

## THREE GUT RECORDS, FOUR YEARS ON



The Constantines

With labels such as **Arts & Crafts** (Broken Social Scene, Feist, Stars) and **Paper Bag Records** (Uncut, Controller.Controller, Fembots) continuing to scout new artists and release strong material, it doesn't seem hyperbolic to suggest that Toronto is enjoying an indie rock renaissance of sorts. While it's normally an exercise in arbitrariness to attempt to trace the origin of something as fuzzy as a renaissance, in this case, it's impossible to deny the importance of **Three Gut Records** to the city's now-bustling scene.

Home to **The Constantines**, **Royal City**, **Jim Guthrie**, **Cuff The Duke**, **Gentleman Reg** and **Oneida**, Three Gut began over four years ago in Guelph, sort of by accident. The brainchild of **Lisa Moran** and **Tyler Clark Burke**, it was founded out of necessity, as a venue for friends' recordings, and marked its first year by reluctantly releasing a trio of debuts. "It was basically Reg, Jim and Royal City," recalls Moran. "That's how we started - we put out those records and that was the first year of the label."

While all three of those releases were met warmly, Three Gut's next record would firmly establish it as the upstart indie label to watch. In addition to having the good fortune of being a stunning record, The Constantines' self-titled debut came in a beautiful homemade package that instantly communicated Three Gut's charm and imagination. Hand-numbered and carefully constructed, the album's red cardboard foldout opened up to reveal a wooden strike-anywhere match. It didn't take long for those 1,000 pressings to sell out; that's when it started to feel like Three Gut had sparked a match of its own.

The past three years have brought lots of change for the modest operation. The Constantines have parlayed their Canadian success into a record deal with Sub Pop and worldwide acclaim, visual artist Burke has left the label to concentrate on her own work, and Moran has turned what was once a side venture into a full-time job.

"It kind of ebbs and flows," she says of the workload, which includes managing The Constantines and Royal City. "Some weeks it's not that bad and some weeks it's just constant, it's like get up and do it until I go to bed."

True to its original spirit, Three Gut has maintained a familial aura throughout the years. Label mates have lived together, recorded on each other's records and toured with each other. Burke still drops in every now and then to help out with artwork. And, despite the majors' increasing propensity to distribute indie labels, Three Gut has retained **Outside Music** as their Canadian distributor since day one. "For a long time it was just about really wanting to continue supporting someone who supported us when no one else was interested," Moran says.

The same people-first philosophy extends to Three Gut's roster, many of whom

have struck American and European deals in the interim. While Three Gut has happily retained Canadian rights to all its records, Moran says any business decision is dictated by what makes the most sense for the artist. "I think as long as the bands feel that we are doing a good job, we want to continue to do it. If I felt like there was a better position for them, if someone could do a better job in Canada for them I would be totally open to them going and trying something different," she says.

In keeping with that ideology, Moran has begun to secure more international distribution deals for her artists. Guthrie's most recent record *Now More Than Ever* has just been picked up for release in the U.S., and the label head hopes that it will be the start of many such deals to come. And regarding future signings: "Whenever I'm working with another band I'm like, 'I've got too much work, there's just no way.' It always happens so organically and I end up saying 'We *have* to put this record out.'" Case in point: the label's newest addition, Sea Snakes. "I love those guys," Moran enthuses. "[At first] I was totally like, maybe I could just do management, but if I can help someone like that then I will."

Having wrapped up a two-night four-year anniversary showcase at Toronto's Horseshoe Tavern in late May, it's safe to say things are going swimmingly for the label. Still, Moran knows it can't last forever. In a way, that very knowledge is what keeps her enthusiastic and in the moment. "I can't do it forever because it's my whole life in a way and at some point I should become a more diverse individual," she laughs. "I know I can't sustain that kind of enthusiasm for it forever, but right now I'm still excited and it's still fun."

"It's exciting to have a little stack of twelve records and be like, 'We did that!'"

□ MARK PYTLIK

## CRIA MAY INDUSTRY STATISTICS

UNITS AND DOLLARS EXPRESSED IN THOUSANDS

	MONTH			YEAR TO DATE		
	2004	2003	% CHANGE	2004	2003	% CHANGE
<b>UNITS SHIPPED</b>						
VHS	28	79	-65%	142	219	-35%
DVD	171	156	10%	1387	971	43%
SINGLES	30	58	-48%	141	311	-55%
CD	2955	2852	4%	15496	15275	1%
<b>NET VALUE OF SALES</b>						
VHS	44	693	-94%	868	1688	-49%
DVD	2909	2525	15%	19825	16296	22%
SINGLES	169	212	-20%	706	1034	-32%
CD	30988	31425	-1%	167581	175567	-5%
<b>GRAND TOTAL</b>	<b>34110</b>	<b>34855</b>	<b>-2%</b>	<b>188980</b>	<b>194585</b>	<b>-3%</b>

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## UNIVERSAL'S KILLER QUARTER

New music from **The Cure**, **Bryan Adams**, **LL Cool J**, **Nelly**, **Bond**, **The Marble Index** and heavily-hyped Las Vegas rockers **The Killers** are just some of the highlights in Universal Music's upcoming release schedule.

On the Interscope side, a major priority is the just-released **World Cup of Hockey** compilation, featuring some of the best-loved rock tracks that we all associate with the seconds before the puck drops. From homegrown talent like **The Trews** (*Not Ready To Go*) and **The Tragically Hip** (*50 Mission Cap*) to tried and true classics like **The Ramones'** *Blitzkrieg Bop* and **Iggy Pop's** *Lust For Life*, this continuous mix collection covers the tunes that will be heard in rinks around the world as the World Cup tournament kicks into gear in late summer. The liners include a foreword from Rheostatic and hockey nut Dave Bidini, as well as notes on every track and how it relates to hockey. Also included – a bonus DVD featuring interviews with NHL stars talking music and musicians talking hockey, complete roster line-ups, 1996 World Cup and 2004 Juno Cup highlights, and loads more.



The Cure

Another album due to make plenty of noise this summer is the new self-titled effort from **The Cure**, just released this week, and the veteran British band's first for Ross Robinson's I Am label. The video for debut single *The End Of The World* was shot in Toronto's Beaches area by Floria Sigismondi, and while the single is by far one of the poppier tracks on the album, Cure fans from way back when will be pleased to note that the new material contains plenty of echoes from the band's earliest, darkest phase. The Curiosa tour, where the band will be joined by current alt-rock faves such as Interpol, the Rapture and Mogwai, hits sheds this summer.



The Hives

On the domestic front, Interscope will be dropping the major-label debut from Hamilton's **The Marble Index** on Aug. 24. Having nabbed a Premier Pick spot in this magazine for the *I Believe* single and wrapped up a national tour with Australia's Powderfinger, this trio promises to shake up the scene with a sound that's reminiscent of early Who and Clash, as well as current alt-rock faves like the Hives.

Speaking of **The Hives**, the long-awaited new album from Sweden's nastiest garage-rockers, *Tyrannosaurus Hives*, streets on July 20, set up in explosive fashion by the strong rock radio response to debut single *Walk Idiot Walk*. Look for word of mouth on this one to spread as the band's incendiary live show hits Toronto's Phoenix on July 24.

On the music DVD front, Interscope unveils a concert DVD from **Hilary Duff**, titled *That Girl Can Rock*, on Aug. 10, following up the Duffster's previous 4X platinum DVD *All Access Pass*. That Girl features live performance footage, backstage antics and an interview with American Idol dude Ryan Seacrest.

Other upcoming highlights on the Interscope side include new music from ex-Spice Girl **Emma Bunton** (*Emma*, July 13), **The Polyphonic Spree** (*Together We're Heavy*, July 13), **The Roots** (*The Tipping Point*, July 13), Aussie rockers **Spiderbait** (*Tonight Alright*, including the band's cover of *Black Betty*, Aug. 17), Canadian sister duo **Tegan and Sara** (*So Jealous*, Sept. 14) and new 604 signing, Winnipeg's **Tin Foil Phoenix** (formerly Sonic Bloom, the band's *Living In the Shadow of the Bat* drops Sept. 14) and brand new material from Canadian rock'n'roll icon **Bryan Adams** (*Room Service*, Sept. 21).



Bond

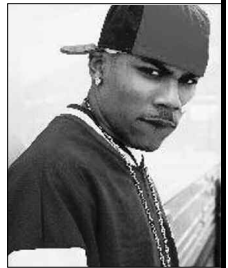
On the Universal/ Island/ Def Jam side, immediate priorities include the latest CD from classical pop quartet **Bond**, *Classified*. Look for the ladies to be performing at the World Cup of Hockey finals on Sept. 14 (hockey, beautiful women and cellos – they just go together, don't you think?), as the track *Explosive* has been added as a hidden track to the aforementioned World Cup of Hockey comp.

Also causing quite a stir at radio and video is the debut from Las Vegas' **Killers**, *Hot Fuss*. If you haven't yet heard the ubiquitous lead single *Somebody Told Me*, then you really need to get out more. No new Canadian live dates on the table yet...

On the country front, the debut from **Julie Roberts** (July 6) is expected to hit big, with debut single *Break Down Here* setting it up nicely, as well as appearances on good

morning America, Leno, and heavy CMT coverage. Julie will be in Canada for the CCMA's, so be on the look-out. **Terri Clark** celebrates ten years of hit-making with a *Greatest Hits* collection due July 27, featuring two brand new songs, including the current Top 5 hit *Girls Lie Too*.

On the hip-hop tip, expect big things from **LL Cool J's** *DEFinition* (Sept. 14), featuring guest turns from Jennifer Lopez, Timbaland and R. Kelly, and off to a good start with lead single *Headsprung*. LL's 11<sup>th</sup> album is poised to do significant damage – just don't call it a comeback. And **Nelly** will be entering uncharted hip-hop territory by releasing two new albums on the same day – Sept. 14 sees the release of the gritty *Sweat* and the smoother *Suit*. Both albums will also be set up with singles – *Flap Your Wings* is culled from the *Sweat* set, while *My Place* (featuring Jaheim) is the lead single for *Suit*. Also on the rap roster, a new album from the currently-incarcerated **Shyne** (Aug. 10) and the return of **Mase** on Aug. 24 (now going by his given name, **Mason Betha**), set up by the infectious single *Welcome Back*.



Nelly

Three releases bound to generate a fair bit of excitement for adult-oriented audiences are the Verve debut from construction worker-turned-crooner **Joshua Payne** (*Your Love, My Home*, due Sept. 21). Payne's rugged looks paired with his classically-trained voice make him a natural for a Josh Groban-style breakthrough. **Mark Knopfler's** *Shangri-La* (Sept. 28) will prelude a North American tour scheduled for next March, and the album is due to include a limited edition Making Of DVD. And the fall also will see the release of a genre-defying act, **Brazilian Girls**, which can best be described as the sound of Bebel Gilberto sitting in on a jam session with Portishead, Bjork and Tom Waits. Odds are you've heard nothing quite like it. Speaking of the unclassifiable, also look for **Lazyboytv** via Interscope in the fall, a socially-conscious multimedia project emanating from Finland. File under 'must be heard/ seen to be believed.'

Late summer/ early fall will see new music from **Ja Rule** and **Willie Nelson** (both in August), and **Stevie Wonder**, **Brian McKnight**, **Ashanti** and two new projects from the ever-prolific **Elvis Costello** in September. As we hit late fall, that's when the big guns come out – among them, *Peach Tree Road* from **Elton John** (Nov. 8), and new music from **India.Arie**, **Andrea Bocelli** and...drum roll please...**U2**.

## STANDARD TO SELL VIDEO ONE TO ROW ENTERTAINMENT



**Standard Broadcasting Corporation Limited** announced this week that it's agreed to sell the operations and assets of **Video One Canada Ltd.**, its wholly-owned subsidiary, to **ROW Entertainment Income Fund**, for approximately \$74 million.

According to a media release, the closing of the sale is subject to certain conditions, but once those are met, the transaction is expected to close on or around Aug. 31. With this deal, Standard is due to receive \$37 million in cash

from ROW and 3.7 million units of the ROW Entertainment Income Fund, established last fall. After giving effect to the transaction, Standard will hold an approximate 16 per cent interest in ROW Entertainment.

"We are delighted to partner with ROW Entertainment to create a leading home entertainment company better able to service the needs of retailers in all markets in Canada," said **Gary Slaight**, President and CEO of Standard Broadcasting.

**Darren Throop**, President and CEO of ROW Entertainment, stated: "The acquisition of the Video One business will enhance our position as one of the leading suppliers of home entertainment products in Canada. Our combined customer base and complementary product offerings, together with our combined market positions, provide a solid platform for continued success."

Video One, one of Canada's largest wholesalers and distributors of DVDs and videos, has sales in excess of \$300 million a year. It also distributes a large selection of multi-platform video game software, gaming hardware and various accessories. ROW Entertainment is the largest wholesaler of CDs and DVDs in Canada, and made \$2.1 million in the first three months of 2004 on revenue of \$46.4 million. The ROW Entertainment Fund owns the wholesale CD and DVD business Records On Wheels as well as the CD Plus chain.

Standard Broadcasting, the largest privately-owned multi-media company in Canada, has agreed not to sell its ROW units for at least two years unless given permission to do so by the Fund.

## REVOLVER'S POST-MMVA BASH

Revolver Films threw their MuchMusic Video Awards after-party at the luxurious Courthouse in downtown Toronto this year, and as these photos attest, the scores in attendance (ourselves included) had one heck of a time. Photos: Aaron Tator.



THREE-QUARTERS OF NICKELBACK SMILE PRETTY ON THE RED CARPET.



REVOLVER'S DON ALLAN AND MUCHMUSIC'S RICK CAMPANELLI ENTER THE PARTY



SAM ROBERTS EMERGES AT THE PARTY FRESH FROM WINNING A FEW MMVAs



HOOBASTANK'S DOUG ROBB DOESN'T SEEM TO BE IN THE MOOD TO HAVE HIS PHOTO TAKEN...

## MUSICRYPT TAPS INTO U.K. MARKET

**Musicrypt** has announced a strategic partnership with **Sonic Arts Ltd.** of London, England to market and support its Digital Media Distribution System (DMDS) in the United Kingdom and Ireland. Sonic Arts is a London based post-production facility servicing the five major record companies.

According to a Musicrypt statement, DMDS is now the secure digital delivery service of choice for more than 80% of the Canadian music industry, having been implemented by EMI Music, BMG Music, Warner Music, Universal Music and the Canadian Independent Record Production Association (CIRPA). In addition, all major Canadian broadcast chains including Standard Radio and Rogers Communications representing more than 95% of all chart monitored radio stations use DMDS.

"The UK market, with its' internationally renowned music industry, represents a substantial opportunity for us," said Gerd Leonhard, Vice President European Development of Musicrypt. Avi Landenberg, President of Sonic Arts, said "DMDS is a sophisticated approach to the industry requirement for a secure digital delivery system and we are convinced that the UK record industry will adopt this technology as a means to efficiently distribute content in a secure environment."

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Interested advertisers should contact **Barry Walsh** at [barry@canadianmusicnetwork.com](mailto:barry@canadianmusicnetwork.com) or (416) 591-1677.

## BRIEFS

The **Urban Music Association of Canada** has announced the dates for the newly christened **Canadian Urban Music Awards** (formerly the Urban X-posure Awards). This year's celebration of the best in Canadian urban music takes place Oct. 21, at the Metro Toronto Convention Centre's John Bassett Theatre. Nomination forms will be available from [www.umac.ca](http://www.umac.ca) starting July 12, with the nomination period taking place between July 12 and August 6.

The **Radio Starmaker Fund** awarded \$669,000 to Canadian artists during the most recent round of funding. Recipients of the 11<sup>th</sup> round of funding include: **Barnard & Brohm, Beverley Mahood, Buck 65, Coral Egan, Francesca Gagnon, Jorane, Lhasa, Metric, Pavlo, Ron Korb, Suzy Leblanc** and **Thornley**. In addition, the fund introduced new initiatives and increases, including: increased travel subsidy for qualified independent artists attending the JUNO Awards; updated guidelines for International touring applications; international marketing support up to a maximum of \$50,000 per year, per project, to Canadian-owned labels; renewed travel grant for the East Coast Music Association, and a new grant for the Canadian Songwriters' Hall of Fame. Applications for the next round must be in by 5pm, Aug. 26 – check [www.radiostarmakerfund.com](http://www.radiostarmakerfund.com) for more information.

## MUSICAL CHAIRS

### DAINARD SINGS SO LONG TO CANADIAN COUNTRY MUSIC ASSOC.

**Lance Dainard** has said goodbye to the Canadian Country Music Association after three years in various positions with the company. Dainard will be concentrating on his own musical career. He can be reached at [lance@cestlance.com](mailto:lance@cestlance.com) or (416) 324-9551.

### DAOUST LEAVES THE CHILDREN'S GROUP

**Marc Daoust** has left The Children's Group to pursue other interests. The company is in need of a Publicity/Promotion Manager – please direct inquiries to **John Deighan** at [jdeighan@childrensgroup.com](mailto:jdeighan@childrensgroup.com).

### NORRIS IS NO LONGER NETTWERKING

Due to downsizing, **Colin Norris** is no longer the retail rep for Nettwerk Records Toronto. He can be reached at [ultra\\_colin@yahoo.com](mailto:ultra_colin@yahoo.com) or (416) 703-8204.

### ROBINS PROMOTES SONY

Sony Music has hired **Donald Robins** as a Promotion Manager on a short-term contract basis. Robins will be directly responsible for working all English/French repertoire in the Ottawa/Gatineau marketplace along with portions of Montreal and the rest of Quebec. Based in Montreal, his contract will be from June – August. Robins comes to Sony from EMI/Virgin where he was a Marketing/Promo Rep in Montreal.

### SONY WONDER/SMV GETS HART

**Jennifer Hart** has joined Sony Wonder/SMV in the position of Sr. Marketing Manager. Jennifer reports directly to **Therese Garnett**, Vice President, Partnership Marketing. You can reach Jennifer at [jennifer\\_hart@sonymusic.com](mailto:jennifer_hart@sonymusic.com). Jennifer was previously with Alliance Atlantis. There is no word yet on her replacement there.

Please send **Musical Chairs** information to [barry@canadianmusicnetwork.com](mailto:barry@canadianmusicnetwork.com).

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