



MusicWeek.  
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## News.

### Universal joins indie labels by inking deal with Qtrax

● **Universal** has signed a deal with **Qtrax**, four months after the legal filesharing site's official launch. The deal incorporates both Universal Music and Universal Publishing. Universal becomes the first of the majors to sign with Qtrax, which already has deals in place with EMI Publishing, Beggars Broup and US indieTVT.



● **NME Radio** is to launch on June 24, with Ricky Gervais, Stephen Merchant and Karl Pilkington presenting a one-off show earlier in the month during the station's test transmission period. The two-hour show will see the three play what is described as their "all-time favourite tracks". NME Radio test transmissions start on June 2.

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● Amazon subsidiary **CreateSpace** has expanded its print-on-demand CD publishing service in an effort to put an end to the concept of out-of-print recordings. Amazon, Sony BMG and EMI said they will make hundreds of out-of-print albums available on Amazon's website through the service.

● **Warner Music Group** has agreed a deal with Digonex Technologies to allow consumers to help set prices for select digital albums from WMG artists. Using its Digital Online Exchange (DOE) – a "commerce engine" that suggests changes to prices based upon buying habits – Digonex will recommend varying wholesale prices to WMG for select album downloads.

● Former finance director **Mark Donnelly** has been promoted to managing director of the O2 by AEG Europe. Donnelly will be responsible for running the venue, while heading all commercial and operational activity.

### Queen to headline Nelson Mandela 90th birthday event

● **Queen, Annie Lennox, Leona Lewis and Sugababes** are among the artists appearing at a concert to mark Nelson Mandela's 90th birthday. The concert, billed as a "46664 Concert Honouring Nelson Mandela at 90", will take place in London's Hyde Park on June 27.



● Queen guitarist **Brian May** has revealed he is involved in a rescue mission to save GCap station Planet Rock. The digital-only station was put on the block by GCap chief executive Fru Hazlitt in March and will be closed if a buyer is not found by the end of the month.

● Digital revenue at **Warner Music Group** increased 48% year-on-year to \$164m (£82m) in its second fiscal quarter of 2008, making up 21% of total revenue. Total revenue at WMG for the quarter increased 2% to \$800m (£400m).

● **Live Nation** has posted a loss of \$38.5m (£19.7m) in its first fiscal quarter of 2008, despite revenue growing significantly over the same period. The company reported revenue of \$636.5m (£325.7m) in Q1 2008, compared to \$520.3m (£266.3m) in the first quarter of 2007 and president and CEO Michael Rapino says that he is looking forward to a "very healthy year for concerts globally".

● Male vocal quartet **Blake** won the best album prize at the ninth Classical Brit Awards. Anna Netrebko was presented with her second Classical Brit award, for female artist of the year. (see left)

● **Universal Music** has relaunched classicsand-jazz.co.uk to provide customers with a "360 degree online musical experience". The new version of the store will give customers access to concert listings, video streaming, sheet music and news bulletins.

● **7pm Management** has taken on worldwide management of producer Paul Tipler and dance artists DJ Mason.

● The **Hospital Club** is calling for people to vote in its Hospital Club 100, a list of "the most powerful movers and shakers in the creative and media industries". The club says that voting is open to anyone in the creative or media industries, making it a "democratic" choice.

### Sharewatch

Chrysalis: 121.00p (+5.91%)  
GCap: 221.25p (-0.11%)  
HMV: 140.75p (-2.26%)  
Sainsburys: 398.75p (+1.85%)  
SMG: 11.00p (+2.33%)  
Tesco: 427.00p (-2.06%)  
UBC: 8.38p (+19.64%)  
WH Smith: 441.50p (+4.99%)  
Woolworths: 12.00p (+2.13%)

Table shows companies' share prices at close of trading last Friday, (% change compared to the previous Friday)

### Classical Brit Awards winners:

- **Album of the year** Blake: Blake
- **Female artist of the year** Anna Netrebko
- **Male artist of the year** Sir Colin Davis
- **Young British classical performer or group award** Nicola Benedetti
- **Critics' choice award** Steven Isserlis
- **Soundtrack of the year** James Newton Howard: Blood Diamond
- **Outstanding achievement in music** Andrew Lloyd Webber

# From Wannabe to Pop be presented MMF's t

by Paul Williams

Spice Girls and Pop Idol mastermind to win Roll Of Honour award at this week's

### Awards

**Simon Fuller's status as one of the most successful artist managers of all time will be recognised this week when he receives the top accolade at the MMF's Roll of Honour.**

The 19 Entertainment founder and chief executive will this Wednesday pick up the Peter Grant Award for outstanding achievements in management at a ceremony at the Intercontinental Hotel on London's Park Lane.

Previous recipients of the award, which was named in honour of the late Led Zeppelin manager in 1996, have included Bill Curbishley, Paul McGuinness and Tony Smith.

Fuller says he is very happy to receive this award from the MMF. "It is even more special knowing that it is recognition from my peers," he says. "From my teenage years I was passionate about managing artists, and to this very day I still get excited about the work I do and feel privileged to still be living my dream after so many years.

"Britain has produced some of the world's greatest managers, from Brian Epstein to Peter Grant. I am proud to continue this great tradition and to be part of this next generation of managers in the forefront of the new digital age."

Since forming 19 in 1985 Fuller has risen to become one of the giants of the modern entertainment industry with his empire, which includes American Idol and other Idol franchises, the hit US TV show So You Think You Can Dance, and having a host of superstars such as David Beckham and Claudia Schiffer on his books.

In addition, last June he and Robert Sillerman won the backing of the board of US-based entertainment giant CKX for a \$1.3bn (£660m) buyout of a business that includes the Elvis Presley estate.

But it is his role as a manager of music artists that will be saluted at this week's event.

MMF chief executive Jon Webster says that, in terms of record sales, Fuller is probably the most successful artist manager from the UK ever, noting that, in the past three years, the biggest-selling act each year in North America was managed by him.

"He's got a fantastic record," says Webster.



Idol boast: Fuller has overseen and been responsible for the careers of the

"Simon is the guy who picks up the phone to major record company bosses and makes things happen."

But Webster notes that, despite a huge public awareness of him, Fuller has achieved his success by remaining largely in the background.

"He's not one of those that stands up and shouts about it. He just gets on with it," he adds. "There are other managers, perhaps previous recipients of this award, who don't have any profile and he's one of those. He knows exactly what is going on in the entire industry, but prefers to deal with things in a quiet manner."

Among the many artists he has represented are Paul Hardcastle, whose worldwide hit 19 gave birth to Fuller's company name, Annie Lennox, S Club and the Spice Girls, whose worldwide breakthrough in the Nineties was the biggest by a UK act in terms of impact and record sales since The Beatles.

Through various Idol franchises, he and his company have come to represent acts including Kelly

## Universal chief Grainge gets his

Lucian Grainge's 30th anniversary in the music business is to be marked by him being honoured with this year's Music Industry Trusts' Award.

The Universal Music Group International chairman and chief executive will follow in the footsteps of the likes of Sir George Martin, Sir Elton John and Bernie Taupin, and John Barry when he receives the annual award at a ceremony on November 3 at London's Grosvenor House Hotel.

The decision to give Grainge the award, which was last year won by Kylie Minogue, makes him the first current chief executive of a major record company to receive the honour. When Maurice Oberstein was similarly honoured in 1993 he had just stepped down from his role running PolyGram UK.

The MITS Award Committee says their choice of Grainge "reflects more than the success of the company he leads".

It notes, "Grainge exemplifies the drive, imagination and experience which are core qualities for anyone who aims to prosper in the fast-changing British music industry and who wants to shape it.

"Since 1978, he has been bagel boy, talent scout, music publisher, A&R director, label managing director, company chairman, UK group chairman and now chairman/CEO of Universal Music Group International."

**"This recognition is an honour... music has given me opportunity and fulfilment beyond measure and I'm grateful for that"**

– Lucian Grainge (pictured)

In the last calendar year alone Grainge, who in March relinquished his other Universal role of UK chairman and CEO to David Joseph, has enjoyed success at the major with acts including Amy Winehouse, Mika and Take That.

### THIS WEEK IN MUSIC UPFRONT:

● Deltasonic has teamed up with **NME** to stream the new album by **The Rascals** in its entirety during the first week of release, starting on June 9. p20

● Polydor will take its promotional efforts online for the **The Music**'s third album, by launching a bespoke web community it hopes will consolidate the band's fanbase. p21



# Pop Idol: 19 founder to top accolade

19's ceremony, 23 years after forming management company for Paul Hardcastle



**"Simon is the guy who picks up the phone to major record company bosses and makes things happen"**

— Jon Webster, MMF

of the Spice Girls, Will Young and Annie Lennox, among others

Clarkson, Will Young and Daughtry, while he represented the Spice Girls again through their 2007-2008 reunion tour.

"The whole way the Spice Girls reunion was put together was phenomenal," says Webster.

"Everything was covered, from the tour and the record to the sponsorship and the ad. That's what managers do."

The MMF honour comes after Fuller received the Visionary Award by the Producers Guild of America in Hollywood in February, before an audience including Prince Charles and Gordon Brown.

Besides Fuller's Peter Grant award, other prizes being presented at this Wednesday's ceremony will be manager of the year, international manager of the year, producer of the year, a newly-created innovation award and three inductions into the MMF Roll of Honour.

[paul@musicweek.com](mailto:paul@musicweek.com)

## Back Story.



Simon Fuller is so well-known as the man behind both the Spice Girls' global success and American Idol that it is easy to overlook his other achievements in a career that has spanned more than 25 years.

Before forming 19 Entertainment in 1985, Fuller worked at both Chrysalis publishing and A&R at Chrysalis Records. While there, he signed Madonna's first hit *Holiday*.

However, it was the discovery of Paul Hardcastle which led Fuller to launch his own company, eventually guiding the singer to number one with his single 19.

Fuller's first venture into television came in 1999, when he formed *S Club 7* for a BBC TV show that was shown in more than 100 territories around the world.

Two years later, *Pop Idol* debuted on ITV, eventually spinning off into *American Idol*, *World Idol*, *Australian Idol* and *Canadian Idol*. Artists discovered through the *Idol* series to date include Will Young, Kelly Clarkson and Clay Aiken.

Other Fuller TV shows include *So You Think You Can Dance* and *The Next Great American Band*, while 19 is reportedly working with comedians Matt Lucas and David Walliams to develop *Little Britain USA*.

Fuller also has interests in fashion, through his 19RM joint venture with designer Roland Mouret, as well as the Beckhams' label DVB; and sport, representing Liverpool FC/Real Madrid footballer Steve McManaman as well as David Beckham, who he famously introduced to his wife Victoria.

Editorial  
Paul Williams



## Getting to grips with the Millennials' musical habits

This generation of music fans has the industry flummoxed, but it could learn a lot by sharing their sense of adventure

"Every generation throws a hero up the pop charts," observed Paul Simon on his *Graceland* cut *The Boy In The Bubble*.

But for this latest generation, the rules of engagement with artists and the recorded music industry bear, in many ways, little similarity to those of generations before.

As labels and others continue to grapple with the future, the 64-million-dollar question for the industry remains how to secure the business of a generation that has access to all the music it wants – very often for free – giving them the kind of control over their entertainment choices that previous generations could not even have imagined.

Given all that, the newly-commissioned Music Tank report *Beyond The Soundbytes* makes essential reading as it explores the "millennials": those born after 1980 and "raised on a diet of instant gratification and limitless choice".

The report, by the Network Group CEO and co-founder Terry McBride, pulls no punches: it readily admits it will not be easy to win over a generation who remain a mystery to the industry in terms of attitudes and wants. For them, the expectation is that content – including music – should be available for free.

But, at a time when recorded music sales are increasingly being propped up by older generations of music fans (who would have believed *The Platters* would have a Top 10 album in 2008?), what does leap out from this report is that the game is far from over with this up-and-coming generation. In fact, if they are targeted properly, there are marketing opportunities that would never have been possible with previous generations.

For starters, this generation's online socialising habits, which allows them to share musical tastes and tips, generates instant purchasing possibilities, while a snapshot of individuals' tastes can be built up, enabling music to be pitched precisely.

Much is often made of this generation behaving differently to their predecessors, but is this really true? The only real change is the framework in which they discover and access music.

Similarly, the report makes the point that their attitude towards "ownership" of music is far more about emotion than any legal concerns, but was that not always so?

The importance of the industry treating artists as brands is also strongly emphasised as the new generation looks at ways to buy into their favourite brands. Previous generations were interested in buying into their favourite artists, but the options were far fewer and were largely concentrated on buying the acts' recorded music output. This output can now, of course, be accessed for free online, albeit illegally.

However, as the report notes, the ways in which the music business will make money from this generation in the future will be with products that cannot be replicated – clearly, the live industry is already benefiting from that.

There will be no one business model that will emerge that will allow the industry to fully engage with this generation just as it has with previous generations. Instead there will be all kinds of different potential solutions, prompting the report to note there is a lesson to learn directly from the generation itself.

As consumers, constant experimenting with new concepts is second nature to them. Perhaps sharing such an appetite for experimentation would serve the industry well.

Do you have any views on this column? Feel free to comment by emailing [paul@musicweek.com](mailto:paul@musicweek.com)

## is mitts on a Mit award



This success has continued into 2008 with new signings such as Duffy, who has both the UK's biggest-selling single and album of the year to date with *Mercy* and *Rockferry* respectively.

"In an era when the music business is under so much pressure, it is a joy to give this award to someone who is on top of his game," says the committee's chairman David Munns.

"Lucian has been responsible for bringing so many new artists to the fore and he is proof of the creativity, determination and fidelity to music which are at the heart of our industry."

Grainge adds, "This recognition is an honour, and one for me to share with the many artists, colleagues and friends who have been at the centre of my professional and personal life for the past 30 years.

"I'm proud that music is the only industry I have ever worked in. Music has given me opportunity and fulfilment beyond measure and I'm grateful for that."

The event has to date raised £3m for its two charities, Nordoff-Robbins Music Therapy and the Brit Trust.

MusicWeek.  
online poll

**Q** This week we ask:  
With her album being released in the States next week, can Duffy repeat Leona Lewis's US success?

Last week, we asked:

Does Violet Hill bode well for Coldplay's return?

Yes | 44% ●●●●●●●●●●  
No | 56% ●●●●●●●●●●