

MIDEM 26 Jan 2005 Daily News

Front Page



mide
A Reed MIDEM quality event

DAILY NEWS 4

Classical
LES Victoires De La Musique
 Classique come to town, coverage of the first MIDEM Classical Awards and more.
 (See pages 24 and 26)

Live
 What can merchandising, new media and concert scheduling do for gigs? Live Music Network feature investigates.
 (See page 46)

Anniversary
 Pschent celebrates its 10th anniversary at its traditional MIDEM closing party.
 (See page 52)



Tim Clark at the Live Music Network.



Victoires contender Roland Villazon.



Eric Hauville of Pschent.

It's the MIDEM variety show

Lounge, live and classical themes explored

THE diversity of the music world that is the business of MIDEM is encapsulated by three key events in Cannes today.

French electronic label Pschent celebrates its 10th anniversary with a party that will take over the Hotel Martinez ballroom and Acajou area tonight, highlighting a remarkable success story in the process.

Radio industry veteran Eric Hauville founded the label by signing Charles Schillings, a Belgian DJ who has brought an enduring following to the venture. But it was a proposal from Stephane Pompougnac, DJ at Paris's Hotel Costes, that really gave the label lift-off.

Pompougnac said he had many requests for recordings of his mixes and Hauville decided to give it a try. The

Hotel Costes series has sold 1.5 million units and spawned the "lounge music" trend, along with several more location-branded collections.

Earlier tonight, the very different world of classical music is in the spotlight with Les Victoires De La Musique Classique. The only classical music event in France to command primetime TV coverage—and one of the few in the world to do so—it will see stars battling for 10 awards, including the audience prize.

A special international prize for up-and-coming talent is awarded only when the event is held in Cannes, every three years. The Victoires ceremony will be held in the Grand Auditorium of the Palais. The proceedings will be relayed direct on France 3 and France Inter, and will be trans-

mitted by satellite channel Mezzo on January 23.

Overarching all genres is MIDEM's Live Music Network. A six-hour programme of keynote interview, seminars and workshops is intended to draw the residents of MIDEM's global village—artists, agents, promoters, merchandisers, sponsors, record companies, venues, ticket agents, publishers and retailers—together for an afternoon of education.

The curtain-raiser is EMI's Tony Wadsworth interviewing Tim Clark, manager of Robbie Williams. The opportunities offered by broadcasting and webcasting, forging links between concerts and record releases and the eternally hot topic of rights are expected to generate debate during the sessions.

CELLIST Matt Haimovitz's stunning performance kicked off the MIDEM Classical & Jazz Festival Of Independent Labels and, today at 11.30, Marilyn Frascaone gives the series' final recital.



COMMITMENT

++peermusic — a partner with commitment+++





peermusic
THE INDEPENDENT MAJOR

++juanes — latin superstar+++juanes — latin superstar+++juanes — latin super

Wednesday 26 January 2005

The Official MIDEM Daily Newspaper

News

NAME THAT TUNESTER...

THINK you know your music? Got an eye for great photography? Here's your chance to win some fine prints from veteran music-industry photographer Georges Du Bose. Dubose is one of five photographers whose work graces the walls here at MIDEM. The identity of the subjects featured are unnamed. If you can name 75 of the 80 subjects by 18.00 tonight, Du Bose will give you 12 prints from his collection. The first person to call Du Bose with the correct names wins. The photos will be identified with name stickers at 18.00 tonight. The number to call is +49 160 481 1234.



Photographer Georges Du Bose: capturing the faces of music.

SPENDING MONEY TO SAVE IT

THE AXMEDIS Project—a €14m (\$18.3m) initiative funded by the European Union and private investors—has been launched to develop technologies to reduce the costs of digital content production, distribution and protection. Not only will the Axmedis Project offer producers, aggregators and distributors innovative ways to create new market and distribution openings, but it will also provide assistance and technical support to those interested in using the platform and adopting the project's solutions. Furthermore, the Axmedis consortium has been formed to grant the sum of €1m to companies and research institutes interested in developing real solutions by exploiting Axmedis technologies. Professor Paolo Nesi from Florence University is serving as the Axmedis Project co-ordinator.

Will Sony-BMG/EMI pact put rights wrongs right?

A LANDMARK deal between Sony-BMG and EMI Publishing to clear an array of digital rights could break the logjam in the mobile arena, Jeff Liebenson, a partner in the US legal firm KMZ Rosenman, told the Mobile Music legal workshop on Monday.

Though unable to disclose the terms of the deal, he said they were likely to become known because of the large number of parties affected, which could well lead to the agreement becoming a market standard.

Liebenson added that the music industry on one side, and the carriers and aggregators on the other, had to learn to understand each other's problems. Carriers, too, often did not understand about release schedules and product positioning, while content providers had no idea about the telecoms' billing systems.

However, Liebenson predicts there could be



KMZ Rosenman's Jeff Liebenson: time to unblock the digital rights logjam.

trouble ahead between publishers and record companies. In the US, publishers normally take a flat-rate fee of 8.5 cents on recorded music, but one realtone deal gives publishers a percentage deal (of 10%-15%) and so a higher yield. The real battle could be over the type of revenue share between the two.

The Orchard goes cherry-picking

THE ORCHARD, which distributes and markets independent music, has added a further nine digital music stores to its distribution network.

The addition of Virgin Megastores France, Yeahronimo Media Ventures, 7 Digital, Ruckus, Bollyvista, MusicNow, Soundbuzz, Musicload and iMusica bring the total number of stores using The Orchard's network—which now spans 72 countries and includes

more than 300,000 tracks—to over 100. "The addition of these digital music stores reinforces The Orchard's position as a pre-eminent force in the distribution and marketing of independent music," said Greg Scholl, chief executive of The Orchard and managing director of Dimensional Associates. "We look forward to working closely with our new partners to help promote and merchandise great music."



• THERE'S no stopping O-Zone... Thanks to Vale Music's efforts, the Romanian pop trio has just gone gold in Spain, having sold 53,000 albums. Showing off the gold disc are Vale Music's president Ricardo Campoy (left) and Giacomo Maiolini, president of Time, the label which originally signed O-Zone.

News

SPENDING MONEY TO SAVE IT

THE AXMEDIS Project—a €14m (\$18,3m) initiative funded by the European Union and private investors—has been launched to develop technologies to reduce the costs of digital content production, distribution and protection.

Not only will the Axmedis Project offer producers, aggregators and distributors innovative ways to create new market and distribution openings, but it will also provide assistance and technical support to those interested in using the platform and adopting the project's solutions. Furthermore, the Axmedis consortium has been formed to grant the sum of €1m to companies and research institutes interested in developing real solutions by exploiting Axmedis technologies.

Professor Paolo Nesi from Florence University is serving as the Axmedis Project co-ordinator.