

Gallant joins HMV as profits doub

HMV Europe has turned to one of the industry's most experienced retail players to help to build on ecord trading figures, appointing Steve Gallant as product director.

Gallant joins the business after four years as Universal Music commercial director just as newly-pub-lished financial figures reveal the retailer's operating profit soared by 52.0% in the past year. He succeeds David Roche, who moved across to sister company Waterstone's at the end of last year in the same role.

Gallant believes he is joining the company at a positive time as its recent flotation has made more money available to expand the busi ness "They're the best music retail er by far in this country, probably in Europe, and I think with my experi

HMV's Brian McLaughlin became the first recipient of the Silver Clef chairman's ard at last Friday's annual Nordoff Robbins fund-raising dinner in London. The award recognised the achievement of McLaughlin in becoming the first individual to raise £1m for the charity, through the HMV Football Dinner which was inaugurated in the mid-Nineties. The presentation kicked off a lunch which also saw awards presented to a string of artists: Dido won the Silver Clef Award Lulu won a special achievement prize, while Blue won the new artist award and Natalie bruglia won the international prize. McLaughlin Is pictured (centre) with the event co chairmen (left to right) Jeremy Marsh and Derek Green.

I can contribute a lot to what they're trying to achieve," he adds.

His switch to HMV marks a retur to the retail sector after spending four years at Asda prior to joining Univ ersal. There, as category manager for entertainment and paper shops, he transformed the supermarket into one of the leading music retailers Before that he spent 13 years at Our Price in positions including marketing manager and head of buying

versal Music chairm an and CEO Lucian Grainge says, "I clearly wanted Steve to stay and tried very hard to persuade him, but Steve felt the time was right to go back to the retail side of the business. The good thing is that we'll hopefully see a lot of him in the future.

The addition of Gallant to the team



Gallant: targeting expansion

tes as HMV Group prepares to open around 20 stores in the coming year. Its chief executive Alan Giles says capital investment for the year ahead is more than double last year's figures, as the decision to float the group has freed up money previ ously going on interest payments. These cost the group £52.0m in the year to April 27 2002, but Giles says this will be cut in half for next year

group's most-prized asset in the ancial results, with total sales ris ing on the year by 19.9% with like-forlike sales improving 14.0%. Across the group, including Waterstone's, EBITDA rose by 21.7% to £145.1m. Bearing in my mind this is the first

full year for David Pryde running the ness, he should be hugely pro of what have been a fantactic moult says Giles

Pryde says he is delighted HMV Europe has made "such an outstand ing contribution to an excellent set of results". "Although the last year saw some strong releases and a general benign trading environment, ere operating in a highly competitive market which makes this record per formance even more exceptional," he

The group also put in encouraging performances in Asia Pacific, where sales rose by 3.5%, while its Japanese music market share increased from 5.7% to 6.6% against a total music market which shrunk year-or 0 year in value by 9.4%. HMV Australia enjoyed its most successful year yet with sales rising 12.5%.

However, the group says it is "reviewing the position" of its busi-nesses in Germany and the US. In Germany, it has not expanded beyond three stores while its US operation has shrunk from 12 to nine stores. Giles says the German market

does not look as attractive as when the group first moved in because of an "excessive preoccupation" there with pricing, but he adds the business there is at or close to break even point



#### Students prepare to play for Oueen

Brit School students will i cased both live and on CD when Her Majesty The Queen becomes the first royal to visit the school on school governor and BPI Su Council member John Craig.

She will also be led on a tour of the school, while performances by pupils will be staged both in the foye and the main auditorium. Her Majesty will also be presented with a copy of the school's double CD featuring performances from the class-es of 2001 and 2002, which has been produced by BMG.

#### EMI builds links with indie body

EMI is set to forge closer links with dependent labels body Impala after investigating the possibility of joining the association.

It is understood that EMI b Alain Levy - who has regularly billed Alain Levy – who has regulary based the company as "the world's biggest independent" since joining last October – asked impala about the possibility of joining last month, and that this was discussed at the organisation's board meeting in London a fortnight ago.

Such a prospect has been ruled out because of Impala's rules which state that 50% or more of any member's shares must be owned by a non-major; a major is defined as a company which has a global market share of more than 5%.

But, while an Impala spokesman declined to comment on the development, a source says that the independents have resolved to build links with the major. "We didn't agree to EMI joining, but we did agree to explore the possibility of making joint initiatives, not just



Levy: EMI 'biggest independent

lobbying but in other areas too,' says the source.

An EMI source says the o An EMI source says the company has not directly applied for membership of impaia. The source adds, "However, we believe strongly in the independent sector and we would like to explore ways that we can work together."

Independe Another suggests that EMI potentially more issues in common with the key independents than with the US-led majors which headed the IFPI lobby, against which Impala has, in recent months, found itself opposed over the Gats (General Agreement on Trade in Services) disc

#### Music mourns Entwistle and White Who's revival North American suffered

tour was in doubt at the end of last week, following the sudden death of John Entwistle

Entwistle was found dead at the age of 57 last Friday on the eve of the group's North American tour -as US music business title Billboard magazine also reeled from the sudden death of its editor in-chief Timothy White.

The legendary band cancelled a gig they were set to play at the ard Rock Café last Friday, as well as a show in Los Angeles scheduled for today (Monday). -Entwistle - known as "Ox" and

"Thunderfingers" - was found dead

Hotel & Casino on Thursday, after apparently suffering a heart attack The Who's North American tou

was scheduled to take in more than 20 cities across New York, Indiana. California. Illinois Colorado and Texas, concluding in Ohio on Sentember 27

A statement was nosted on the vebsite of fellow Who founder Pete Townshend: "The Ox has left the building - we've lost another great friend. Thanks for your support and love. Peter and Roger.

The death of Entwistle came as Billboard also announced the death of Timothy White, who apparently

heart attack last Thursday afternoon

White, 50, collapsed after returning to the office from a lunch with a long-time friend and was pro-nounced dead at St Vincent's Hospital in New York. He leaves a wife and two twin sons.

Staff at Billboard magazine's offices in the US and in London were reeling from the news last Friday. White's journalism care took him to titles including Rolling Stone and Crawdaddy and he wrote books on subjects including Bob Marley, Brian Wilson, a James Taylor. He joined Billboard in 1991.

Thursda The Queen and Prince Philip are due to spend 30 minutes at the school during the morning, when they will be welcomed by the chair man of the board of governors John Deacon, principal Nick Williams and

#### THIS IS YOUR WAKE UP CALL

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#### NEW SIGNINGS TO GOLF RECORDS THE MIGHTY MIGHTY BOSSTONES PRESENT THEIR BRAND NEW ALBUM "A JACKKNIFE TO A SWAN" CDHOLE060 OUT 15th JULY

Combining their punk influences along with their reggae roots The Bosstones have put together 12 soon to be classic anthems. The Bosstones will head down to Australia for the 'Varis 2002 Warped Tour' and then over to Europe for 'The Deconstruction Tour' featuring No Use For A Name, H20 and Fogging Moly. After this The Bosstones linish up the year on the entire U.S. 'Varis Warped 2002 Tour' with Bad Religion, NDR's and Lagwagon.



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#### EDITED BY PAUL WILLIAMS (paulw@musicweek.com) - NEWS Majors in negotiations with BBC Fame show

Big Brother TV production company Endemol is understood to be in nego-

tlations with a number of major record companies regarding a deal tied in with its new BBC series Fame

The series, which will be broadcast across BBC1, BBC Choice, Radio One and BBC1, will follow the

one and BBCJ, will follow the progress of 12 contestants as they face what Endemol describes as "the realities of what it takes to become a music superstar". Public voting will

be used to determine the winner of

the series and a number of leading figures from the music industry will

lend their expertise throughout. The

closing date for entrants is August 5.

Academy.

Xfm is preparing one of its most ambitious outside broadcasts yet, after winning the rights to transmit live the final night of Qasis's (pictured) trio of concerts at London's Finsbury Park. The Capital-owned station plans to put out six hours of live coverage of next Sunday's event, which will also feature Universal Island's The Charlatans and Virgin Records' Black Rebel Motorcycle Club on the bill. "It's quite a coup Motorcycle Club on the bill. "It's guite a coup for us, a year on from when we did Radiohead live from South Parks," says the station's programme director Andrew Phillips, "It says we're now accepted as a reliable and quality outet for live music," The Oas's broadcast, which follows the Big Brother/Sony release today (Monday) of the band's fifth studio about Neather Chemistry, Is part of an alm by Philips for Xfm to broadcast at least one live event on such a scale every year. The station also plans to air recorded highlights of the Fatboy Silm-headlined Big Beach Boutique 2 which takes place at Brighton Beach on July 13, while E4 will be broadcasting the event live.

#### Nevrkla overhaul sees off PPL's legal disputes

PPL has almost cleared out its lengthy backlog of legal disputes since the arrival 20 months ago of Fran Nevrkla as chairman and CEO.

Nevrkla, who has triggered an extensive overhaul of the 68-year old organisation after joining from Warner, revealed at last Tuesday's Alm AGM that until recently PPL had a list of around 24 copyright tribunal references. He said that had now been whittled down to only two or three. "I'm fairly confident that, with the

help of (licensing director) Tony Clark and our legal team, we'll probably have a clean sheet of paper before too long," he observed in a keynote speech. "Touch wood, since I joined in October 2000 we've not had one fresh copyright

tribunal reference before PPL." Nevrkla also outlined efforts to improve the level of overseas income received by UK performers and companies, through the signing of a series of reciprocal agreements with equivalent organisations around the world. The latest deal, secured with the Phonographic Performance Company of Australia, follows recent tie-ups with Sena GVL and AVLA.

#### 'No tears' over Napster deal says Aim's Wenham

by Paul Williams Alm's chief executive Alison Wenham says she has no regrets about her organisation inking a deal last year with Napster, despite the fact that it faces a legal fight to secure £2.7m its labels are owed.

"This has by no means ended in tears," Wenham told Aim's AGM last Tuesday, a year on from linking up with the file-swapping service, Aim now finds itself as one of Napster's biggest unsecured creditors

However, the chief executive said Aim had managed to acquire the serces of a top US law firm - Boston based Schnader Harrison Goldstein and Manello - which was so confident of the strength of its case that it has agreed to represent the indie organisation on a contingency basis

Aim has been appointed chair of the creditors committee but its chances of getting hold of the bulk of the money it is owed partly depend on whether Bertelsmann is able to buy the assets of Napster unimped-



ed, If it can, Wenham says the German company will effectively end up buying out the creditors.

But she adds. "There are two key problems. One is the majors them selves, including BMG, and whether they decide to press for some kind of compensation payment for copyrig ngement which has been estab lished in court. That would dilute the creditors money. And, if Bertelsmann are not able to acquire Napster, they ill also enforce their loan.

Depending how matters unfold, Aim could and up with around 90o in the pound it is owed but, if all the other arious claims are made by the majors and others, Aim's di business affairs Helen Smith says

the organisation would only receive a fraction of the money.

Eisewhere at the AGM, Wenham noted that progress being made on the proposed US office was "very encouraging". "The industry has voted in favour of this. The DCMS has embraced and supported the general Idea and the next stage is to scope the functionality," she said. In elections held at the AGM,

Pinnacle chairman Steve Mason was oted onto the Aim board but will be forced to resign if BMG's takeover of the distributor's parent company Zomba goes through. Under Aim's constitution he would not be able to serve if his company is owned by a

Mason was one of five candidates voted onto the board along with ChinaGreen Enterprises' Derek Green, Wall of Sound's Mark Jones. Glasgow Underground's Kevin McKay and Ministry of Sound's Lohan

See Alison Wenham's column, p5.

#### MTV wins premiere for Michael release

MTV has struck a deal to premiere George Michael's new video simultaneously across its 10 European networks, two days before the track is serviced to radio.

Polydor confirmed last Friday that it had secured rights to the single. Shoot The Dog, which goes to radio this week, six weeks in advance of its commercial release on Aug 12. A spokeswoman declined to confirm whether Polydor has rights to a Michael album. Freeekl peaked at seven in the UK in March, afte Polydor released the track on an international, one-single deal.

The promo will be shown tomorn (Tuesday) ahead of its radio airdate this Thursday. "It's the first time we've experienced getting a video for the whole of Europe before radio," says MTV Europe senior VP music Harriett Brand, who has co-ordinated the exclusive.

The clip was produced by 2DTV, the animation team responsible for the ITV programme of the same name.

In addition to its premiere across 10 channels, its promo will also be shown on two VH1 channels and MTV Russia, giving the video a total potential audience of 123m.

#### newsfile

#### CAPITAL FM TAKES ON SMITH

Capital FM's new programming controller Ric Blaxill has made his first appointment since succeeding newly-elevated Jeff Smith in the role has posched Chris Brool from Essex FM to host Capital FM's new weekend breakfast show, which launches on July 20.

#### PRESSPLAY GETS GREEN LIGHT

Pressplay, which is backed by EMI, Sony and Universal, has signed a deal with Sony Electronics to allow users of the online subscription ser vice to burn downloaded tracks to MiniDisc portable players in the first deal of its kind. The agreement will allow users from later this summer to transfer tracks from Pressplay to their Net MD Walkman player/ recorders for one-off listening.

#### **BPI FORGES RUSSIAN RETAIL LINKS**

emational committee is facil itating a meeting between a Rus retailer and the UK industry in a bid to forge links with the Russlan mar ket. Representatives from Soyuuz will meet with BPI members at an infor mal reception at the organisation's avile Row headquarters on July 24 The Russian retailer will give a pr sentation on its strategies for dealing with escalating music piracy prob ems and the need to support the local industry.

#### SONGLINES UP FOR RELAUNCH

The world music magazine Songlines is being re-launched independently after being bought by a collective from its parent publish-ing company Haymarket. The magazine, which is edited by Rough Guide To World Music's co-editor Simon Broughton, covers popular world music and was launched in 1999 by the classical music magazine Gramophone as a quarterly magazine.

#### DOTMUSIC TEAMS UP WITH MSN

MSN is giving its Music Channel a new look by teaming up with dotmusic. The one-year deal with the music site, which is part of the BT Openworld network, is intended to broaden the MSN Music Channel's content. The alliance will compliment MSN's existing agreement with OD2 Dotmusic will provide MSN with editorial covering the latest music developments and will include news, transcripts from webchats with top artists, downloadable music videos and album, single and gig reviews.

MUTE'S MILLER TO ADDRESS DANCE EVENT Mute Records founder Daniel N is to give a keynote speech at this year's Amsterdam Dance Event Other panellists scheduled to take part include F Comm's Eric Morand, Ninja Tune/Big Dada's Dominic Smith and BMG's Andy Bradley. Issues being discussed at the event, which runs from October 17-19, include copyright and the internet and marketing.

#### WARNER MDS LEAVE COMPANY

The managing directors of Warner Music International's Scandinavian operations have left the company with the group's vice president of Europe Greo Caccia appointed to oversee the three offices. Warner Music Sweden managing director Sanji Tandan and his Norwegian and Danish equivalents Mats Nilsson and Finn Work are succeeded by Caccia from today (Monday), WMI is in negotiations with Tandan over the formation of a joint venture record company in Sweden.

#### No confidence votes ire Vivendi's Messier

Jean Marie Messier's control of Vivendi Universal loosened last Tuesday when he received votes of no confidence from five of the company's board members

The vote appeared to indicate an increasing estrangement from Universal Music, with all five opponents coming from the old Seagram board - the former o of the music company. They were led by Seagram founders Edgar Bronfman senior and junior, who sold Seagram to Vivendi at the end

Sources suggest that it is a matter of time before Messier is replaced. after overseeing a massive share value decline of around 68% in the past six months. The company's stock value fell by another 18% in Paris last Wednesday, ending the ek at €20,70.

Messier, who was further hit last Monday by the resignation from the board of close ally Bernard Arnault, remained defiant in the face of the opposition, telling the financial community conference call that he was hoping lead the company "for the next 15 years".

MUSIC WEEK 6 JULY 2002

The BPI-backed Best Of British campaign in conjunction with Virgin Megastores US launches on July 11 with an industry panel, gig and reception at the retailer's flagship

reception at the second Times Square store. The month-long promotion will begin with a panel called London Calling, bringing together leading record company executives from both sides of the Atlantic alongside emerging and established UK artists to discuss the thorny issue of UK acts breaking the States. Virgin Entertainment Group UK

CEO Simon Wright and BPI International Committee chairman Paul Birch are among those from the UK preparing to attend the event. A live gig with a surprise special guest in the Times Square store will be open to the public.

The promotion, which will roll o at all 20 of Virgin's 20 Stateside stores, will see hundreds of UK albums - new titles and back catalogue - offered at special prices.

While customers will receive discounts on albums by the likes of NEW BEST OF BRITISH

y Barker Soundtrack (Provocateur) lion Drunk Fire Music (Cargo)

UK talent in US boost as Virgin

hosts Best of British campaign

Milan Milan (Byzantium) Cribabi Volame (Fidela) Sophie Agaptos Philosophie (Squeaky

Records) Candidate Tiger Files (Cargo) Various Taster Sounds From The Funky Underground Vol 2 (Chocolate Fireguard) New acts appearing on listening posts and being given in-store play during the Best Of British campaign

David Bowle, Paul Oakenfold and PJ Harvey, eight acts from small British labels nominated by BPI members, will also be flagged up to custome via listening posts and in-store play (see table). In-store performances from a host of UK bands will take place in selected Megastores throughout the campaign. An online competition to win a

Vespa signed by The Who launches on July 9, when a US advertising campaign under the Best of British banner kicks into gear.

3

#### NEWS newsfile

HMV EXTENDS VIRGIN RADIO TIES HMV has extended its sponsorship deal of the Virgin Radio chart show to run until 2004. HMV originally insored the Ben Jones-hosted

sponsored the Ben Jones-hosted show, broadcast every Saturday between 12 noon and 2pm, for 12 months starting in December 2001 During the albums chart show, the Top 10 sellers from one of HMV's 140 stores will be showcased each week and the retail chain's straplin be run during trails and credi

#### VIRGIN AND AMAZON JOIN FORCES

Irgin Er in Entertainment Group and szon have joined forces in Japan and North America to launch co-brand ed websites. Virginmega.com in North America will be powered by America will be powered by Amazon.com and feature all of the Amazon's own US site. The joint ven-ture website in Japan will be powered by Amazon.co.jp and will operate independently of Amazon US. Meanwhile, Virgin Megastores in the UK has part ed company with its creative ading agency TBWA after three years. Virgin is working with advertising agency Addiction on the Christmas campaign for its Megastore chain and has yet to appoint a replacement, fulltime advertising agency

#### ACP REVAMPS WEBSITE

The Alliance of Counterfeiting and Piracy has launched a re-designed website to provide more information and access to its activities in the fields of intellectual property lobling, education and research. The website (www.aacp.co.uk) carries details of all of the AACP's orgoing activities, links to current legislation d information about men

#### SIEMENS TO SPONSOR URBAN SEMINAR

The fifth annual Urban Music Sen this year will be sponsored by Slemens Mobile. The free festival takes place on September 7 and 8 at London's Royal Festival Hall and aims to educate young people on how to ak into the music industry. Around 15,000 people are expected to attend the event, which ch is expecting guest speakers including Music Week's edi-tor-in-chief Alax Scott and artists Jazzy B and Beverley Knight.

#### MILLOY JOINS HENRY'S HOUSE PR

PR agency Henry's House has poached Chrysalls Radio's head of poached Chrysalls Radio's head of press and PR JO Milloy to become a director. Milloy, who has spent four years at Chrystals, will oversee the company's entertainment division, which during the past year has pro-duced campaigns for the likes of Pop-Idol and S Club 7. She will also look to expand its entertainment interests info film and tashion. to expand its entertainm into film and fashion.

#### THIS WEEK'S BPI AWARDS

BPI Oasis's Heathen Chemistry and The Hives' Your New Favourite Band receive a platinum award this week receive a platinum awaro unis week, Meanwhile, albums going gold include. Squeeze's Big Squeeze – The Very Best Of Squeeze. The Streets' Original Pirste Material and the compilations Clubland, Urban View 2000 and Tax New Beat Of ss 2002 and The Very Best Of MTV Unplugged.

#### HOW TV SHOWS' BATINGS COMPARE

Programme	this week	% chango
Top Of The Pops II (Weds	) 2,424	n/a
Top Of The Pops II (Tues)	2,230	n/a
Top Of The Pops*	2,175	n/a
CD:UK*	947	n/a
The Pepsi Chart Show	* 881	n/a
The Saturday Show	544	n/a
Popworld (Sun)	407	n/a
· Constrined totals, Source:	Mediacom	EMG
(Barb data) for w/c May 27		
NB: live data only available	So no years	160ycoc

### Radio groups voice confidence as Bill lobby goes to Parliament

#### by Paul Williams

e leading commercial radio groups are voicing confidence that they are winning the argument to further relax ownership rules laid down within the new Communications Bill after taking their message directly to Parliament

A group of key players - including WR chairman Ralph Bernard, GWR. Capital Radio chief executive David Mansfield and Chrysalis Radio chief executive Phil Riley - last Monday attended a joint House of Commons and House of Lords' committee which has been charged with looking at the draft, in a bid to press their case for changes to the proposed new legisl

The group, under the remit of the Commercial Radio Companies Association (CRCA), is concerned that proposals about radio ownership within the draft bill are too restricti in comparison to those suggested for TV and newspapers.



Bernard: hopeful

Bernard says he is confident the association's arguments were s pathetically received. "The CRCA case was well put," he says. "The papers that we previously gave the committee had clearly been read and I think we were given a very fair hear ing. I don't think there were any sug-gestions from the committee to indicate they were not sympathetic, so I'm very hopeful.

A key area of the CRCA's concerns is the draft bill's strict ownership rules for radio, compared to those for light of the suggested freeing up of existing regulations about foreign ownership of stations. The draft bill proposes that at least three commen cial groups plus the BBC operate in "almost every local community", as a means of ensuring a diversity of ownhip. The CRCA wants this reduced "two plus one"

"Given the fact there is, in effect, no barrier to entry for foreign owner ship, it seems pretty reasonable for radio groups to be allowed to become more substantial, in order to meet the challenges of any foreign predators by being able to have more opportunity for ownership in a single area and that compares to television and newspapers," says Bernard.

"It does seem odd you can have ITV with a single owner and radio, which is acknowledged by the Bill to be less significant, has to have three sepa rate owners in an area rather than

Capital Radio's Mansfield notes that the three key areas of discussion ed at the committee were diversity, plurality and competition of stations, but he believes diversity and ownership are completely unconnect ed. "If you take a situation of radio ownership under the current ownership rules, in London we have Capital FM, Xfm and Capital Gold which are offering three very different ser-vices," he says. "If there were differ ent owners they would all probably move to the middle ground. Format control and common ownership is the best way of creating diversity.

The joint committee has now asked the CRCA to make submissions clarifying their views on the draft bill, ahead of the joint committee's publi cation of its own report. This will then go to the Commons and Lords' Individual select committees looking at the Bill.

#### New marketing team is confirmed at Virgin

Virgin Records has confirmed a new-look marketing team following its recent restructuring.

Kelly Bush joins the company as product manager from Relentless Records and will be focusing largely on Virgin's urban roster. She is part on vigin's broat toster one is part of a scaled-down team of product managers, which is completed by existing staff Glen Couch and Ben Kerwin. The team reports to marketing manager Andy Tribe, who will now oversee both international and UK-sourced repertoire. "We have brought the two sides of the company, which were previously split, closer together." save arketing director Mark Terry

Meanwhile, sister label Source has also had a revamp, with Fin Greenal joining the label from Def Jam/Talking Loud with the role of product manager for both Source and Wordplay releases.



Level, this Street is preparing to follow up one of the biggest surprise hits of recent years with a successor to the late Ex Gasaky's (activate) multiplations alours Scopitch. The new set <u>angeing</u>, which will be released on surgest 34, will include a version of the both Latonscore table (b) (b) (LAL) Cover, Mitter Ammun, The frish balled Daver Byg and a version of the both Latonscore table (b) (LAL) Cover, Mitter Ammun, The frish balled Daver Byg and a version of the both Latonscore table (b) (LAL) Cover, Tamos, An For Casaly supported to account of the both Latonscore table (b) (LAL) (Lower Baller) (LAL) (LAL

#### French distributor makes label move in UK market

leading independent

distributor Wagram Music is moving into the UK market for the first time as a record label.

The company, which specialises in lounge and chill-out compilations, has brought in one of Rough Trade's founders Peter and chill-out Walmsley to head up the UK operation. He was previously director of the Tumi record label and was also a former director of Rykodisc Europe

The distributor has made its mark in France by producing chillout compilation albums such as Buddha Bar, Hotel Costes and St Germain Des Pré's Café. Walmsley says its entry into the UK market is part of its overall strategy to become more of a pan-European company and follows tie-ups that the company recently established in Benelux, Germany and Spain

\*My role is to develop a dual business to license and ship French-based acts to the UK, and to licence and distribute UK-based acts in France," said

The launch of Wagram in the UK will also include the creation of a record label and the group has already signed up the Temple Of Sound, with an album expected for release in September. Wagram is working with the UK distributor Discovery Records. Temple of Sound, who are the

group's first UK signing, were formed by Neil Sparkes and Dubmaster Count Dubulah, formerly of world music group Transglobal Underground. Their music is described as "an Afro-Cuban, Latin amalgamation with a strong urban dance flavour"

#### Future targets nu-metal fans with Metal Hammer spin-off

coming band every month and carries an eight-page interview and A1 poster.

interview and AL poster. "We're targeting the younger audi-ence because we believe that they're tomorrow's Metal Hammer readers," says publisher Jackle Garford, "Music is a way of life and unblicht Riverger carlie analyse us reaching listeners early enables us to build a life-long relationship with the brand."

"We know that this kind of aud ence exists. You only have to walk around town on a Saturday morning



The first edition of Special Editions which is now on sale for £1.99, fea tures Papa Roach and every issue will also carry an A4 cover-mount stickers sheet.

"The poster specials provide a taster of the main Metal Hamn magazine and are ideal either as in introduction to the nu-metal scene of as a targeted add-on to the main magazine for those who can't get enough," said Garford.

#### NEWS

#### Xfm's O'Connell scoops top gong at CRCA ntl Awards

Xfm's Chris O'Connell has shaken off the disappointment of failing to finish among the winners at this year's Sony Radio Awards by being ned radio presenter of the year at the sixth CRCA ntl Commercial Radio Awards.

O'Connell, who presents the Capital-owned station's weekday breakfast show, beat GWR's Mark Dennison and Viking FM's Simon Hurst to the best presenter prize at last Thursday's event at The Brewery in London. The judges con gratulated him for his strong grasp of the show's audience as well as his ability to push the boundaries of our while not causing offence to listeners.



ell: pushing boundaries

Capital FM's Chris Tarrant received a special award for his dication to radio, while Chrysalis's Galaxy 105 in Yorkshine walked away with the prize for best commercial radio station. The station, which had its most successful year to date last year in terms of audiences and revenue, is the biggest station by reach outside

GWR's Classic FM was the recip lent of two awards from this year's judges. Roger Lewis was crowned commercial radio programmer of the year, and the station's Tim Lihoreau and Paul Kelly won the award for best jingle. The award for newcomer of the year, in association with x-trax, went to Jon Fox and Tom Rhys of Emap's 96.9 Viking FM.

Other awards included the Radio ws Award, which went to Lincs FM, local sales team of the year which was won by Wave 105.2 and national sales team of the year, which went to Chrysalis Radio.

#### MWCOMMENT

#### EMI'S INDIE AIM REFLECTS CHANGE



The idea of EMI attempting to become a member of Impala is delicious in its impudence. In some respects, it is an attempt at rebranding which PwC Consulting - sorry, "Monday", as it is now known - would be proud of.

But it also underlines just how much the industry is changing right now.

We have long heard of talk of an industry in flux, but the first six months of this year have heralded some remarkable shifts. From the early spring, EMI and Universal's

historic steps to withdraw from manufacturing in the UK saw all the majors pulling out of British manufacturing.

Indeed, something extraordinary is happening in the world of the majors. Last week, we witnessed the bizarre sight of Universal Music's most senior executives revolting against the conglomerate boss who they sold out to just 18 months before, Jean Marie Messier.

In turn, Bertelsmann is currently struggling to come to terms with the possible implications if Clive Calder - and this is a big if - actually does decide to proceed with his sale of Zomba

All is not straightforward for the independents either. The most independent of UK Indies, Mute, has sold out to a major this year

And the two biggest indie distributors are also facing fundamental change. One, Pinnacle, is facing the prospect of entering major label ownership after the announcement of Calder's intention to sell Zomba, and his share in the distributor, to Bertelsmann. Meanwhile the other, Vital, has pulled out of physical distribution completely.

#### MI's moves to realign itself as - and with - the Indies, is nothing new, of course. Alain Levy has been talking about it for months.

But it is not the current health - or otherwise - of the indie sector which is prompting EMI to attempt this metamorphosis. It is partly a reaction against the conglomeratisation of the music business. It is an attempt to create a point of difference from other, major

record companies; as if being a a big record company is something to be ashamed of. Levy may well be right - maybe it is easier to strike deals with emerging indies, sign bright new talent, to present yoursell as a cool, credible repertoire source if you are not sullied by major-dom. But the potential alliance between EMI and Impala is also a

ecognition that EMI, distinct from its US-led fellow majors, has most to gain from lobbying along with the independents.

Martin Talbot, martin@musicweek.com

#### **ALISON WENHAM** SURVIVING THE COMMUNICATIONS BILL



A 300, made up primarily of record company members. I wonder if, when they are signing and clves as mere content providers? Because that is how we are viewed by the powerful new kids on the

The new Communications Bill, if adopted, will allow for sweeping changes of ownership within the UK, with the prospect of Disney, Clear Channel, Vlacom and AOL Time Warner buying up large tracts of the UK broadcast med

Will this be good news for the British record industry? I fear not. We have seen and lived with the effect of vertical integration in the r business, and we have competed and survived. The independent sector's market share is testament to the artistic strength and commercial Intelligence of the Independents. But media consolidation brings a real danger that vertically-integrated companies with huge content production interests will lever their own content interests in abuse of the notion of artistic independence and integrity

Meanwhile, the US music industry continues to make stealthy inroads into our core market. Imagine what happens once those same, largely foreign-owned, record companies are given favoured-nation status in the playlists and TV programming schedules, not necessarily due to measurable public interest but due to the act that their parent ompany owns the channel?

There is no doubt that the US music industry is damned good at what it does. But the idea that the UK is less good does not follow

We do not want a radio and TV industry mirroring the US industry. Playlists and programming should be decided on artistic merit, not on positive discrimination towards "owned content". The possibility of this happening should be of concern to every single rights owner in this country.

Maybe the French have got it right after all. Quotas and cultural support programmes may not be popular with non-French-speaking nations, but at least the French are acknowledging that they have a creative industry to nurture and protect.

The Communications Bill does precisely the opposite. It allows Thatcherite politics to sweep in a grand new age of "controlled content" on the back of cuddling up to powerful media interests who will control political careers just as much as ours. Anyone for French lessons?

Alison Wenham is chair and chief executive of the Association of Independent Music

#### Ongoing success of vinyl highlighted by BPI report IFW RELEASES BY FORMAT 1996-2001 UK record buyers' continuing love affair with vinyl has been further con

firmed by new figures revealing more than one-fifth of all LPs sold around the worte last year was bought in Britain

The UK claimed a global market share of 22.0% for vinyi LP sales during the year, easily surpassing its 8.3% share for all music sales. At the same time, the number of titles issued on vinyl in the UK hit a 10-year

Figures from the BPI's 2002 Statistical Handbook - which is due to be published this week - show that more than 2,700 new releases were issued on the format over the year the third successive yearly rise and more than 1.000 titles up from 1998 By comparison, the number of titles issued either on cassette or MiniDisc showed a dramatic decline over the previous year.

View manufacturer Simply View's head of A&R Ian Dewhurst predicts that the popularity of vinyl will contin "We expect this year to be may shely up on last year, as we're really starting to penetrate the High Street," he says. "Some people real ly just prefer vinyl. They find it a much warmer sound to listen to, if a little

	1996	1997	1998	1999	2000	2001
LPs	1,792	1,798	1,706	2,185	2,389	2,787
Cassettes	3,555	3,335	2,495	2.011	1,383	709
CDs	14,439	17,430	16,761	17,299	17,958	20,474
MiniDisc	-	-	166	241	181	33

Source: BPI, 2002 Statistical Handboo inconvenient. It also feels more authentic when you hold it because of its size and artwork."

The growing DJ scene has been pinpointed as one of the key reasons for the growth in the popularity of viny over the past few years. However, Dewhurst says that they press more than 500 lines ranging from jungle and techno through to reggae. Sixties and Seventies rock and pop, gangster rap and soundtracks, "There's something about people's love of spinning vinyt that will never go away,

ing to boost vinyl sales, by compar-son dance's share of the compiletions market shows a steady drop over the past couple of years. In the final quarter of 2001, it accounted for around 27% of the market, compared the year before

#### Tornado links with broadcaster Virtue

Digital service provider Tornado Group has confirmed its merger with Virtue Broadcasting, after an extraordinary general meeting last Monday.

The Alm-listed company, which provides back-end music and download services for the likes of Virgin Megastores UK and BMG, becomes Tornado Virtue pic following the acqui sition for £5.05m of shares in the internet broadcaster.

Tornado Virtue chief executive Neil Ferris says the deal, agreed by shareholders last Monday, will allow the company to become a dominant force in broadband content delivery

In addition, the newlymarged com pany has moved into the online video on-demand sector by acquiring a 25% shareholding in recently-launched VidZone. The subscription service. available via Real Networks Europe, offers 2,000 music videos online from artists such as Kylie Minogue, Madonna and Will Young, through existing licensing deals with four of the five UK majors.

he says Despite the fact that dance is help with around 32% for the same period

mat to increase the number of releas-

MCPS anti-piracy inquiry leads to three-year term for counterfeiter A Comwall man has been jailed for

three years after pleading guilty to 12 trademark offences, four copyright offences relating to CD coun terfeiting and 13 offences relating to making and distributing indecent photographs of children

Barry Alex Holland, 21, of Town End, Bodmin, who traded as "Digital Dave", had his home raided by Cornwall Police and trading stan dards officers on July 19 last year following an MCPS anti-piracy unit investigation into his CD counterfeiting activities.

Holland faced six charges at Truro Crown Court of applying a false trademark and six charges of possession of goods with a fa trademark as well as five copyright gement charges.

MCPS anti-piracy unit's head of litigation Nick Kounoupias says he is delighted by the outcome of the 6359

"It demonstrates to other coun terfeiters what they're likely expect if they continue to copy CDs illegally," he says

catalogue albums acco

ere men and research conducted

es during the year. Nearly half of back

catalogue purchases w

people aged over 40

Meanwhile, MCPS raids in Lincolnshire and Humberside earli in the week led to 10 arrests More than 40 multi-agency task force officers were involved in Operation Chalice, a swoop on Hemswell Sunday Market near Gainsborough, Lincolnshire, which uncovered more than 40 stells trad ing in counterfeit goods

in people were arrested and 20,000 counterfeit videos, games and CDs, at an estimated value of £500,000, were seized

eparate raid on a house West Hull last Monday, police seized six c omputers capable of duplicating CDs and DVDs and 4,000 music and film optical discs One man is being questioned by police.





es issued on the year was CD, which

nced a 14.0% lift on 2000's experie el to 20,474 titles.

Album releases on MiniDisc fell sharply last year from 181 in 2000 to just 33 in 2001. Likewise, cassette's presence continues to decline: the number of new releases on tape dropped below the 1.000 mark to 709 titles, a year-on-year drop of 48.7%. Ten years earlier, more than 5,000 new titles were issued on the format, while nearly 2,500 new titles were released as recently as three

for 32.2% of total sales during 2001, the handbook reveals. An overwhelm ing majority of buyers in that secto for the publication by Taylor Nelson Sofres showed they were responsible for 72.1% of back-catalogue purchas-

sides vinyl LPs, the only other for-

#### INTERNATIONAL - EDITED BY JOANNA JONES (joanna@musicweek.com) chartfile.

Polydor artist Sophie Ellis Bextor's pan-European hit Murder On The Dancefloor starts to explode in France, as it moves 19-8 on the country's airplay chart on the back of a ant promo trip there. While the track hangs on in the airplay and sales charts of several other European several other European territories, In Spain her previous hit Take Me Home debuts in the airplay countdown at 28. Further promo visits for the singer to Australia, New land and South East Asia are set to follow.

 V2's Liberty X experience a boost in Australia for their single Just A Little as it debuts at 28 - the chart's highest arriving UK-sourced track. Their fortunes around Europe are also on the rise as Just A Little jumps 28-15 on the Dutch singles sales chart.

 Ronan Keating extends his chart run in the upper reach of the Australian and Dutch sales charts with single If fomorrow Never Comes. It slips three to sit at six on the Dutch countdown, while the same title slides two places to six In Australia. Mcanwhile, six in Australia. Meanwhile, Keating's Polydor-issued album, Destination, lands at four in the Netherlands and improves one place to three in Australia.

 Innocent/Virgin's Atomic Kitten see their single It's OK dip 32-34 on the Dutch singles chart but make gains across Europe's airwaves. In Germany it jumps 23-18 on the airplay and makes its mark at 21 in Austria.

• As the first single from Coldplay's A Rush Of Blood To The Head album – In My Place – goes to radio in Europe, the and's Parlophone-issued debut Parachutes re-enters the Dutch sales chart this week. General press activity surrounding the new release and the week-old radio campaign have re-awakened interest in the 2000-released album, which lands just inside the Dutch sales 100 at 99.

2

11

8

11 10

18 19

19 17

 WEA London-signing Holly Valance makes her German airplay chart debut as her first single Kiss Kiss arrives at 43 to sit a place behind Universal Island's Sugababes with Freak Like Me. The profile of Kiss Kiss also lifts in Italy where the track climbs into the Top 10 of ne airplay chart by moving 12 9 but slides one place to land at three in Australia's sales rt while slipping 23-24 on

 Palm Pictures' 1 Glant Leap what their greatest strides in italy this week where the band are handled by Palm's affiliate Nun. The lead-off single from the world music album project My Culture, featuring Robble Williams and Maxi Jazz, enters Williams and Maxi Jazz, enters the country's sinplay chart at 24. The band last week clinched an award for best international rockumentary at Italy's indie labels event the independent Music Meeting. 1 Giant Leap were preparing to showcase a series of screenings and discussion groups about their audio/ ups about their audio/ ual project at last weekend's istonbury festival. Glastor

#### SME plans sustained live assault for Bowie album through the filming of Bowie's live

by Joanna Jones Sorw Music Europe is focusing on a sustained promotional and assault around Europe for David Bowle in the coming week, following the positive early chart impact of his then album across the continent and in North America.

A string of live performances surrounded by radio promo and press nterviews is scheduled in France Spain and Scandinavia among other territories, while several of Bowie's live dates in some countries will e recorded for broadcast on national TV stations

While his first album through the major got off to one of Bowie's most impressive sales starts in recent years in the UK, it also showed strength in many European markets by going Top 10, including France peaking at three in release last week and topping the

UK TOP 20 AIRPLAY HITS IN EUROPE

DisjAnan yak cemp-ury Loop AL Paris Spit Kyle Milaogae (Pariophone) Murale On The Dancardon Septie Elik-Bector (Paylor) II''s OKA Kennik Kitter (Innocent/Najn) Kits Kits Hell Walance (WEL London) Bop Dop Baty Westellie (ROA) Search Westellie (ROA)

Stop Crying Your Heart Out Oasls (Big Brother/Sony) Leap Of Fath David Charvet (Mercury)

East Lie for near the and charter (interchy) Freak Lie Mo Segnitables (island/Unitistand) Just A Liete Liberty X (V2) Caught In The Middle A1 (Columbia) Get Over You Sophie Ellis Bacter (Polydor) Py By II Blae (Innoemt/Virgin)

In Your Eyes Kylle Minopue (Parioshore) World Of Our Own Westlife (RCA) It Takes More Ms Dynamite (Polydor)

Harry Hotelbrase Family (Polytor)

Chart shows the 20 most played UK-signed tracks on the Eart Hit 100 panel of 100 patters & Music Compa

Cen't Get You... Kylio Minogue (Partophone)

eventoy Knight (

Roli On Mis-Teoq (To



owle: massive chart impact Danish chart this week

VP Columbia Marketing Europe, Sony Music Europe Ronnie Meister says. "It is a very impressive start and successful launch for him and we are very much looking forward to keeping the album in the Top 10.

The album holds Top 10 positions in Austria, Belgium, Denmark, Germany Sweden, unile olor Norway and debuting at 19 in the Netherlands and

27 in Spain. Stateside Heathen breached the upper reaches of the Billboard 200, entering the US chart at 14, while the North American success story continues as the album arrived at nine in Canada.

Meister explains that while lead-off track Slow Burn has only charted in a ple of international markets was important to release a single which set the tone for the albu The initial feedback from radio for Slow Burn was welcome, but it is the track that represents the album more than other tracks that we could have picked. It was very important to go with that," says Meister, who adds that a second and third single v in Europe could fo

Sales of the album have also been lifted by the release of a limited-edition version featuring a bonus disc with remixes from the likes of Moby. It should be given an additional boost

show in L'Olympia in Paris in the com ing week for French national TV, while interviews with France 2, MCM and for Australian press will also take place in the French capital.

The campaign will continue to be press-driven, with Scandinaviar press interviews scheduled follow ng an appearance at Norway's Quart festival.

More European promo will surround performance at Belgium's Zeebrugge Festival this Sunday, while German TV and radio appearances will fit in around a live date in Cologne on July 11, Festivals in Nimes, Lucca and Montreaux are set to follow.

Meister says the European company wants Bowie to return to Europe in the autumn, following a 16-date US tour which begins in Washington DC on July 28 and continues through August

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

m Destination Roman Keating (Polydor) 3

single The Hindu Times Quais (Big Brother/Son)/3

single Jusci/au Bout David Charvet (Mercuri) 9

single Florenov., Ronon Keating Polydori 13

album Heathen David Bowle (Columbia) 4

album Destination Ronan Keating (Polydor) 7

alberto Torre Lucove Mileo Official Otherson 8

single Days Go By Dirty Vegas (Pariophone) 14 14

album Dirty Vegas Dirty Vegas (Patophone) 15 19

sindle Stop Coving Dasks (Scot)

single Stop Crving... Casis (Scrtv)

Healboo David Bowie (Co) mbia)

Heathen David Bowle (Columbia) 10

3

strate Kas Kiss Helly Volume //

Palm Pictures' Gousteau (pictured) are hoping to build on a growing fanbase in Italy with the international release of their second album, Sirena. The Belgian five-piece's independently released self-titled debut went gold in Italy and has sold 150,000 copies to date globally. Followup Sterna shipped 32,000 units, debuting in Italy's sales chart at 23 on its release last week 32,000 units, debuting in fug's tables chart at 23 on its release list weak way plants affinise hum, kick startup by a round of radio and TY promotion have a start and the start of the start and the start of the start of the Petures international director Elike Curmings says. "The whole story so far-has been e-cVL-. It is definitely impacting in Europe first. Record companies are usually so reluctant to move until a band's album has a domestic story and it is a delight to wark on an activence it where it is blowing up internationally first." Cousteau now have their sights set on the US, as Sirena is released there on July 9 with the band embarking on a tour from July 8-30. Universal's Toco Asia label is handling Sirena for Asia Pacific.

ALISTRALIA

CANADA

FRANCE

#### **PROMO DIARY: GARBAGE**



-



- July 6 Belgium, Ostend Beach Festival. Interv to include: Jim TV, VRT TV, Radio 21, MCM.
- July 7 France, Longchamps Hippodrome
- July 9 Luxembourg, Luxembourg Centre Sportif
- July 10 Switzerland, Montreaux Jazz Festival
- July 12 Spain, Jerez Esparrago Festival
  - His star-studded Bunka album, released in the US on Madonna's Maverick

SDAIN

#### **AMERICAN CHARTWATCH** by ALAN JONES

apa Roach's US albums chart career started fairly quietly in May 2000. when infest debuted at number 48 with 29,000 sales, but its subsequent supress = it neaked at number first and eventually sold more than 3m success - it peaked at number five and eventually sold more than 3m copies – suggested that their followup, Lovehatetragedy, would have a good chance of debuting at number one this week. It did not happen. Up against an Eminem album which had already sold nearly 3m copies, Lovehatetragedy sold just 136,000 copies to secure a number two clobut way behind The Eminem Show, which did nearly three times as well, selling a further 381,000 copies as it secured its fifth straight week at number one. Eminem's run is however, certain to come to an end next week, with early sales projections for Nelly's Nellwille album running at about 700 000

Aside from Papa Roach, there are three other new entries in the Top 20 all by artists achieving their best showing to date. At number six - his highest all by artists achieving their best snowing to use, an united at - Inis highest position yot outside the Fugees - is Wyleif learns' Masquerade it number nine Canadian rockers **Dur Lady Peace** with Gravity; and at number 11. the latest Latino star to broak through is 33, yeared Kinxian Paulian Rubio with Border Girl. Rubio's provious highest chart placing was 199. The only UK artist to feature among 16 newcomers this week is Paul Oakenfold (pictured)

imprint, debuts at number 65, beating the number 114 peak of the Oakenfold mix album Perfecto Presents Another World in 2000 and last year's number 102 peak of his Swordfish soundtrack.

album

Meanwhile, the ongoing success of their singles provide Brits Dirty Vegas



and Craig David with improved albums chart positions. The singles themselves stall - both with bullets - with Dirty Vegas' Days Go By marking time at number 14 and David's Walking Away pausing at number 46, but Dirty Vegas' self-titled debut album rebounds 19-15, while David's Born To Do It rises 69-61.

David Bowie, who was the UK's topranked act last week, slides 14-37 with Heathen, while The Who also suffer a second-week reversal, with The

Ultimate Collection declining 31-74. The tragic death by apparent heart attack of bassist John Entwistle last Thursday will probably cause the album to bounce back a week hence.

On the Hot 100 singles chart, where Nelly continues at numb Hot In Herre, Kylle Minogue's Love At First Sight climbs 95-88. And Kelly Oshourne's aspirations of joining the small UK contingent on the chart still has not come to pass, although her rock remake of Madonna's Paga Don't Preach gets closer, skipping 5-1 on the bubbling under chart.



#### SPACE I WOULD DIE 4 U CONVIBOY OUT NOW ON CD & 12"



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4	32
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6	34
7	35
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26	54
27	55
TOP TUNES FUCKWIT RECORD C	COMPANY

#### **SOUTHERN FRIED RECORDS**

THE CHART POSITION THAT NEVER WAS

#### newsfile

#### AUSTIN SIGNS TO KARMA'S SHOWBIZ

Instant Karma's Showbiz imprint has struck a licensing deal with German label Kitty-Yo for 57-year-old Austrian crooner Kitty-to for 57-year-oid Austrian crooner Louie Austen. Future singles through the deal include Amore and Grab My Shaft – a collaboration with electro sleaze queen, Peaches. Meanwhile, Showbiz-signed I Monster, who scored a Top 20 hit last year with Daydream, have completed work on their debut album, Only Tonight, for an October release. It will be preceded by the single Miss Jones in September.

#### RHYMES RAP CONTEST

This week, BMG is hosting the final of a rapping competition it has been running as part of the ongoing street promotion for Busta Rhymes' current album, Dubbed Pass Me My Courvoisier, the campaign has d entrants to record their own versions of a Rhymes track using their own lyrics and beats. The successful entry, as judged by media partners including Radio One's Tim Westwood, Hip Hop Connection and dotmusic, will win a day in a studio to record a track, which will be pressed up as a white label and distributed to BMG's urban tastema ker list

#### MULTIPLY LINKS WITH ALI B

Telstar's dance label Multiply has struck a joint venture label deal with radio and club DJ All B, whose current projects include a show on Capital FM and residency at Fabric. The new label will be resumpcy at Faorlo. The new label will be called Air Recordings. "We're very excited to get Air Recordings up and running and to be working with All," says Multiply managing director Mike Hall. Meanwhile, Mark Daviding her beau Mark Dowling has been appointed head of A&R of Multiply. He joins the company from Distinctive, where he has spent the last five years.

#### Southern Fried denied hit due to formatting mistake

#### by James Roberts

formatting error by Norman Cook's label Southern Fried has meant that one of the summer's biggest dance singles has issed out on a birth singles chart placing this week

Sales of Space Cowboy's I Would Die For You were set to give the version of the Bridge classic - which has been Alisted by Radio One for several weeks - a Top 10 debut yesterday (Sunday). However, all sales of the CD format of the release were disqualified last week, leaving only 12-inch vinyl sales chart eligible.

"It's a real shame, but these things hap pen," says the label's Anna Hay, who says the problem stems from the inclusion of an extra track, Always & Forever, in addition to three mixes of I Would Die For You, Chart rules allow for unlimited mixes of one title up to a total of 20 minutes duration - or a total of three tracks if more than one title is volved.

"We were advised not to try to rectify it because by the time it got changed it proba bly wouldn't make much difference, just cost " says Hay. a lot of money,

For the Official UK Chart Company, it is the latest in a long line of disqualified releases "Every week, there are a number of singles released which are not eligible for the char although most wouldn't chart anyway. It is rare for it to happen with high-profile releas-00 says the organisation's James Gillesnie

"We encourage everyone to check releases with us beforehand and do everything we can to let labels know about the rules."

On a more positive note, the error has



meant Space Cowboy was set to top the budget albums chart instead. It follows the simi-lar fate of So Solid Crew, who also topped the budget albums chart last year with their sin gie Oh No (Sentimental Things) after a similar formatting problem

Ronan Keating also fell foul of the formatting rules in 2000, when CD1 of his single Life Is A Rollercoaster was disqualified from the Top 40 chart for including non-eligible multi-media content. However, sales of CD2 and cassette were enough to ensure Keating did not miss out on the number one position



Benson: new European managemen

#### Management alliance to boost Supervision artists

number of UK-managed acts are set for a sig nificant boost in the US, following the conclu-sion of an alliance struck between Channelfly's management company Supervision and US management veteran Bill McGaffy.

The deal will see acts including Universal Island's Span and Ultimate Dilemma's Magnet handled by McGaffy - whose own roster includes multi-platinum act Three Doors Down in the territory. "It gives an "in" to North America with someone who is well-liked, well respected and very successful," says Supervision managing director Paul Craig,

Supervision managing director ratio tradi-Meanwhile, Supervision has added European management duties for V2's critical-ly-acclaimed singer-songwriter Brendan Benson to its roster. It is a further development of the company which last year brought Span and Magnet to the roster via the appointment of manager James Sandom. "All these things are steps in the global

development of a worldwide company with great artists," says Craig, who is looking to form further strategic alliances in order to expand the business

The Webb Brothers, who are managed by Supervision, have switched labels within th Warner Music group and will now be handled by Nick Worthington's 679 Recordings, home to The Streets and Stanton Warriors.

#### A&R FOCUS ROMEO From So Solid garage to the mainstream

#### ames Roberts

When one of the nation's leading commercial radio stations admits that Ja Rule has replaced Robbie Williams as its favourite airplay artist, it is a sure that the rise of urban music is complete. Not only has it reached the mainstream, it has actually become the mainstream

The dominance of the genre means producing acts a mainstream can cross over to has become 2002's A&R holy grail. Clever market-focused labels have been quick to see the rewards of aligning pop acts – such as Blue and Liberty X – with the anging pop acts - sources and and the sine and cherry x - with the urban audience, although the count of true home-grown urban stars remains low, despite the success of Craig David and, more recently, Ms Dynamite. So the search for

this year's homegrown crossover star goes on. The prospect of solo careers from members of v undoubtedly the UK's highest-profile urban story of 2001, So Solid Crew, has been on the cards for some time. With the mothership now effectively on ice - So Solid Crew are not expected to release any further material as a group in 2002 - it is time for many in the collective to pick up the baton, forging solo careers from the trademark garage sound. And, Harvey, Lisa Mafia and Asher D have launched, or are all in the process of launching, their own solo career

In the meantime, another of the infamous crew has been plotting a more unexpected musical chapter. "It's been plotting a more unexpected musical chapter. "It's goins surprise als lot opeople," admits Romeo, one of So Solid's key members, who has been buey steering his own destiny, experimenting with styles beyond the garage heartand. "I want to portray the kind of music I want to listen to and I don't just listen to garage, so the album is a mixture of different beats and different sounds."

Whether meticulously-planned or a happy accident, it is clear from one listen that the sound of Romeo solo has the all-important crossover magic, which even eluded So Solid, to some extent.

"He's coming from the coolest gang in town, but he's not aggressive - it's accessible British urban pop," says Relentless Records founder Shabs, who is overseeing neo's transition from garage MC to urban star. Having



eo: 'coming from the coolest gang in town

reviously launched the careers of Craig David, Daniel Bedingfield and So Solid Crew themselves, Relentless at least has the credentials to back its claims.

On hand throughout the recording of the as-yet-untitled oum - due for release in November - was So Solid producer Double R. In addition, A-list producers StarGate were keen to get involved.

"We're very excited about the songs we've done with them," says StarGate's Tor Erik, who has worked on three tracks for the album, including the song earmarked as a second single, Remember/It's All Gravy, featuring R&B diva of the minute, Christina Millan. "Romeo brings a very distinct-sounding flow and he's aware that the streets are watching. At the same time, he's an ambi tious guy, ready to try different beats, to break down some barriers

The track Solid Love, which emerged from the StarGate sessions and is expected to be the album's third single in February 2003, underlines the vision, sitting comfortably alongside the likes of Ja Rule and Nelly which are raced so widely today.

But, before the big crossover hits, comes the link between Romeos old and new, in the form of debut single Romeo Dunn. Due for commercial release on August 12, the single got its first radio spins last week and has already been added to Radio One's C-list. It's a good indicator of where his career is heading, albeit with links to the Romeo of the past, which Relentless hopes will show "that he hasn't deserted the streets."

It's all about introducing his character and personality but making no apology that Romeo is a star," says Shabs. To suggest that Romeo has turned his back on the garage scene that made him his name is unfair, as a handful of the album's tracks, including the tough 373, keep it very real In fact, if Romeo does go on to achieve the international solo success many are predicting, there are clear signs that these tracks could achieve more recognition for UK garage abroad than So Solid have managed collectively.

'If people in China or Japan buy the album because of the crossover tracks, they might stumble across garage, which they didn't know existed," says Romeo.

#### SINGLE of the week

#### BEYONCE KNOWLES: Work It Out (Columbia 6729822). If a starring role in Second S



#### SINGLEreviews



VITRIOI -Moodswings/The Gentle Art Of Choking (Infectious INFEC107CDSP), This double A-side single includes new track

Moodswings, on which melodic vocals but up against swirling guitars, and The Gentle Art..., which is taken from the band's Finelines album, has been remixed by Steve Thompson (Korn/Henry Rollins) CUSTOM: Hey Mister (Artist Direct LC 11939). This one-man band is already a rising name in the US and this

single perfectly demonstrates what all the fuss is about. It is edgy but commercially aware contemporary rock, which actually has something to say. Custom will make his UK live debut in August at V2002. ATC: Around The World (EMI Liberty

CD8TC001). This German-based four-piec heir full name is A Touch Of Class - met while working as cast members in the German production of Cats. After spending seven weeks at number one at home, the band are looking to repeat their German success in the UK. The track is already off to a good start on The Box.

THE RAPTURE: Olio (Output/DFA OPRDFA003). Doffing its cap to the NY post-disco scene are The Rapture, whose second single more than justifies the hype Sounding like The Cure produced by Glorgio Moroder, Olio's throbbing electro rhythr and pulsating FX work as a perfect foil for Luke Jenner's intense vocals

THE STREETS: Weak Bec Heroes (Locked On/679 679Lo07CD1). e radio mix, Steve Osbourne smoothes out the rough edges of this ode to rave culture lifted from Mike Skinner's gold album Original Pirate Material. While this removes some of the original's raw energy - and the drugs references - it retains the nagging plano line and should ensure plenty of mainstream airplay (it is B listed at Radio One). Ashley Beedle injects some deep house flavour on his mix, while Freaks head into warped lettfield territory. D MAC: The World She Knows (Chrysalls CDCHS5140). One half with former RCA duo Mero steps out solo with this slice of quality R&B pop. Up against the various Pop Idol stars D Mac may struggle to get noticed, but this debut is every bit capable of standing up to the competit MERCURY REV: Little Rhymes (V2

5019783). Last year's serious-minded All Is Dream failed to whip the critics up into guite





the third Austin Powers movie, a prime spot on the soundtrack and the sky-high profile of Destiny's Child were not enough, Beyonce Knowles' first solo single is an addictive, credible step into new territory for the singler, with a fifthy keptunes production and echoes of the funklest Seventies soul.

the same frenzy as 1998's Deserter's Songs, but the Rev still do not sound like any other band. This second single from the m - after the Top 20 hit Dark Is Rising coincides with a slew of festival appearances and comes on the heels of a headline night at David Bowie's Meltdown. LCD SOUNDSYSTEM: Losing my Edge/ Beat Connection (Output/DFA OPRDFA002). LCD Soundsystem, aka New

York's James Murphy, delivers the goods on this driving, sarcastic piece of stomping electrofunk. An inspired signing for Trevor Jackson's Output imprint. PET SHOP BOYS: I Get Along

#### (Parlophone CDR6581). Despite the

hoes of Joe Cocker and Jennifer Warnes' Up From We Belong within the grooves, I Get Along is a great song, containing all the downbeat lyricism and pop nous expected from a Pet Shop Boys single. It is A-listed on Radio Two, and should reach the Top 20 HOOBASTANK: Running Away (Mercury 5868732). While their last single Crawling In The Dark offered some originality, this follow-up shows why the major-label rockers are finding it difficult to shake off the comparisons to the mighty Incubus. The



Records 74321939182). One of the highlights of last year's album Mahogany Soul, this soulful number recalls the

Eighties in its urgent melody, although Stone's much vaunted old-school influences are in evidence in the sample from the

ELTON JOHN & ALESSANDRO SAFINA: Your Song (Mercury 0639972). Elton rolls out this c the aid of co opera star Safina, all in support of Sport Rellef. High-profile exposure – it is set to be used as the soundbed for all major BBC sporting coverage over the coming weeks arantee maxi SHAKIRA: Underneath Your Clothes (Epic 67295352). Dangerously close to The Bangles' Eternal Flame in parts, this ballad is the latest offering from the Columbian superstar. It fails to reach the heights and perhaps lacks the immediate appeal of war Wherever

THE CRESCENT: Test Of Time (Hut HUTCD157). The Crescent's seco nd singl is another piece of sturdy Brit-rock that could make stronger commercial inroads than debut offering On The Run managed The band are midway through a 16-date UK tour, culminating in dates at V2002.

> WIND BETH ORTON: Concrete Sky (Heavenly HVN115CD). This first single from Orton's long-awaited third album, Daybreaker, is as sublime as it is unrepresentative of the rest of the album. Where Daybreaker as a whole conjures up a hazy, occasionally troubled mood, Concrete Sky is as clear as a bell and is quite possibly Orton's sunniest, most accessible music yet, Johnny Marr wrote the middle-eight and Ryan Adams supplies entirely appropriate backing vocals.

#### of the week IDLEWILD: The Re

(Parlophone 5402430). Kicking off



with explosive single You Hold The World In Your Arms, it is clear from the outset this a band playing in a new feasies. Current single American English ensures the oversued REM comparisons aren't forgotten for too long, but the oversil platten is one of a band fring off a new-for confidence. This third album even has a good chance of extend Parlophone's impressive run of recent US success.

#### CAIMERE PRESENTS WALTER PHILLIPS: metimes I Do (Casual CAJ283). Curtis Jones has recently been en

mainstream success under his Green Velvet guise and here he delivers another underground house classic. Walter Phillips has an enviable pedigree, having worked with the likes of Kool Moe Dee and Adina Howard; here he adds a velveteen shimmer to lones's impeccable production INCUBUS: Are You In? (Epic

6226728482). Taken from Incubus's 2001. album Morning View, this funky yet laidback track sounds like a summer chart-hugger. As the song's catchy title is repeated Boyd's vocals soar skywards, making it very radio-friendly. Paul Oakenfold contributes a deft remix.

#### ALBUMreviews



VARIOUS: Austin Powers In Goldmemb (OST) (Maverick 9362483492), Powers latest mission is accompanied by this sharp soundtrack, which

contains tracks from Britney Spears and The Rolling Stones mixed with specially-recorded material from Susanna Hoffs, co-star Beyonce Knowles and Dr Evil himself. There Is no obvious International smash evident like Madonna's Beautiful Stranger from The Spy Who Shagged Me, but media coverage for the film, coupled with the Beyonce

single, should generate healthy sales. BRYAN ADAMS/HANS ZIMMER: Spirit Stallion Of The Cimarron (A&M 4933042). This soundtrack to the

Adams album (eight new tracks) with some incidental music by Zimmer. Adams' first new material in two years s eclectic best. There is the West Coast rocker Get Off My Back, the anthemin opener and first single Here I Am and the Celtic ballad Under The Sun, while Sarah McLachlan also duets with Adams on the Clannad-esque Don't Let Go. The Canadian plays six outdoor shows over the summer. VARIOUS: Beachlife - The Salinas

Sessions (INCredible 5062952). Mixed by one of the world's most celebrated beach DJs, Jon Sa Trincha, this compilation captures the essence of Ibiza's famous Salinas beach. It is already making all the right noises in the style press and it could well become this year's word of mouth

answer to the chill-out compilation, DENNIS BROWN: The Promised Land (Blood & Fire BAFCD039). Often dubbed the Crown Prince of Reggae because of his fine voice, this new release from the great Blood & Fire label sees the release of the rare Joseph's Coat of Many Colours album, together with five additional tracks taken from seven-inch and 12-inch singles

ased in the late Seventies HOMELIFE: Flying Wonders (Ninja Tune ZENCD7). This is the third album from the expansive Mancunian collective and their first for Ninja Tune. Flying Wonders is a thrilling set with an abundance of frisky jazz, onky leftfield songs and moments of genuine beauty, many due to the hauntir cello of Semay Wu. A UK tour is due to coincide with this simply stunning album. MISTY IN ROOTS: Roots Controller (Real

World CDRW104). This lege return to the studio after a break of 12 years. Misty were prohably the best British reggae band of the late Seventies and early Eighties and were stalwarts of Rock Against Racism, Comparable to Black Unuru at their best, this album mixes wonderful new material with classics such as Ghetto Of The City and Man Kind. VARIOUS: GTDJ001 – James Zabiela (Groovetech GTDJ001). The first of

es. GTDJ001 is a ech's DJ mix s meandering snapshot of contemporary club music, with Zabiela faultlessly mixing a diverse blend of techno, breaks and hard house. It is another winning package from CLAIRE SWEENEY: Claire (Telstar e label



TCD3251). To the music élitists, a mere scan of the tracklisting – which includes versions of My Heart Will Go On and

Light My Fire - will cause toes to curl wever, this album is made for a market all too often overlooked by the industry and. as a result, is sure to find its way into the charts. Recorded at Abbey Road with a full orchestra, it is a likely hit with many for whom Sweeney is a household name. OBI: The Magic Land Of Radio (Cooking

Vinyl COOKCD229). Obi's debut albe contains eight unassuming but totally absorbing acoustic tracks produced by Charlie Francis. Ranging from rock to altcountry to beautiful guitar pop, this collection is likely to seep into the mainstream via the support of the rock monthlies and MOR radio stations.

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



FLAMING LIPS: Yoshimi Battles The Pink Robots (WEA 9362481412). Where more contrived bands might have followed up the sonic majesty of The Soft Bulletin with an over-egged re-hash of that record, Oklatoma's bounds the base instead embarked on egged rehash of that record. Oklahoma's Flaming Lips have instead embarked on three entirely different projects at once: a "non-concept" album which is at least partly about seving the world from robots, plus a melancholy film scote and an "epic country & western" album. The first of the three is a complex, gentle freak-out of a record with radiant melodies and a lot of oddball electronic noises. As fine a record as you'll hear all year.

#### WORLDWIDE TV BROADCAST



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#### FRONTLINE

#### RETAIL FOCUS: ESSENTIAL MUSIC

#### by Joanna Jones

sunched by partners Neil Williams and Dave Davis, Essential Music first opened he doors of its shop in Greenwich in 1988. Within 18 months a second branch as opened in Greenwich under the Different Music imprint

"The idea behind Different Music was to bring all the titles customers were failing to find in the multiples under one roof," SAVS Williams. "Our remit was all the titles that customers requested and thought they could not get anywhere in the major stores we stocked - this was before the internet and database days

When the Different Music imprint proved a success further branches were opened in Edinburgh (1994) and St Andrews (1996) iter upgraded to larger stores - as well as Brighton (1998).

Williams says the brand firmly positions itself as a purveyor of "eclectic music of quality and distinction". "Although we no nger trade as Different Music, the notic heavily informs the Essential Music brand, he says



Essential: 'eclectic music of quality and distinction'

Essential Music currently boasts five tores following the opening of an outlet in Bournemouth in 1999 and Southampton in 2001. Further stores are planned for Torquay and Oxford in the future.

The stores rely on their eclectic stocking policy to pull in the buyers. "We are not bothered by the density of competition - for example in Southampton we compete TOP 10 OFFERS UNDER £8

Rowie At The Reeb David Boy Tourist St Germain (EMI) Suzuki Tosca (K7) Ready Steady Boogaloo Various

Keep It Unreal Mr Scruff (Ninia

Tune) 10,000Hz Legend Air (Virgin) Used Songs Tom Walts (Elektra) PaCapo Love (Elektra) Blow Up A-Go-Go Various (V2) Aretha & Otis Aretha Franklin & Otis Redding (Warner Import)

against Tower, HMV, Virgin, Our Price, WH mith, Woolworths and other independents, says Williams

The stores currently only sell CDs and focus on the depth of the range rather than providing rock-bottom prices. The chain has a policy of not stocking chart singles or compiling its own chart.

Essential's current campaigo is based

£5, £6 and £7 price points, although it is also rotating a £11 maximum price "Ultimate

and rotating a 2.11 maximum price of thinked two-for 5.22 campaign across the chain. Business is good going into the second half of the year, says Williams. This year got off to a medioare start, but the past few months have found us in rude health, beating 2001's levels," he adds.

Essential currently has 24 employees. The chain's branch in Southampton store is 130 so m in size and stocks a minimum of 5.000

Classic psychedelia, soul, funk and reggae lines are all selling well to Essential Mil customers, who are generally "middle narket" and range from teenage to senior

"We are a dependable resource for all kinds of back catalogue; we have a big range of leftfield dance music and punk," says Williams. "In my opinion, many young punters are rejecting the MTV drip-feed in favour of retro styles

Essential Music: 334 Creek Road, Greenwich, London SE10 95W, tel: 020 8293 4982

#### IN-STORE NEXT WEEK (from 8/7/02)

Andys Windows - Idlewild, Training Day; In-store -RECORDS Oakenfold, Badmeaningood, Muse, DJ Tiesto Beverley Knight, Latin Jazz, The Vines, Halford, Generations 80's, Eva Cassidy, 10 Squared, Kylie Minogue,

Shivaree, David Bowie, Samuel Ramey, Korn, Brian Wilson, VBO The Stranglers, Paul Carrack, Joe Cocker, Queen's Jubilee, Coldcut, Dio, X-Press 2, Jethro Tull, I Am Sam, Bedrock, Emerson; Press ads - Idiewild, Budda Bar 1V, Oakenfold, Muse, Badmeaningood, Medieval Baebes, Cousteau, Matthew, Belie & Sebastian. Reggae Hits 1996-1980, Walton, Fairport Acoustic Folk Box, Mahler, I Am Sam, Bedrock, Bax Convention Aco



Singles - Gareth Gates, Ashanti, Darren Hayes, Bryan Adams, Omero Mumba, Tim Deluxe, Fischerspooner, Jamiroquai, Dec

Dee; Albums – Red Hot Chill Peppers, Jimi Hendrix, Best 60s Summer Party Ever, Counting Crows, The Vines, Pure Global Chillout, Wyclef Jean, Rik Waller, Dolly Parton



BORDERS Listening posts - Units, Norah Jones, 103, Andy Williams, Norah Jones, Chariatans, Kom, ECM jazz, Moby, In-

- three-for-two and two-for-£10 on offers on CDs, DVDs at £9.99, three for £18 or 6.99 each on videos and CDs; Windows Lord Of The Rings DVD/video, three-for-two CD offer



In-store display boards - DJ Kicks: Playgroup, Layo & Bushwacka!, The Anniversary, Jello, Roots Manuva, FC Kahuna, Fallen To

Single – Gareth Gates; In-store – Ashanti, Bryan Adams, Alicia Press ada – DJ Marky, Chreer Muntha, Darren Hayes

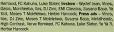


Main promotion - Festival CDs Promotion; Listening posts - Dolly Parton, Space, Rob Dougan; Classical promotion - Proms 2002; Press ads - Sheryl Crow, Morcheeba, The

alling: Windows - Friends Series 8, Simpsons Season 2 DVD, Red Hot Chilli Peppers, The Vines

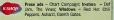
Selecta listening posts - Seagulis Selecta Itstering posts – Seägulis Screaming Kiss Her Kiss Her, Cinetaran, The Bunnet Her Kiss Her Kiss Her, Cinetaran, The Be Good Tanyas, Orbital, Space: Mojo recommended retailers – Archar Previtt, Buffelo Daughter, The Surshine Fix, Al Phoenix, Boa Morte

Windows - Party in The Palace, flas, DJ Zinc, Morcheeba, Oasis, NME, Metalheadz, High Contrast, Verve





Press ads - Counting Crows, Red Hot Chill Peppers; In-store - Def Jam, Counting Crows, Red Hot Chill Peppers; Windows -Red Hot Chili Peppers, The Vines, two for



WHSmith Singles - Wyclef Jean, Space Cowboy; Albums - Oasis, Party In The Park, Schooldisco.com

WOOLWORTHS Peppers, Red Hot Chill Mumba, Li-big Man; Singles -- Party In The Park; Press ads -Dee Dee, Ecrever: Albums Smash Hits, Tim Deluxe



te vinyl market continues to grow for us, helped in no small part by our website We're now selling a lot in Eastern Europe, Asia and the US and, even though the shop is always busy, the web is accounting for arou 50% of our business these days. It's been quite amazing - we close at 6pm on Saturday and by the time we come in on Monday we've done a load more business. We've had to take on more staff to deal with the orders as the sales through the site - which we've had up for three years now - have, in general, continued to grow month-on-month.

The market in the US for tribal and prog sive house is really opening up, thanks to DJs like Sasha and John Digweed, so a lot of our US customers tend to buy that kind of mater People tend to come back to us, both in the shop and online, because of the kind of service we offer. We update the site daily and try to split the promos we get hold of equally between the shop and the site.

manager, Plastic Fantastic, London Our biggest sellers at the moment are Puncture's The Wall (Saeed & Palash Mix) on Star 69, Wink's Superfreak on Ovum and Diddy Aunt's Bounce Bump on One Phat Diva. We also have a Marco Bellini track called Dirty one of our own labels, Plastica Red, which is fly-

**ON THE SHELF** 

OLIVER MACGREGOR.

ing out of the shop. I reckon the big hits for the summer are likely to be Narcotic Thrust's Safe m Harm on ffrr and Cosmos' Take Me With You, which we have on promo. We have a shop in Tbiza that we open for the

ason, mid-May to the end of September, hich is in its second year. It went well last year but should be much better this year as people now know we're there. As well as sourcing from Spanish distributors, we send stuff out there each week. We look to cover the whole range of material from the local DJ mixes to new UK pro-mos. As we supply many of the DJs such as Seb Fontaine, Digweed and Steve Lawler, we try to make sure that people can find the material they hear out there.



World Cup fever now nearly over, who who who was a set to be a set of the set mality. Shops have reported early season sales to have been slow, however, the summe sounds of the new album from The Supernaturals have proved to be an instant success in Scotland, with indies and chains reporting healthy sales on their debut release

Yet another Scottish success story, The roctaimers' Persevere, also continues to perform well, especially at its new mid-price point and with the brothers' current tour a selfout. shops are certain to increase their sales

Recent new releases from Koch have been forming well. The much-acclaimed new Skinlab album Revolting Room has sold through well and music DVDs continue to be ceived, with the new Bush career-span ning DVD collection sure to do well.

There is much excitement at Koch over the



forthcoming new Chumbawamba album. Readymades, due out on August 5. There's a big marketing campaign going on around the m. We're carrying ads in all the major music magazines and samplers of the album are being given out at festivals. There's also a major e-marketing push on at the moment which involves e-mails, e-cards and site promo-tions and we've just finished a promotion via

tions and we've just missied a promouon wa AOL's Listening Party. Meanwhile, we are looking forward to pre-senting another excellent new label to Koch, Repertoire, a wonderful catalogue of much sought after releases that is bound to be more come in my area

than welcome in my area. Two further upcoming releases that are sure to do well are Judas Priest's Live in London to do well are Judas Priest's Live in London DVD (recorded at their sell-out gig at London's DWD (recorded at their selfout gig at Condon's Brixton Academy before Christmes) and Fozy's Happenstance – starring Chris Jericho as his true rock alterego Moongoose McQueen – a must have for all WWF fans."

#### THE OFFICIAL UK SINGLES CHART ST MAN 33 TOP 75 **JULY 2002**

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	31	25	2 DUVE (I LL DE LUVING TUU) Positiva/Gream CDMNY1/TCMNY1 (E)					Shake TH	E HATE	SONG	EIP/Aniwi (S	Shakira/Mito	hell/Estola	TT PSHOU		Without Me
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#### CHART COMMENTARY

#### by ALAN JONES

down 39% weel k. A Little Less Conversation by Elvis Vs. JXL nevertheless enjoys an easy third week a the chart thanks to sales of 81,500 - 83% more than the 44,000 tally posted by new rd week atop more than the 44,000 taily posted by new runners up Scooter. The JXL single had now sold more than 458,000 copies and moves to fifth in the year to date rankings. It brings to a close the first half of 2002, and of the 26 chart weeks to date, Presley's record company BMG has held the number one slot for exactly half that time, some 13 weeks, courtesy of Westlife, Will Young and Gareth Gates, as well as Presley. Runner-up Universal has topped the chart for just seven weeks.

The Germany-based parent company of Edel UK has been through tough times recently, but its fortunes continue to improve, as its Anglo-German techno group Scooter, who moved 7-5 last week, now advance 5-2 with their cover of Supertramp's 1979 number seven hit The Logical Song. It is Edel's highest charting hit since October 2000, when the Baha Men



#### SINGLE FACTFILE

Almost a year after their debut album Camino Paimero started getting import action, Los Angleis rockers The Calling win highest chart debut honours with their Introductory single, Merever You Will Go. The single's potential was obvious whon it too sparked import asignes to reach the too Ta have of robumorted intenses – when it climber th commercial release - when it climbed to number 64 earlier this month. On its first week as a bona fide UK release, it sold

more than 40,000 copies, to earn a more than 40,000 copies, to earn a number three debit, a superb achievement for a new rock act, especially as radio support for the elafde is solid but not spectacular (it moves 32 30 on the airplay chart this week thanks to backing from the likes of Capita). Its success conicides with a major upturn for their album, which expanded its sales have how new time 96% late wave jumping 51-39 on the chart. In America the album reached number 36.



#### SINGLES INDEPENDENT

This	Last	Title	A
1	1	THE LOGICAL SONG	Sa
2	3	JUST A LITTLE	13
3	2	DEAD STAR/IN YOUR WORLD	M
4	4	GET ME OFF	B
5	5	SOUTHERN SUN/READY STEADY GO	P
6	MW	I WOULD DIE 4 U	П
7	1000	SWEET N SOUR	J
8	NEW	THE HATE SONG	R
9	6	COMING ON STRONG	S
10	HOW	CHAPTER FOUR	R
11	10	GIRLFRIEND	. 7
12	11	LAZY	X
13	7	TRIXSTAR	В
14	няw	SOMETHING TO TALK ABOUT	В
15	<b>BIW</b>	RIPPED OUT	8
16	14	THE GROUNDBREAKER	E
17	8	LOVE STORY	L.
18	MEW	SUPERFREAK (FREAK)	V
19	13	SILENCE	T
20	18	MADAGASCAR	A

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#### Shotlield Tunes/Edel UK 0139295 STU (V) :oste berty X V2 VVR5018968 (3MV/P) Mashroom MUSH104CDSX (3MV/P) tase ent Jac XL Recordings XLS146CD2 (V) ard Dakenfold Perfecto PERF 17CDS (3MV/P) he Space Cowboy Southern Fried FCR28 (3MV/P) on Spencer Blues Explosion Mute LCDMUTE271 (V) ZTT RSH001CD (3MV/P) aging Speedhorn innum feat. Scott Mac Tidy Two TIDYTW0104CD (ADD) m Trilogy Bam RAMM39 (SRD) Sync feat. Nelly Jive 9253312 (P) Press 2 feat, David Byrne Skint SKINT 74CD (3MV/P) Bad Magic MAGIC024 (V) ek Twang feat, Estelle adly Drawn Boy Twisted Nerve/XL TNXL 014CD2 (V) ict Bros Tidy Two TIDYTW0105CD (ADD) allery & Ensing Wordplay WORCD 036 (V) no & Burbancka XL Recordings XLS 144CD (V) Own OVM150 (ADD) Nuklear NUKO1330 (ADD) Platipus PLATCD0102 (P) rt Of Trance

ž	ų	The Arin		Label	1
1	1	A LITTLE LESS CONVERSATION Evis	Ve 300,	RCA	
2		THE LOGICAL SONG Scorer :	Chaltield Tune	wither	
3		WHEREVER YOU WILL GO The Call	ng	FICA .	
4		STOP CRYING YOUR HEART OUT O	wis Dig D	radher	
5		HOT IN HERRE were	Universal	island	
6	3	WHEN YOU LOOK AT ME Chiester Mile	Del Saulti	ercury	
7		HERD Dask Kronger Fast, Josey Scott	8014	LANE .	
8		WITHOUT ME Eniron	Interscepti?	olytkir	
9	<b>LEW</b>	TELL IT TO MY HEART Kelly Laronne		WTAR	
		JUST A LITTLE Usery X		V2	
11		LOVE AT FIRST SIGHT Kyle Minopot	Paris	phone	
12		GET OVER YOUWDVE THIS MOUNTAIN Sept	ie Die Seator	Netr	
		ROLL ON Mis-Teeg	interno/T	1223/	
		IT'S OK! Assesic Kitten		ocent	
15	10	IF TOMOBROW NEVER COMES Fare	na Keasing P	olyder	
15	NN	TWO WRONGS Wydet Jeen fear, Daule	re Onie Col	unbis	
17		ESCAPE Enrique Iglosias	Interneopein	olyder	
18		LIGHT MY FIRE W/ Yaung		\$	
13	- 16	KUSS KUSS Hally Valence	L	ondon	
20	n	DON'T LET ME GET ME Pok		Arista	

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		<b>.</b>		
			Title Actist	Label
	21	- 10	FULL MOON Brandy	ASSASCIERS, WER
	22	32	SLURRY Fuddle Of Modd	Gatten ? Divider
			DOVE (FLL BE LOVING YOU) Mace	r Positiva
	24	MIN	MOTHER IS factor	Serious Mirtury
	25	MIN	GOLD Beverley Kright	Farlophone
	26	ж	HELLA GOOD No Doubt	Interscope Polytor
	27	ж	IT TAKES MORE Mr Dynamice	Polydar
	28		FREAK LIKE ME Sepakabas	Universal Island
	25	ж	BE COOL Patientian	latelminutry Of Sound
	30	MIS	THE DAY IT RAINED FOREVER AND	ora thi
	31	MON	I WOULD DIE 4 U The Space Cowbey	Southern Fried
	12	D	REASON tae Van Dokl	Nalidakista
	33		WHAT'S LUV Fat Joe test, Ashami	Adaptic/East West
	34	No. Pr	CLUBBED TO DEATH Fab Deven	Orecipiluists
	35	31	BOP SOP BABY Westing	5
	35	P	LAZY X-Press 2 fret Drvid Durne	Skit
	37	ъ	HOW YOU BEMIND ME Metabook	Readrancer
	33	NIG	(SOMETHING INSIDE). Re Water	EMILBette
	33	NUM	ANYONE OF US (STUPID MISTAK	El Gareth Gares S
	45	MIN	FOOLISH Asharts	Marcer Ing Mercury

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4         ************************************	*	3	3	12 GREATEST HITS I II & III  Qusen (Queen Wichards/Baker/Mack	Parlophone 5298832 (E) Moran/Various) -/-/-	
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#### © The Official UK Charts Company 2002, Produced with EPT and BARD cooperation, Complete from a sales last Sunday - Subartury in a paged of more than 4,000 along acress to UK ARTISTS A-7

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#### CHART COMMENTARY

#### by ALAN JONES

xtending its stay atop the albums chart to five weeks, The Eminem Show sold more ethan 44,000 copies last week to take its overall tally to an impressive 455,000. It is selling at a faster rate than any rap album including Eminem's own previous pacesetter The Marshall Mathers LP, a 2000 release which sold 258,000 copies in a comparable period, and took more than eight weeks to sell as many as The Eminem Show has to date

Summer sales – especially the latest HMV sale launched on Thursday – cause major distortion of the chart this week. The main beneficiary of price slashing (which also helped, among others, Jennifer Lopez's J To Tha Lo - The Remixes to a 26-7 climb, Madonna's Greatest Hits - Volume 2 to a number 22 re-entry and Lionel Richle's Back To Front to a 77-28 improvement) is Fatboy Silm, whose Between The Gutter And The Stars has been nowhere near as successful as its million-selling predecessor You've Come A Long Way Baby. But a starring role in HMV's TV advertising and a £2.99 price tag produced

#### COMPILATIONS

sewhere in this week's issue, we extend congratulations to All Around The World on its fourth Top 10 hit of the year. All four of those hits (by Kelly Llorenna, Milk Inc. Flin & Fill and DJ Aligator) appear on Clubland - The Ride Of Your Life, a collaboration with Universal Music Television, which debuts impressively this week. Exploding out of the box with sales of nearly 47,000 - slightly more than twice as many as new runner-up and erstwhile number one The Very Best Of MTV Unplugged - this chart-topping double disc set includes many other AATW releases. Confusingly, three upcoming releases called Forever (by N-Trance, Dee Dee and Trinity-X) are featured, as is the original English language version of Kiss Kiss, by American Stella Soleil. Newspaper hype ahead of the Queen's

Golden Jubilee celebrations suggested that the Party At The Palace compilation and its classical equivalent Proms At The Palace would be among the all-time best sellers They both hit the shops last week and sold They both hit the shops last week and sold somewhat less well than speculated. Including Paul McCartney and Brian Wilson, Party At The Palace attracted nearly <u>17,000</u> buyers to debut at six, while Proms AT he DPC Palace - featuring Kiri Te Kanawa the BBC Symphony Orchestra and Thomas Allen sold fewer than 4,000 units to debut at 26

Columbia 3.1%

explosive growth in sales of the album last

week. The album, which has never been higher

than number eight, jumps 144-12, with sales rocketing 1152% week-on-week from 1,168 to

The World Cup is over, and with it the sales potential of the many football-themed compilations. All suffered huge declines last week, even before Brazil took the trophy. The only ones retaining Top 50 places an impers 4 Goalposts and Best Unofficial Fontie Antheme Fuer

#### Nine years after his last sole album fate Of Nations peaked at number six, former Led Zappelin singer/song/miter Robert Plant roturns. The 53-year-old Brummie's new Dreamland album – a covers set featuring studio interpretations of Bob Dylan's One More Cup Of Coffee, Tim Ross's Morning Dew and seven others to performed on this 2001 four- sold more than 10,000 copies last weak to debut at number 20. Oddly eocudiy, atthuegh no MARKET REPORT TOP CORPORATE GROUPS TOP 10 COMPANIES 6 9 12 Patycor 25.1% Perioptone 13.5% Peripehone 13.0% Mercury 6.8% Epic 6.3% East West 3.5% WEA Londen 3.4%

#### Others 11.2% Warner 9.5-Others 22 6% Sony 11.1% SALES UPDATE PERCENTAGE OF UK ACTS IN THE CHART VERSUS LAST YEAR TO DATE -0.5% UK: 53.3% US: 40.0%

14,630. Needless to say, the overwhelming majority of those sales came from HMV. Mis-Teeq's debut album Lickin' On Both

#### Sides makes a bigger leap, moving 146-10.

Other: 6.7%

#### **ALBUMS FACTFILE**

fewer than eight consecutive Led Zoppelin albums reached number one the last four selections featuring the group all fell short of the Top 20. By group an feil short of the Top 20. By contrast, although Plant has never had a solo number one (Pictures At Eleven peaked at number two bohind ABC's The Loxicon of Love in 1982; all seven of his solo albums have reached the Top 20, as have two collaborations with former Led Zeppelin colleague Jimmy Page.

Absent from the Top 75 since the end of March, the former number three album has done pretty well for the R&B/garage act. selling more than 350,000 copies prior to being released in an updated version last Monday, which adds the group's latest single to the four hits already on the set, sparking a 1561% improvement in sales week

Even though the highest ranking debut on the albums chart this week is no higher than number 20, repackaging of albums by Sophil Ellis-Bextor and Mis-Teeq and sales bargains helped spark a 33% increase week-on-we ale in sales of artist albums. There were fewer bargains to be had in the compilation racks bargans to be had in the compliation racks, though even they manage a handsome 21% expansion. Overall, album sales climbed 30% last week to a year's best 2,693,000. Finally, Andy Williams, the easy listening legend, bags his third Top 40 album in a little

over three years, his quickest triumvirate of chart successes since the early Seventies. The Essential, debuts at 32 this week, and includes a duet with Denise Van Outen



#### INDEPENDENT ALBUMS

-	Last	Tela	Artist	Label (distributor
1	16	HALPWAY BETWEEN THE GUTTER AND THE STARS		Skint BRASSIC 20CD (3MV/P)
2	16	I WOULD DIE 4 U	Souce Cowboy	Southern Fried ECB29CD (3MIV/P)
3	1	18	Mohr	Mute CDSTUMM202 (V)
4	1300	BUNKKA	Oskenfold	Parfecto PERFALB09CD (3MV/P)
5	2	ABOUT A BOY (0ST)	Badly Drawn Boy	Twisted Nerve/XL Recordings TNXLCD 152 (V)
8	5	THINKING IT OVER	Liberty X	V2 VVR1017782 (3MV/P)
2	4	VERTIGO	Groove Armada	Pepper (630332 (P)
*		PARANOID	Black Sabbath	Castle Music ESMCD302 (P)
÷	3	JUST ENDUGH EDUCATION TO PERFORM	Stereophorics	V2 VVR 1015838 (3MV/P)
10	ŝ	SIMPLE THINGS	Zero7	Ultimate Dilemma UDRCD016 (3MV/P)
11	i.	IS THIS IT	The Strokes	Rough Trade RTRADECD 030 (P)
12	ALC: N	THE VERY BEST OF AL GREEN	Al Green	Music Collection ()
13	7	YOUR NEW FAVOURITE BAND	Hives	Poptones MC5055CD (P)
14	1999	SON OF EVIL REINDEER	Reindeer Section	
15	LIK I	YOU REALLY GOT ME - THE BEST OF	Kinks	Select SELCD560 (P)
16	NTW	LIVELY UP YOURSELF	Bob Marley	Emperio EMTBXX318 (DISC)
17	15	TRUE CONFESSIONS	Undertones	Essential! ESDCD788 (P)
18		THE BEST OF	Black Sabbath	Motal Is RAWDD145 (P)
19		ENJOY THE MELODIC SUNSHINE	Cosmic Rough Ri	
20	12	SHOWBIZ	Muse	Mushroom MUSH 59CD (3MV/P)

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

W LN	107 4	LO ALDOMO	
1 1	ESCAPE	ENRIQUE IGLESIAS	INTERSCOPE/POLYDOR
2 2	SILVER SIDE UP	NICKELBACK	ROADRUNNER
a e	THE EMINEM SHOW	EMINEM	INTERSCOPE/POLYDOR
4 3	JUST ENOUGH EDUCATION TO PERFORM	STEREOPHONICS	V2
5 5	FEVER	KYLIE MINDGUE	PARLOPHONE
6 4	NO ANGEL	000	CHEEKY/ARISTA
2 8	ALL RISE	BLUE	INNOCENT
8 7	FREAK OF NATURE	ANASTACIA	EPIC
9 8	THE ESSENTIAL	BARBRA STREISAND	COLUMBIA
10 10	SWING WHEN YOU'RE WINNING	ROBBIE WILLIAMS	CHRYSALIS
11 11	SONGS IN A MINOR	ALICIA KEYS	J
12 00		RONAN KEATING	POLYDOR
	THE VERY BEST OF	STING & THE POLICE	ASM
14 13		CELINE DIDN	EPIC
15 14	A FUNK ODYSSEY	JAMIROOUAL	SONY S2
16 00		SOPHIE FLUS-BEXTOR	POLYDOR
17 15		WESTLIFE	RCA
17 15		OLIFEN	PARLOPHONE
19 19		PINK	ARISTA
	PAIN IS LOVE	JARILE	DEF JAM
	PAIN IS LOVE		

ID The Official UK Charts Company 2002 MUSIC WEEK 6 JULY 2002

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	SOUTHERN FRIED RECORDS	
	THE CHART POSITION THAT NEVER WAS	
1 T A LITTLE LESS CONVERSATION Real Real	8	THE EMINEM SHOW
5 2 THE LOGICAL SONG Scooter Sheffield Tunes/Edel UK	28	2 2 READ MY LIPS Sophie Ellis-Bextor Polydor
B 3 WHEREVER YOU WILL GO The Calling RCA	31	Par
2 4 STOP CRYING YOUR HEART OUT Oasis Big Brother	20 C C C C C C C C C C C C C C C C C C C	6 4 FEVER Kylie Minogue
4 5 HOT IN HERRE Nelly Universal	7 28	5 5 DESTINATION Ronan Keating Polydor
3 6 WHEN YOU LOOK AT ME Christina Milian Def Soul	8 38 38 37	8 6 ESCAPE Enrique Iglesias Interscope/Polydor
6 7 HERO Chad Kroeger Feat. Josey Scott . Roadrunner	10 cm SPACE COWBOY + 1 WOULD DE 4 U 38	26 7 JTO THA L-O - THE REMIXES Jennifer Lopez Epic
9 8 WITHOUT ME Eminem Interscope/Polydor	12 10 10 10 10 10 10	19 8 NO ANGEL Dido Cheeky/Arista
g TELLIT TO MY HEART Kelly Llorenna Ali Around The World	13 41 14 42	7 9 COME AWAY WITH ME Norah Jones Partophone
10 10 JUST A LITTLE Liberty X V2	15 43	10 LICKIN' ON BOTH SIDES Mis-Teeq Infemo/Telsta
	17 45 18 48	
	19 47 20 48 48	
	21 22 23 50 50	
8 11 LOVE AT FIRST SIGHT Kylie Minogue Parlophone	28 24	4 11 LOVE HATE TRAGEDY Papa Roach DreamWorks/P
12 ROLL ON/THIS IS HOW WE DO IT Mis-Teeq Inferno/Telstar	28	<b>12</b> HALFWAY BETWEEN THE GUTTER AND THE STARS Fatboy Slim
11 13 GET OVER YOU/MOVE THIS MOUNTAIN Sophie Ellis-Bextor Polydor	27 55 TOP TUNES FUCKWIT RECORD COMPANY	20 13 ASHANTI Ashanti Mercur
14 TVO VRONGS (DON'T MAKE A RIGHT) Wyolef Jean feat. Claudette Ortiz Oxlumbia		14 14 MISSUNDAZTOOD Pink Arist
12 15 IF TOMORROW NEVER COMES Ronan Keating Polydor	CINCLE OUT NOW	9 15 THE BIG SOUEEZE - THE VERY BEST OF Squeeze Universal T
17 16 ITS OK! Atomic Kitten Innocent	NO	34 16 WHITE LADDER David Gray IHT/East West
LIGHT MY FIRE Will Young		16 17 SILVER SIDE UP Nickelback Roadrumer
H 18 MOTHER M Factor Serious/Universal		12 18 COME CLEAN Puddle Of Mudd Interscope/Polyde

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THEINSTRUMENT



# FX gears up for further growth

Space to expand, a growing range of add-on services and sound knowledge of market trends are ensuring that the FX Rentals success story continues, writes Caroline Moss

X Rentals must thank the day it relocated to a 7.000 sq ft warehouse in Acton. The move six years ago allowed the company to increase its staff five-fold and introduce a growing range of add-on services to its core business of renting pro audio equipment to meet the changing market needs.

And there's space for further expansion.

'It was a good choice of building," reflects chairman Roger Evan, "There's always room for a new office or copyroom. And we have the height to build a mezzanine level one day if necessary."

Apart from having the space to

expand, another of the key factors behind FX Rentals' success is its independent status, which allows it to respond quickly to market trends. Evan's fellow directors are managing director Nick Harris, marketing director Tony Andrews, operations director Pete Brooks and technical director Frank Oglethorope, and between them they keep a watchful eye on the ever-evolving business of renting, servicing, providing and installing pro audio equipment.

Seeing how its market was diversifying three years ago, the company formally divided its business into five divisions to incorporate FX Rentals, FX Rentals Spain, FX Copyroom,

Music Control and Cimple Solutions (see breakouts). All five divisions have taken root to become independent companies in their own right. And, although each division has a well-defined market, there is a great deal of crossover between the clients of each.

The latest addition to the business is Technical Services. Launched in response to strong client demand, the division does exactly what it says, providing technical back-up for clients' needs. A broad range of services are provided under this banner, including supplying and repairing hi-fi components, installing small sound systems, AV work, >07

The first add-on service offered by FX Rentals, FX Copyroom has trebled in size over the five years since it was launched. It now runs three copyrooms which can operate around the clock, capable of handling every recording format.

An important part of FX Copyroom's work is preparing recordings for archiving. This can simply involve making conies but often means repairing master tapes which Vanbergen: running round-the-clock operation have decayed over time and transferring them to a more durable format. The operation has recently invested in a third industrial oven to keep up with demand for tape-baking, which solves oxide shedding in old analogue tapes. "We were one of the first companies in London to provide a baking service, and the demand has grown as record companies discover archived recordings which have started to shed," says marketing director Tony Andrews. The tape is baked

#### FX Copyroom

at a low, stable temperature for

to the tape backing and the

effective this service can be

inch master tapes. The tapes,

in mould, were delivered in

person by Rita Marley.

to a fresh medium. A classic example of how

three days to re-adhere the oxide

recordings can then be transferred

followed the discovery in Jamaica

of more than 20 Bob Marley two-

which were eroded and covered

With the assistance of tape manufacturer Quantegy, FX Copyroom was able to salvage 14 of the tapes, including live recordings of several concerts. FX Copyroom is managed

by Kevin Vanbergen with three other copyroom engineers, one of whom can work through the night if necessary.

"Once again we've reacted to a client demand, because we were getting more and more people

calling late in the day to ask if we could do a transfer by the next morning," says Andrews. "Quite often people don't realise that they need a recording to be copied or transferred to a different format until the last minute and our overnight service means that we can help them out."

Contact: Kevin Vanbergen, manager. Tel: 020 8746 2121. Website: www.fxgroup.net



#### **Music Control**

An established pro audio sales company based in Stoke, Music Control was acquired by FX in October 1999 and continues to be run from its existing premises by managing director Emma Brown. In April, due to the demand for representation in the capital, a London office was launched, operating from the FX headquarters and headed by James "Woody"

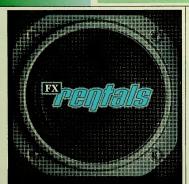
"In recent months we have witnessed a large increase in orders throughout the country and we wanted to ensure that all customers received the same high level of service, regardless of where they are," says Brown. "By appointing a dedicated sales manager in the London area, we can guarantee easier access to the supply chain and much faster and more efficient results. Woody is also able to tap into the FX Group's extensive range of services and technical support on behalf of all Music Control clients."



In each location, Music Control provides two difficuts services: sales of new pro audio equipment, and the specialist sourching and restoration of rare, sourching and restoration of rare, sourching and restoration of people want withing equipment, and Music Comton has sourch a grant extored to perfection, and Music Comton has sourch a grant extored to perfection, and Music Comton has been and a grant extored to perfection, and Music Comton has been and a grant extored to perfect on the division." pro audio brands and can put together a package of equipment to clients' individual specifications. "If you give them a list which includes new, used and just plain weird equipment, they'll source everything," says marketing director Tony Andrews. "They're really geared up to provide a good, all-round sales service for new and used equipment, with complete after-sales service. Some sales companies only want to sell you the box,

but Music Control is completely client-driven."

The combination of FX Bentals with Music Control has provide both companies with crossopolination opportunities including the ability to pool databases, as well as the availability to Music Control of FXs existing filed of drivers and 24-hour service. Contact: Emma Brown, MD, Contact: Emma Brown, MD, teb 01200 883779; James "Woody" Woodhum, London sales manager. Tel: 200 8746 2121. Website: www.chrgmup.net



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#### **FX Rentals**

Launched in 1992 by founding directors Nick Harris and Roger Evan, FX Rentals has gawrand five divisions within the company so that it can remain focused on its original aim - to rent professional audio equipment and provide the necessary technical backup around the clock. It has remained the backbone of the business, employing around haif the total staff of 70. "We've put a lot of

resources into providing the 24-hour service," says Evan. "It's not just about delivering boxes – the service and expertise have got to be there. Given our staff levels, we can draw people from other areas of the company temporarily if necessary, allowing us to respond instantly to a surge in demand."

According to the company, the rental market has been changing fast, especially over the past five years, and FX Rentals is constantly evolving to reflect this. Technology and formats have undergone some radical changes, with the emphasis shifting to digital recording systems. And, as equipment has improved in quality and come down in price, and formats have increased, there is more available than ever before. Not surprisingly, FX Rentals has found that its clients' needs are also changing: while they are able to buy more equipment, there will always be something they need which they don't have

"FX Rentals used to provide the equipment that no one could afford to buy," says Evan. "These days, the equipment may only cost £1,000 but the client wants it



FX Rentals: offering a world of new technology

at 2am with the correct leads. Someone always needs that one piece of gear; they might even own it but it's at home, and it's very common for clients to realise at the last minute that they need something within the next hour. So, more than ever, it's about ensuring the service and the 24-hour cover rather than just providing the gear."

EX has expanded its inventory of equipment to ensure it can fulfill most requests. This has obviously required a high level of investment in new equipment, as well as a certain amount of risktaking, buying a newly-launched piece of gear before it's established on the market.

"When buying new equipment, you can either take a punt and commit yourselves early, or wait for the demand," says marketing director Tony Andrews. "The easier option is to wait, but then you can miss out. We're taking the initiative and are buying newlyreleased equipment much sooner these days. Of course, you can also help create a demand if you get it out to the right people. In doing this, FX Rentals fulfils a valuable dual role for manufacturers, road-testing new pieces of gear and offering feedback, and also advising clients about new equipment. 'We've purchased two new Pro Tools HD systems and our technical guys have been carrying out a lot of benchwork with it so they can assist clients

when we rent it out." Another area FX Rentals has expanded into is providing small, high-end

PA systems for events such as showcases and product launches. "We ver made a point of purchasing good quality and reliable systems which are easy to install and arear 'going to cause customers any problems," says Andrews, "This has paid off because the workload is increasing, and our reputation for this kind of work is spreading by word of mouth."

Looking to the future, FX Rentals plans to stick to its winning formula by remaining flexible to the needs of its clients, keeping on too of new equipment as it is launched and meeting the increasing demand for service. Contact: Roger Evan, chairman; Nick Harris, MD. Tel: 202 05748 2121. Website: www.Kgroup.net

The growth of FX Rentals Spain mirrors that of the Uk-based company, as it has branched out to offer add-on services. "As client demand for new equipment and services such as installation work grows in tandem with the more established rental business, so FX Rentals Spain has come to offer a similar range of

services to FX Rentals in the UK," says chairman Roger Evan.

The foundations for the Spanish company were laid in 1993, when FX Rentals began supplying producer Trevor

#### **FX Rentals Spain**



Morais with equipment for his Malaga studio, and five years later FX Rentals Spain was formally set up. Based in Barcelona, where it is run by Marc Neuhaus and his Spanish team, the company now also has a presence in Madrid. The company has a complete inventory of sales and rental equipment which can be supplemented from

the UK if necessary. FX Spain services neighbouring countries such as

France and Portugal, although the shared language has taken it as far afield as Cuba. Contact: Marc Neuhaus, MD. Tal: a44 93 674 2100. Website:

www.fxgroup.net

FX RENTALS SUPPLEMENT 6 JULY 2002



#### **Cimple Solutions**

Perceiving a gap in the market three years ago, FX Rentals decided to acquire its own service company. As was the case with sales and tape transfer, FX **Rentals** had experienced a constant demand to carry out repairs for clients but lacked the dedicated mannower

**FX** acquired Cimple Solutions, an existing service company and warranty centre run by Cliff Whitehead. and expansion has been rapid. Whitehead has been

joined by a team of full-time service staff

to carry out repairs, and the division benefits from being able to draw upon FX's technical staff, 24-hour manned phone line and fleet of vans and drivers.

An area which Cimple Solutions has increasingly moved into is warranty work for third parties. "There has been a tendency for



manufacturers and distributors to put their warranty work with a third party service centre," says chairman Roger Evan. "We're a main authorised service centre for brands including Tascam, Lexicon, TC Electronic and Akai. This allows us to be part of the pro audio industry as well as dealing

warranty, private clients, and gives us a certain status within the industry."

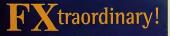
**Regardless** of the status of a client, Cimple Solutions can offer a number of additional options, including sameday repairs, a collection and delivery service and a piece of replacement equipment for just one day's hire charge, regardless of how long the repair takes. Another big

advantage of Cimple Solutions is its advanced website. Clients can book their equipment in for service online, as well as tracking its progress, arranging for collection and making a payment. Contact: Cliff Whitehead, MD. Tel: 020 8746 2121. Website: www.fxgroup.net

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T: 01932 567847



#### **Technical Services**

The most recent addition to the FX Rentals stable is Technical Services. The division is headed by Paul Rushbrooke, a former employee who re-joined FX Rentals to launch the new service.

As the name implies, the division supplies a wide range of technical services to a broad client hase. This includes the supply and repair of hi-fi components, the installation of small sound systems, AV work, setting up 5.1 systems, studio

rewiring and installing complete satellite distribution systems. Technical Services can also arrange maintenance cover on a temporary basis.

Among Technical Services' regular clients are record companies including BMG, Universal, Sony, V2, Mute, Mushroom, Infectious and Echo, for whom it carries out a range of installations and repairs, supplying new equipment when necessary. This has included setting up 5.1 systems in record

p2 > setting up 5.1 systems, studio rewiring and installing complete satellite distribution systems.

Technical Services can also arrange maintenance cover on a

temporary basis. "We were initially

asked if we could supply a technical repair service by a number of major record companies," says Andrews. "Obviously we had

the ability, but the time aspect was

another matter. We decided to set up a specialised division which could do that and a lot more besides '

Technical Services also affords a certain amount of synergy between the divisions. For example, it has teamed up with the company's equipment sales division, Music Control, to provide a turnkey package for studios. A recent example of this is the Brit School in Croydon.

"The installation at the Brit School was a fantastic case in point of two installation divisions working together," says Andrews. "Music Control supplied and installed the upgrade on the Pro Tools that they wanted, and



company boardrooms, through to installing satellite TV distribution systems throughout the premises.

"In offering that kind of work to record companies, we know that no job can be too small," says marketing director Tony Andrews. "If they have a fault they'll want it fixing, if not that day, the next day. We can react to that and we appreciate that they need it repaired fast, without having to track down a different company every time something

Technical Services went in and rewired the rest of the studio. They told us that we were the only company they contacted which could offer both services." Careful evolution in line with

> market trends has strengthened FX Rentals' position in an industry which saw one of the only other studio rental companies to have survived since the **Fighties**, Dreamhire close its

doors last year. "A lot of

unfortunate closure of

Dreamhire, taking on two of their main bookings guys and two copyroom engineers, plus four more drivers to handle the extra work. We wanted to reassure the clients that when the demand for our service increased as a result of what had happened with Dreamhire, we were ready to

Tony Andres

Their clients certainly appreciate the level of support and range of

goes wrong." Studio installations re another part of the business sometimes put together as part of a turnkey package in conjunction with FX's sales division Music Control. In addition to a recent studio installation at the Brit School in Croydon, **Technical Services** and Music Control ecently collaborated on a top-end home studio for a top British female artist.

installing a Pro Tools system and a Soundcraft desk.

Technical Services is also an authorised installer of Linn hi-fi components and other high-end audio and related brands such as Denon, Harman Karman, Yelo, B&W and Crestron. The company can put together a hi-fi package for the discerning user willing to part with £10,000 and upwards. Contact: Paul Rushbrook manager. Tel: 020 8746 2121. Website: www.fxgroup.net

services FX Rentals has given them over the years. "There's the sense that they're never far away, and there's always someone at the end of the phone," says Beth Shuttleworth, studio manager at Eden Studios, "Their back-up is very good, and when our technical director is away we use them for technical support. They also keep up with client demand; if there's a new piece of gear we want, they always seem to have it. As an independent company



Over the past few years FX Rentals has

given something back to the music industry by supporting events and conventions. This

has included supplying equipment for PRS, APRS and Producers Guild meetings and seminars and sponsoring events such as the Diesel-U-Music Awards finals and the Urban Music Seminar. For the latter, FX Rentals will be providing equipment including a PA for the open mic stage as well as radio and table microphones for this year's two-day event at the Royal Festival Hall in September.

#### **Brochure credits**

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people thought that was a sign FX Rentals could sit back on its laurels, but that wasn't the case at all," says Andrews, "We reacted very positively to the



# **FXcellent** !

#### **Congratulations on 10 years**

#### From everyone at Air Studios



AIR Studios, Lyndhurst Hall Lyndhurst Road, Hampstead, London, NW3 SNG tel: + 44 (0) 207794 0660 fax:+ 44 (0) 20 7794 8518 web: www.cirstudios.com contact: info@airstudios.com

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Ten years and never a Cross Word CONGRATULATIONS

from all at Sanctuary Studios

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19 20 ESCAPE Enrique Iglesias Interscope/Polydor			20 21 KISS KISS Holly Valance London	BLURRY Puddle Of Mudd Geffen/Polydor	21 23 BE COOL Paffendorf Data	CLUBBED TO DEATH Rob Dougan Cheeky/Arista	(SOMETHING INSIDE) SO STRONG Rik Waller Liberty	WE'RE ON THE BALL Ant And Dec Columbia	27 GOLD Beverley Knight Parlophone/Rhythm Series	26 28 DON'T LET ME GET ME Pink Arista	29 THE DAY IT RAINED FOREVER AUrora EMI	13 30 DEAD STAR/IN YOUR WORLD Muse Mushroom				25 31 DOVE (I'LL BE LOVING YOU) Moony Positiva/Cream	23 32 CANT TAKE MY EYES OFF YOU Andy Williams/Denise Van Outen Columbia	28 33 ONE STEP CLOSER S Club Juniors Polydor	22 34 GET ME OFF Basement Jaxx XL	31 35 HELLA GOOD No Doubt Interscope/Polydar	35 36 IT TAKES MORE Ms Dynamite Polydor	32 37 IT'S WHAT WE'RE ALL ABOUT Sum 41 Columbia	34 38 ROLLOUT (MY BUSINESS) Ludacris Def Jam	30 39 SOUTHERN SUN/READY STEADY GO Paul Oakenfold Perfecto	29 40 SHE LOVES ME NOT Papa Roach DreamWorks/Polydor		

16 19 NOW THAT'S WHAT I CALL MUSICI 51

14 18 TIVICE AS NICE PRESENTS URBAN FLAVAS

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12 THE VERY BEST OF SMOOTH JAZZ 13 CLUBBERS GUIDE TO IBIZA 2002

1	5		
15	21	15 21 THINKING IT OVER Liberty X	V
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52	23	52 23 CHRISTINA MILIAN Christina Milian	Def Sou
18	18 24	ABOUT A BOY (OST) Badly Drawn Boy	Twisted Nerve/XI
7400	25	25 BUNKKA Oakenfold	Perfecto
58	26	58 26 WHO I AM Beverley Knight Parlopho	Partophone/Rhythm Series
=	27	11 27 HEATHEN David Bowie	Columbia
0.1	28	28 BACK TO FRONT Lionel Richie	Polydor
3	29	13 29 UNTOUCHABLES Kom	Epic
21	8	21 30 ACE Ian Van Dahl	Nulife
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2	3	22 31 RESPECT – THE VERY BEST OF Aretha Franklin WSM/BMG	klin WSM/BMG
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#### THE OFFICIAL UK CHARTS Short of Park to Mill SPECIALIST 6 JULY 2002

#### **CLASSICAL ARTIST** 1 1 REVOND IMAGINATIO Closelant Support (TEM)

2	2	ENCORE	Russell Watson	Decca 4703002 (U)
3	3	CLASSICAL GRAFFITI	The Planets	EMI/Dramatice CDC5573162 (E)
4	12	ETERNAL ECHOES	John Barry	Dacca 4557652 (U)
5	6	THE VOICE	Russell Watson	Decca 04672512 (U)
6	8	GIFT COLLECTION	Leslay Garrett	Silva Treasury SILVAD3601 (KO)
7	5	SACRED ARIAS	Andrea Bocelli	Philips 4626002 (U)
8	4	THE ROSE	Mediaoval Bashes	EMI Classics CDC5572972 (E)
9	7	IL ROSSO AMORE	Filippa Giordano	WEA 0927457402 ()
10	9	ONCE IN A RED MOON	Secret Garden	Emarcy 5486732 (U)
11	12	HOLST: THE PLANETS, MYSTIC TRUMPETER	Rutter/HSN0/Usyd-Jones	Naxos 8555776 (S)
12	11	QUEEN'S GOLDEN JUBILEE	Chr Of St Paul's Cethodral/RPD	Newsound 2000 N2K50 (P)
13	15	WALTON/THE QUEST/THE WISE VIRGINS	ENP/Lloyd Jones	Naxos 8555868 (S)
14	14	VERDI	Andrea Bocelli	Philips 4546002 (U)
15	ADD	GLUCK/ORFEO ED EURIDICE	Drottningholm Th Or/Ostman	Naxos 8660064 (S)
15	13	SUCH SWEET THUNDER		Instant Kerme KARMACD7 (TEN)
17	16	ARIA – THE OPERA ALBUM	Andrea Bocelá	Philips 4620332 (U)
18	10	VIAGGIO ITALIANO	Andrea Bocelii	Philips 4521962 (U)
19	12	BACKINEYBOARD CONCERTOS NOS 3, 5, 6 & 7	Academy Of St Martin In Fields	Sony Classical SK89690 (TEN)
20	19	AGNUS DEI – VOLS 1 & 2	Cnc Oxford/Higginbottom	Erato 3384255882 (TEN)
0	The Offic	tal UK Charts Company 2002		

#### **JAZZ & BLUES**

Parlophone 5386032 (E) Univ Classics & Jazz 5834902 (U)

Virgin/EMI VTDCD459 (E)

Columbia CK 64535 (TEN)

Atlantic 7567831482 (TFN)

Biue Note CD87450552 (E) Legacy CK65142 (TEN)

Blue Note 5252012 (E) apitol Jazz 4945502 (E)

Verse 5899742 (III)

This	Last	Title	Artist
1	1	COME AWAY WITH ME	Norah Jones
2	HICH.	THE VERY BEST OF SMOOTH JAZZ	Various
3	2	PURE JAZZ CHILLOUT	Various
4	4	KIND OF BLUE	Miles Davis
5	8	TOURIST	St Germain
8	NOA:	THE COMPLETE BIRTH OF THE COOL	Miles Davis
7	5	BLUES BLUES BLUES	Jimmy Rogers
8	3	VERVE REMIXED	Various
9	121	BLUE TRAIN	John Coltrane
10	12	SKETCHES OF SPAIN	Miles Davis
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#### Label Can No. (Distributor) HOT IN HERRE Neih Universal MCSTD40289 (U) WHEN YOU LOOK AT ME Christina Milian Def Seul 5823801 (U) WITHOUT ME ope/Polydor 4977282 (U) Eninem TWO WRONGS (DON'T MAKE A RIGHT) Wyclef Jean feat. Claudette Ortiz Columbia 6728902 (TEN) FULL MOON Brandy Atlantic AT0130CD (TEN) Parlophone/Rhythm Series CDRS6580 (E) **Beverley Knicht** JUST IN CASE .labeim WEA WISHICD (TEN) ROLLOUT (MY BUSINESS) Ludacris Del Jam/Mercury 5829532 (U) IT TAKES MORE Ms Dynamite Pelvdor 5707981 (U) HELLA GOOD No Doubt laterscope/Polydor 4977362 (U) Ughthouse Family Wild Card/Polydor 5707912 (U) PASS THE COURVOISIER - PART II Busta Rhymes/P Diddy/Pharrell J 74321937902 (BMG) **GIRLERIEND** 'N Sync feat. Nelly Jive 9253312 (P) FREAK LIKE ME Island/Uni-Island CID798 (UI Sugababas Mercury 5823372 (Import) FOOLISH Ashanti TRIXSTAR Blak Twong feat, Estelle Bad Magic MAGICD24 (V) THE GROUNDBREAKER Wordplay WORCD 035 (V) Fallacy & Fusion 4 MY PEOPLE East West/Elektra E 7286C02 (TEN) Missy Flight Atlantic AT0128CD (TEN) WHAT'S LUV? Fat Joe feat Ashanti OHBARY Rhistona \$2,6726232 (TEN) Flektra F236CD (TFN) OOPS (OH MY) Tweet 22 22 NO MORE DRAMA Mary J Blige MCA/Uni-Island MCSXD40281 (U) FREAK MODE Realists Go Beat/Polydor GOBCD45 (U) INCED & CIPI P. Diddy Feat. Usher & Loon Bad Boy 74321940372 (Import) AT G & Shaggy Island/Uni-Island CID793 (U) ME IULE BOCK THE BOAT Virgin VUST243 (E) Asliyah Bapster BROOSCOM (V) THE MAGNIFICENT EP DJ Jazzy Jeff TWO WRONGS (DON'T MAKE A RIGHT) Wyclef Jean Columbia 6725751 (Import) AIN'T IT FUNNY Epic 6724922 (TEN) Jernifer Loosz

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8	BREAK YA NECK	Busta Rhymes	J 74321922332 (BMG)	9		
345	icial UK Charts Company 2002, Com	piled from data from a panel of inde	spendents and specialist multiples.			Hicial UK Charls Company 2002
			MUSIC	V		EO
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	EMINEM: The Eminem Show		Interscope/Polydor 4833272	11	15	ROBBIE WILLIAMS: Live At The Albert
	EMINEM: All Access Europe		Polydar 4533219	12	11	ROGER WATERS: In The Flesh
	IRON MAIDEN: Rock In Rio		Sanctuary SVES701	13	12	MADDNNAc Drowned World Tour 2001
	QUEEN: Tribute Concert		PMI MVB4910523	14	24	SNOOP DOGG: Dogestyle
	STEREOPHONICS: A Day At The Rev		V2 WF9018330	15	14	S CLUB 7: S Club Party - Live
8	JANET JACKSON: Live		Eacle Vision ER2253	55	5	BRITNEY SPEARS: Live From Las Vogas
	JAMES: Getting Away With It - Live		Watter Music Vision 0927451903	17	ii	DEPECHE MODE: One Night In Paris - Th
	KYUE MINOGUE: Live In Sydney		Warner Music Vision 0927405533	18	10	BLINK 182: The Urothra Chronicles 2
	LED ZEPPELIN: Sons Remains The 1	ame	Wenter Brothers S(61399	59	NO	ELVIS: Great Performances
1	LIVE CAST RECORDING: Los Misers	bles In Concert	Wdeo Collection VCBS28	20 © T	13	WESTLIFE: Where Dreams Come True Icial UK Charts Company 2002

#### CLASSICAL COMPILATIONS

	Last			
	100	PROM AT THE PALACE	Various	Universal TV/Virgin/EMI VTCDX462 (E)
1		PURE CLASSICAL CHILLOUT	Various	Decadance DECTVD02 (TEN)
2	1	PURE CLASSICAL CHILLOUT		Classic FM CFMCD36 (BMG)
3	3	CLASSIC FM HALL OF FAME - GOLD	Various	
4	11	RFLAXING CLASSICS	Various	EMI Gold 5748272 (E)
		PURE CINEMA CHILLOUT	Various	Virgit/EMI VTDCD454 (E)
5	8		Various	Decca 5857122 (U)
6	2	THE ULTIMATE MOVIE ALBUM		Naxos SVEN2002 (S)
7		SVEN-DORAN ERIKSSON CLASSICAL COLLECTION	Various	Maxus SVENZIUZ (S)
8	6	CLASSICAL CHILLOUT	Various	Virgin/EMI VTDCD408 (E)
			Various	MCI Music MCCD495 ()
9	19	CLASSICAL AMBIENCE		Castle Music MBSC0517 (P)
10	83	100 POPULAR CLASSICS	Various	COSINE MINISTER MID SCUOL/ (P)
11	1000	GREAT THREE TENORS	Variou	Planet Media & Ent RMGG3003 (TBD)
	7	CLASSICAL AMBIENCE	Various	Crimson CRIMC0335 (EUK)
12		COISSIGNE AMBIENCE	Vacious	BMG 74321524692 (BMG)
13	12	THE NATIONAL TRUST - TRANOUIL MOODS		Sony Classical STVC0138 ()
14	5	THE CLASSICAL BRIT AWARDS ALBUM 2002	Various	
15	14	THE OPERA ALBUM 2002	Various	Virgin/EMI VTDCD417 (E)
		CLASSICS 2012	Various	Decca 4721092 (Lf)
16	24			Decca 4709822 (1)
17	13	TRANQUILITY	Various	
18	10	RELAXING CLASSICS	Various	Crimson MIDDCD068 (EUK)
19		100 RELAXING CLASSIC	Various	Palse PBXCD557 (P)
				Deutsche Grammaphon 4723242 (U)
20	18	MOZART GOLD - THE ESSENTIAL COLLECTION	Various	Debiscare drammupation 4723242 (0)
01	The Offic	cial UK Charts Company 2002		

#### ROCK

This	Last	Title	Artist
1	3	GREATEST HITS I II & III	Opten
2	1	LOVE HATE TRAGEDY	Papa Roach
3	6	SILVER SIDE UP	Nickelback
4	2	STICKS AND STONES	New Found Glory
5	5	COME CLEAN	Putidle Of Mudd
6	15	IN UTERO	Nirvana
7	4	UNTOUCHABLES	Korn
8	7	SPIDER-MAN (OST)	Various
9	NOW	3	Soully
10	12	PARANOID	Black Sabbeth
0	The Off	ficial UK Charts Company 2002	

#### DANCE SINGLES

188	Lon	11.9	MIDI	LEUCI COL MULTINISTISTICO
1	NEW	MOTHER	M Factor	Serious/Universal SERR04212 (U)
2	NEW	CLUBBED TO DEATH	Rob Dougan	Cheeky/Arista 74321941701 (BMG)
3	120	BACKFIRED	Masters At Work feat, India	Susu 10SUSU4 (AMD/U)
4	100	I WOULD DIE 4 U	The Space Cowboy	Southern Fried ECB28 (3MV/P)
5	100	CHAPTER FOUR	Ram Trilogy	Ram RAMM39 (SRD)
6	1	GET ME OFF	Basement Jaxx	XL Recordings XLT145 (V)
7	100	TELL IT TO MY HEART	Kelly Llorenna All Arour	d The World 12GLOBE256 (AMD/U)
8	2	643 (LOVE'S ON FIRE)	DJ Tiesto feat, Suzanne Pal	mer Nebula VCRT106 (E)
9	110	BREATHE IN	Frou Frou	Island/Uni-Island 12(\$799 (U)
10		DJS FANS & FREAKS	Blank & Jones	Incentive CENT42T (3MV/TEN)
1	14	MOONRAKER	Foremost Poets	Junior BRG(34RX (ADD)
12	4	COMING ON STRONG	Signum feat, Scott Map	Tidy Two TIDYTW0104T2 (ADD)
13	6	LOVE STORY	Lavo & Bushwacka I	XL Recordings XLT 144 (V)
14	170	SUPERFREAK (FREAK)	Wink	Ovum OVM150 (ADD)
15		EPIC MONOLITH	Mirco De Govia	(travaganza XTRAV3412 (3MV/TEN)
16	7	LOVE WILL SET YOU FREE (JAMBE MYTH)	Starchaser	Bulin BULIN 23TB (3MV/TEN)
17	104	THE DAY IT RAINED FOREVER	Aurora	EMI 12EM613 (E)
18	9	UP ALL NIGHT/TAKE CONTROL	John B	Metalheadz METH 041 (SRD)
19	100	F WORD/SWAB TEST	Twisted Individual	Formation FORM12094 (SRD)
29	500	RIPPED OUT	Riot Bros	Tidy Two TIDYTW0105 (ADD)
0	The O	ficial UK Charts Company 2002		10, 10, 10, 10, 10, 10, 10, 10, 10, 10,
		DANOE	A 1 15 10 10	

#### <u>UANUE ALDUMJ</u> HALFWAY BETWEEN THE GUTTER AND THE STARS

1	12	HALFWAY BETWEEN THE GUTTER AND THE STARS	Fatboy Sim	Skint BRASSIC 20LP/BRASSIC 20MC (3MV/P)
2		GHV2	Madonna	Mayarick/Warner Bros -/3352480002 (TEN)
3		READ MY LIPS	Sophie Elis-Be	
4		MEZZANINE	Massive Attacl	
5		VERTIGO	Groove Armada	
6		18	Moby	Mute STUMM202/CDSTUMM202 (V)
7	NON	I WOULD DIE 4 U	Space Cowboy	Southern Fried -/ECB29MC (3MV/P)
8	HOW	BUNKKA	Oakantols	Perfecto PERFALBORLP/- (3MV/P)
9	HIW	CLUBLAND	Vacious	Universal TV -/5836012 (U)
10	HOW	BACK TO MINE - ORBITAL	Various	DMC BACKUP10/- (P)
DT	he Off	icial UK Charts Company 2002		Dinc BROKD W 1
1	1.1	EA	-	
		EU		

- The Exciter Tour

Chrysalis 4878853 SMV Columbia 543852 Warner Music Vision 7583385583 Revolver Films PEVI703 Polyder Sesara Jive 9223575 Mute MEM Island Ini-Island 1178825 Direct Video DVDG2002 RCA 74321856353

Label (Dis Parlophone 5298832 (F)

Epic 5017702 (TEN)

DreamWorks/Polyder 4503672 (U) Roadr nter 12384852 (U)

Interscope/Polydor 4830742 (U) Getten/Polydor GED 24536 (BMG)

Colu mbia 5075476 (TEN)

MCAAlei, Jeland 1129722 (III

Readruaner RR84555 (U) Castle Music ESMCD302 (P)

ALL THE UK CHARTS 

**CLUB CHART TOP 40** 

#### AND AUTO AULARS

K	12	COOL CUTS CHAR		×	
15	testrat	en Tall Past's Salarday night show on Kiss 100 and Emap	tig lity	Network .	
1		ALONE Laspo		Positiva	
2	1	(Set by a successful follow-up to Something with mores from the tag DO YOU SEE THE LIGHT Smap1 vs Plaything		Data	ž 1
3	12	(Recording of Stupits big Rivertees hit indicable) Reactifier with reviews the FOREVER Deer Deer	Ir	toentive	2 1 3
	10	(Crossover transe tone from the Ian Van Dahl produc MASSIVE Ralphie B	tion tea	Data	4 2
1		(Mell-produced progressive trance take with mixes from Filester	uti sel	DRamiver	5 1
5	200	REMIND ME Royksopp (Waterew crites from Ton Middelan, Errest Suint Laoren, Some	one Else a	WDS ant/Zhith	7 2
6	130	DEUX Deux (view infectious instrumental house cut due soon with		1-00	8
7	00	THE ROCK Punx		ite label	9 1
		(Bass heavy underground house groove that rocks)			11
8	5256	CARNAVAL Archigram	Cŋ	damore	12
	-	(Hypnotic French electronic house track) St FEPING FASTER Lo Fidelity Alisters		Skint	13 2
9	1994	(With a hot mix from remixer of the moment Tim Del	hore	Saint	14 1
10	13		enty	BXB	15 3
		(Hard trance outing with a remix from Push)			16
11	550	HARDER Kesheen		BMG	17
		(Achiey Beedle follows up his Shrents mix with another I OVE DON'T LET ME GO David Guetta	r line pr	oduction) Virgia	18
12	17	(Calchy French house track from a Gablic club legend	9	AntBez	19 20
13	50	WATCHING YOU Saeed & Palash		stinctive	20
	_	(Deep tribal underground groove for the big room by POPMUSIC Laidback Luke	igade)	United	22
14	100	(Ephics serve pop house with a loop from Martha & The M	utics' Fr		23
15	00	THE BASS EP Fergie		July Free	24
	-	(Non with hard funky house mixes from Robbie Rive	(678)		25
15	255	WHISTLE Taz		Prolifica	26
17	50	(Summer-y instrumental house groove from Naples) BARBED WIRE Diro Lenny feat. Surz Of Man & Th		Incestive	27
11	100	(Appressive Italian house groove with a Wu Tang vo			28
18	170	BREAK 4 LOVE Raze	C	hampion	29
		(Eighties club classic in new mores from Oniouz and	Sell Ma		30
15	107	WHATEVER 10,000 BC (Dirty fanky house from Yousef and Paul Woolford)		Junior	31
20	112			Y2K	33
	-	Alard house have with a familiar sample and mixes from Unimplicit	ratifed	Me Domain)	34
50	with the	10 leefoork and data collected from the Informing stores: Block Harkes Gay Groever/Tag TransVeryl Addiction (Landon): Eastern Bloc (Hanchester), 22	Sounds F	hing Platte	35
37	GENCIAN REFLICE	Earseney Tag, Transferrer Molection (Lancoll), Earsen Tests (Interferrer), Z. coll: Reinauthinecrystick: Vicesian (Default): The Disz (Brachard): Rhython S.	(roice)	Cambridge):	36
R	stic Surge	col, Flying Newczski, Wassie (Ontard), The Disz (Brathon), Physica S y Madestree), Urban Covert (Brighton), Cristin (Lends), Global Gracow (Sh	sizi Mar	nazier (Bahzi).	37
		<b>URBAN TOP 2</b>	0		38
1		U DOW'T HAVE TO CALLA NEED & G.P. Unber P Diddy & The Bas	d free free	ally high	39
		WORK IT OUT Beyonce	Ci	olumbia	40
3	37	HOT IN HERRE Nelly		niversal	
4		FOOLISH Ashanti		eder Inc -A-Fella	1
5		OH BOY/THE ROC (JUST FINE) Cam'ren I'M GONNA BE ALRIGHT Jennifer Lopez	nut	Epic	2
7		FULL MOON Brandy		ist West	3
8	14 2	ADDICTIVE Truth Hurts	Int	erscope	4
9	94	HOW COME U DON'T CALL ME Alleia Keys YOU MIGHT BE WRONG Nicole Russo		J Teistar	5
11		YOU MIGHT BE WRONG NICOle Russo YOU ARE MY STARSHIP Dazz Band	U	rbanstar	6
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el Zabieta)	7	23	2	I SEE RIGHT THROUGH TO YOU DJ Encon	e feat. Engelina Serious
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(ensister)	9	14	2	RUNNING Marc Aurel	Neo
e label	10	13	2	LUV DA SUNSHINE Intenso	Inferno
	11	4	4	JANEIRO Solid Sessions	Positiva
lamore	12			GHOSTS Dirty Vepas	Credence
	13			I'LL BE THERE Weekend Players	Multiply
Skint		11		HAVIN' A GOOD TIME Souvernance	Positiva
BXR	15			THE PLEASURIST Drive Red 5	Distinctive
BMG	16			LEAN ON ME Sounds From The Ground fe	
	17			DO YOU SEE THE LIGHT Snap! vs Playthi	
(votoo) Vireia	18			INSANE Dark Monks feat. Mim	Backyard/Incentive
Anthey	19	7	5	MAIN VEIN Jamiroquai	Si
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United	22	6	5	ABSENT DJ Awol	Concep
o Stacht	23	5		THE DAY IT RAINED FOREVER Aurora	Chrysali
ity Free	24			DO YOU HEAR ME Indiana	Platipu
	25		177	UNBREAK MY HEART Haifa	W10/Incentive
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ncentive	27		112	BANG TO THE BEAT OF THE DRUM Eddle Lock	
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Inferno					
Arista				and Cool Cuts charts can be obtained from www.dotmu the club charts in full by fex contact Cathy Martin on bil	
and/litr	1	rece	sive t	the club charts in full by rex contact Carry March on se	C Ward Land and

#### CHART COMMENTABY by ALAN JONES

akatta, Joey Negro, Raven Malze -- whatever name Dave Lee uses, he invariably comes up with a winner, and his latest success sees him donning the latter disguise for Fascinated, which was runner-up on the Club Chart last week and now advances to top spot, with a small but adequate lead over Klea's Tic Toc, which leaps 12-2. One thing both records share is that they are on labels associated with Ministry Of Sound, Raven Maize on Rulin and Klea on Incentive With a current US Top 20 single and album to their credit, things were already looking pretty good for Dirty Vegas - and the London-based trio land the highest new entry of the week on the Club Chart with their new single Ghosts. Their current US hit Days Go By was aleased here in May 2001 and achieved only modest club and OCC success, peaking at numbers 29 and 27 respectively. It probably was not helped in its club campaign by the fact that when first played by DJs such as Pete Tong, it was credited to the Hydrogen Rockers, then to Hedd, and only then to Dirty Vegas. Whatever the reason, Ghost is off to a much better start. debuting on the Club Chart at number 12 this week with a trip of 12-inches with diverse mines beloing to ensure it reaches as wide an audience as post Cover versions occupy the top two places on the Pop Chart, with Mad House's recent German smash remake of Madiona's Like A Prayer making a rare debut in pole position, thus depriving former Pop Idol contender Halfa of top billing with her garage/pop reworking of Toni Braxton's Unbreak My Heart. The Mad House single has the most spectacular debut of the year in a week when the Pop Chart finds its old vitality, with a further 11 newcomers pouring into the Top 20... It is in distinct contrast to the Urban Chart, where five of the top six are unchanged from a week ago, with the doubleheaded Usher/P Diddy single once again a runaway resold Usher/P blody single the again a tablewey winner. It could face a tough struggle in a week or so, however, as Destiny's Child's Beyonce explodes 13-2 with her debut solo recording Work It Out. It is the only new arrival in the Top 10, although there are some notable new arrivals lower down, including alb samplers from Mary Mary and Donell Jones

#### POP TOP 20

н	1	1970	LIKE & PRAYER Mad House	white tabel
d	2	43	UNBREAK MY HEART Halfa W1	Incentive
-			FASCINATED Raven Maize	Rulin
	ž.		BACK TO CALL Maure Picetto	BXR UK
9	5	53	MOVE IT LIKE THIS Baha Men	EMI
ε.	6		GANBAREH Sash!	X-IT
1	ž	1177	AROUND THE WORLD (LA LA LA LA LA LA) ATC	MI Liberty
1	8	10.2	NEVER STOP THAT FEELING Mark'Oh	Liberty
	9	22	FIRE Mousse T AM:F	M/Serious
3			LUV DA SUNSHINE Intenso	Inferno
3	11		I LOVE YOU Flash & Bones	Multiply
3			TIC TOC Kies	Incentive
			UNDERNEATH YOUR CLOTHES Shakira	Epis
C	14	2.2	THE WORLD SHE KNOWS DMAC	Chrysalls
y –			FOREVER Trinity-X All Around	The World
y a			SAFE FROM HARM Narcolie Thrust	ffee
-	17		HAVIN' A GOOD TIME Souvernance	Positiva
2	14		I SEE RIGHT THROUGH TO YOU OJ Encore feal. Engelin	
1	10	0.2	PUT YOUR ARMS AROUND ME Natural	Ball
	113	2 2	I'VE GOT YOU Mare Anthony	Columbia
	20	10100	The doi too mare Annong	

#### Hot Summer Specials in Music Week!

#### July

121013 SLOW DOWN Venus Tribe 12 TO 3 SLUW DOWN Verus Tribe State 5 To 6 Bill 13 2 2 3-WR Styne feat. Stapp, R Reh, thia 4 Tor 6 Bill 14 EX3 BMG-UK URBAN SAMPLER Various 15 EX3 INCREDISLE (LP SAMPLER) Mary Mary 16 16 9 YOU KNOW THAT I LOUP YOU Deneil James 17 EX3 THAT'S THE WAY IT GOES Commonwealth 13 19 BRU IN MIN Tor 1811 S ROLL ON MIS-Teeq 19 122 LIFE GOES ON (LP SAMPLER) Donell Jones

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Public Den

- Catalogue Full price/Legends
- PR & Plugging
- Pro-Audio/Studios **Business Affairs**
- Genre watch: Drum & Bass

#### August

- **DVD Product** Shows & Movies **City focus: Newcastle**
- **Creative Services** Manufacturing (Popkomm special)
- Independents Report

Contact the Music Week Sales Team for more details on: 0207 579 4451/4398/4144

#### ALL THE CHARTS FXPOSUBE 6 JULY 2002

#### CHART COMMENTARY

#### by ALAN JONES

mer registered Music Acond the latter smashed the record for most plays, Elvis Presley Vs JXL's A Little ess Conversation and Love At First Sight by Kylle Minogue remain at one and two respectively on the airplay chart, although both are now in decline. Presley's single, which had a heady audience of 113.77m last week from 2,851 plays, has its audience pared back to 106.35m despite improving its plays tally by a further 64. Meanwhile, Minogue's all-time high of 3,116 plays posted a week ago slips to 2,965, while her 107,50m audience is off a shade to 105.24m, Although both records seem likely to have peaked, they have the honour of being the first pair of songs simultaneously to top the 100m plays mark in the two-and-a-half years that have thus far elapsed in the 21st

#### AIRPLAY FACTSHEET

• Although it is not number one In any of the 16 European territories where Music Control compile airplay charts, Kylie Minogue's Love At First Sight is all Eurochart champ, w Sophie Ellis-Bextor's Murder On The Dancefloor in second place. Ellis-Bextor tops the list in France, Belgium and Switzerland. • After exploding onto the chart

Century. And, despite their declines, they are

three single on the airplay chart is Liberty X's Just A Little, which pulled in an audience of

73.53m last week, putting it a massive 43% behind second-placed Minogue. Despite failing to make the Top 20 of the OCC sales chart, Basement Jaxx's Get Me Off shares most-played honours on Radio One

with the upcoming Red Hot Chili Peppers' single By The Way. That is the main reason the Basement Jack track improves 44-32 on

the airplay list. Its overall tally of 172 plays is

beaten by more than 100 other records, and

The recent slowdown in the airplay chart

sems to be over, with a lot of new titles

expense of many of the bigger, proven hits.

beginning to increase their support at the

its Radio One support provides it with a

massive 90% of its total audience.

way ahead of anything else - the numb

at number 49 last week Coldplay's eagerly awaited new single in My Place – their first since 2000's Trouble – jumps to number 34. The band, who were ne of the star attractions at last weekend's Glastonbury Festival, improved from 15 to 26 plays on Radio One, and even managed a couple of spins on Radio Two.

> That is why all but two of the Top 10 on the Inat is why all but two or the hop to on a airplay chart suffer dips in audience this week, with the only exceptions being Christina Millian's When You Look At Me, which powers 16-7 on a 36.97% increase while Hero by Chad Kroeger feat. Josey Scott climbs 14-10 on a 21.53% increase.

Almost joining these two in the Top 10 is I Would Die 4 U by Space Cowboy, which climbs 15-11 as a result of a 20.93% jump in audience. One of the hottest club record around, it nevertheless manages only a number 55 debut on the OCC singles chart, a consequence of falling foul of chart eligibility rules, which resulted in only its 2,247 12-inch sales being counted towards its chart position. A further 1,969 cassettes and 12.239 CDs were sold but their combination of three mixes of one track and one mix of another track is in contravention of singles

chart regulations, and the formats are thus regarded as a budget album instead. Had all sales of I Would Die 4 U been eligible, the single would have debuted at 13. It remains to be seen whether or not radio will continue to support a track perceived as peaking at number 55. One can only hope it will,

TOP CORPORATE GROUPS

Darren Hayes makes the biggest more within the Top 50 this week, rocketing 50-20 with Strange Relationship. The track's main impetus comes from 1.8 plays on Radio Two -more than any other record - which provide a bigger audience than its sizeable tally of 954 plays elsewhere. It is the follow-up to Hayes debut solo single Insatiable, which climbed to number eight on the sales chart and rumber number eight on the sales chart and number 12 on the einplay chart earlier this year. Capital FM provides Hayes' second biggest audience segment, having aired Strange Relationship 20 times last week

Place Coldplay: Celeurblind Darius: It Just Won't Do Tim Deluxe feat, Sam Obernik

Galaxy GALAXY Additions: Ghost

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XEA 104.9

sis; Dall Martin Grech

Aldeht leonifer Loo

Dean Daniel Bedingfield; 2 Way Rayvon: Fascinated Raven Malze

Adda: Boys Britney Spears; Chosts Dirty Vegas; Tear Away Drowning Pool; Rock Star NERD

Pop Single of the week: I'm Gonna Be

Aerosmith; The Risker Research

Xfim Additions: Want More Need Less Curve: Remind Me Royksopp; Envy Ash; Dead Leaves And

The Dirty Ground The White Stripes: Joy Discovery Invention Billy Chro: Everything Destroys It

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Den't Lot Me Get Me Pick by The Way Red Hot Chil Perpers; Strange Relationship Darren Hayes; Hung in A Bad Piace Gasis; When You Look At Me Christina Millin; How Come You Don't Call Me Alcie Keys There haves to the needed Final Ineuro 29/6/2005



#### POPWORLD Interviews:

Videos: James Dean Daniel Bedingfield: Boys Britney

Performances: Lil Big Man Omero Mumba: World She

rows D-Mac Final line-up 30/8/2002



T4 SUNDAY Beauty on The Fire Natal-e Imbruggia Final line-up 30/6/2002





Less Conversation Exist Vs JD.: Something trailed (56 Strong) Rik Weiter; Tell It To My Moart Kelly Uotenna: Two Wiongs (Don't Make A Right) Wychel Jenn fest. Cloudette Ortig: Gold Buweity Kright: therever You Will Go The Calling: By The Way Red Hot il Peppers

al sneup 5/7/2002

ALIST William Mc Carlon: A Little Lines State Non-Conversion Clove 9, 2012 Lone A State State Non-Conversion Clove 9, 2012 Lone A State Constant State State State State State Constant State Notes State State State State State State Notes State State State State State State State Notes State St

B-LIST Be Cool Paffendorf; Get Over You Sophle Ells-Bextor: Mother M Factor; Two Wrongs at. Claudelle Orliz; Here Chad Kroege att; When You Look At Me Christina Gold Beverley Knight: Rockless Girl The Begin Times Ed Case feat, Skin: Pounding Daves:

#### **RADIO TWO**

A-LIST Gold Bevalley Knight; The Day I Rained Forever Autora: Strange en Hayes; Corner Of The Earth I Wish I Didn't Miss You Angle Along Pet Shop Boys; Anyone Of Us (Stupid Mistake) Gareth Gates; Your Song Elton John & Alessandro Salina: \*A Thrusant Miles Vanessa Carlton

B-LIST Ive Wrengs (Don't Make A Right) Wyciel Ican feat. Claudette Ortiz: Here I Am Bryth Adams; Neu Might Be Wreng Nicole Russo; Steve Wicquen Starty Clowy, Semewhere Nicr Oliz, Lave At First Sight Kylle Minogue; American Birls Counting Crows: Concrete Sky Beth Orton

chine Says Yes FC Kahuna; Conter Of The Earth Jamiropula Baby's Get A Temper Prodigy; Get Me Off Basement Jacc; Ghosts Dirty Vegas; This is My Sound DJ Shog; Rock Star NERD; My Felends Over You New Weak Reco ne Herces The St System Of A Down

CLIST The Emission Show (alkum) Emission Real Mistake) Garekh Gatryk, Areyson Of Us (Stupic Mistake) Garekh Gatryk, Areyson Of Us (Stupic Halr J Glam Lees Jeak Speech & Neener Charry, Beauty On The Per Naziali Annully; Lur Da Samhhae Mistake O Regiet: "Do & Don't For Love Kiddi, "Points Of Athenbry Liden Park: Safe Perne Harn Narcoto Thruss, Romeo Duna Rompo; "Addictive Truth Hurts fee

R1 playlists for week 6/7/2002

C-LIST Today Ralo Malo: Blessed Martina McBride: Step Crying Your Heart Out Michon shop crying more Heart out obs: otherwise Monchealty Store Sem Fand Board Lifelites Ahr, Days Lills Thie Share Exception (Mich Joseph Artury Be Still My Heart Still Mergand) Get Over Yea Sophie Eric Beston Get On With Your Short Life (altern) Bisin Annody: "Straige Constitue Pero Vers: "Failed Mark J Stein Lipo Faile, Specific Pero Vers: "Failed Mark J Stein Lipo Faile, Specific Need Charge, "All You Whated Michelle Branch; "Afte All This Time Dorden Smith

R2 pitylists for week 6/7/2002 \* Depotes additions

#### MUSIC WEEK 6 JULY 2002

20



TOP 10 COMPANIES

There is a

AT A GLANCE WEEKLY MARKET SHARES

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2 2 8 11 LOVE AT FIRST SIGHT	Kylie Minogue	Parlophone	2965	-5	05.24	-2	3 8	HOT IN HERRE Netly (Universal Island) 24796 28
3 3 12 19 JUST A LITTLE	Liberty X	V2	2762		73.53	-5	=4 3	WITHOUT ME Eminem (Interscape/Polydor) 25192 30 A LITTLE LESS Elvis Vs. JXL (RCA) 24472 33
S S S S WITHOUT ME	Sophie Ellis-Bextor Eminem	Polydor	2381	n/c	67.89	-6	6 13	I WOULD DIE 4 U The Space Cawboy (Southern Fried) 22501 21
S IN 28 DON'T LET ME GET ME	Pink	Interscope/Polydor Arista	1364	-5	56.92 55.39	-1	7 4	LOVE AT FIRST SIGHT Kyle Mirogue (Parlophone) 2222 29 IN MY PLACE Column (Parlophone) 17310 15
7 IS 5 6 WHEN YOU LOOK AT ME	Christina Milian	Def Soul/Mercury	1852	+36		+37	9 15	IT JUST WON'T DO Ten Delace (Underwater) 16486 20
B 7 5 12 ROLL ON B 8 6 4 STOP CRYING YOUR HEART OUT	Mis-Teeq	Inferno/Telstar	1707	+5	51.04	-9	=10 2	ROLL ON MIS-Teeg (Interna/Telstor) 17644 32 I'M GONNA BE ALRIGHT Jennifer Lapez (Epic) 16873 21
B B 6 4 STOP CRYING YOUR HEART OUT	Oasis	Big Brother	1564	+10	50.13	+4	=12 8	DON'T LET ME GET ME Pink (Arista) 16835 28
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2 75 4 77 GOLD	Beverley Knight	Parlophone		+40		+38	=15 9	HELLA GOOD No Doubt (Interscope/Polydor) 15643 22
3 17 3 * ANYONE OF US (STUPID MISTAKE)	Gareth Gates	S	1462	+29		+18	=15 8	SHE LOVES ME NOT Pape Rosch (DecemWorksPolyder) 12688 22 LK DJ Marky (V) 12000 19
4 22 4 5 HOT IN HERRE 5 8 9 10 IT'S OK!	Nelly Atomic Kitten	Universal Island	845	+48	43.42	+29	=15 🚥	EMERGE Fischerspooner (FS Studies Ministry 01 Sound) 10638 10
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7 13 12 21 KISS KISS	Holly Valance	London	1379	-14	36.71	-14	21 24	WHEN YOU Christina Million (Del Soul/Mercury) 12995 17
8 24 4 19 FULL MOON	Brandy	Atlantic/East West	1151	+14	34.88	+5	=22 15	
9 10 10 10 ESCAPE	Enrique Iglesias	Interscope/Polydor	1647	-3	34.70	-6	=22 33	FOOLISH Ashanti (Marder Inc/Mercury) 9071 13
1 3 2 6 STRANGE RELATIONSHIP	HEST TOP 50 CLIMBER Darren Hayes	Columbia	972	+44	34.45	+79	=25 27	HERO Chad Kroager leat. Josey Scott (Rostrumer) 10735 15 LIVIN' IT UP Jo Rate (Def Jam/Mercury) 8750 5
1 2 3 3 THE DAY IT RAINED FOREVER	Aurora	EMI	842	+45	33.46	+23	=25 ==	I FEEL SO Box Car Racer (MCA/Uni-Island) 8121 9
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23 m 7 m BLURRY	Puddle Of Mudd	Geffen/Polydor	576	-25	30.64	n/c	=28 cm	MACHINE SAYS YES FC Katura (City Rockers) 8576 10
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29 © 2 0 BY THE WAY	Red Hot Chili Pepper	s Warner Bros S	268	+35	29.67 28.78	+35	2 1	Tide Arist Eabel) And No. 1
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37 # 2 # TWO WRONGS (DON'T MAKE A BIGHT)	Wyclef Jean feat. Cli	audette Ortiz Columbia	412	+36	24.95	+29	97	ESCAPE Enricue tolesias (Interscope/Polydor) 32884 153
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#### **10 GROWERS** TOP

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#### MUSIC WEEK 6 JULY 2002

#### TOP 10 MOST ADDED

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C Music Centrol DX. Yites ravied by total number of plays on 48 molecular term 20.00 on San 29 June 2082 antil 24.00 on Sat 29 June 2002 **TOP 10 PRE-RELEASE** 

#### CLASSICAL - EDITED BY ADAM WOODS

#### **CLASSICAL**news

METRONOME SURVIVES TEETHING TROUBLES ome Distribution has ente demanding business of distributing small independent classical labels with an impressive list of clients. The company established soon after this year's Midem, ran into difficulties in the spring when Metronome's managing director Tim Smithles and Peter Goodall, chairman of Pandora Music, clashed over the details of their joint distribution venture. Smi thies and Metronome have since regained the distribution rights to a number of labels and are believed to be in negotiations with several others.

The Metronome Distribution business model aims to move the company into the specialist territory formerly occupied by the now defunct Nimbus and Complete Record Company, Smithles has been joined by former Nimbus employees Carl Wade, Colin Chambers and Andrew Brent, while Tim Grocutt is presenting the company's list to specialist classical, world music and jazz retailers.

Met conome's present clients include US bels Dorian and Delos, Italy's Real Sound and Claudio, Robert Parker Jazz Classics, Robert Parker Nostalgia, Metronome, Soundalive, Riverrun, Roland Chadwick's Guitar Label and Budapest Music Centre.

"We want to take on new and interesting labels," says Colin Chambers, label manage for Metronome Distribution. "We also have established labels such as Dorian and Delos, so it's a matter of growing at a sensible pace. The advantage is that we have a small and dedicated team, which has nce of dealing with specialist labels. We're shipping goods now and have had a good response from retail."

Chambers would not be drawn on reports detailing the dispute between Metronome and Pandora. Peter Goodall told Classical Music magazine, "We want nothing at all to

do with you people. The best thing we can do is kill off the crappy music you peddle." According to Colin Chambers, Metronome Distribution is concentrating on establishing its place in the market and wants to move on from its association with Pandora. "We're taking to other possible clients," he says. "The idea is to grow the business slowly and consider what people have to offer. We think there are good opportunities we can pursue,"

by Andrew Stewart

#### DG SIGNS RISING STARS



s and soprano Anna Netrevko to the che Grammophon label. Other rising stars are believed to be in negotiation with the yellow label, which has already seen returns on its investment in Classical Brit Award-winner Magadalena Kozena and planist Hélène Grimaud. In addition, violinist Hilary Hahn has switched allegiance from Sony Classical to Decca.

The 19-year-old Gringolts (pictured) marks his DG debut with the August 5 release of Tchaikovsky's Violin Concerto, coupled with Shostakovich's First Violin Concerto. The Israel Philharmonic provides the accompaniment conducted by Gringolts' mentor, the legendary violinist Itzhak Periman. Marketing and promotion opportunities for the album's UK issue are supported by Gringolts' appearance in recital at the Wigmore Hall on July 14 and as soloist in the Shostakovich concerto at the RBC Proms on Audust 3

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

#### ALBU of the week

WEILL: The Threepenny Opera; Songs and Chansons. Lenya, Dietrich, Brecht; Theo Mackeben & His Orchestra (Telde 9027 42663 2). The legacy of Germ

9027 4265 32), the legacy of ustmany as Tofehunken company has been well served in recent years by its modern counterpart, Teldec. This release offers one of the great landmarks of recording history, coupling Lotte Lenya's mesmeric 1930 performance of extracts from We



atory, coupling faith Lamy's measure (1320) performance of extracts from Wars, second second

#### REVIEWS

for records released up to 15 July 2002



Pro Arte Singers/ Hillier (Harmonia Mundi HMU 907223). Among the many recordings of Byrd's settings of the Latin mass, Paul Hillier's latest interpretation deserves praise for its rhythmic

energy, intelligent tempo changes and unmannered singing style. Hillier's Pro Arte Singers, resident at Indiana University's Early Music Institute, manage to create a refine blend without losing the edge required to point individual words and give shape to Byrd's flowing contrapuntal lines. This release is backed by advertising in the specialist classical press and is presented as Harmonia Mundi's July disc of the month. LAWES: Consort Sets in Five and Six Parts. erion XXI/Savall (Alia Vox AV9823 A+B (2CD)). Jordi Savall's explorations of 17th

century English consort music continue to deliver consummate results, especially so in performances of Lawes' Consort Sets in Six Parts. The richness of the recorded sound captures the full beauty of the instrumental playing here, outstandingly so in the six-part In nomine and the Fantazias of the Consort Set in C minor. As ever with Alia Vox, the standard of production is of the highest order, while the release is backed by advertising in Gramophone and BBC Music Magazine. GRAINGER: Rambles And



Reflections - Piano Transcriptions. Plers Lane (Hyperion CDA67279) Hyperion routinely offers up surprises and refreshes

other labels rarely reach. This disc moves into the fruitful territory of Percy Grainger's pla transcriptions, allowing Piers Lane to indulge in flights of virtuosic fantasy and reveal the emotional breadth of these works. Ramble On Love, the programme's longest work, is based on music from Strauss's opera Der Rosenkavalier and was completed scon after Grainger's mother had committed suicide

and have the state of the second state of the

FLAMENCO FANTA

> **Gustavo Montesano Royal Philharmonic Orchestra**

This album presents a unique fresh sound a fusion of passionate flamenco atmosphere with classical music greats.

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his inspired direction of Hespérion XXI's **BYRD:** The Three Masses

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## **MID-PRICE AND LOW-PRICE TAKE ON NEW PRIORITIES**

As the majors reduce prices on their frontline releases, mid and low-price CDs are now becoming one of the cornerstones of their label strategy, making life hard for the independents and driving some to look for their market outside of mainstream retail, writes Adam Woods

you had suggested a decade ago that the id- and low-price sector would one day emerge as the spiritual godfather of major label strategy, few would have believed you, In 1992, in fact, mid-price releases from major labels were sufficiently novel to merit their own stories in Music Week's news pages. In October of that year, MW told of Sony's unprecedented inclusion of 14 new Nice Price CDs as part of its own \*Buy three, get one free" push, with first-time midnice titles including albums from The Rolling Stones and Bob Dylan. Today, mid-price is among the cornerstones of every major tabel's business. Likewise, it is hard to magine quite how retailers would fare without value-added in-store promotions, and even the most casual record buyer might marvel at the notion of a time when Bob Dylan was actually new to mid-price. While many of the independents who

originally pioneered the lower price-points a few years before that have long since foundered, the majors continue to profit from exploiting their catalogue at affordable prices. Not only that, but with chart CDs sidely available for under £10 and frontline albums co-opted into discounted promotional campaigns often within months of release, the line between full-price and mid-price has newer been so blurred

"It hasn't just suddenly hit us," says MCI ales director Danny Keene. "It is something which has been happening now for probably the last three to five years. But whether it is the record companies being pro-active, or whether retailers are demanding it - and 1 suspect it is six of one and half-a-dozen of the other - prices are coming down and that encroaches on our core areas of mid-price and low-price. So we have to cut our margins accordingly, if the retailer is going to take our product."

As Keene tells it, when MCI's longstanding Music Club label was launched in the early Nineties, its natural promotional



Ant and Dec (I), Lee Perry (r): Deita is currently operating a £2.99 Lee Perry deal and aims to exploit PJ & Duncan material

frontline-led but, now that

doesn't mean profit, they have

to go into their catalogue' -

constituency was as a part of two-for-£10 "Then it became £4.99 each, so campaigns. that people weren't tied into buying two of them. That became three-for-£12, and now it's £3.99 each. You have got majors whose

mid-price stuff is normally retailing for around £10, and they are doing it at £4.99. which is only a pound more than the campaign or sale price of our Music Club

MCI parent Demon has managed to hang on to its market-

leading position in the budget market - with 20% of the market and over 1.2m sales for

the year to the end of May - but Keene acknowledges that the squeeze on margins cannot go on forever.

"You can try to reduce your variable costs and maybe snip the odd half-pence or penny off manufacturing, but 'Majors have always been after that, unless you

can cut your fixed costs. independents will be narginalised even more when it comes to compaign activity The fact that independent catalogue

Marcello Tammaro, Delta companies have continued to punch above their corporate

weight for so long is a tribute to the leanness which they have and efficiency with

responded to surges in demand for generic and niche product. MCI releases for July, all at a £3.65 dealer price, include Dionne Warwick's Dionne Sings Dionne, the late-Eighties rave classics collection Rave On, the Kings Of Cajun compilation and a John Deriver collection which gathers together highlights from five Deriver relssues which have collectively sold 175,000. "It is down to us to try and be as creative as possible and make sure there is a point of difference for our product," says Keene

As well as owning the lion's share of the premium copyrights, however, majors are in a position to pull off some handy sales tricks, such as selling their catalogue material into stores as a package with selected discounted frontline titles. But in the >p24

#### Pickwick re-emerges as a mid-price stable

From the incredible chart success of its Tops of The Pops titles in the Seventies to its 255m boyout by Cartton in the Nineties and its ensuing obscurity, the history of Pickwick since its founding in 1962 has been along and winding one.

And this month saw yet another twist in the ale of the UK's biggest name in the budget usic market, with the re-emergence of The ickwick Group

To the past few years, the Pickwick label had been kept alive, albeit quietly, under the name of Audio Book and Music Company (ABM), which issued titles under the brand but mostly focused on its other budget brand

The return of both labels under The The return of both labels under The Picketck Group name will sea a ramping up of the mid-picket Scrap under the search of Pickwetck and a rait of Werepriced titles released of Hallmark. The new company has each backing from international industrial holding: company Republic Life, whose subklary CIBF was a mide linestor in ADM. Pickwetck Group CED Ray Hartley – also CED of Australian Indie distributor MRA – was brought in to assess the savets of the Mitroscore.



Sunse Hill company when it work into receivership last year and ended up relocating to the UK to not can be restored to its form the ender the "A number of seems of them will do to the over the years a company," asys Harlip, "At heads the best, the "allmark brand was one of the wear allwade to take a back weat under wear allwade to take a back weat under

#### FORTY YEARS OF HISTORY 1962 - Pickwick launched 1992 - Pickwick purchased by Cariton

for £65

1995 - Company re-named Cariton Hor Entertainment, focusing on Hallmark bi 1998 - Cariton sells brand to music 1998 – Canton sells brand to music marketing company Point Group 2000 – Point Group goes into receivership, Pickwick bought by ABM 2001 – ABM goes into receivership, CIBF injects cash into the brand 2002 – The Pickwick Group re-emergies issuing its first new wave of mid- and budgetbring thes budget-price titles

Caltor as they focused on their video side." <u>A&R manager Graham Betts says</u> he has ne-lectrical second 200 former. Hallmark titles other have been bught outlight, boosting there have been bught outlight, boosting theamville, nev titles set to be released songbook from States easy listening singer Vince Hill.

"Diane Warren was very keen on it and offered to write the sleew-endres for the abum. It lends the whole project a great creditility" says Betts. Additional Iskeles Soul Discretion, Bitts and Cool Note with house midpalos and hillprice titles in the soul, nock and jazz genres with the first releases including Three Soul Divas. Freds Payne, and albums from Canned Heat end J& Gons. and LA Guns.

and LA Guns. With the addition of Mark Lawton as general manager of the group and Andy Bonell heading up a sales and marketing division, Betts says he expects the team to grow dramatically over coming months. Hartley is positive about Pickwick's return

to its roots

to its roots. "My background is running a business with low overheads - MRA started off undemeath my house in Australia and we built it up to a leading brand. By keeping Pickwick lean, mean and focused, even though the market has changed dramatically over past years, i don't see any difficulty bringing it back to its former position."

#### CATALOGUE: MID- & LOW-PRICE



Union Square titles (top) and Delta releases (bottom)

process of pushing indies further out into niche markets, the majors have instilled something of a Dunkirk spirit in their independent rivals.

This steen all the independent and two preventions that the independent and preventions to book after their can catalogue, "says beat Home Entertainment, the steen and the steen the steen and the

make your releases stand out. But we always manage." The rehabilitation of catalogue is no revelation, but it is fair to say that copyright owners have a more realistic understanding of

the value of their assets than ever. For those companies which

are dependent on identifying trends and licensing appropriate tracks from copyright owners, the market presents new pitfalls all the time. The majors hold the bulk of the more cherishable material, along with certain long: standing indices such

as Sanctuary, Charly, MCI and the revived Pickwick (see breakout, p23), and licensing it out, particularly in these compilation-happy times, is not necessarily always in the owners' best interests.

"What we can't do is take on the majors," says thins Square director of markening Steve Buryan. "We have just done an Eyhthis compliation called Generation 80s. There were certain very obvious groups we wanted to get on there and we just couldn't license the tracks from the majors. What we have learned is that when we are doing an album that is very reliant on a flow key tracks, we need to be sure we can clear them."

Certainly, majors and rights-owning indie companies have little pity when it comes to dictating terms and a typical arrangement.

#### MID- AND LOW-PRICE CATALOGUE MARKET SHARES

15

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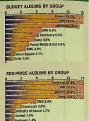
MID-PRICE ALBUMS BY LABEL 2 9 12 1

All figures year to end of May 2002. © UK Original Chart Company

may give the licensee little or no choice in terms of track selection. Other ploys include a cap on the number of hits which can be included on a given licensed compliation. Accordingly, the price of a release will depend on the size of the advance payable to the copyright owner and the royalty rate which has been agreed upon.

"It is certainly harder than years ago, when we first started, but that is inevitable as the market develops," says Buryen. "It is also harder to make it into the big promotions and it is harder to sell out through the racks, that is all can say."

With its Metro, Ocho and Manteca Imprints, Union Square covers genres from folk to funk to mainstream pop, with coverage in all price points. But even with acclaimed releases by much-respected cult artists including Fairport



Telstar 0.9%

Convention, Augustus Pablo and Townes Van Zandt, as well as widetyreviewed alt.country, rububes<sup>2</sup>, funk and new wave compliations, shelf-space in the major multiples is far from guaranteed and neither are generous margins. "Our price points naven" (changed, but

"Our price points new in charged, but what has charged is the dealest the retailers are asking for," says Buryan. "They want higher discounts, better returns and more marketing support, and we just have to go along and do the best dealest we can. But we still have access to some fantastic artists. And it wouldn't be an exciting market if it dight constantly evolve."

And evolve it most certainly has. Budget and mid-price were best-known as key price points for classical releases until the turn of the Nineties. Since its emergence as a mainstream price point, budget has



MUSIC WEEK 6 JULY 2002

CATALOGUE: MID- & LOW-PRICE

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atalogue releases into record shops, because record shops are a finite size and there are increasing amounts of catalogue," says John Reed.

says unreader of Sanchary Special Markets, the indie gian's catalogue division. "In that great age when we were transferring our collections from wing to CD, the market was extremely buoyant.

Utimately it has now all been done, and the phrase that you will hear is "squeezing the beans".

The id grant greates into accelatist retails there gets any accelation retains and taken parts of the potential market accer safe lock in record being market accer safe lock in record being acceleration of accers and lock in record being acceleration of acceleration in the great safe and the probability of the term of the acceleration of the acceleration of acceleration acceleration of acceleration acceleration of acceleration acceleration of acceleration acceleration of the acceleration of acceleration acceleration of the acceleration acceleration of the acceleration of the acceleration acceleration of the acceleration of acceleration of the accele

"They are almed at housewives and

people who are stuck at home, reaching out beyond the bubble of mainstream retail," says Reed.

retail," says Reed. Likewise, Tammaro says Detta could potentially tick over even without mainstream retail exposure, thanks to the company a network of nontraditional cuttets. "We have 1,500 outlets that are exclusively ours, and they are very non-traditional, so we have alimits got our own set

contained business there," he says. But he cites deals for the catalogues of

Judy Collins and Ray Charles as examples of Delta "keeping [its] hand in with the multiple business"

It's harder to get catalogue releases into shops because they are a finite site and there are increasing amounts of catalogue – john Reed, Sanctuary

a year for super-budget at 42.99, "asys Tammaro." Its ond even that their margins on super-budget are bad, because the margin is actually good – its 30 or 40% at the 51.178 dealer price. And the product is incredibly good compared to what used to be available. It used to be all soundalikes, but we just dis to Lee Perry release and a King Tubby one, which is pretty amazing at that price."

Detta's catalogue also includes material which has been licensed to capitalise on a potentially short upswing in interest in a particular artist or brand. Recent examples include a PJ & Duncan Best of credited to Ant & Dec and a collection of the music which featured in the first two series of Auf Wiedersehen, Pet.



You have got to ty and be a little by weed and these thing," says caching in with the and the draf Weederschen, Pett thing, and that is all you can do. We don't have a hug marketing speen, we don't do TV and we don't have and marketing speen.

And it is not and to fold. And it is not any fortiline that the indies have to compete with. Recent compilations such as Corry's hagely-successful SchoolDisco.com series attest to the constructive use the major labels are making of their catalogue material. But John Reed belaves such exercises still

But John Reed believes such exercises stuft lever much valuable material anaccounted for. "The major record companies are missing a trick with Suites and early gue Seventuse stuff," he says, and hat as wien The Beattes trocks out, or cossible the advent of bands like Cream and Pink Royd. We call get really good sales on incredibly obscure Statios musia, and you can't do the same with the Seventuse, Eighthes and Mineties –





MCI catalogue: Williams, Warwick, Kings Of Cajun, Rave On!, Denver

you have to have stuff that is name artists and isn't already available on CD if you want it to sell."

Likewise, suys Reed, there are popular, usarda search who only de most assidy.cours pressuer would are estimate acouand the search of the most assidy.cours present and the search of the Sanctury's experience with Births traj laztophyre (a anythere, bit is sealing about for polyre) (a anythere, bit is sealing lanced by weil), says Reed. "Sometimes you have just to look at what in it in the match. If a core time and the common is untilified, it was ell again."



MUSIC WEEK 6 JULY 2002

FRONTLINE RELEASES

#### RECOMMENDED ALBUMS CATALOGUE NEW BELEASES



This collection includes some terrific readings of fa iar material, with Gladys Knight & The Pips' emotioncharged and smouldering The Look Of Love: DJ Tom Clay's chilling documentary-style merging of What The World Needs Now is Love with Abraham Martin And John and a montage of news clips; and Stevie Wonder's harmonica stylings of Alfie nd A House Is Not A Home. Not all of Motown's vocalists were of the same calibre as Dionne Warwick, whose vocals graced the original Bacharach productions, but by and



Every Face Tells A Story (EMI 5383702), Now You See Me...Now You Don't (5383712), Green Light (5383692), Silver (5383722). Originally released with a fair degree

large this is an excellent album.

of success between 1977 and 1984, the latest quartet of Cliff Richard reissues from EMI are all digitally updated and expanded. Now You See Me is mostly gospel material: Silver tries to be contemporary and classic at the same time; and Green Light is norhane the laset improvelue. The best album here is Every Face Tells A Story, which includes strong songs nporary settings, including Hey Mr Dream Maker, My Kinda Life and When Two Worlds Drift Apart.



HURTCD 042) The ever-reliable Harmless label

comes up with another unlikely winner in the form of an album that includes an obscure German band, Jose Feliciano covering Stevie Wonder and Sandie Shaw's take on a Led Zeppelin track. That does not sound very appetising in theory, but in practice this album - subtitled Folk Funk Flavours & Ambient Soul is a treat from start to finish.



Rasta Commu atte (Greensleeves GREWCD5). amed the dub dentist after his first career (he was responsible for

KEITH HUDSON

Big Youth's golden smile), Hudson produced important cuts for the likes of Ken Booth, John Holt, Alton Ellis, U Roy and Big Youth in the late Sixties and Seventies, before recording this, his crowing glory, in 1978. Marrying Hudson's procligious production, writing and vocal talents, it is a dark and hypnotically spiritual recording which is released here on CD for the first time.

Alan Jones/Ajax Scott DISTRIBUTORS

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#### DOOLEY

Remember where you heard it: It was rentainly a turbulent week for Universal Music last week. After the votes of no onfidence in Monsieur Messier, Universal was censured by a US Federal Trade commission judge who, late on Friday. ordered it to end any agreements to "fix. alse or stabilise" prices. It was acting over allegations that Universal and Warner Music anspired to fix prices and limit competition in a joint marketing deal to promote a 1998 performance of The Three Tenors...Political correctness and all that obviously hasn't reached the offices of Aim. Chief exec Alison Wenham was full of praise at her organisation's AGM last Tuesday for France's efforts to protect cultural identity. But she added, "Some say the French are mad, I've always thought so, but in that respect I take my hat off to them"...There was a lovely quote from the late Warn Records founder Rob Mitchell, whose description of the Aim head honcho was related by fellow Warp founder Steve



stry of Sound's estment in ischerspooner, no-one an accuse them of lack ing the courage of their convictions. When occasional singer and robotic nent Sandra stage orna H missed her flight from New York for the band's Meltdown show at the Royal Festival Hall, it ked like Megacolon, a song in which Ms H was inently featured, would have to be dropped from the set. But MoS product manager Siona Ryan volunteered to step into the breach and, of course, arkly mini-dress, the sr and delivered a vocal performance uncannity similar to the one the missing Sandra would have mimed. What Equity might make of this tan-

For all the fuss over

ed web is hard to fathom, but Dooley would appre-ate the chance to see MoS Records supremo Matt er lead from the front, should fabulous spooner frontman Casey Spooner ever find similarly indisposed.

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Beckett in the Aim AGM programme: "She's a bit posh. but she's definitely got the guts for the job". Quite...Talking of posh, MoS boss James Palumbo dusted down the speech he gave at last autumn's JP

just more than £300 on eBay later that same day. When she did get up on stage, it was to collect her award from Bromley Dave, who himself was a substantial ovation which left the poor lad speechless for a few short seconds.

Morgan conference, added a little update on the Zomba/BMG deal and gave a repeat performance. Asked afterwards why he laid into every major except Sony, he remarked, "Because we're trying to do a deal with them." That Sine deal moves closer by the day, it seems... As for Wenham's suggestion that MW should run a competition giving readers the chance to predict what will be the ultimate outcome of the Zomba/ Bertelsmann shenanigans, watch this space...As the industry gathered for the Silver Clef bash last Friday lunchtime. auctioneer extraordinaire Nick Stewart was among many nursing a sore head. The previous night, the Captain had taken the reins for an auction at an Elton John gala, raising £680,000 for Nordoff Robbins, Last Friday's total reached just over £405,000. More than £1m in 24 hours - not a bad day's work ... Among the big bidders were Innocent's Hugh Goldsmith, who let the cat out of the bag on a change in direction for

his label by laying out £17,000 on a media package with Kerrang! magazine, TV channel and online service. Hugh tells Dooley that he is about to launch a rock act, whose opening tracks include a cover of the Clash's (White Man) In Hammersmith Palais... Otherwise, BMG music boss Ged



ggest ovation as the musi stry gathered to raise funds for Nordoff Robbins at London's Park ano Hotel? No, it wasn't when Dido stepped up to receive her Silver Clei ard - it was when the sultry gstress bid a handy £21,000 for ael Owen's signed England irt, a particularly genero sture given that a pair of signed on boots could be snapped up for

Doherty splashed out £15,000 on a full page feature in Hello!, Millward Brown's Bob Barnes spent £7,000 on an executive box at Chelsea v Man Utd, while Disctronics' David Mackie picked up a box for England-New Zealand at Twickenham and a fender stratocaster signed by David Bowie and Moby for a combined £19,000...Doolev is now thinking of launching a training scheme on industry basics for some record company bods, after fielding a call from Ash guitarist Charlotte's mum. She had received a platinum disc, with her name on it, from the postman that morning, Being unsure what 300,000 sales meant in terms of silver, gold or platinum she, naturally, phoned their record label to get the low down, But, not knowing, they pointed her in the direction of Dooley and his colleagues who were more than happy to help out. Apparently, the disc was in recognition of the many hours spent ferrying Charlotte and her sisters to and from various music lessons in their youth ...

He promised his speech at Aim's AGM last Tuesday would only be, well, this long. But Aim's own moderat recorded PPL's top man Fran Nevrkla (1) man ged to clock up a staggering 43 minutes in his address to the Aim faithful and landed himself a place in the Guinness Book Of Records for the organisation's lengthiest AGM speech yet. But then that's the th OF oughness of the chap. Aim's top turn Alison Wenham (2), meanwhile, had other things on her mind. By the look of she was hailing a taxi - no offence meant, Fran. As for Ministry of Sound's James Palumbo (3), he was busy trying to convince everyone that Roger Ames is really an en. Hey, you had to be

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