

Cope With It

by Mark Cope

Man, sometimes it gets very hard to write this column on a weekly basis. The difficulty is not in finding a subject to tackle (we in the music biz have plenty of those) but that we continue to lose people that have contributed the better part of their lives in helping to develop the music business. The labels may have changed the way they do business over the years, but it has never dampened the enthusiasm of the music philanthropists to turn on customers to new artists, albums, labels, and great music. For those of you born after 1980, these conduits to the consumer are called record stores...and they are all under attack, again for the umpteenth time.

Let me speak of one specific example as **Phil Strange**, owner of **Record Service** in Champaign, IL will be closing his store on 3/5 after 34 years of business. In Phil's mind, this is something he could see coming down the road for at least the last three years. He has always dealt with every possible adversary thrown his way...whether they be disturbing issues like the loss of **MAP**, changing label/distribution policies, the daily battle of competing with the local "Big Box", and the downloading of free music. You see Record Service is located next to a major college and Pat noticed a disturbing trend in his business. Over the last four years, music sales have been down 20% a year...mainly due to the students access to downloading using the school's T-1 line. Nice if you're a student, but devastating if you make your living selling music.

These are huge ramifications that we have yet to see impact our business, but Phil made a good observation regarding the state of music. Says Phil, "There was a time when people came into our stores looking to buy something new or different and consumer relied on myself & my staff to direct them to the right sounds. You see, we had very regular customers that came in to add to their musical knowledge and collection. Today, kids don't anchor themselves to the music, they just look for the song or sound they want to download and burn onto CD. Thirty years ago we would have 50 new releases a week, with maybe 20 of those considered 'good'...now we have 300 releases a week, with maybe 20 of those worth a retailers attention. Back then, record companies used to heavily support their priorities & developing artists, while today we continued to promote new artists and releases, but now all we get is a random phone call from a label salesperson acting casually interested in what we are selling and offering very little in support for their own projects. Combine the lack of concern from the manufacturer with the consumers hunger for their IPOD and it confirms why I must close Record Service...I could always compete with anyone or deal with any situation, but no one can compete with free." Phil will spend the rest of the month paying his staff, vendors, and the \$1500 monthly electrical bill.

It makes a statement in two ways; 1) *That the major labels and distributors really don't give a rat's ass about brick and mortar retail...independent or Big Box. They would much rather sell around the same people that helped them gain the success they currently enjoy today.* 2) *The manufacturers are putting their collective eggs into one basket, that of the on line music retailer that offers downloads.* Now that's all well and good if one is coming from a position of strength. But I must ask why music companies would want to piss-off the people that got them there. Last I check, more music is sold through traditional retail stores than on the internet...all one has to do is to take a look at the amazing debut of **Norah Jones'** sophomore release, **Feels Like Home**, to get a clue. This album scanned 1 Million units in one week. These aren't downloads, these are hard goods...One million CDs sold at brick & mortar retailers...not bad.

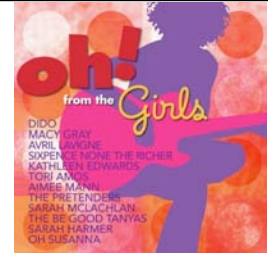
Aren't we getting ahead of ourselves with the Internet? If music retailers sell a million units on one title in a week doesn't that make them a viable customer? If this statement is true, why is Warner Brothers offering new releases from developing bands on their web site months before they are available at retail. Available now at www.2warnersmusic.com, (hit music and you'll find it) are groups like **The Secret Machines** (spring release to retail), **O.C. Doozy** (coming soon), to name a few. What is music the retail supposed to do with these titles? Meanwhile we will now have an FBI sticker to go along with the Parent's Advisory sticker on each new CD...now I can sleep better tonight. BTW, with the price sticker on the product as well, why don't you just eliminate the cover art...you can save a few \$\$ there too. I'm done! Peace, Cope.

Cope's Picks



**Probob
Probob**

Caroline/Southern Lord - 00302
Probob enjoyed and very strong first week and sales continue to perform, although there may be a slight stock problem. **Probob** is **Dave Grohl's** metallic beat unleashed with contributions from **Cronos/w Venon, Lemmy, King Diamond, Snake/w Voivod & Mike Dean/w COC**, along with many others.



**Various Artists
oh! From The Girls
EMM/Netwerk - 30328**

Oh! For The Girls, is a charity album featuring tracks from **Sarah McLachlan, Avril Lavigne, Tori Amos, Dido, Macy Gray, Aimee Mann, The Pretenders**, and more. A public service of **Oh!**, **Get The Money** is set up to help women gain the tools & the funds needed to start their own businesses. This is a fine album & will make a great **Mother's Day** gift.



**The Casualties
On The Front Line
ADA/Side 1 Dummy**

Is it possible for a punk band to grow up & get serious without loosing its edge? Well, listen to **On The Front Line**, the brutally brash new album by one of NYC's finest, veteran hardcore bands, **The Casualties** was released on 2/17 & proves the answer of a resounding yes. This is **The Casualties** most intelligent, intriguing & impressive release. list price at \$11.98 it includes video, live footage, and a photo gallery. Rivet-heads will find their way to this one.

StreetPulse

Weekend Sales Snapshot



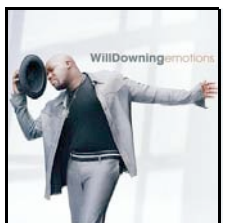
#1 Sales
Norah Jones
"Feels Like Home"
EMM/Blue Note



#1 Breakout
Eamon
"Eamon"
BMG/Zomba



#1 Sales Explosion
Indigo Girls
"All That We Let In"
Sony/Epic



#1 Chartbound
Will Downing
"Emotions"
UMVD/GRP

LW	TW	TOP 50 ALBUMS		WEEK ENDING 2/22/04
1	1★	NORAH JONES	FEELS LIKE HOME	EMM/BLUE NOTE
2	2★	KANYE WEST	COLLEGE DROP OUT	UMVD/UNIVERSAL
4	3★	TWISTA	KAMIKAZE	WEA/ATLANTIC
3	4	OUTKAST	SPEAKERBOXXX/THE LOVE BELOW	BMG/ARISTA
D	5★	EAMON	EAMON	BMG/ZOMBA
D	6★	INDIGO GIRLS	ALL THAT WE LET IN	SONY/EPIC
10	7★	DARKNESS	PERMISSION TO LAND	WEA/ATLANTIC
19	8★	KEB MO'	KEEP IT SIMPLE	SONY/EPIC
5	9	INCUBUS	CROW LEFT OF THE MURDER	SONY/EPIC
7	10	AIR	TALKIE WALKIE	ASTRALWERKS
6	11	PROBOT	PROBOT	SOUTHERN LORD
D	12★	LIL ROB	NEIGHBORHOOD MUSIC	UPSTAIRS
14	13★	EVANESCENCE	FALLEN	BMG/WIND UP
22	14★	LUDACRIS	CHICKEN & BEER	UMVD/DEF JAM
20	15★	JAY-Z	BLACK ALBUM	UMVD/DEF JAM
36	16★	JUVENILE	JUVE THE GREAT	UMVD/UNIVERSAL
40	17★	YEAH YEAH YEAHS	FEVER TO TELL	UMVD/INTERSCOPE
12	18	LOS LONELY BOYS	LOS LONELY BOYS	OR
D	19★	THE CASUALTIES	ON THE FRONT LINE	SIDE 1 DUMMY
34	20★	LOSTPROPHETS	START SOMETHING	SONY/COLUMBIA
41	21★	G-UNIT	BEG FOR MERCY	UMVD/INTERSCOPE
29	22★	NICKELBACK	LONG ROAD	UMVD/ROADRUNNER
RE	23★	JOSS STONE	SOUL SESSIONS	EMM/S-CURVE
13	24	WHITE STRIPES	ELEPHANT	BMG/V2
45	25★	MAROON 5	SONGS ABOUT JANE	BMG/OCTONE
47	26★	CHINGY	JACKPOT	EMM/CAPITOL
21	27	RUBEN STUDDARD	SOULFUL	BMG/J
31	28★	STEREOLAB	MARGERINE ECLIPSE	WEA/ELEKTRA
28	29	JET	GET BORN	WEA/ELEKTRA
25	30	MINDY SMITH	ONE MOMENT MORE	VANGUARD
35	31★	BEYONCE	DANGEROUSLY IN LOVE	SONY/COLUMBIA
8	32	DAMAGEPLAN	NEW FOUND POWER	WEA/ELEKTRA
38	33★	FIVE FOR FIGHTING	BATTLE FOR EVERYTHING	SONY/COLUMBIA
RE	34★	FLATLANDERS	WHEELS OF FORTUNE	NEW WEST
50	35★	POSTAL SERVICE	GIVE UP	SUB POP
D	36★	DIZZEE RASCAL	BOY IN DA CORNER	MATADOR
11	37	MELISSA ETHERIDGE	LUCKY	UMVD/ISLAND
46	38★	THE SHINS	CHUTES TOO NARROW	SUB POP
24	39	ALICIA KEYS	DIARY OF ALICIA KEYS	BMG/J
30	40	NORAH JONES	COME AWAY WITH ME	EMM/BLUE NOTE
18	41	COURTNEY LOVE	AMERICA'S SWEETHEART	EMM/VIRGIN
RE	42★	DEATH CAB FOR CUTIE	TRANSATLANTICISM	BARSUK
27	43	SARAH MCLACHLAN	AFTERGLOW	BMG/ARISTA
RE	44★	AVANT	PRIVATE ROOM	UMVD/MCA
RE	45★	ELBOW	CAST OF THOUSANDS	BMG/V2
49	46★	WESTSIDE CONNECTION	TERRORIST THREATS	EMM/PRIORITY
RE	47★	ANTHONY HAMILTON	COMIN' FROM WHERE I'M FROM	BMG/ARISTA
42	48	T.I.	TRAP MUZIK	WEA/ATLANTIC
RE	49★	CRYSTAL METHOD	LEGION OF BOOM	BMG/V2
RE	50★	YING YANG TWINS	ME & MY BROTHER	TVT

Charts are compiled from independent retail stores across the country.

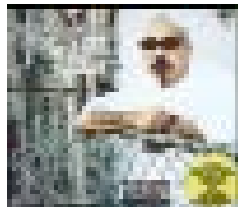
StreetPulse

Weekend Independent Artist Sales Snapshot

LW	TW	TOP 50 INDEPENDENT ARTISTS	WEEK ENDING 2/22/04	
2	1★	AIR	TALKIE WALKIE	ASTRALWERKS
1	2	PROBOT	PROBOT	SOUTHERN LORD
D	3★	LIL ROB	NEIGHBORHOOD MUSIC	UPSTAIRS
3	4	LOS LONELY BOYS	LOS LONELY BOYS	OR
D	5★	THE CASUALTIES	ON THE FRONT LINE	SIDE 1 DUMMY
4	6	MINDY SMITH	ONE MOMENT MORE	VANGUARD
9	7★	FLATLANDERS	WHEELS OF FORTUNE	NEW WEST
8	8★	POSTAL SERVICE	GIVE UP	SUB POP
11	9★	DIZZEE RASCAL	BOY IN DA CORNER	MATADOR
7	10	THE SHINS	CHUTES TOO NARROW	SUB POP
12	11★	DEATH CAB FOR CUTIE	TRANSATLANTICISM	BARSUK
14	12★	YING YANG TWINS	ME & MY BROTHER	TVT
6	13	WALKMEN	BOWS & ARROWS	RECORD COLLECTION
10	14	ANI DIFRANCO	EDUCATED GUESS	RIGHTEOUS BABE
13	15	LOST IN TRANSLATION	SOUNDTRACK	EMPEROR NORTON
5	16	WARREN ZEVON	WIND	ARTEMIS
D	17★	LAMBCHOP	AW CMON	MERGE
17	18	FANTOMAS	DELIRIUM CORDIA	IPECAC
D	19★	LAMBCHOP	NO YOU CMON	MERGE
18	20	SOUTHERN CULTURE ON SKIDS	MOJO BOX	YEP ROC
D	21★	TRANS AM	LIBERATION	THRILL JOCKEY
42	22★	BROKEN SOCIAL SCENE	YOU FORGOT IT IN PEOPLE	ARTS & CRAFTS
19	23	LIL' JON & THE EAST SIDE BOYZ	KINGS OF CRUNK	TVT
D	24★	PRESTON SCHOOL OF INDUSTRY	MONSOON	MATADOR
29	25★	COHEED & CAMBRIA	VOL. 3-IN KEEPING SECRETS OF...	EQUAL VISION
34	26★	LIL' JON & THE EAST SIDE BOYZ	PART II	TVT
D	27★	XIU XIU	FABULOUS MUSCLES	FIVE RUE CHRISTINE
20	28	MOUNTAIN GOATS	WE SHALL ALL BE HEALED	FOUR A.D.
16	29	LADYSMITH BLACK MAMBAZO	RAISE YOUR SPIRIT HIGHER	HEADS UP INT
15	30	DESCENDENTS	MERICAN EP	FAT WRECK CHORDS
22	31	METRIC	OLD WORLD UNDERGROUND	EVERLOVING
41	32★	WRENS	MEADOWLANDS	ABSOLUTELY KOSHER
39	33★	INTERPOL	TURN ON THE BRIGHT LIGHTS	MATADOR
35	34★	THE STILLS	LOGIC WILL BREAK YOUR HEART	VICE
25	35	BAYSIDE	SIRENS & CONDOLENCES	VICTORY
23	36	PROJECT PAT	MIX TAPE: APPEAL	HYPNOTIZE MINDS
24	37	CAMERA OBSCURA	UNDERACHIEVERS PLEASE TRY HARD	MERGE
21	38	TONI PRICE	BORN TO BE BLUE	TEXAS MUSIC
D	39★	ALL NIGHT RADIO	SPIRIT STEREO FREQUE	SUB POP
36	40	EXPLOSIONS IN THE SKY	EARTH IS NOT A COLD DEAD PLACE	TEMP RESIDENCE
47	41★	SWITCHFOOT	BEAUTIFUL LETDOWN	RED INK
32	42	SUN KIL MOON	GHOSTS OF THE GREAT HIGHWAY	JETSET
46	43★	DRIVE-BY TRUCKERS	DECORATION DAY	NEW WEST
D	44★	CAT POWER	YOU ARE FREE	MATADOR
27	45	EINSTURZENDE NEUBAUTEN	PERPETUUM MOBILE	MUTE
RE	46★	AS I LAY DYING	FRAIL WORDS COLLAPSE	METAL BLADE
RE	47★	ATMOSPHERE	SEVEN'S TRAVELS	EPITAPH
RE	48★	ELECTED	ME FIRST	SUB POP
RE	49★	PRETTY GIRLS MAKE GRAVES	NEW ROMANCE	MATADOR
37	50	JOE STRUMMER & MESCALEROS	STREETCORE	HELLCAT/EPITAPH



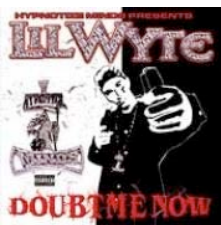
#1 Sales
Air
"Talkie Walkie"
Caroline/Astralwerks



#1 Breakout
Lil Rob
"Neighborhood Music"
City Hall/Upstairs



#1 Sales Explosion
The Casualties
"On The Front Line"
ADA/Side 1 Dummy

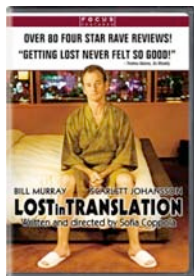


#1 Chartbound
Lil Wyte
"Doubt Me Now"
Select 0 Hits/Hypnotize Minds

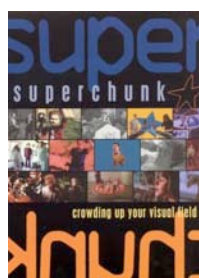
Charts are compiled from independent retail stores across the country.

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Weekend Video Sales Snapshot



#1 Sales
Lost In Translation
Universal



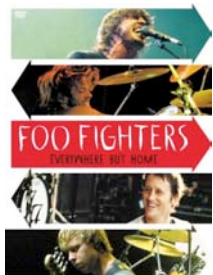
#1 Breakout
Superchunk
"Crowding Up Your Visual Field"
Merge

LW	TW	TOP 25 VIDEO		WEEK ENDING 2/22/04
2	1★	LOST IN TRANSLATION	LOST IN TRANSLATION	UNIVERSAL
1	2	BEATLES	FIRST U.S. VISIT	EMM/CAPITOL
3	3★	BELLE & SEBASTIAN	FANS ONLY	MATADOR
D	4★	SUPERCHUNK	CROWDING UP YOUR VISUAL FIELD	MERGE
4	5	COLDPLAY	COLDPLAY LIVE 2003	EMM/CAPITOL
D	6★	BRIDGES/CRUZ/DYLAN	MASKED & ANONYMOUS	COLUMBIA/TRISTAR
17	7★	PINK FLOYD	LIVE AT POMPEII	UMVD/HIP-O
13	8★	THICKER THAN WATER	SOUNDTRACK	UMVD/UNIVERSAL
12	9★	LED ZEPPELIN	LED ZEPPELIN DVD	WEA/ATLANTIC
D	10★	VARIUOS ARTISTS	ZEN TV	NINJA TUNE
22	11★	BOB DYLAN	1966 WORLD TOUR-HOME MOVIES	VENTURA
D	12★	STEVE EARLE	JUST AN AMERICAN BOY	KOCH VISION
15	13★	VARIOUS ARTISTS	CONCERT FOR GEORGE	WEA/RHINO
RE	14★	U2	LIVE FROM SLANE CASTLE	UMVD/INTERSCOPE
RE	15★	AC/DC	LIVE AT DONINGTON	SONY/EPIC
18	16★	SPIKE JONZE	WORK OF DIRECTOR SPIKE JONZE	WEA/PALM
16	17	OUTKAST	T.B.A.	BMG/ARISTA
RE	18★	PACINO/LOGGIA	SCARFACE	UNIVERSAL
RE	19★	RAGE AGAINST THE MACHINE	LIVE AT THE GRAND OLYMPIC AUDI	SONY/EPIC
5	20	WARREN ZEVON	VH1 INSIDE OUT	ARTEMIS
19	21	MICHEL GONDRY	WORK OF DIR MICHEL GONDRY	WEA/PALM
D	22★	GYLLENHALL/MALONE	DONNIE DARKO	TWENTIETH CENTURY
RE	23★	JUDAS PRIEST	ELECTRIC EYE	SONY/LEGACY
25	24★	GOODING/KNOWLES	FIGHTING TEMPTATIONS	PARAMOUNT
RE	25★	BEN HARPER	LIVE AT THE HOLLYWOOD BOWL	EMM/VIRGIN

DVD Pick of the Week by Mark Cope

The **Foo Fighters** released their first ever full-length DVD titled *Everywhere But Home* (RCA-57914) late last year, but it seems to be lost in that Christmas shuffle in terms of sales, stock, and in-store support. Time to revisit this great DVD and make sure all your Foo Fans know about it. It contains over three hours of live electric and acoustic performances from the band's 2002/03-world tour. There is also an audio only component of the complete live show from Reykjavik, Iceland (which kicks major ass by the way), along with other goodies aimed especially at & for your basic Foo Fans...so stock it, watch it, and turn people on to this great DVD. There's tons of new stuff headed our way including on **2/24/04**; **The Adolescents Live At The House Of Blues** (Caroline/Kung Fu Records), **Sarah Brightman Harem: Desert Fantasy** (EMM/Angel), **The Blasters Blasters Live; Going Home** (Sony Wonder), **Devo Live** (WEA/Rhino), a scary **David Cassidy Live In Concert** & **James Get Away with It: Live** (both from Image

Entertainment), while RED/ Eagle Vision release both **Janis Joplin & Big Brother...900 Nights**, as well as **Janet Jackson's Velvet Rope Tour...**the folks at UMVD are releasing a number of DVD titles called **Best Of(fill in name here):The 20th Century**. The series includes DVDs from **Boyz II Men, Kool & The Gang, Donna Summer, New Edition, The Moody Blues, and Tears For Fears**. On a non-musical note (pun intended) watch for the release of one of the best old TV series' as the classic **One Step Beyond** (Laserlight Video/Delta Video) launches a number of releases that encompass all the episodes of this early TV classic...New DVDs hitting on **3/2/04** include: **The Beatles w/ Tony Sheridan & James Brown Soul Survivor** (both on UMVD/Polydor), **Deep Purple New Live & Rare** (RED/Eagle Vision), **Iggy Pop Iggy In Paris** (Musicrama) & the must have DVD, the **Jack Black Two Pack: School Of Rock & Orange County** (Paramount Home Video)...On **3/9/04**, look for newies from **Dropkick Murpheys On The Road With...**(Koch/Hellcat/Epitaph), for Music Video distributors come both **Chameleons Live At Camden Palace & Hawkwind Chaos...**also on 3/9 comes **Robyn Hitchcock & The Egyptians Gotta Let This Hen Out** (Hepcat/Cherry Red), **Michael Jackson One** (Sony/Epic), **Mobb Deep I'm Famous/Allegiance Pt 1** (Super D/Traffic Entertainment Group), **Carley Simon Live From Martha's Vineyard** (RED/Grandstand), followed by two new discs, **Fairport Convention Live Legend & Steele Pulse Live Legends**, both from Navarre/Classic Rock Legends...Whew, I'm tired just writing this, let alone watching these cool new DVDs.



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