

# SKD enters urban market

**E**uropean film specialist SKD USA is getting into the urban genre with the launch of its first DVD on the new SKD Urban label.

*Up and Above* (street Sept. 2, order now; DVD \$14.98) is a collection of short films of hip-hop stars, including RZA, GZA, Ghostface Killah and Sticky Fingaz, as they go about their daily lives. It also chronicles the stories of action sports athletes from the X Games.

SKD is distributed by Koch Entertainment.

Alex Cohen, president of SKD, says he is working with Koch and through its established sales



SKD will release a mix of foreign and urban titles on Sept. 2.

efforts to get the title into the marketplace. "Koch is very familiar with the urban market," he says. For further marketing, some of the artists featured on the DVD are on tour or have other

ongoing promotional efforts. "Most of the job will be done by them," Cohen says.

Cohen, who hails from France, has been distributing foreign films here on DVD for the last

four years. He sees the urban market as a good fit because it's another "niche" that needs to be filled. "It's not *The Lord of the Rings*, but the fans are here," he says.

SKD also is releasing a group of 12 foreign films on DVD on Sept. 2. Cohen says he chose them for their quality and lack of availability in the U.S. The titles are *The Jaguar*, *The Patriots*, *Franck Spadone*, *La Parola Amore Esiste*, *Raul Barboza: The Legend*, *White Odyssey*, *Toreros*, *Towards Evening*, *In the Name of Hezbollah*, *Tolerance*, *Cubanissimo* and *Zelimo*, all priced from \$9.98 to \$24.98. **vb**

—C.S.

## Coming soon continued from page 19

### LIONSGATE

Crosby, Stills, Nash and Young use the backdrop of the Iraq war in the film of their latest North American tour, *CSNY/Déjà Vu*. Street Sept. 30, prebook Sept. 3; DVD \$14.98



James Brown, are captured in *James Brown: Double Dynamite*. Street Sept. 30, prebook Aug. 26; DVD \$19.95

### RHINO/RYKO

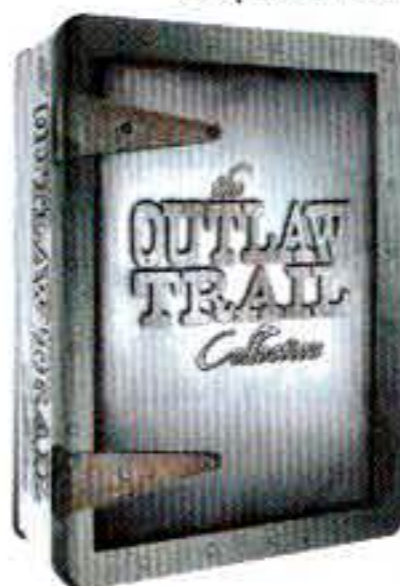
Diane Lane and Laura Dern punk out alongside punk rockers Steve Jones and Paul Cook of the Sex Pistols and Paul Simonon of The Clash in *Ladies and Gentlemen, The Fabulous Stains*. Street Sept. 16, prebook Sept. 5; DVD \$19.95

### SHOUT/VIVENDI

Customers can have a country Christmas with *The Johnny Cash Christmas Specials 1976-1979* (street Oct. 7, prebook Sept. 9; four-disc set \$49.98) or wait for the singles (all street Nov. 13, prebook Oct. 14; \$14.98 each).

### TIMELESS MUSIC

The DVD and three-CD set *The Outlaw Trail Collection*

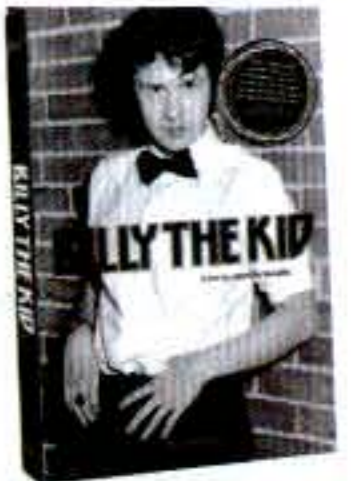


compiles 50 songs performed at the Paramount Theatre in Austin, Texas. Street Sept. 16, prebook now; DVD \$69.98

### ZEITGEIST

The SXSW Film Festival winner *Billy the Kid* is a coming-of-age

documentary of a unique boy, set to a classic score with the band the Virgins. Street Oct. 28, prebook Sept. 23; DVD \$29.99 **vb**



—Compiled by Cheryl Biggs



### MEDIA BLASTERS

*Wicked Lake* features an original score and cameo appearance by Ministry's Alien Jourgensen. Street Oct. 7, prebook Aug. 26; DVD \$19.99

### MICROCINEMA

*Words for the Dying* is a cinema verité portrait of former Velvet Underground musician John Cale in collaboration with Brian Eno as they record their album. Street Sept. 30, prebook Aug. 26; DVD \$24.95

### MVD

Two performances from the godfather of soul,

## MVD on Zipidee

**M**VD Entertainment Group has made a deal that can help retailers compete in digital downloading. Through an agreement with Zipidee.com, the music video distributor will provide video titles on-demand through other Web sites, including those of retailers.

Retailers who use Zipidee's Content On-Demand Widgets on their Web sites can serve as an affiliate of Zipidee in selling certain titles. Affiliates can earn 15% of each transaction they make.

The first title MVD will offer through a widget from Zipidee is *Punk Rock Karaoke*, which will be available Sept. 5.

"The widgets are a viral vehicle for anyone with a Web site," says

Michael DeMonte, VP of sales and marketing for MVD. Zipidee hosts the program and handles the transactions.

"This is a very easy way for



Zipidee provides download widgets for retail Web sites.

retailers to sell digital programs," DeMonte says. Brand-name retailers will benefit, he adds.

"You can have something that iTunes doesn't," he says. **vb** —C.S.