conguero who, along with messieurs Puente and Santamaría, has greatly enriched the history of Latin jazz. *Homage To Art* is made very much in the image of the late drummer, with the repertoire and arrangements striding an uncannily close chord to the Messengers' classic sound. Barretto's band includes alto saxophonist Miguel Zenon and bassist Hans Glawisching,

ALBUM

of the month

now. Truffaz is, along with Norwegian Nils Petter Molvær, the jazz trumpeter most readily associated with contemporary dance idioms, having fully-embraced hip hop and drum & bass. The big difference between Truffaz and Molvær is that the former is less tied to technology and has used a samples-free electric quartet – with keyboardist Patrick Mueller, bassist Marcello Gulliani and drummer Marc Ebertha – for some six years, making a substantial critical splash in the process, with the albums *The Dawn* and *Bending New Corners*. Truffaz actually did employ a different group on his last album, the slightly Eastern-flavoured *Mantis*, but *Walk of The Giant* marks the return of the regular quartet, negotiating compositions that build on the strong platform established on



previous releases. The album has some moody, eerie compositions on which Truffaz plays with a suitably sombre tone, letting languorous legato notes drift over the understated pulse of the rhythm section. The needle flicks intermittently on the interest dial during these pieces, but rises considerably when Truffaz undertakes brash

forays into noisy psychedelic rock on pieces such as *Next Door* and *Seven Skies*. Fuzzy bass lines, crashing drums and giddy Rhodes piano all bubble under the leader's waltz-measured trumpet, creating a strange concoction of pop sensibility and improviser's pedigree. *Next Door* has a rick-tidee code that's crying out for an Arthur Lee vocal. All of which makes *Walk of The Giant* a curious affair; it has a bold, brave mixture of light and shadow, introversion and extroversion and it is executed with as much raw energy as it is careful control. This feels like an album in which Truffaz wanted to let off steam against some quite primitive, unrefined settings and it actually makes for a more endearing and arresting work than that many of his peers, who opt for greater studio trickery and sound manipulation.



pianist Luis Perdomo, drummer Vince Cherico and trumpeter John Bailey. The arrangements are tight and the soloing punchy. This hard-to-resist tribute album stands as a good, solid piece of no-frills contemporary Latin jazz. **ULLMANN/STEVENS/ FONDA/BENNING: Variations On A Theme By Claude Debussy** (Leo COLR371). Out now. In this superb ensemble which units bassist Joe Fonda and pianist Michael Stevens (the co-leaders of the consistently impressive Fonda/Stevens Group) with saxophonist and regular Leo recording artist Gebhard Ullmann and drummer Han Bennink, one of the titans of the European avant-garde, everybody is on top form. Playing with a hushed sensitivity as well as a snarling intensity, the quartet shows great cohesion on themes that embrace the darker strains of European classical music, the airy romance of Italian film scores and the hot springs of free jazz. It is difficult to single out any one performer in such a high-quality line-up, but Bennink is brilliant.

REISSUES

Top honours have to go to **BLUE** Note this month. Its two-CD *Dexter Gordon Classic Recordings* is a cracker and follows on nicely from a similarly formatted Wayne Shorter release of late last year. In many ways, Gordon is one of the most underrated of all tenor men, his influence on John Coltrane cast as day from these tracks. As is his ability to coax real soul from his instrument, applying with a very personal verve the old Lester Young idiom about the importance of knowing the lyrics of a song. This collection features material recorded by Gordon between 1961 and 1965 and shows that he was a top giant, blessed with a big, husky tone that he manipulated with an incredible lightness of touch. This double CD provides an excellent summary of a consummate artist and engaging character. Who else could have taught Miles Davis to dress properly?

Playlist

ULLMANN/STEVENS/ FONDA/BENNING – Variations On A Theme By Claude Debussy (Leo) Spiky extraplication of the music of the celebrated French classical composer.
ERIK TRUFFAZ – Next Door (Blue Note) Wreckless Erik goes all psych rock on us. Top man.
DENNIS ROLLINS' BADONE – Ujamma (Sound) Kicking' caboodle of funk and drum & bass from the UK's premier jazz trombonist, who knows how to dance.
LARRY BARTLEY – Along This Way (Promo) Enchantingly warm mis-culite from this high-respected British bassist. Big talent in waiting.
DEXTER GORDON – A Night In Tunisia (Blue Note) One of the best versions of Dizzy's bop classic to date.

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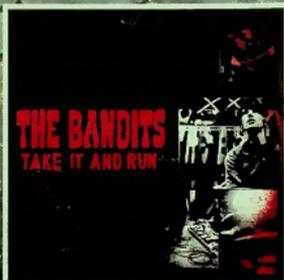
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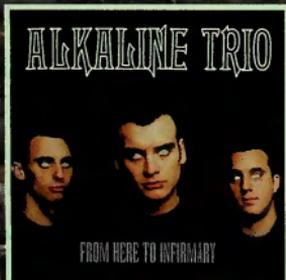


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